



WESTPOINT
FINANCIAL GROUP

a MassMutual firm

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INITIAL CONSULTATION



▶ MEETING AGENDA

▶ **WHO** we are and how we help clients

- i. *Our Firm, Background and History*
- ii. *Our Advice Philosophy*
 - o *Educate > Advocate > Execute*

▶ **YOUR** current goals and financial situation

- i. What's top of mind for you about your finances?
- ii. Discussion around common issues clients face

▶ **OUR** services and where we can help you

- i. Core services
 - a. Comprehensive Planning
 - b. Wealth Management
 - c. Insurance and Benefits Reviews
 - d. Retirement Readiness
- ii. Costs and fees associated with services

▶ **NEXT** steps | Setting Expectations | Help



▶ OUR PROCESS

YOUR UNIQUE VISION OUR SYSTEMATIC APPROACH



ENGAGE

- **Initial Consultation and Values**
 - Share what we do and how we do it
 - Decide if we are a good fit
- **Engagement Overview | Zoom or Phone Call**
 - (45 min)
 - Collect demographic information and sign planning agreement
 - Review documents and worksheets to be submitted
 - Set expectations



ASSESS & EDUCATE

- 1
Retirement Overview
 - (60 min) Approx. 2 weeks after Engagement Overview
 - Check-in regarding worksheets and documents
 - Discuss Tax Triangle and Retirement Framework
- 2
Document Review
 - (60 min) | Approx. 1 week after Retirement Overview
 - Audit documents and worksheets submitted for accuracy
 - Review Cash Flows and eMoney output
 - Schedule call(s) to Retirement Plan Carriers if necessary
- 3
Investment Overview
 - (60 min) | Approx. 1 week after Document Review
 - Discuss high level asset management and allocation



EXECUTE

- **Plan Recommendation & Delivery**
 - (90 min) Approx. 10 days after Investment Overview
 - Discuss recommendations
 - Create Plan to implement recommendations
- **Implementation Follow-up**
 - (30 min) 5 days after Plan Recommendation & Delivery
 - Review Plan items for what still needs to be done



ONGOING

- **Online Access**
 - (60 min) | Approx. 2 weeks after Implementation Follow Up
 - Work with staff to gain online access to accounts
 - Add Outside Accounts if necessary
- **Ongoing Service Model**
 - Discuss and Set First Formal Review
 - Discuss Check-ins

Continue to monitor your plan and make updates periodically based upon changes to overall goals, objectives and life changes.



▶ EDUCATIONAL TOPICS



RETIREMENT INCOME FRAMEWORK

Projected Assets at Retirement

NECESSARY EXPENSES

Review necessary annual expenses compared to total income to determine a cash flow surplus or deficit.

Annual Necessary Expenses

Examples:

- Food
- Housing
- Carriage
- Transportation
- Medical
- Insurance

Services of Income to Consider:

- Social Security
- Pensions
- Other

Estimated Total:

Annual cash flow (before deficit, add necessary expenses - Medicare)

DISCRETIONARY EXPENSES

Leverage the "three bucket" strategy to cover discretionary expenses.

Annual Discretionary Expenses

Examples:

- Travel
- Hobbies
- Entertainment
- Estimated Total:

Hypothetical Allocation

Current (3-7 years)

Fixed (4-7 years)

Cash (1-3 years)

Total Assets Required:

PROTECTION

Identify protection needs and review annually.

Insurance

- Life
- Health Insurance or Medical Insurance
- Liability Insurance
- Long Term Care

UC health options

CD's

Investment

Bank accounts

UC insurance

Risk management

Total Assets Required:

ESTATE PLANNING

Consider estate planning basics and opportunities for tax mitigation.

Item	By	On	Date
Wills	0	0	0
IRAs	0	0	0
Trusts	0	0	0
Beneficiaries	0	0	0

Beneficiary Reviews - Gifting Strategies

CURRENT (Current assets)

FUTURE (Future assets)

Total Assets Required:



FINANCIAL PLANNING SERVICES

Tax control triangle:

Tailoring a strategy that's right for you

Because different types of accounts and investments offer specific tax advantages, you can gain more control over your future taxes by placing money in a variety of assets. Taxation is just one consideration when making investment decisions. Let's take a look at your current portfolio and tax diversification opportunities for your situation.

TAX ADVANTAGED (Potential for tax-free OUT)

TAXABLE (After tax \$ IN)

TAX DEFERRED (Before tax or after tax \$ IN)

Taxable OUT (Capital gains or Dividends and Interest)

Taxable OUT (Ordinary income)

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Asset Allocation While Working

Accumulation phase

Equities | Bonds | Cash Equivalents

Aggressive

Moderate-Aggressive

← Early career

The asset allocation model described here is hypothetical. The suggestion for consideration. This model is not intended to be used as a guide for investment decisions.

Asset Allocation While Working

Rebalancing

Equities | Bonds | Cash Equivalents

Original Portfolio

An ignored portfolio can quickly become unbalanced and no longer reflect your goals.

Asset Allocation While Working

Balancing risk and reward*

Return

Risk

100% Bonds

75% Bonds/25% Stocks

50% Bonds/50% Stocks

40% Bonds/60% Stocks

30% Bonds/70% Stocks

100% Stocks

*Bond returns are based on the Merrill Lynch 7-10 Year U.S. Treasury Index. Stock returns are based on the total return of the S&P 500 index. Data goes from 1977-2011. Source: E.P. "Risk and Reward: An Efficient Frontier," Young Research & Publishing, Inc., 27 Apr. 2012. Web. 20 June 2012.



THE FOUR CORNERSTONES OF FINANCIAL PLANNING

Cash & Liability Management

We can **help** you **balance** short, mid and long-term liquidity needs with overall goals.



Protection Planning

We can **help** you identify insurance gaps and design strategies to help **protect** the ones you love.



Investment Planning

We can **help** define the timeframe for your goals, along with your tolerance for investment risk which play a critical role in the strategies we **recommend** for you.



Tax Planning

We can **help** identify strategies, conduct analysis and make recommendations to help **reduce** future tax liabilities.



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FINANCIAL PLANNING CLIENT SERVICE MODEL

As part of our ongoing service model, every quarter we will review the following aspects of your financial plan.

MEETING	SERVICE TOPICS	TIMEFRAME
Annual Review	<ul style="list-style-type: none"> • Employer Retirement Plan Review • Household Expense • IRA Contributions • Savings Strategy • Performance Review 	Jan - Feb
Mid-Year Review	<ul style="list-style-type: none"> • Beneficiary and Account Title • Insurance Portfolio Review • Savings Strategy • Employer Benefits • Performance Review 	June - July
Year-End Tax Planning	<ul style="list-style-type: none"> • Year-end Tax Planning • Tax Loss harvesting • Net Worth / Savings Review • Performance Review 	Thanksgiving - Christmas

“
OUR GOALS CAN ONLY BE REACHED THROUGH A VEHICLE OF A PLAN IN WHICH WE MUST FERVENTLY BELIEVE, AND UPON WHICH WE MUST VIGOROUSLY ACT. THERE IS NO OTHER ROUTE TO SUCCESS.
 - PABLO PICASSO
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