Concept Interview Meeting 1



Discuss our services

Discuss your situation

•Discuss fee

Time Involved - Yours: 1 hour Ours: 1 hour

Review and Service

- Analyze ongoing issues
- •Make adjustments as your situation changes
- •Keep planning updated/current

Time Involved - Yours: 2 hours Ours: 6 hours



Implementation

Weeks 13-52

- •Balance tax efficiency, asset purchases, and asset preservation with appropriate legal documents
- Coordinate evaluation of multiple company products
- •Implement Investment Policy Statement
- •Schedule and manage implementation list with your attorney and CPA
- •Secure your active good will (Referrals and Introductions)



Engagement Proposal /Fact Finding Meeting 2

•Review Engagement Proposal outlining services to be provided •Gather appropriate financial data, objectives, and risk tolerances •Discuss attitudes, views and concerns and establish goals

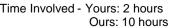
> Time Involved - Yours: 2 hours Ours: 6 hours

Financial Planning **Process**



Plan Presentation Meeting 4

- •Review your objectives and observations about your current situation
- Clarify your design ideas
- •Evaluate with you your alternatives
- •Make specific recommendations
- •Deliver written financial plan document
- •Establish action plan with timeline





Plan Design Weeks 2-8

- Analyze and summarize current documents as they impact your plan
- •Model your current financial status
- •Evaluate models based on your goals, objectives and attitudes
- Develop ideas and concepts for vour review and feedback
- •Begin "What If" modeling
- Develop checklist of design
- options for your feedback
- Identify primary
- recommendations
- Clarify and verify data

Time Involved - Ours: 16+ hours



Pre-Presentation Meeting 3

- •Review preliminary plan
- •Make corrections and adjustments
- Discuss general planning concepts

Time Involved - Yours: 1 hour Ours: 8 hours



Time Involved - Yours: 7 hours Ours: 16+ hours Time Involved - Yours: 2 hours