



# Frequently Asked Questions

working with **HOBART WEALTH**

## **Who holds my investments?**

To provide safeguards for you as our client, we do not take direct custody of our clients' funds. Rather, a custodian is responsible for holding your investments. After we build your individualized financial plan, we may recommend establishing accounts in your name at our custodian, Charles Schwab.\* If appropriate for your situation, we may recommend an insurance solution, in which case an insurance company would hold some or all of your funds directly.

## **Who is responsible for my investments?**

We work with you to allocate your funds in alignment with your risk tolerance, goals and income needs. While our team is responsible for financial planning and building/balancing the investment plan, we use both internal and external managers to invest the money according to specific investment styles. Once the money is invested in your accounts, our team continually monitors the performance of those accounts, maintaining regular communication with you about their status.

## **What sets HW apart?**

We strive for three things: uncompromising integrity, honesty and transparency. We are committed to those values in our interactions with clients. When representing Hobart Private Capital, our investment advisor representatives adhere to strict standards of Fiduciary Duty. Additionally, our firm's policies help to ensure the strict standards of Fiduciary Duty are applied across all facets of our relationship with you. Your needs are our highest priority. We utilize various tools – such as our Financial Blueprint process – to provide you with a holistic plan of action, encompassing income, taxes, health care, legacy planning and more.

## **How long has HW been around?**

Hobart Wealth was formed in 2013 to pare with Hobart Financial Group, which was founded in 2004 with the mission of providing honest and straightforward financial planning for individuals in North and South Carolina.

## **How does HW get paid?**

Hobart Wealth has two affiliated entities: Hobart Private Capital and Hobart Insurance Services. We provide fiduciary advisory services through Hobart Private Capital, where advisory fees are charged for advisory services and/or financial planning. We also provide stand-alone full financial plans through Hobart Private Capital, for which we charge a flat planning fee. Through Hobart Insurance Services, we provide insurance solutions, which may pay a commission.

## **Who do you typically work with?**

We try to work with individuals who want to live and retire well, and we partner with people who believe that life is about making the most of every day. We look for like-minded people who share many of our same values, including a commitment to honest and open communication. Many of our clients want to minimize their tax liabilities and maintain their desired lifestyle throughout retirement. We also work with business owners who have unique needs related to saving and succession planning.

## **Who should I contact?**

We have an entire team of people ready to serve you. We've included a team flyer in this kit that tells you who to call when you have questions, want to schedule a meeting or need to update your information.



**HOBART WEALTH**

*\*Our advisors are not employed by Charles Schwab and this document does not constitute a recommendation for any specific investments offered by Charles Schwab. Hobart Wealth and Charles Schwab are unaffiliated entities.*

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