



FINANCIAL PLANNING PROCESS

INTRODUCTORY MEETING

Discuss your ideal vision and family mission statement

- Discuss your financial priorities regarding estate, financial independence, risk, investment, education, and business succession planning
- Establish eWealth portal
- Assemble necessary financial data

PREPARE ENGAGEMENT PROPOSAL

Agree on formal working relationship

- Input initial data into eWealth portal
- Verify and request additional data from you and your other advisors as necessary
- Begin initial modeling and outline/confirm comprehensive planning objectives

PRESENT FINDINGS

Prioritize recommendations

- Deliver and review our written analysis and recommendations
- Schedule calls/meetings with you and your advisors, as applicable
- Send follow-up email with discussed action items

ACTION ITEMS

Catalyst to act

- Coordinate planning items from start to finish
- Legal and tax implications (contact appropriate legal/tax counsel)



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How does the CFP Board define Financial Planning?

The Standards of Professional Conduct define financial planning as a *collaborative process that helps maximize a client's potential for meeting life goals through financial advice that integrates relevant elements of the client's personal and financial circumstances* (effective October 1st, 2019).

How does the CFP Board define Fiduciary?*

One who acts in utmost good faith, in a manner he or she reasonably believes to be in the best interest of the client. A CFP® professional must fulfill the following duties:

Fiduciary Duty

=

Duty of Loyalty

+

Duty of Care

+

**Duty to Follow
Client Instructions**

*To the extent that I am providing investment advisory services, including either financial planning services or ongoing investment advice as part of an **Osaic FA** investment advisory program (i.e., fee-based managed account) pursuant to written agreement and related disclosures that describes this investment advisory relationship, I am acting in a fiduciary capacity related to those services under the federal securities laws, in particular the Investment Advisors Act of 1940.