

## 2011 Advisory Services Fee Schedule

### ***Sustainable and responsible investing strategies***

**Overview:** Services are offered in conjunction with service providers such as First Affirmative Financial Network LLC, Envestnet, Calvert Foundation, and others. Advisory service includes periodic financial consultations, professional money management, related account consulting, and development and maintenance of an investment policy. Clients receive easy-to-understand reports.

**Investment consulting:** Multi-disciplinary accounts and efficiently modeled combinations of asset classes are based on each client's objectives and situation. Fee schedule applicable depends on service, account size, and asset class mix.\* Investment consulting and management fees normally range from 0.75% to 1.55%.

Account custodians include Schwab Institutional and/or Folio Institutional (FOLIO<sup>fn</sup>), with competitive overall fees and expenses. The custodian's asset-based fee (which covers trading) if applicable, ranges from 0.10% to 0.25% depending on the custodian and account size.

Community investing notes and/or SRI donor advised giving funds are used by many clients. These services are usually offered in conjunction with Calvert Foundation or other entities as may be approved after passing firm due diligence and compliance review.\*

**Minimums:** New investment management engagements require at minimum, one million dollars of investable assets. Services are also available to people or organizations that are expecting to have at least that amount in the near term, or because of a special referral or other relationship connection. Please request a consultation and related materials for further service descriptions and information including fees and expenses.\*

### ***Financial planning and consulting services***

- ✓ Retirement and financial independence goal development
- ✓ Harmonizing goals and lifestyle choices with financial decisions and resources
- ✓ Estate, charitable, and family financial planning (with your attorney)
- ✓ Financial planning analysis and consultations on related topics

Principal CERTIFIED FINANCIAL PLANNER® or lead financial planning service is \$185/hour. Paraplanner such as CHARTERED RETIREMENT PLANNING COUNSELOR® or ACCREDITED ASSET MANAGEMENT SPECIALIST® is \$110/hour.

### ***Public speaking engagements***

Based on availability and special circumstances, speaker's fee may be reduced or waived for sponsoring non-profit or mission-allied organizations. Otherwise \$250 minimum applies.

Notes: Additional arrangements such as direct mutual fund accounts and client-managed brokerage accounts may be available by special request or due to unique circumstances. "No show" appointments may be subject to a \$50 fee. Please call in advance if you can't make an appointment.

\* Relevant FAFN, Envestnet, Calvert Foundation, KMS, or other offering materials including program brochure and Advisor's SEC Form ADV, part II.