What are the advisory fees that you pay to your financial advisors?

What services are you receiving from your financial advisor for the fees you pay?

Asset management is only a fraction of what we do for our clients. We have been told numerous times that our service model is uncommon compared to most Financial Advisors.

Go through the checklist to learn a little about what we provide compared to your Financial Advisor. If you check "No" or "Not sure" to any of these topics, we welcome you to contact us to have a discussion.	Does your Financial Advisor Provide this service? **Yes**	**No**	**Not Sure**
Fees - Personal & Corporate Asset Management			
0.25% (25 Basis Points) advisory fee for assets over $5 million held in managed accounts	☐	☐	☐
Receive a tax deduction for advisory fees	☐	☐	☐
No advisory fees are charged for money market funds, CDs, Bonds, and some concentrated stock positions	☐	☐	☐
Tax Planning			
Review personal & business tax returns to identify potential tax reduction strategies	☐	☐	☐
Review ways to significantly reduce your overall tax burden	☐	☐	☐
Review uncommon tax strategies that some accountants may not familiar with	☐	☐	☐
Collaborate with your accountant to discuss potential tax optimization strategies	☐	☐	☐
Review tax-deductible retirement plan contribution strategies that allow up to $472k annually, depending on age	☐	☐	☐
Capital gains tax reduction strategies	☐	☐	☐
Asset Management			
Utilize hedging and market downside protection strategies to reduce portfolio losses	☐	☐	☐
Utilize strategies to potentially provide minimal to zero downside market participation	☐	☐	☐
Utilize strategies that potentially provide higher returns than the S&P 500 (net of fees)	☐	☐	☐
Access to private equity investments (the majority of companies are held privately versus publicly traded)	☐	☐	☐
Tax efficient investment strategies & asset management	☐	☐	☐
Business Sale & Succession Planning			
Review tax-efficient strategies to significantly reduce or defer taxes in preparation of selling the company	☐	☐	☐
Multi-generational planning utilizing tax, estate, trust, & gifting strategies	☐	☐	☐
Review strategies to sell your company, potentially twice and tax free	☐	☐	☐
Business Consulting Services			
Review & make recommendations on corporate agreements such as partnership, buy/sell, operating, trust, real estate, & shareholder agreements	☐	☐	☐
Tax planning strategies - review & recommendations	☐	☐	☐
Owner, Executive, & Employee one-on-one planning strategies & advice	☐	☐	☐
Financial Wellness Plan - implement for all employees to receive personalized advice at no cost to the company or employee	☐	☐	☐

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	Yes	**No**	**Not Sure**
Estate & Wealth Transfer Planning			
Review estate documents & make planning recommendations to optimize your situation	☐	☐	☐
Review strategies to protect your family and wealth	☐	☐	☐
Review strategies to optimize your charitable giving	☐	☐	☐
Collaborate with your attorney to discuss potential optimization strategies	☐	☐	☐
Insurance & Risk Management Planning			
Review strategies to protect your family, assets, net worth, and company if you pass away or become disabled	☐	☐	☐
Company Retirement & Savings Plans			
Fees - asset-based fee versus fixed fee comparison	☐	☐	☐
Expense review - investment expense drag comparison	☐	☐	☐
Fiduciary services	☐	☐	☐
Specific investment advice for retirement plan allocations	☐	☐	☐
Compensation Planning For Owners & Executives			
Deferred compensation plans - review & recommendations	☐	☐	☐
Stock ownership & option plans - review & recommendations	☐	☐	☐
Bonus plans - review & recommendations	☐	☐	☐
Documents & Organization			
Collect & digitally store important documents	☐	☐	☐
Provide and periodically update an asset map & organizational summary	☐	☐	☐

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