

Application for Insurance Listing/Advertising on The White Coat Investor Website

Personal and Firm Information

Your Name:

Samuel McBride ("Sam")

Name of Firm:

Commonwealth Financial Group

Insert link to your website:

<https://www.commonwealthfg.com/>

Which services do you provide:

Term life insurance: Yes

Permanent life insurance: Yes

Disability insurance: Yes

Annuities: Yes

Other services (please list):

- Comprehensive Fee-based Financial Planning
- Risk Management, Asset Protection, and Liability Protection (Life, Disability, LTC)
- Debt Management Strategies
- Wealth Accumulation
- Tax-Favored Investment Strategies
- Estate Planning
- Benefits Analysis and Service
- Exit Strategies

Years of financial experience: 5 years

Years of experience selling life and/or disability insurance: 5 years

Years your firm been in business: 19 years

Which of the following designations do you hold (Check all that apply):

CFA

CFP (Currently in the process of obtaining my CFP)

ChFC

CLU

CPA

PFS

EA

MBA

BS or MS in finance related field *Bachelor's Degree with a concentration in communications

Other (please list):

Have you had any events in the past that are reportable to regulatory agencies? If so, please attach explanation.

No

Have any of your former clients sued you? What was the outcome? Please attach explanation.

No

Are you currently involved in a lawsuit by a client or former client? Please attach explanation.

No

Insurance Philosophy

Are you an independent agent? I.e. Are you able to sell life or disability insurance from any company to any client?

Yes, our firm is an independent firm and we have the ability to source life and disability from any trusted company. We do not sell proprietary products.

Do you have access to Compulife software (or similar)? Do you routinely use it to ensure your client is getting the lowest cost term insurance available from a reasonably financially strong company?

Yes, we use AIMCOR to aid us in identifying trusted carriers that can offer the lowest cost term available. We use VitalTerm, Compulife & iPipeline software. For carrier strength and ratings, we use VitalSigns.

What is your association (if any) with Guardian?

We are not associated with Guardian however we do have access.

What is your association (if any) with Northwestern Mutual Life?

We have zero association with Northwestern Mutual Life.

What life insurance companies do you typically use for term life policies for clients? Please list any company that comprises 5% or more of the term life policies you have sold in the past year with the approximate percentage of times you recommend a policy from that company.

Minnesota Life

Pacific Life

Mass Mutual

Banner

Principal

What disability insurance companies do you typically use for disability policies for clients? Please list any company that comprises 5% or more of the disability policies you have sold in the past year with the approximate percentage of times you recommend a policy from that company.

The Standard

Principal

Ameritas

Do you believe that most doctors should own a cash value life insurance policy?

I rarely support owning a cash value life insurance policy however there are situations where this can be appropriate. Only if all other tax-sheltered investment vehicles have been exhausted then this could be a viable option.

To what percentage of your clients have you sold a cash value life insurance policy?

Less than 5%

Please describe your use of permanent life insurance- types of policies recommended and reasoning:

I rarely support owning a cash value life insurance policy however there are situations where this can be appropriate. Only if all other tax-sheltered investment vehicles have been exhausted then this could be a viable option.

To approximately what percentage of your clients under 60 do you recommend an annuity? What type?
0%. I try to solve all of my client's distribution plans in retirement without the use of an annuity.

To approximately what percentage of your clients over 60 do you recommend an annuity? What type?
Less than 10%. This 10% is mostly comprised of existing annuities from a previous advisor at other firms.

Approximately what percentage of your firm's revenue comes from the following sources in any given year:

Term life commissions: 20%

Disability commissions: 20%

Permanent life commissions: less than 5%

Annuities: less than 5%

Other insurance commissions:

Other fees: 55%-60% Investments

Physician Specific Issues

How many physicians and/or dentists have you sold a disability insurance policy to in the last year?

Do you have access to disability insurance discounts for most of the large physician employers across the country?

Are you familiar with the various medical association group life and disability policies?

What do you feel is your biggest value-add for a doctor?

Anything else that you would like me to take into consideration with regards to your application?
(Attach additional documentation as desired)