

# [This Client Asked Two Common Questions: Here's Our Answer](#)

A client recently asked me two questions:

- 1) What is the market going to do over the course of the next year?
- 2) What is the secret sauce that has led to our success in the markets?

What I did was walk him through why those aren't the right questions to ask an adviser. I walked him through what I believe any client or potential client should ask their investment adviser.

The reasoning for my answer is deeply connected with why I believe a large number of investors, either on their own or with an adviser, don't achieve the success they should be able to.

Today's podcast is a simple review of that conversation. I hope you enjoy.

## **What We're Reading**

[The first rule of Investing is . . .](#) This is a fantastic, quick read that we agree with wholeheartedly. The key to any "rules" is to implement them. It's one thing to know the rules, it's another to implement them.

[What Matters and What Doesn't in Investing \(and in Life\)](#) This echoes a lot of what we discussed in our podcast. There are some things you shouldn't waste your energy worrying about (even though the media sure does!).

[Two Simple Ways to Trounce the Market](#) – While trouncing the market is never "simple," this article does point out some two important principles that we agree with. In fact, for a lot of our clients, this is how we manage their money.