



Complimentary “Get Acquainted” Meeting

All clients are provided a free thirty-minute consultation, either by phone or in person, with the planner. At this meeting, prospective clients will have the opportunity to “get acquainted” with the planner that will be with them and to learn about the firm’s services. Additionally, the planner will be able to learn more about the client’s financial planning goals and overall objectives. At the end of this meeting, typically the planner can then provide the client with a flat fee or range of hours for the desired service based on the current rate of \$290 an hour.

Flat Fee and Hourly Fee Services

Retirement Analysis (Typical fee quote of \$1450 - \$4,640):

- A Retirement Cash Flow Analysis will be completed based on current savings and spending patterns along with up to three alternate scenarios. The alternate scenarios will incorporate proposed modifications to the current estimates such as comparing retiring at different ages, taking a lump sum distribution versus a pension, or modifying spending goals.
- Includes Monte Carlo simulation to illustrate the effect that the variation of rates of return can have over time on your retirement projections. These simulations provide a probability of success of your retirement plan and can help you establish a more realistic plan.
- Includes a basic overview of other financial areas such as estate planning, life, disability and long term care insurance needs and a review of your current asset allocation.
- Specific investment review and recommendation of investments can be included in this analysis if requested.
- Access to Money Guide Pro online program for client’s personal use for a minimum of 90 days after completion of project by planner. The minimum is set only to provide the ability of the firm to cancel the use of the Money Guide Pro program if the firm decides to move to a new software program.

Investment Analysis and Recommendation (Typical fee quote of \$580 - \$2,900):

- The planner will provide a net worth statement and an asset allocation to show how current investments are allocated.
- Risk tolerance and long and short-term goals will be assessed to determine an appropriate overall investment allocation.
- Once the allocation is determined and agreed upon by the client, current investment holdings will be reviewed and changes to the current investment plan will be proposed.
- The planner will be available to help with implementation if desired.

Other types of Services (Typically quoted on an hourly basis at \$290 an hour)

- Assistance in making estate planning decisions prior to seeing an attorney to draft your documents. Planner can provide general advice and explanation of revocable trusts and other estate planning strategies.
- Second opinion on a specific investment product or insurance product being recommended to you.
- Assistance picking an investment choice within your company's retirement plan.
- Develop a budget and spending plan.
- Review potential types of bank products such as CD's, Money Market Funds, and home equity loans that might work in your situation.
- Discuss different college savings options.
- Prepare a financial emergency kit that documents your financial activities for family members or friends who may have to quickly take over your financial affairs due to a disability or death.

Ongoing Financial Advisory Services: Typical Fee Quote \$6,000 per year (\$3,000 minimum)

After your initial planning project is completed, clients will have the opportunity to engage Family First Financial Planning for ongoing planning, implementation and review services. Financial planning is an on-going, ever evolving process and should be continually adjusted for changes in your personal financial situation and/or regulatory changes. If plans are not updated and reviewed on a consistent basis, they can become obsolete very quickly. Additionally, at the conclusion of the initial planning project, the client will be presented with a plan that needs to be implemented. By opting for ongoing financial advisory services, the planner will be able to assist in the overall implementation and help to see that all of the recommendations are carried out.

For clients that opt for Ongoing Financial Advisory Services, after assisting the client with the implementation of the plan, meetings will be held with the planner typically quarterly. Investments will be reviewed at each meeting, goals and objectives will be updated and reviewed as needed, priorities will be reassessed at least annually and budgeting, estate planning, insurance coverage and saving strategies will be reviewed at least annually. The client will have access to the planner via phone and email during regular business hours. The annual fee (minimum of \$3,000) for the ongoing financial advisory services will be set at the start of the relationship based on the client's assets and financial planning needs. The fee will be payable quarterly, in advance.

Fee schedule may be modified from time to time. Client's actual fees are determined at time of contract signing.

Last date modified: 03/11/2019