
THE *INVESCO* Alternative

Dedicated to helping you ...

... Achieve Financial Independence

Number 182 Wealth Management - Estate Planning - IRA's March 15, 2014

Registered Investment Advisors - Certified Public Accountants - Real Estate Brokers
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Portfolio Management Costs

How much do you pay for investment management costs? Dick (no last name) was in for wealth management counseling yesterday.

He says Wayne Hummer Investments doesn't charge him a management fee at all. However, all his investments are funneled into mutual funds and annuities, which historically lag far behind the market (S&P 500 Index).

So how can these advisors stay in business if they don't earn any management fees? It's due to the huge commissions they get on the "products" they sell you (mutual funds, ETF's, annuities, etc.)

The problem with mutual funds and ETF's is they have too many hidden fees and force you to pay capital gains even if you don't sell them.* Annuities often times have huge surrender charges - and that high rate of return includes a return on your principal as well as OF your principal!

So next time ask your broker/ money manager where he makes his money - see if he tells you the truth.

No Registered Investment Advisor should EVER put their clients into these poor performers. Wise up, Dick: Pay a moderate, completely visible fee for professional management which is aimed at making money for you, not your broker!

P.S.: Our individual client accounts at Charles Schwab & Co., Inc., out-

performed the S&P 500 last year by more than 10%!

* - See Don't Waste Your Wealth in Mutual Funds by Don Wilkinson, or The Lies About Money by Ric Edelman - call if you'd like to borrow either book.

Published by Myron J. Gaylord, Keith B. Nyborg, Paul N. Linzer and Ryan J. McNeilly
