PHILLIPS FINANCIAL STRATEGIES CAPITOL HILL

Planning | Investments | Insurance
210 7th St SE, Suite 202
Washington, DC 20003
Office 202.681.1161
www.PhillipsFinancialStrategies.com

2024 Service Fee Schedules

Investment Advisory Services

Phillips Financial Strategies (PFS) offers investment advisory or managed accounts at a minimum account value of $10,000 for various model portfolio strategies, including from ETFs, individual stocks, and Mutual funds. We also build customized portfolio strategies for client households over $1,000,000. The PFS investment advisory fee schedule ranges from 0.79% to 1.75% for our clients. This schedule applies to assets held directly with our office or on another platform. The total annual fees for an account are based on a function of the type of investment strategy and total household invested assets with PFS. The cash-and-money market positions of an account are not included with the PFS investment advisory fee calculation.

Please note that clients with more than $1,000,000 of investable assets advised by PFS have the option to receive **financial planning as a complimentary service** as part of the fiduciary process. In addition, utilizing financial planning reports is a useful component of a fiduciary based investment advisory process; PFS does charge a separate fee for this work.

Fee Schedule*:

1.75% $0 - $149,999
1.50% $150,000 - $299,999
1.35% $300,000 - $599,999
1.20% $600,000 - $1,299,999
1.00% $1,300,000 - $2,499,999
0.89% $2,500,000 - $4,999,999
0.79% $5,000,000 - up

Financial Planning & Investment Consulting Services*

• **Standard** - Fees - $7,000 Annually or $650 a month and up (depending on needs). - This fee covers up to 6 meetings of 1 hour per year, supports back-office work, and provides access to the Wealth Management System. We handle Wealth Management system data entry, you simply link accounts and answer questions. We also configure rebalancing alerts and assist with investment asset allocation. We offer quantitative modeling to assist with profit margin and internal rates of return when needed.

• **Quarterly** - Fees - $4,000 Annually or $400 a month. - This covers up to 4 meetings of 1 hour per year, supporting back-office work, and access to the Wealth Management System. Our office will generate financial planning reports and quantitative modeling when needed.

• **Semi-Annual** - Fees – $2,500 Annually or $250 a month - This is a good starting point for clients who have not previously worked with a financial professional or business consultant. Following data entry and initial reports, clients have two conference calls a year and two in-person meetings. Additional meetings are available on an as needed basis in 1-hour time blocks for an additional fee of $375 an hour.

• **Hourly Fees** – $375 an hour invoiced – Billed on a per project basis for work performed outside meetings with clients. We conduct investment research and investment analysis on an hourly basis. Invoicing occurs on a quarterly basis or at project completion, depending on project duration. The minimum hourly project rate is 4 hours per year. Asset management and other applicable factors do apply and will be discussed at the time of engagement.

Planning | Investments | Insurance
210 7th St SE, Suite 202
Washington, DC 20003
Office 202.681.1161
William@PhillipsFinancialStrategies.com

** Financial Planning and Investment Consulting Services can be combined with Investment Advisory based on the preferences of a particular client. Investment Advisory Fees relate only to Phillips Financial Strategies, other fees may apply and will vary by investment.*
*** At all levels of engagement clients are welcome to call or send emails with questions or comments without incurring additional costs.*
**** Clients periodically shift between various levels of financial planning engagement based on their life needs.*

Additional Items:

Wealth Management System:

- http://www.phillipsfinancialstrategies.com/wealth-management-system
- Security features for the software: http://www.emoneyadvisor.com/Security

Financial Planning, Risk Tolerance Software, Investment Analysis Software

- **Broadridge**
- **E-Money**
- **Fi360**
- **Morningstar**
- **Wealthport**

Our Key Relationships (*Off-Site support*)

- Partner Practice Group is Lansdowne Private Wealth Management (http://www.lpwmgroup.com)
- Duncan Advisor Resources Compliance, insurance support (http://duncangrp.com)
- Cambridge Investment Research Broker Dealer Securities Clearing, Compliance Services, Investment Advisory Fee Billing (http://Cir2.com),
- Registered Investment Advisor (RIA) consulting services provided by RIA in a Box (https://www.riainabox.com)
- Custodians – Charles Schwab, Fidelity, National Financial Services (Fidelity)
- See ADV documents for additional information