



Meet
**Derek
Van Solkema**

Specializations:

- Retirement Planning
- Tax Planning
- College Planning
- Estate Planning
- Investment Portfolio and 401(k) Advice & Monitoring
- Social Security
- Medicare
- Insurance & Risk Management

Qualifications:

- CFP® (CERTIFIED FINANCIAL PLANNER™)
- BA in Business Management from Hope College

Derek Van Solkema, CFP®

Derek works closely with individuals and families to create a financial plan for the future and guides them through each step toward their most important goals. He is a CERTIFIED FINANCIAL PLANNER™. As a financial adviser, he enjoys working with clients on a personal level to better build and implement strategies for their financial goals. He provides wealth management services including retirement and tax planning as well as monitoring investment and 401(k) accounts.

Before joining Advance Capital, Derek was a financial adviser at Mass Mutual. He holds a degree in Business Management from Hope College. Derek is also a member of the Dave Ramsey Smartvestor Pro program.

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Go to acadviser.com to learn more about Smartvestor Pros.



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Derek Van Solkema (continued)

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What influenced your decision to join Advance Capital?

I was introduced to Advance Capital through a friend and colleague. I couldn't believe how different the culture was and I knew immediately I wanted to be a part of such a great company. The client-centric business model Advance Capital has created allows me to focus on my fiduciary responsibility of putting my client's interests first rather than having the pressure to sell product.

What do you find most rewarding about your work?

The most rewarding thing about my job is that I get to wake up every day and help people reach their financial goals and live the way they want to in retirement. Building a relationship with people and seeing them succeed is by far the best thing about what I do as a financial adviser.

What does it take to be successful in your role?

To be successful in this industry, it's paramount to put the client first. Being honest, knowledgeable and trustworthy when giving financial advice is essential to building a relationship with someone. I believe this foundation is why Advance Capital has been so successful, as we've been able to keep our clients happy and turn them into our biggest advocates.

What is your favorite piece of advice?

At a basketball camp growing up, I heard a coach say, "Every time you skip a rep behind your coach's back, you are not tricking him, you are cheating your teammates and yourself." Goals cannot be reached by taking the easy way out or shortcuts along the way. This quote speaks directly to that. When I apply the quote to my job, I think of how hard it can be to stay on track in retirement planning. There are always road blocks along the way, but discipline, accountability and the repetition of good habits will help you reach your retirement goals.

Investment advisory services are provided by Advance Capital Management, Inc.

Investments are not insured, and may lose money. Client should be prepared to bear the risks associated with investing.

Fun Fact!

Derek is a strong competitor, both for his clients and on the hardwood. He helped his high school basketball team win a state championship, going 27-0, and he holds the record at Hope College for most three-point field goals made in a season.