



THE ABOUT PODCAST | EPISODE 57

Do You Know What You're Paying For?

Understanding financial advisor fees and the value behind them

Financial advice comes with a cost, but understanding how an advisor is paid, and what you receive in return, can sometimes feel more complicated than it should. Roy and Jeremy explain the differences between commission-based, fee-based, and fee-only financial services.

EPISODE SUMMARY

Roy Huckle and Jeremy Scott explain the differences between commission-based, fee-based, and fee-only financial services. They discuss how each model works, how asset-based advisory fees are calculated, and what it means for an advisor to act as a fiduciary.

From investment management and financial planning to mutual fund expenses, billing methods, and basis points, this conversation gives listeners practical questions to ask so they can clearly understand both the cost and the value of financial advice.

KEY TOPICS & TAKEAWAYS

- The differences between commission-based, fee-based, and fee-only financial services.
- How asset-based advisory fees are calculated and what may be included in the fee.
- What it means for a financial advisor to act as a fiduciary.
- Why financial planning may include much more than investment management alone.
- How mutual fund expenses and basis points can affect the total cost of investing.
- Why fee transparency and the value you receive matter more than simply choosing the lowest cost.

TIMESTAMPS

- 0:00 Why understanding financial advisor fees matters
- 2:35 What are you paying for, and what value are you receiving?
- 3:00 How commission-based financial services work
- 4:43 Fee-based advice, fiduciary responsibility, and asset-based fees
- 7:15 How fee-only financial planning works
- 9:17 The planning services that may go beyond investment management
- 17:56 Comparing cost, service, and value across different fee models
- 25:38 Mutual fund expenses, ongoing costs, and potential conflicts
- 28:40 How advisory fees may be calculated and deducted from accounts
- 30:40 What basis points mean and how to convert them to percentages
- 32:18 The key question: Can you explain what you pay and what you receive?

RESOURCES & LINKS

- [Listen to the full episode \(Audio\)](#)
- [Watch on YouTube](#)

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