Focused Finances, LLC

Inspiring Financial Confidence

Financial Planning and Investment Management

FOCUSED FINANCES LLC

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Focused Finances, LLC

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Financial Planning Services

Full Financial Plan:

A full financial plan project is completed over the course of 3 to 4 in-person and on-line data gathering sessions and meetings, within a time frame of about 12 weeks. The completed project is a tailored financial plan and investment strategy. These working meetings typically last between 90 minutes and two hours.

Topics to be covered may include (yet are not limited to): planning for financial independence (retirement), college and other goals such as major purchases, investment education and advice, savings planning, estate, insurance, and tax planning, and employee benefits, as well as other topics that you would like considered for your planning project.

You'll receive recommendations and next steps, as well as an investment risk tolerance and portfolio stress test report, a full retirement/financial independence plan report, an asset allocation/investment recommendation, and an investment policy statement. You may also receive additional analysis for other topics that are more specialized and unique to your project (for example, funding college for your children, a restricted stock exercise strategy, charitable giving).

In between meetings, we will have an ongoing email and phone call exchange as we are developing your financial plan.

Planning fee: $5,500 and up. A deposit of 1/3 of the planning fee is due upon engaging for a financial plan. The balance of the fee will be billed in 2 installments over the course of the planning process: the first installment is due at the first working meeting or 60 days after the planning engagement is started, whichever comes first. The final installment is due upon completion of the plan or 90 days after the planning engagement has started, whichever comes first.

The planner reserves the right to adjust the fee accordingly if additional scenarios are requested:

- Additional Scenarios: up to two additional scenarios, $1,250 per scenario
- Additional scenarios beyond the third, $1,000 per scenario.

The planner also reserves the right to adjust the fee as needed if additional issues arise during the planning work.

I strongly recommend selecting a financial planning subscription after your plan is completed, so that I can help you implement your plan and we can update your information regularly to be sure that you stay on track.

Financial Review:

A financial review is a way to have two or three key questions answered and for you to get a sense of whether you are on track with your planning in specific areas (such as college funding or retirement/financial independence, home sale/purchase, cash flow and budgeting help).

Our first meeting will be conducted in person or on line, as I walk you through the various online tools that we will use to gather data, assisting you with your first log ins, and with actual data entry. You will finish most of this data entry on your own; once you have finished, I will fine tune and add to the data and, begin to review the overall picture for planning opportunities. This meeting will be set up once I receive your initial payment.

Between meetings we exchange emails and phone calls to ensure that I have fully incorporated all your information into my planning tools and that I correctly understand your goals and priorities.

Our second in-person meeting allows me to walk you through your working plan; we review the finalized data, and you will have the opportunity to share more information, ask me questions, and fine tune. The balance of your payment for your financial review will then be due. After this second meeting, I complete your project with recommendations for how you can implement and oversee your plan. You'll have a written document with action steps and recommendations.

The base fee for this service is $2,500, which includes an analysis of your current data, and a working plan. The fee will be payable in 2 installments; ½ of the quoted fee is due upon engagement of our services and the second installment will be due at the final meeting or 90 days later, whichever comes first. The planner reserves the right to adjust the fee accordingly if additional scenarios are requested:

- Additional Scenarios: up to two additional scenarios, $1,000 per scenario
- Additional scenarios beyond the third, $750 per scenario.

The planner also reserves the right to adjust the fee as needed if additional issues arise during the planning work.

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Annual Planning Subscription Options:

After we have completed a financial plan or financial review together, you have the option to continue planning services with Focused Finances LLC on a subscription basis.

Silver Service Level

This level of service is most appropriate for clients who started out with a Full Financial Plan, are progressing in their career and building net worth, or retiring within the next 5 years.

Services include:

- Financial advice on an ad hoc basis via phone calls and email
- An annual in person review meeting to update your financial plan
- Access to a private client Web site containing your financial data, reports I've delivered to you, important documents, and additional tools for you to explore your finances.
- Coordination with your other financial professionals
- Tax preparation support
- Supervision of held-away assets such as employer retirement plans

Annual fee: $3,600 ($300/month), via AdvicePay subscription, adjusted each year for inflation.

Extra meetings can be added for $750 per meeting and include a 90 minute in person meeting or video conference and a report and/or financial plan update. This might be appropriate for an unusual circumstance or life event.

- *If you would like portfolio management added to your services, see the Investment Management Services section of this document for a description of that service. Aside from advising on current employer provided retirement plans, this subscription does not cover specific investment advice on other accounts.*

Bronze Service Level

This level of service is most appropriate for clients who started out with a Financial Review and are still early in their career and building savings, or clients who are retired and have relatively simple ongoing planning needs.

Services include:

- Basic financial advice on an ad hoc basis via phone calls and email
- Informal on-line plan updates
- Access to a private client Web site containing your financial data, reports I've delivered to you, important documents, and additional tools for you to explore your finances.

Annual fee: $1,200 ($100/month), via AdvicePay subscription, adjusted each year for inflation.

Formal update meetings can be added for $500 per meeting and include a 60 minute in person meeting or video conference and a report and/or financial plan update.

- *If you would like portfolio management added to your services, see the Investment Management Services section of this document for a description of that service. Aside from informal advice on current employer provided retirement plans, this subscription does not cover specific investment advice on other accounts.*

Upgrading/Downgrading Your Services

You are free to either increase or decrease your services to a more appropriate level as your life circumstances dictate. Please provide 30 days notice of your intention to change service levels.

Investment Management Services

Please note that these services are NOT offered on a stand-alone basis and must be combined with a Financial Review or Full Financial Plan, and a Financial Planning Services annual subscription.

Customized Portfolio Management

The fee for customized portfolio management is 40 basis points (0.40%) calculated annually on total investable assets. To qualify for this service, investable assets must be $250,000 or greater. Fees are deducted from your brokerage account(s) quarterly in arrears. This service includes:

- Detailed, customized risk assessment and investor education
- Customized portfolios using selected mutual funds and other investment vehicles (such as individual bonds, ETFs or closed-end funds) as needed
- Investment Policy Statement (reviewed annually)
- Annual investment policy statement and investment review update via online or in-person meeting, including portfolio stress testing
- Quarterly customized performance reports
- Ongoing account management and administration (customized rebalancing, cashiering, managing distributions, managing required minimum distribution strategy)
- Tax loss harvesting (if desired)