

**Financial  
Advisor  
Preliminary  
Interview**  
page 1 of 2

Before hiring someone as important to my future as a financial/investment advisor, I need to know more about you and your business practices. Please understand that, even if we have some kind of relationship (friend, family member, etc.), hiring an advisor is a decision that can effect the rest of my life and cannot be entered into lightly. I would appreciate it if you would carefully and honestly answer these simple questions below, so that I will be better able to understand the extent of our business relationship to avoid future misunderstandings or problems. Thank you.

**ABOUT YOU & YOUR FIRM**

Your name	Firm name	How long?
Thor McIlrath	McIlrath & Eck, LLC	12 Years
Previous firm(s)		
Cambridge Investment Research, Inc., Fortis Investments (Woodbury Financial Services after buyout)		
Have you been disciplined by a regulatory agency? YES <input checked="" type="checkbox"/> NO (if "YES" explain)		
N/A		
Licenses and designations held:		Registered as an investment advisor? <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO
Series 6, 66, 7, 24, & 63. CFP designation		
What do all those letters mean?		
CFP = Certified Financial Planner. Click for more info. <a href="http://www.cfp.net/about-cfp-board/cfp-certification-the-standard-of-excellence">http://www.cfp.net/about-cfp-board/cfp-certification-the-standard-of-excellence</a>		

**ABOUT YOUR PRACTICE**

Do you provide a written analysis of my current situation and future plan?  
 YES  NO

Do you help implement my plan?  
 YES  NO If you want

Do you offer ongoing financial and investment advice, even for those assets you don't manage?  
 YES  NO

Do you or your firm take custody of my assets?  
 YES  NO

If NO, who will have custody of my assets?  
 BNY/Mellon, PAS (Pershing)

Do you have discretionary trading authority?  
 YES  NO

Other financial or investment services offered:  
 Tax, legal, marriage counseling

additional notes/comments

**COSTS, FEES, & COMPENSATION STRUCTURE**

How are you and your firm compensated (check one and elaborate)?  
 Fee-only  Percentage of assets under management

% on the first \$  under management

% from \$  to \$

% from \$  to \$

Hourly rate? \$  Minimum fee? \$

Other fees (explain)

Fee-based (fees *plus* commissions - please provide details)

Fee-based (commissions offset fees - please provide details)

Do you pay or receive referral fees from other professionals (explain)?  
  YES  NO

Do you receive ongoing fees or "trailers" from products sold or recommended (explain)?  
  YES  NO

Do you receive any other fees or compensation not mentioned (explain)?  
  YES  NO

CONTINUED ON NEXT PAGE

## INVESTMENT PHILOSOPHY & PRODUCTS USED

Please explain your basic investing philosophies and investment criteria in the simplest possible language. Please avoid industry jargon and terms like “strategic” or “tactical.”

Review ADV Part2A - attached

What types of investments do you use in your practice (mark all used) ?

- |                                                               |                                                            |                                                                            |
|---------------------------------------------------------------|------------------------------------------------------------|----------------------------------------------------------------------------|
| <input checked="" type="checkbox"/> Active mutual funds/ETFs  | <input checked="" type="checkbox"/> Individual stock/bonds | <input checked="" type="checkbox"/> REITs, <del>trusts, partnerships</del> |
| <input checked="" type="checkbox"/> Passive mutual funds/ETFs | <input type="checkbox"/> Alternative investments           | <input type="checkbox"/> Options and future contracts                      |
| <input type="checkbox"/> Annuities/insurance products         | <input type="checkbox"/> Commodities/metals                | <input type="checkbox"/> Other (explain below)                             |

## AFFIRMATION

Do you affirm that the information provided on page one and on page two (above) is true and as complete as space will allow and, if additional disclosure information is required, it will be provided to me in a timely manner.



Thank you for your time and candor. This will help me make an informed decision.  
If you are a registered investment advisor, please send a copy of your latest ADV forms.  
If you are able, please sign the fiduciary pledge below.

Are you willing to sign the fiduciary pledge below.  YES  NO

I affirm that I am required, by law, to act in your best interests. I take my fiduciary responsibility to you very seriously. Therefore, I promise to adhere to a strict fiduciary standard in all of our dealings as follows:

- I will always put your interest ahead of my own.
- I will conduct prudent and responsible due diligence, using the best resources at my disposal to arrive at carefully considered advice, suggestions, and recommendations.
- I will always behave honestly. All important facts about my advice, including any and all fees and commissions charged and/or received, will be fully and clearly disclosed.
- I will avoid conflicts of interest and, should potential conflicts of interest arise, will disclose and manage them in your favor, at all times.

