

WEALTH MANAGEMENT PROCESS

Mark P. Frick, CFP®, CIMA®
Vice President - Investments

Gary L. Solka, CFP®
Vice President - Investments

Step 1: Fit Call

- Learn about each other
- Identify any immediate concerns
- Communicate the process
- Determine if there is a fit (on both sides)

7 Days

Step 2: Discovery

- Gather data, documents, and statements for analysis
- Learn and help clients articulate priorities
- Review of financial concepts and general strategies used
- Discuss fees

14 Days

Step 3: Plan Presentation & Review

- Review specific recommendations
- Decide to implement solutions
- Sign documents as needed
- Customize service

20 Days

Step 4: Implementation

- Transfer existing assets
- Execute agreed strategy

60 Days

Step 5: Check Up

- Review online resources
- Develop schedule for future meetings
- Schedule Financial Strategy Action Plan meeting

Ongoing

Step 6: Ongoing Review

- Monitor Envision® Plan
- Review and reposition investment portfolios
- Keep up-to-date on life changes, needs, and objectives

Other Items

- ✓ Coordinate with other specialists
- ✓ Retirement planning
- ✓ Liability management
- ✓ Insurance reviews
- ✓ Financial education
- ✓ Education planning
- ✓ Succession planning
- ✓ Charitable giving
- ✓ Estate planning strategies
- ✓ Family dynamics

Insurance products are offered through nonbank insurance agency affiliates of Wells Fargo & Company and are underwritten by unaffiliated insurance companies.

Trust services available through banking and trust affiliates in addition to non-affiliated companies of Wells Fargo Advisors. Wells Fargo Advisors and its affiliates do not provide legal or tax advice. Any estate plan should be reviewed by an attorney who specializes in estate planning and is licensed to practice law in your state.

Frick & Solka Wealth Management Group of Wells Fargo Advisors

100 Congress Ave; St 1650; Austin, TX
78701

(512) 542-7873

FrickSolkaWMG@WellsFargoAdvisors.com

Investment and Insurance Products are:

- Not insured by the FDIC or Any Federal Government Agency
- Not a Deposit or Other Obligation of, or Guaranteed by, the Bank or Any Bank Affiliate
- Subject to Investment Risks, Including Possible Loss of the Principal Amount Invested

Wells Fargo Advisors is a trade name used by Wells Fargo Clearing Services, LLC, Member SIPC, a registered broker-dealer and non-bank affiliate of Wells Fargo & Company. CAR-1020-00366