

# **Lee W. Framer, J.D.**

Investment Advisor Representative

## **Six Step Planning Process**

We offer a unique six-step approach to the planning process.

From the initial concept interview, through the plan implementation and ongoing review – the process is totally personalized and comprehensive to help ensure the financial health of our clients.

### Concept Interview

- Discuss our services
- Discuss your situation
- Establish fee if charged

Less than \$1,000,000 = \$995

\$1,000,000 to \$3,000,000 = \$1,495

Greater than \$3.000.000 = \$1.995

## **Fact Finding**

- Gather appropriate financial data, objectives and risk tolerances
- Discuss and establish goals
- Discuss your attitudes, view and concerns
- Clarify data

### Plan Presentation

- Discuss Plan
- Provide education
- Make specific recommendations
- Answer your questions
- Establish action plan
- Schedule follow-up meeting for review and implementation

### Plan Design

- Analyze and evaluate your financial status
- Review fact finder and assess your goals, objectives and attitudes
- Generate actual plan draft
- Analyze the output and develop recommendations specific to your needs
- Prepare final plan, including recommendations and projections



### **Implementation**

- Review solutions
- Assist you in implementing solutions and your plan changes
- Determine review frequency

# Review and Service

- Analyze ongoing issues
- Make adjustments as situation changes
- Discuss periodic updates