WEALTH MANAGEMENT PROCESS

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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

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