



Transitioning From Your Previous Advisor

At Gilbert Wealth, we understand that making a change in your financial relationship is both a professional and a personal decision. You have worked hard to build a strong foundation, and we respect the work that may have gone into it with your prior advisor. This transition is about aligning your plan with your evolving goals, values, and vision for the future.

While you do not need to notify your previous advisor for the transition to occur, below are two sample messages you can adapt when notifying your previous advisor.

Option 1

Subject: Thank You & Next Steps

Dear [Previous Advisor],

I want to sincerely thank you for the guidance and service you've provided over the years. I'm grateful for the role you've played in helping us establish a strong financial foundation.

At this point, we've decided to move forward with advanced financial planning through Gilbert Wealth. You should receive the necessary transfer paperwork shortly.

Once again, thank you for your support and dedication. I wish you continued success in your work.

Warm regards,

[Client]

Option 2

Subject: Appreciation & Transition

Dear [Previous Advisor],

I want to express my deep appreciation for all the guidance and care you've provided throughout our financial journey. Your role has been instrumental in helping us get to this point, and I'm grateful for the time and attention you've given to our goals.

As our circumstances and priorities have evolved, we've decided to move in a direction that better aligns with the next phase of our planning. This was not an easy choice, nor is it a reflection of your professionalism-it's simply a step toward ensuring our plan reflects where we are headed.

We will be transferring our accounts as part of this transition. Thank you again for everything, and I wish you all the best in your continued work.

Sincerely,

[Client]



How to Respond

Your previous advisor may reach out to you, here are possible responses:

If the Advisor wants to meet/talk:

Thank you so much for the offer! At this time, we'll politely decline. Again, we appreciate everything that you did for us and the relationship we've had!

If the Advisor asks what they did wrong:

You did absolutely nothing wrong! We appreciate all the work that you have done for us over the years. Truly, we are thrilled with the foundation we've created under your watchful eye. However, I hope you can appreciate that we've been working with Gilbert Wealth and are excited to build upon the work that we've done with you.

If the Advisor bashes you or the reason you are transitioning

Thank you so much for your feedback. As always, we appreciate your opinion! Again, we are so grateful for the work we did together. At this time, we're going to proceed forward with Gilbert Wealth. Thank you again for everything!