

Plan Well. Invest Smart. Live Better.

OUR CORE VALUES

- **Fiduciary Standard of Care**: Doing What's In Your Best Interest
- **Goal-Oriented**: Consultative Process
- **Planning First Approach**: Everything Starts with a Plan
- Relationship-Based Not Transaction-Oriented: Caring, Communicative & Informative
- Personal Discovery: Exploring Your Needs, Risks and Capacity
- Low-Cost Investing: Controlling Costs with a Core of Index Funds and Exchange Traded Funds
- Investment Management: Clients Win By Not Losing Focus on Consistent Singles Not Home Runs
- Tax Management: Proactive, Integrated Tax Planning to Help Clients Keep More
- Advanced Planning: Smart, Targeted & Collaborative

FIDUCIARY, FEE-ONLY

VERSUS

Broker-Dealers, Agents, Other Advisors

- We serve only YOUR best interest. It's our legal obligation and preferred business model.
- ✓ We are paid by YOU for our objective, professional advice.
- ✓ We receive NO commissions or referral fees from outside sources.
- ✓ YOU are the client we work for you at all times.

- o Brokers can earn commissions or referral fees or may be feebased.
- Either way, brokers are subject to offering "suitable" advice, not fiduciary. They are not required to disclose conflicts of interest and compensation may not be transparent.
- If incentives come from other. sources, who is really the client?

WealthCare Gold & Platinum Planning – A CONSULTATIVE PROCESS (3 – 12 months)

Meetings 1 Meeting 2: One to two weeks later Meeting 3: One to four weeks later COMMITMENT MEETING **INITIAL PLAN MEETING & DATA** INITIAL EVALUATION GATHFRING **MEETING** Confirm scope of plan, complete disclosures and Comprehensive Discovery including Get Acquainted & Explore agreements and collect collecting data, statements and any **Options** retainer. cash flow worksheets or other planning assumptions, background, experiences and values about money, risk profile, risk capacity, and spending needs Note: Timing will depend on schedule of existing projects and if data items provided by client are in good order and complete. **Meeting 4: Plan Meeting Follow Up Meetings Collaboration and Progress** Two to 12 weeks later Initially 8 to 12 weeks later as needed during program term **PROGRESS MEETINGS** STRATEGY MEETING WEALTHCARE MEETINGS Initial review of selected Comprehensive evaluation of Review progress current and projected financial Online Report Access financial plan and Goal Achievement Reports along results based on assumptions Implement WealthCare with customized Action Plan provided. Review of strategies and management plan and Recommendations. recommendations to move Coordinate with other forward. advisors