

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

Personal and Firm Information

Your Name: [Daniel P. Johnson](#)

Name of Firm: [Forward Thinking Wealth Management](#)

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

Insert link to your ADV2:

https://static.twentyoverten.com/59a78953058b642829888d12/7tjz_RQaN/FTWM-Form-ADV-Part-2A-and-2B-202026.pdf

Which services do you provide:

Financial Planning [YES](#)

Investment Management [YES](#)

Both [YES](#)

Other services (please list):

Years of financial experience: [14](#)

Years of experience with financial planning or investment management for individuals: [14](#)

Years your firm been in business: [4](#)

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

CFA

CFP - [YES](#)

ChFC

CLU

CPA

PFS

EA

MBA

BS or MS in finance related field

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 Annual Fee of \$8,400

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.

\$8,400 is my single, flat fee.

What is the minimum amount of assets required for you to take a client? \$0

If you receive payment for insurance product commissions, what percentage of your business revenue do they make up? NA as no revenue from insurance product commissions.

Do you consider yourself a fiduciary? YES

Do you routinely sign a fiduciary agreement with clients? If asked.

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? **I have never recommended a physician client purchase one. Some of my clients have them and they bought them years before we started working together.**

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? **I use ETFs as much as I can, although some clients have certain actively managed funds and individual stocks they wish to hold.**

What role do fees play in your selection of individual investments? **Significant. I also consider how long the ETF has been in existence.**

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

Vanguard

DFA

Bridgeway

iShares

Other (Please list): **Some SPDR ETFs with tax-loss harvesting.**

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): [40% of my clients are physicians. Most of the rest of my clients are CPAs, Engineers, and Attorneys.](#)

What do you feel is your biggest value-add for a doctor? [Objective comprehensive planning with one flat fee that does not require me having their assets under my management. Most of my clients are GenX and are quite a few years from retirement. However, because their assets are in their work-related retirement plans most advisors ignore them. I look at everything including creation of financial plan, investment management including workplace plans, estate planning, risk management, tax management, and more.](#)

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? [I only have one client who has student loans. Most of my clients are GenX and have repaid their loans.](#)

How many clients have you assisted with a Backdoor Roth IRA in the last year? [6. I don't include those who have decided to do Roth 401ks through work.](#)

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 \(Please list\): Roth 401k \(or 403b\)](#)

What steps do you proactively take in a market downturn to improve investor behavior? [Lots of communication!!! Revisit their financial plans, investment policies and even their index cards of financial reminders.](#)

Anything else that you would like me to take into consideration with regards to your application?

(Attach additional documentation as desired) I am fully virtual with nearly half of my clients scattered around the country. The only other thing I can think of is I focus just on Generation X Professionals. If possible, I would like that focus highlighted in my listing.