NEXT PLAY WEALTH

Thinking About Switching Financial Advisors?

A Clear, Secure, and Fully Supported Transition
Changing financial advisors isn't just a logistical decision, it is a personal one.
For many people, it comes with questions like:

- "Am I making the right move?"
- "Will this be complicated?"
- "What happens to everything I've already built?"

These are completely normal concerns.

Our role is to make this transition feel **clear, comfortable, and fully supported**, not overwhelming.

Why People Decide to Make a Change
Clients typically consider switching advisors when they want:

- A stronger sense of **trust and transparency.**
- More **proactive communication**.
- A clearer **financial strategy**.
- Better alignment with their **long-term goals.**

If you're exploring a change, it's usually not impulsive, it's thoughtful.

What Changing Advisors Actually Involves
Many people assume switching advisors is complicated or risky.

In reality, it is a **well-established, secure process** that happens every day.
There are two parts:

1. **Transitioning the relationship.**
2. **Transferring your accounts (if you choose to move them).**

We will guide you through both.

Part 1: Transitioning Your Financial Relationship

This is the most important step and often the most overlooked.

Step 1: Getting to Know You

We take the time to understand:

- Your short and long-term goals.
- Your current financial and tax situation.
- What is working and what is not with the professionals you are working with.

No pressure, just clarity focused on you and your needs.

Step 2: Reviewing Your Current Accounts

We walk through your existing setup together:

- Investment approach.
- Account structure.
- Risk level and long-term alignment.

This helps us learn more about what you like / dislike and help us guide you towards making an informed decision, not a rushed one.

Step 3: Making the Decision

If you decide to move forward:

- We will outline exactly what happens next, both immediate and long-term.
- We patiently answer every question you have about the process and outcomes.
- We move at your pace, only when comfortable.

You stay in control the entire time.

Part 2: Moving Your Accounts (The Simple Part)

Once you decide to move forward, the actual transfer of accounts is **straightforward and secure**.

What "Transferring Accounts" Means

We move your accounts using an **in-kind transfer** (also called an ACATS transfer).

In plain terms:

- Your investments move **as they are.**
- Nothing is sold unless you request it.
- This helps avoid unnecessary taxes.

Step-by-Step: How the Transfer Works

Step 1: Review & Build Your Game Plan

Before anything is moved, we start by understanding what you already have.
Together, we review:

- Your current accounts and holdings.
- How your investments are allocated.
- What is working well—and what could be improved.

From there, we create a clear, personalized game plan for how your accounts will transition and what your investment strategy will look like going forward.
Nothing moves until there is a thoughtful plan in place, all of which is communicated before we act.

Step 2: Open Your New Account

Once the plan is established, we help you open your new account.

- We ensure the correct account types are set up (brokerage, IRA, trust, etc.).
- Everything is completed with guidance from our team.

This ensures the transition is smooth and aligned from the start.

Step 3: Authorize the Transfer

You'll sign a secure authorization form that allows us to move your accounts.

- This gives us permission to work directly with your current custodian.
- You do not need to coordinate with your current advisor.
- We handle the process on your behalf.

Simple, secure, and fully managed for you.

Step 4: Transfer & Monitor

We initiate the transfer and oversee every step.

- Assets move securely between institutions, sometimes in stages (this is normal).
- Most investments transfer in-kind.
- We track progress and ensure accuracy.

You stay informed, but we handle the logistics.

Step 5: Execute & Align Your Strategy

Once your accounts have arrived, we put your plan into action.

- Confirm all assets have transferred correctly.
- Implement the strategy we designed together.
- Make any adjustments needed to align with your goals.

This is where your financial plan comes to life.

How Long Does It Take?
It depends, most transitions are completed within **several business days to a couple of weeks**, depending on the accounts involved.

Common Concerns and Frequently Asked Questions

"Will this be a hassle?"
No. We handle the process for you. Your role is minimal, and we guide every step.

"Is this the right time to switch?"
There's rarely a perfect time. Waiting often creates more uncertainty than moving forward with a clear plan. There really is no good or bad time to switch, as long as it works for you and we do the process together.

"Will I lose anything in the transition?"
No, your assets remain yours at all times and are transferred securely.

"Will I owe taxes?"

Because investments are transferred **without selling them**, there are typically no immediate tax consequences.

"What if I feel uncomfortable during the process?"
That's exactly why we stay closely involved. You'll always know:

- What's happening?
- What comes next?
- Who to contact?
- What are the next steps?

Important Considerations
As with any financial process:

- Investment values may fluctuate during the transition.
- Some assets may transfer at different speeds.
- Timing can depend on the current institution.

We proactively manage these details for you.

A White-Glove Experience From Start to Finish
Our approach is simple:

- **We do the heavy lifting.**
- **We keep things organized.**
- **We communicate clearly.**

Most importantly, we respect and understand that this decision matters, which is why we walk with you every step of the way.

You Don't Have to Decide Today
Exploring a new advisory relationship doesn't commit you to anything.
It simply gives you:

- Clarity.
- Perspective.
- Options.

When you're ready, we're here to help you move forward confidently.