



4 REASONS TO WORK WITH A FINANCIAL ADVISOR

Given the fact that you just entered DROP or are about to exit DROP, you will soon face many questions which will have a very big impact on your future. Here's how a financial advisor can really help you.

1. Information overload

Information can empower us to make educated decisions, but it can also overwhelm us, causing "analysis paralysis." A quick internet search on whether to fund a Roth IRA, yielded conflicting advice such as "you need a Roth IRA" and "reasons to skip the Roth." What's a saver to do?

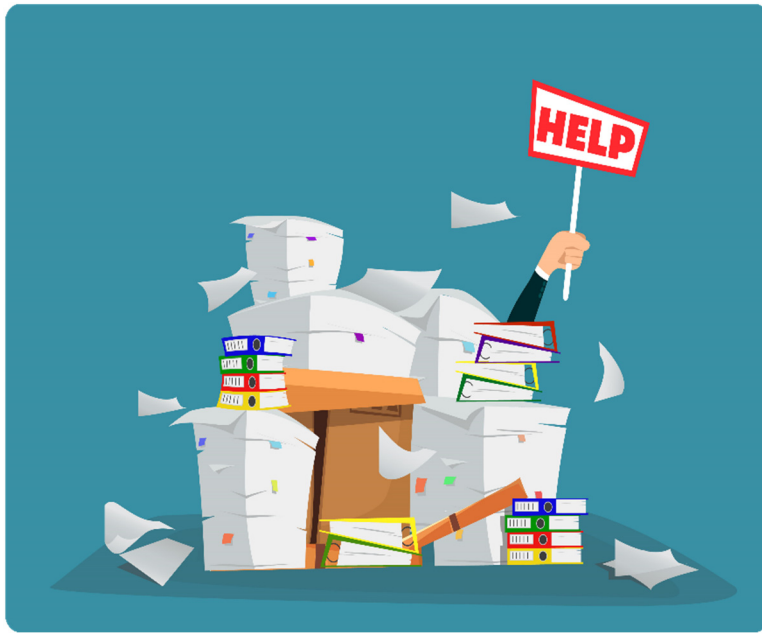
While it's wonderful that so much information is readily available; the bad news is that having information doesn't always equal understanding. Information is a good thing if it gets us to thoroughly think through a decision, but if it causes us to procrastinate indefinitely for fear of making the wrong decision, then what is accomplished?

Part of a financial advisor's job is to help you sort through a variety of information sources, tune out the noise and make the most suitable decision based on your finances and your personal goals.



"To profit from good advice requires more wisdom than to give it." – Wilson Mizner





2. Too many choices

In the U.S., there are more than 10,000 mutual funds and exchange-traded funds (ETFs)¹ for investors to pick from. Choosing a fund from this vast universe of choices is difficult even for the more seasoned investors.

If you have the time and enjoy picking out funds, that's one thing, but if you don't -- that's a sign it's time to call a professional. Financial advisors usually have lists of go-to investments that they've already done research and due diligence on; these investments may meet certain criteria, such as having low expenses or being consistent top performers. Helping you sort through the financial supermarket of choices is one reason to hire an advisor.

3. Too little time

If necessary, we could all learn to cut our hair, mow the lawn, or change the oil in the car -- but who really has the time? Not to mention: Where is your time best spent? Retirees may have more time to read the newspaper, research stocks, or discuss changes in tax law with their accountant than a busy corporate lawyer. That busy lawyer might appreciate a financial advisor's help in keeping up with changes in the markets and the law, and when that expertise is needed, place one call or send an email to their advisor.

Each of us must weigh how best to spend our time. If a financial advisor frees up your time so you can concentrate on making more money at work, or spending more time with your family, then that may be advice worth paying for.

4. Lack of expertise

There's a reason a general practice physician may refer you to a gastroenterologist if you have an acute pain in your abdomen: The specialist has a particular expertise that you need. The same goes for financial advisors who work in a special niche. Some financial advisors specialize in times of transition, like selling a business or planning for a divorce, while others focus on an industry, such as working with dentists or schoolteachers.

Each of these advisors has developed expertise in their field, usually from years of experience working with clients who have similar needs. For example, a financial advisor may know the ins and outs of your state's pension plan, and its effects on claiming strategies for Social Security², which might help you in retirement planning. If you have a complex situation, a specialized advisor may prove extremely helpful.

¹ **Mutual Funds and Exchange Traded Funds (ETF's) are sold by prospectus. Please consider the investment objectives, risks, charges, and expenses carefully before investing. The prospectus, which contains this and other information about the investment company, can be obtained from the Fund Company or your financial professional. Be sure to read the prospectus carefully before deciding whether to invest.**

² Not associated with or endorsed by the Social Security Administration or any other government agency.

DropBasics.com

The DROPBASICS Retirement Planning Program was designed by career retirement plan service professionals to improve outcomes of participants in the Florida Deferred Retirement Option Program (DROP). The technology infrastructure provides a fully responsive experience, so users can access tools on any devices. Our intuitive user interface and core features enable users to easy access to information without the confusing and unnecessary bells and whistles of other websites.

The right advice can help individuals to better reach their financial goals. Our investment advisory partners can make quality investment advice accessible to all investors, regardless of account size.

Retirement planning can be confusing, which causes many individual investors to make poor decisions. This is exacerbated in the absence of good investment advice. The right advice may make the difference between a comfortable retirement and a struggle.

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What's right for you?

The Deferred Retirement Option Program provides a great opportunity for participants in the Florida Retirement System. However, the opportunity can be confusing. To learn more about how to make the most of the DROP benefit visit www.dropbasics.com and use the wizards to calculate your retirement needs.

DROPBasics.com parent company, Island Wealth Advisors, LLC is an approved vendor through Voya Financial for the State of Florida's Deferred Compensation Plan 457(b) and an approved vendor through Voya Financial and Great American Insurance Group for the school boards' 403(b) plans. We have years of expertise working with employees in the Florida Retirement System (FRS). We have the expertise to help you enroll in your employer based 403(b) or 457(b) and to help you explore your DROP choices and find the one that is right for you.



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