

Do You Have A Wealth Coach?

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Most every serious athlete has a coach. Business leaders have coaches. Even musicians have coaches. Most successful people that are at the top of their profession see the value of objective coaching. In sports, there is a very thin margin between 'good' and 'great' when competing at a high level and having a coach can make all the difference. If that is the case, why would you try to navigate the complexities of retirement without the assistance of a coach?

I recently read Hank Haney's book titled *The Big Miss*. Hank was Tiger Wood's golf coach for a number of years and the book focuses on Hank's career while he was coaching Tiger. After finishing the book, I was not convinced that everything in the book was true – I think Hank had an agenda when writing it BUT the book provided a unique perspective on how one should approach coaching someone who is the "best" in his respective field. The book went on to explain that Tiger would at times deviate from good swing mechanics without even knowing it. Hank was able to spot a small problem in Tiger's swing before it would manifest into a bigger problem down the road.

There is a lot of overlap with how Hank helped Tiger Woods with his golf swing and how we help clients with their retirement planning. People typically come to visit with our team at a "financial crossroad" in their life. They are about to retire, change employers, sell their business, inherit a sum of money from their parents, etc. Our team can counsel and provide fiduciary centric advice to help them spot what might be "small" issues in their planning/investment strategy. Our goal is to find and address those "small" issues before they manifest into something much bigger. Clarity, confidence and comfort are the goals of our fiduciary centric counsel and advice.

What Value Does a Wealth Coach Provide?



INTIMATE KNOWLEDGE OF YOUR SITUATION

We strive to gain a comprehensive understanding of your situation including goals, objectives, spending patterns, estate planning needs, family dynamics and much more. Everyone needs a Wealth Coach – long term financial security requires more than just an investment plan.



ADVICE THAT YOU CAN UNDERSTAND

Our on-going communication strategy provides transparency and insight to provide a clear understanding of how your portfolio is invested.



INDEPENDENCE & OBJECTIVITY

As an independent Registered Investment Advisor (RIA), Steward Partners provides fiduciary centric advice. Accordingly, we do not offer any proprietary investment products. In short, our goals are aligned with those of our clients.



TRANSPARENT COST STRUCTURE

You should know and understand what you are paying your advisor. Our cost structure is transparent, simple, and easy to understand.



KEEP YOU ON TRACK

Our *Live Well Plan*, your Family Index Number and our disciplined investment strategies will help you focus on the long-term. We help you define your future with confidence.



HIGH STAFF-TO-CLIENT RATIO

We maintain a significant number of team members relative to the number of clients we serve. We provide prompt care and also attempt to anticipate your personal needs.



EXPERIENCE & PASSION

Our team has decades of experience and a “deep” bench. We are passionate about helping clients find comfort and confidence through our *Live Well Plan*.

Can You Quantify The Value of a Wealth Coach?

According to a recent Vanguard study, the potential value add of a wealth coach can be about 3% per year.

PORTFOLIO CONSTRUCTION

Asset Allocation	>0%
Cost-effective implementation (expense ratios)	0.40%
Asset location	0%-0.75%
Total-return versus income investing	>0%

WEALTH MANAGEMENT

Rebalancing	0.35%
Creating <i>Live Well Plan</i> & spending strategy	0%-1.10%

BEHAVIORAL COACHING

Advisor guidance	1.50%
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POTENTIAL VALUE ADDED

“ABOUT 3%”

We are convinced that EVERYONE needs a wealth coach! Our Live Well Plan is the primary tool we use to encourage and enable you to plan for the uncertainties of your financial future.

Want to review your *Live Well Plan*? Maybe you would like us to help you create a *Live Well Plan*? Feel free to give us a call at 281-612-3306.

About the Author

[Matt Price](#) serves as a Partner and Senior Vice President for [The Price Group of Steward Partners](#). He resides in Houston with his wife, Emily, their three children and the family golden retriever. Matt studied at the University of Pennsylvania – Wharton School of Business for his Certified Investment Management Analyst (CIMA®) designation after receiving his undergraduate degree from the University of Tennessee - Knoxville. Over the past 10 years, Matt has helped families make high quality, common sense decisions regarding their wealth and their legacy. Matt firmly believes that everyone needs a [wealth coach](#)!

Content Is Nothing Without Context

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Source: Francis M. Kinniry Jr., Colleen M. Jaconetti, Michael A. DiJoseph, Yan Zilbereng, and Donald G. Bennyhoof, 2016. *Putting a Value on your value: Quantifying Vanguard Advisor's Alpha*. Valley Forge, PA: The Vanguard Group. Notes: For "Potential value added," we did not sum the values because there can be interactions between the strategies. bps = basis points. These hypothetical data do not represent the returns on any particular investment. The projections or other information generated by Vanguard Capital Markets Model® simulations regarding the likelihood of various investment outcomes are hypothetical. Investing involves risk and you may incur a profit or a loss regardless of strategy selected. No investment strategy, including the use of financial professionals, can guarantee your objectives will be met. 3601912.