



Services Financial Essentials Offers:

1. Ongoing Services:

- Semi-annual or annual client review meetings.
- Account performance reporting and consolidated statement access.
- Regular emails and letters.
- Market updates.
- Quarterly market and economic news.
- Monthly e-newsletter/ video.
- Check-in calls.
- Client appreciation events.
- Educational events and seminars.
- Access to advisor and team for quick response to questions and action items.
- Financial plan update and access as requested/ annually.

2. Investment Management Services:

- Financial planning processes:
- Establish goals and objectives.
- Determine risk tolerance.
- Determine cash flow need.
- Determine liquidity need.
- Determine tax bracket.
- Portfolio management and maintenance services:
- Develop asset allocation models.
- Customize the portfolio.
- Research investments, products, and managers.
- Select investments, products, and managers.
- Rebalance the portfolio.
- Monitor performance.
- Evaluate performance against benchmarks.
- Adjust investments, products and managers, and overall portfolio to account for changes.
- Annual/ biannual advisor in person meeting with money management firms.
- Regular wholesaler updates on all firm offerings.
- Stock options and employer stock evaluation.

3. Comprehensive Wealth Management Services:

- Provide statement of current financial position.
- Sources of income.
- IRMAA planning.
- Gifting and donor advised investing.
- Household budget.
- Employee benefits.

- Net worth statement.
- Adequate cash reserves for emergencies or opportunities.
- Debt management.
- Buy or lease cars/ equipment.
- Move and rent existing home or sell.
- Refinance home mortgage and or secure home equity line of credit.
- Health insurance analysis.
- Medicare analysis during annual open enrollment period.
- Debt reduction strategies and coaching.
- Retirement planning services:
 - Identify goals and objectives.
 - Discuss mortality.
 - Cash flow analysis.
 - Monte Carlo simulations.
 - Spend less, save more, and/ or retire sooner calculations.
 - Early exit employee package.
 - Retirement plan rollover analysis.
 - Social Security benefit projections and when to take it strategies.
 - Post 70 ½ distributions- Required minimum Distribution calculations and strategy.
 - Pre 59 ½ distributions- 72T Series of substantial and equal periodic payments.
 - Accumulation phase vs. distribution phase.
 - Mortgage acceleration.
 - Pension calculations and recommendation options.
 - Budget planning- improve cash flow objectives.
 - Roth and Mega Roth conversions.

4. Tax Planning Services:

- Tax loss harvesting.
- Review tax return annually.
- Develop and implement tax reduction solutions.
- Coordinate tax reporting information with CPA.
- Discuss tax reduction strategies with CPA.
- Roth and Roth conversion projects.
- Inherited IRA and Qualified Plan Trust analysis and discussions.
- IRA withdrawal planning.
- Tax bracket shifting.
- Gains and loss harvesting.
- 1031 strategies and implementation.
- Asset gain harvesting to maximize tax efficiency.

5. Protection Planning Services:

- Review goals and objectives.
- P&C coverage solutions.
- Business insurance options benefits.
- Umbrella policy.

- Human life valuations.
- Survivor income needs analysis.
- Mortgage acceleration plan or payoff.
- Goal funding at death.
- Disability scenarios.
- Long term care strategies.
- Cost benefit analysis of current coverages.
- Capital asset transfer.
- Pension maximization techniques.
- Annuity rescue.
- Health underwritten SPIA with death benefit.
- Under 65 health insurance.
- Over 65 Medicare insurance.
- Medicaid planning.
- Nursing home and long term care analysis and funding.

6. Estate Planning Services:

- Identify goals and objectives.
- Beneficiary designations.
- Transfer on death accounts.
- Estate plan review.
- Benefits of a living trust.
- Calculate gross estate.
- Strategies to minimize or eliminate estate tax.
- Gifts of cash or property, leveraged gifting, or discounted gifting strategies.
- Discuss estate equalization techniques.
- Irrevocable trusts.
- Special needs trust.
- Generation skipping.
- Charitable gifting strategies.
- Family limited partnerships.
- Qualified personal residence trust.
- Asset protection strategies.
- Planning to receive inheritance.
- Estate Guru.

7. Estate Administration Services:

- Guidance.
- Contact Social Security Administration.
- Contact insurance companies.
- Contact banks and brokerages.
- Contact lenders and credit card companies.
- Retrieve and distribute death certificates.
- Contact past employers for pension benefit continuance.
- Change title on all assets.

- Meet with attorney to align responsibilities.
- Determine “date of death” valuations.
- Step up basis for appreciated assets in brokerage accounts.
- Coordinate tax documents and final tax return with CPA.
- Meet with successor trustee and beneficiaries.
- Coordinate real estate sales and/ or appraisals.
- Appraise, sell, and or distribute personal property.
- Identify and split assets to exemption trust or QTIP.

8. Business Planning Services:

- Review goals and objectives.
- Analyze entity structure- Sole Prop, S-Corp, C- Corp, LLC, LLP, Etc.
- Review tax returns.
- Recommend tax reduction strategies.
- Retrieve and review employee census information.
- Identify key employees and owners.
- Cost benefit analysis all existing employee benefit plans.
- Medical insurance proposals.
- Dental, vision.
- Group Life.
- Long term and short term disability plans.
- Cafeteria plans.
- Retirement plans.
- Retirement plan analysis.
- Defined contribution, defined benefit, profit share, money purchase.
- Age weighted, target benefit.
- Attribution rules - safe harbor, top heavy.
- Deferred compensation plans.
- Severance plans.
- Review business continuation and succession plans:
- Buy/ sell agreements - cross purchase, entity purchase, etc.
- Key employee life and DI insurance.
- Overhead protection.
- Evaluation of employer offer to be equity partner.
- ESOP analysis after best practice as ESOP rules change to payout period at retirement.
- Legal options for document creation:
- Online services.
- Local attorney referrals.