

Making the most of your financial planning experience

Getting started

Based on your needs and situation, and on our capabilities, we formalize an agreement covering your scope of services and estimated planning fees.

Consultations, analysis, and problem solving

The financial planning process can be a great use of your time because it can help you align your situation, goals, and objectives; and then provides helpful advice and recommendations. Many people wish to explore the ramifications of a major life decision or recent or upcoming changes. You can receive financial-related advice and constructive dialogue about a change of career, retirement goal, major purchase, family status, etc. Quality financial planning is time-intensive and requires a combination of office consultations and sophisticated computerized analysis with numerous moving parts and targets. The process normally proceeds something like this:

- ✓ Initial consultations and data collection. During office, phone, and email communication, your life goals, needs, priorities and resources are discussed. Of course you will need to provide relevant current financial data as requested.
- ✓ Rough draft plan and verification. After we have entered your information into our planning platform, you may be asked to verify a draft of your plan reflecting your *current* situation and planning assumptions. We then analyze your situation to evaluate the extent to which your goals, needs, priorities, and resources might be in balance, or need adjusting.
- ✓ “What if” scenarios and consultations. Your planner will identify and evaluate various alternatives to harmonize your financial decisions with your life goals, needs, and priorities. This is when the important creative problem-solving and puzzling together occurs. One or more scenarios are developed and reviewed with you to get it just right.
- ✓ Planning results consultation. Your planner will discuss the findings of the planning process while ensuring you understand your situation and our recommendations. This may include addressing your major questions and some suggested changes that might be needed to support your goals, needs, priorities, and resources.

Implementation and follow-up

- Most planning clients also need assistance implementing their planning recommendations; i.e., they would like to look into investment management or other related financial services. We can help you or refer you to a colleague to cover these services under separate agreements.
- We mutually define monitoring responsibilities and your advisor conducts periodic reviews of your changing situation accordingly.
- Many people find it helpful to review and update their financial plans annually or when major changes occur.