

Application for Financial Advisory Listing/Advertising on Physician on Fire Website

Personal and Firm Information

Your Name: **Ryan Inman**

Name of Firm: **Physician Wealth Services**

Insert link to your website: <https://physicianwealthservices.com>

Insert link to your ADV2: https://www.adviserinfo.sec.gov/IAPD/Part2Brochures.aspx?ORG_PK=282338

Which services do you provide:

Financial Planning

Investment Management

Both

Other services (please list):

Years of financial experience: 11

Years of experience with financial planning or investment management for individuals: 9

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 – Bachelors in Business Admin

Other (please list): **Masters in Accounting and Financial Management; All degrees from the University of San Diego**

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.

One-time initial fee of \$999, and \$300/mo. (for \$300,000 and less in assets) – \$500/mo. (for over \$300,000 in assets). **No Assets Under Management Fee (AUM)**, everything is included in the flat monthly fee above. Simple and transparent, the way it should be!

Exclusively for Residents and Fellows: One-time fee of \$799. Includes student loan review, insurance review, and cash flow planning. After our engagement, any follow up meetings are billed hourly at \$150/hr.

We offer a second opinion on financial plans created by other advisors and charge \$497.

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? **Not applicable; I'm a fee only financial planner**

Do you consider yourself a fiduciary? **Absolutely**

Do you routinely sign a fiduciary agreement with clients? **Yes, every client with receive a signed fiduciary oath.**

Investment Philosophy

Do you use tactical asset allocation? If so, please explain your process.

No.

Do you believe you can time the market sufficiently well to beat a comparable low-cost index fund after fees? **No.**

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.**

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.**

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? **They play a large roll. Always look for low fee options.**

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**

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): **100% of my clients are physicians. Currently we have 45 clients.**

What do you feel is your biggest value-add for a doctor?

I am a fee only financial planner that is part of a physician family. My wife just finished her fellowship and is a pediatric pulmonologist. I can provide a unique insight for physicians as I share many of their struggles and joys that come with having a spouse in medicine.

I've set up my practice to work around physician's demanding schedule. I'm not like other financial planners who are available 9-5. My hours of business are extended to hours that are suitable for my clients – at 8pm after they put kids to bed, while they're grabbing a quick lunch or between patients. Short of the overnight shift, consider me on-call.

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, qualified. Student loan advice is included in our comprehensive financial planning service as well as our service for residents/fellows.

How many clients have you assisted with a Backdoor Roth IRA in the last year? **More than 75% of our clients need this yearly.**

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): **Have extensive background in real estate investing.**

What steps do you proactively take in a market downturn to improve investor behavior? **Education and communication play a major role at my firm. Before managing any client money, clients fill out a risk tolerance questionnaire and we discuss market volatility and review a stress test of their portfolio. We take a long term investing approach and will only manage client funds if the client has a long term approach to investing as well.**

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

I am a fee only financial planner and part of the XY Planning Network. My mission is to provide trustworthy, unbiased financial advice to dedicated, hardworking people like my wife. This is my family practice.