



WEALTH PLANNING

What to Expect

Goal: To define, design and implement a comprehensive, multi-generational financial plan for each of our clients



STEP 1: Information Gathering

- Inventory assets, list income sources and identify key expenses
- Gather and store estate planning documents, insurance policies and recent income tax returns
- Aggregate real-time data from held-away investment accounts and connect it to our secure data hub
- Register professional service providers and emergency contacts
- Activate secure, electronic data vault

STEP 3: Financial Planning

- Establish and define the client-planner relationship and scope of planning work
- Gather additional data and identify near and long-term goals and objectives
- Analyze and evaluate current financial situation and risk tolerance
- Develop and present recommendations and/or alternatives
- Implement and monitor the recommendations, set up periodic review schedule with client

STEP 2: Document Review and Critical Issue Assessment

- Review current estate plan, asset titling and gifting intentions
- Evaluate current income tax situation and review recent tax returns
- Assess current insurance coverages and beneficiary designations; review policies
- Incorporate other professional service providers into the client discussion
- Address need for comprehensive financial/retirement planning

STEP 4: Investment Management

- Create an investment policy statement (IPS) that defines asset class ranges and applicable benchmarks
- Develop an investment strategy appropriate for current market conditions and long-term forecasts
- Structure an overall asset allocation that aligns with client goals, objectives and risk tolerance
- Implement the strategy and integrate high-quality, low-cost active and passive investments
- Monitor, review and adjust portfolios based on changing market conditions and client goals and objectives