

# Application for Financial Advisory Listing/Advertising on The White Coat Investor Website

## Personal and Firm Information

Your Name: Anjali Jariwala CPA, CFP®

Name of Firm: FIT Advisors

Insert link to your website: [www.fitadvisors.com](http://www.fitadvisors.com)

Insert link to your ADV2: <https://www.fitadvisors.com/wp-content/uploads/2018/03/FIT.ADV-Part-2.20180322.pdf>

Which services do you provide:

Financial Planning

Investment Management

Both

Other services (please list): Tax Planning (included with financial planning)

Years of financial experience: 6 years as a CPA, 5 years in financial planning

Years of experience with financial planning or investment management for individuals: 5

Years your firm been in business: 3

Which of the following designations do you hold (Check all that apply):

CFA

**CFP**

ChFC

CLU

**CPA**

PFS

EA

MBA

**BS or MS in finance related field** – MST (Masters of Science in Taxation)

Other (please list):

Have you had any events in the past that are reportable to regulatory agencies? If so, please attach explanation. No

Have any of your former clients sued you? What was the outcome? Please attach explanation. No

Are you currently involved in a lawsuit by a client or former client? Please attach explanation. No

## Fee Structure

How do you get paid (check all that apply):

Commissions on investment products

Commissions on insurance products

Hourly rate

Annual retainer

Flat fee for financial plan

AUM Fee

Other (Please list):

How much do you charge? Please list your fee structure. If there is a range of possible fees readers can expect to pay, what is the range and what determines where in the range they would fall. If you use AUM fees, be sure to list what a reader would pay with \$100K, \$500K, \$1M, and \$2M in assets.

I charge on assets under advisement. If assets are \$1M or less I charge a flat \$10k/year which includes everything – financial and tax planning plus investment management

If assets are above \$1M I charge 1% on the first \$3M of assets I advise on to determine the flat retainer. There is a sliding scale after \$3M.

I provide discounts for residents and fellows.

What is the minimum amount of assets required for you to take a client? No minimum

If you receive payment for insurance product commissions, what percentage of your business revenue do they make up? N/A I don't sell insurance products

Do you consider yourself a fiduciary? Yes

Do you routinely sign a fiduciary agreement with clients? The fiduciary standard is part of my contract with clients.

## Investment Philosophy

Do you use tactical asset allocation? If so, please explain your process. No, I am believer in passive investing – choosing the right asset allocation and investing in Dimensional Fund Advisors

Do you believe you can time the market sufficiently well to beat a comparable low-cost index fund after fees? No data shows timing the market doesn't work so I believe in a passive investing.

Do you pick individual stocks for clients? No

Do you believe most physicians should own a cash value life insurance policy of any type? If so, what type and why? No, I don't think 99% of the population should own a cash value life insurance policy

Do you believe you can select mutual fund managers who can beat an index fund in the same asset class over the long term going forward? No as stated above, the data shows that after 15+ years of performance most active managers cannot beat their benchmarks due to their cost.

What percentage of a typical client portfolio would you place into actively managed mutual funds or ETFs? 0%

What role do fees play in your selection of individual investments? It plays a big role since fees eat into performance. I use Dimensional Fund Advisors for client accounts that I directly manage and try to choose the lowest cost index options in their employer retirement plans.

What fund companies do you routinely use? (Check all that apply)

Vanguard

**DFA**

Bridgeway

iShares

Other (Please list):

Do you routinely engage in tax-loss harvesting for clients in their taxable accounts? Yes as well as looking at tax efficient investments in taxable accounts.

## Physician Specific Issues

How many physicians and/or dentists are you currently advising? (i.e. managed assets of or met with in the last year): More than half of my clients are physicians and/or dentists

What do you feel is your biggest value-add for a doctor? I focus on physicians so we try our best to understand their needs, learn everything we can and provide comprehensive advice. Since I am a CPA, we specialize in physicians who earn income as a 1099 or partner in a group. With my Big 4 accounting background, I usually dive deep into the business side as well as the personal side since both are very interconnected. On a personal note, my husband is a physician as well as many of our family and friends so I have a deeper understanding of the issues that physicians face.

Do you consider yourself qualified to give high-quality advice on all of the following student loan related issues: IBR, PAYE, REPAYE, PSLF, deferment, forbearance, and student loan refinancing? Why or why not? Is this advice included in your regular fees listed above? Yes, we do this routinely for all of our physician clients and it is part of our annual retainer.

How many clients have you assisted with a Backdoor Roth IRA in the last year? Every single client who is eligible

Which of the following accounts do you consider yourself an expert on? (check all that apply)

401(k)

403(b)

457(b)

Individual 401(k)

SEP-IRA

SIMPLE IRA

Traditional IRA

Roth IRA

HSA

Profit-sharing Plan

Defined Benefit/Cash Balance Plan

Others (Please list):

What steps do you proactively take in a market downturn to improve investor behavior?

I provide a lot of education to my clients – why returns tend to smooth out when we invest for long term growth, how the media sells fear and greed so clients should ignore the “noise” and avoiding emotional investing which causes people to make bad decisions.

Anything else that you would like me to take into consideration with regards to your application?  
(Attach additional documentation as desired)

