



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 \$750 with each application**. If you are accepted to the list, there will be an **annual renewal fee of \$500** 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? **Donovan Julian Sanchez**
2. What is the name of your business? **Skyview Financial Planning, LLC**
3. Do you have a clean regulatory history?
[X] Yes
[] No

4. Do you sell investment product, insurance products, or any other financial product?
[] Yes
[X] 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
[X] No
6. What year did you begin delivering personal financial advice to individuals and/or families? 2016.
7. Where did you work at that time? Northwestern Mutual. I'm not proud of my introduction to financial services, but grateful I found the vocation. I wrote about my experience on WCI earlier this year. You can find it here (my writing represents the first portion of this post):
<https://www.whitecoatinvestor.com/confessions-of-a-financial-advisor/>
8. If you held a license, certificate or professional credential at that time, what was it?
At that time I held the Series 6 and Series 63 securities licenses.
9. How many people do you serve today? In October 2018 I resigned from a fee-only firm to start my own practice. I registered my flat fee only financial planning and investment management firm in late February 2019 and currently serve 10 client households on an ongoing basis.
10. How many of the people you serve are Medical Doctors (M.D.) or Doctors of Osteopathy (D.O.)? Eight of my 10 ongoing clients are Medical Doctors or Doctors of Osteopathy.
11. What year did you begin serving the first M.D. or D.O.? 2016.
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? Of my eight ongoing physician clients, only two have required consolidation, refinance, or PSLF advice. Though this is a small number, I've included my written recommendations to one of those clients with their names redacted for your review. I believe that you will find my analysis and recommendations

appropriate with professional guidelines for student loan planning. I'm also a Certified Student Loan Professional®.

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?

You may find a copy of my Investment Advisor Disclosure Brochure via my website at the following link:

<https://static1.squarespace.com/static/5bef3aa57e3c3a0840451af4/t/5d65e175b3626000195cfaa/1566957944108/SFP+Form+ADV+Part+2A+%26+2B+08-27-19.pdf>

15. State your investment philosophy in 12 words or less.

Low-cost, tax-efficient, globally diversified index mutual funds and ETFs.

(*Please note that I will soon be registered as a DFA advisor and plan to use their funds in my models. DFA isn't strictly an "index" approach, but follows many traditional index fund principles. Please reach out with any questions.)

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 fee only - Clients receive comprehensive financial planning and investment management for \$4,800 per year (\$1,200/quarter).

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? **\$4,800**

B) And the second year?: **\$4,800***

(*Please note that I do reserve the right to make reasonable cost of living adjustments in the future).

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? **\$4,800**

B) And the second year?: **\$4,800***

(*Please note that I do reserve the right to make reasonable cost of living adjustments in the future).

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? **\$4,800**

B) And the second year?: **\$4,800***

(*Please note that I do reserve the right to make reasonable cost of living adjustments in the future).

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.)

Skyview Financial Planning, LLC was founded on the belief that advisors should be paid based on their knowledge, time, and skill, rather than their ability to sell a product, or how much money you let them manage.

My clients receive financial planning and investment management for a single flat fee that doesn't increase based on assets, income, or net worth.

This firm exists for those looking to delegate financial planning and investment management so they can focus on things that bring them greater fulfillment in life.

If you're interested in exploring a partnership, please get in touch.

Sincerely,

Donovan

25. How can I reach you to learn more?

Please feel free to reach me at donovansanchez@skyviewplanning.com

I can also be reached via text or phone call at (309) 300-3037