



The Physician Philosopher
Wealth & Wellness

APPLICATION FOR ADMISSION TO THE LIST OF RECOMMENDED ADVISORS

Notice: This is an application, which means that there is a chance you may not be accepted to the list of recommended advisors. That said, it still takes time to review each application and to make a decision. For this reason, there will be a **non-refundable fee of \$500 with each application**. If you are accepted to the list, there will be an **annual renewal fee of \$250** to ensure that your business and fee-model has not changed. If you are denied, we will keep the non-refundable fee for reviewing your application. If you want to know my views on the gold-standard for financial advisors, please search “financial advisor” on The Physician Philosopher website. If accepted, your application will be uploaded next to your name on the site.

Submission: Please, submit all applications to thephysicianphilosopher@gmail.com and submit a payment to PayPal to the same email address. Your application will not be reviewed until payment is received.

This application is made for easy reading from the standpoint of a prospective client, so the words “I” and “me” mean the prospective client.

1. What is your name? **W. Ben Utley CFP®**
2. What is the name of your business? **Physician Family Financial Advisors Inc.**
3. Do you have a clean regulatory history?
[] Yes
[] No

4. Do you sell investment product, insurance products, or any other financial product?
 Yes
 No

5. In your work with me, do you stand to receive monetary and/or non-monetary compensation from anyone other than me? Examples include money you might get for referring me to someone else, commissions you might get when I buy a product, and/or payments you might get if I click a link on the internet.
 Yes
 No

6. What year did you begin delivering personal financial advice to individuals and/or families? **1994**

7. Where did you work at that time? **Waddell & Reed**

8. If you held a license, certificate or professional credential at that time, what was it?
Registered Representative (Series 6 & 63 licensed)

9. How many people do you serve today? **144**

10. How many of the people you serve are Medical Doctors (M.D.) or Doctors of Osteopathy (D.O.)? **98**

11. What year did you begin serving the first M.D. or D.O.? **1999**

12. In the past 12 months, how many M.D. or D.O. clients have you helped to consolidate student loans, refinance student loans or navigate the loan forgiveness process? **15**

13. Do you offer investment advice?
 Yes
 No (skip to Question 21)

14. Where can I find a copy of your Investment Advisor Disclosure Brochure?
<https://physicianfamily.com/iadb>

15. State your investment philosophy in 12 words or less.
Don't chase returns. Capture them with index funds.

16. How often do you recommend individual issues of stocks or bonds? (choose ONE)

practically never

sometimes

most of the time

almost always

17. How often do you recommend actively-managed mutual funds? (choose ONE)

practically never

sometimes

most of the time

almost always

18. How often do you recommend passively-managed or indexed mutual funds? (choose ONE)

almost always

most of the time

sometimes

practically never

19. If I form an engagement with you today, how will you get paid?

I will only charge you fees by the hour, month, quarter or year

I will only charge fees that are based on your income, assets or net worth

I would charge you both A and B above.

20. Explain your fee structure in 140 characters or less.

Flat monthly fee based on the depth of the engagement, not the depth of your pocket. Fees range from \$165/mo to \$415/mo.

21. My spouse and I have one child aged 8. We are both attending physicians in our first year of practice. Together, we earn \$400,000 per year before tax. We owe \$400,000 in student loans, \$50,000 in qualified retirement accounts, \$20,000 in the bank and \$30,000 in other assets. We want to get on track with our finances.

A) How much should we expect to pay for your services in the first year? **\$1,980**

B) And the second year?: **\$3,420**

Give a single figure for each year, not a range.

22. We have three children under the age of 18. I'm a homemaker and my spouse is an attending physician who earns \$500,000 before taxes. We are debt-free other than our \$300,000 mortgage against our \$800,000 home. We have \$250,000 in joint investment accounts, \$500,000 in qualified retirement accounts and \$250,000 in 529 plan accounts. We want to grow our assets for retirement and college.

A) How much should we expect to pay for your services in the first year? **\$3,420**

B) And the second year?: **\$4,980**

Give a single figure for each year, not a range.

23. My kids are all grown and gone. I'm an attending physician and my spouse is a homemaker. I earn \$600,000 before taxes. We own a \$1,000,000 home and my medical practice assets are worth \$1,000,000. We have \$1,000,000 in taxable investment accounts and \$3,000,000 in qualified retirement accounts. We are debt-free. We want to grow our assets and find out when I can retire.

A) How much should we expect to pay for your services in the first year? **\$4,980**

B) And the second year?: **\$4,980**

Give a single figure for each year, not a range.

24. Given the thousands of financial advisors out there, tell me in 100 words or less why I should choose you. (If you make the list, this statement will appear beside your headshot.)

My team and I make it easy for physician families like yours to save time and taxes while paying off student loans, buying a home and setting aside all the money you need for college and retirement. We focus exclusively on financial security for physicians, which might be why Physician's Practice, The White Coat Investor and The New York Times have written about us.

As fee-only financial planners, we charge a level monthly subscription fee that includes all the financial planning and investment advice you need without conflicts of interest. We are fiduciaries with 25 years experience serving families nationwide.

25. How can I reach you to learn more?

Visit <https://physicianfamily.com>