



SERVICE MODELS

FINANCIAL PLANNING

BASIC

COMPREHENSIVE

COMPLEX

What It Costs

\$2,000/year

\$5,000/year

\$8,000/year

Initial Services Offered / Reviewed Each Year

What It Includes

BASIC FINANCIAL PLANNING

Retirement Projection	✓		
Net Worth Analysis	✓		
Establish Asset Allocation & Investment Management Plan	✓		
Risk Tolerance	✓	✓	✓

COMPREHENSIVE & COMPLEX FINANCIAL PLANNING

Retirement Planning Projections		✓	✓
Net Worth Analysis		✓	✓
Cash Flow and Saving Planning		✓	✓
Income Tax Planning		✓	✓
College Planning Projections		✓	✓
Insurance Planning Projections		✓	✓
Estate Planning Projections		✓	✓
Charitable and Family Planning Issues		✓	✓
Social Security and Medicare Planning		✓	✓
Business Planning and Succession Planning			✓
Real Estate Investment & Feasibility Analysis			✓
Executive Compensation Planning			✓
Establish Customized Asset Allocation & Investment Management Plan		✓	✓

BUSINESS RELATIONSHIPS

Will and Estate Attorney	Referral Only	Coordination	Coordination
Insurance Professional	Referral Only	Coordination	Coordination
CPA/Tax Preparer	Referral Only	Coordination	Coordination
Real Estate Agent	Referral Only	Coordination	Coordination



Sound

FINANCIAL PLANNING, INC.

SERVICE MODELS

INVESTMENT MANAGEMENT

BASIC

COMPREHENSIVE

COMPLEX

What It Costs

Investment Management Fee Schedule

First \$3,000,000	0.65%
\$3,000,000 +	0.30%
Minimum Annual Fee is \$3,000	

What It Includes

	1/year	2/year	2/year
Meetings	1/year	2/year	2/year
<i>Includes</i>			
Basic Only: Review Goals, Investments, Retirement, and Net Worth	Annual		
Review & Update Comprehensive/Complex Financial Plan		Annual	Annual
Review/Rebalance Investment Portfolio and Asset Allocation		Annual	Annual
Financial Management			
Portfolio Review & Asset Allocation Analysis	✓	✓	✓
Online Performance Statements	Quarterly	Quarterly	Quarterly
Financial Organization			
Technology Assistance in Cash Flow Tracking		✓	✓
WhealthCare		✓	✓
Everplans	✓	✓	✓
Beneficiary Designation Analysis	✓	✓	✓
Communication			
Electronic Communications	✓	✓	✓
Special Invitations to Client Events	✓	✓	✓