Financial Planning Services and Fees

MCS Financial Advisors offers the following planning and consulting services. These services are available to any client who meets our minimum net worth requirement of $4 million (including personal residences, retirement assets, and business interests) or $2 million in portfolio assets.

Discounts on these services may be available for asset management clients of MCS Financial Advisors (see the **Asset Management Fees** section on the last page).

The Time and Cost of your Plan

The cost for completing a plan is directly related to the time to complete it. The time varies between 40-100 hours for a Personal+Business/Practice Financial plan and 30-50 hours for a Personal Financial plan, therefore, cost is controlled by:

- The complexity of your situation.
- How complete and organized your financial data is, and how quickly you can provide it to us.
- The time for you or your other advisors (such as accountants or attorneys) to provide answers to questions we have as we review your data.

The division of the time spent on your plan usually consists of approximately:

- 40% up front: initial meetings, identifying your goals, gathering, organizing, understanding, and inputting your financial data.
- 30% reviewing and analyzing your financial data, developing a baseline scenario, our recommendations, and action plan.
- 30% communicating with you – in meetings, phone calls, and e-mails.

Personal + Business/Practice Financial Plan

This is the option for those who need a review of both their personal and business finances, including those:

- Whose primary source of income is from their own business, practice, investments, or rental activities.
- Who have any outside business interests, including real estate investments, and who want a review of both their personal and business finances, regardless of the proportion of their income which comes from those business interests.

<u>Personal + Business/Practice Financial Plan, continued:</u>

This plan includes:

- Identifying your business/practice and personal financial goals (such as retirement, education, major purchases, charitable giving, etc.), and their priorities.
- Reviewing your financial life: your assets, debts, living expenses, retirement/financial independence, risk management strategies, and estate/legacy plan.
- A similar review of your businesses and practices: their assets, debts, expenses, operations, risk management strategies, and eventual sale of these interests.
- Projecting the growth of your net worth over time: the changing value of investment and business assets and debt balances.
- Addressing your highest priority questions and recommending courses of action.
- Identifying financial weaknesses and other threats to your financial security.
- Identifying financial strengths and opportunities to further strengthen your financial security.
- Developing a plan for implementing our recommendations.
- Two additional hours of consulting during the 12 months following completion of your plan, including follow-up meetings, or addressing additional issues which surface.

Estimated total cost $7,500-$15,000

<u>Personal Financial Plan</u>

This is the option for those who only need a review of their *personal* finances, including those:

- Who are employees, and whose primary compensation is their employer's salary
- With no outside business interests or investments outside of securities portfolios.
- With outside business interests, but who only want to review their personal finances from the point of their personal income.

The Personal Financial Plan includes:

- Identifying your personal financial goals (such as retirement, education, major purchases, charitable giving, etc.), and your priority for each of these.
- Reviewing your financial life: your assets, debts, living expenses, retirement/financial independence, risk management strategies, and estate/legacy plan.
- Projecting the growth of your net worth over time: the changing value of investment assets and debt balances.
- Addressing your highest priority questions, and recommending courses of action.
- Identifying financial weaknesses and other threats to your financial security
- Identifying financial strengths and opportunities to further strengthen your financial security.
- Developing a plan for implementing our recommendations.
- Two additional hours of consulting during the 12 months following completion of your plan, including follow-up meetings, or addressing additional issues which surface.

Estimated total cost $3,000-$8,000

Asset Management Services and Fees

Our asset management fee is 0.95% annually of the ending account value. The fee is charged quarterly and is subject to a $19,000 per year ($4,750 per quarter) minimum. Fees charged on account balances in excess of $2 million are reduced by 0.10% for the first $3 million, 0.15% on the next $5 million, and are negotiable thereafter.

Our asset management services include:

- Investment selection and ongoing care of your investment portfolios.
- Quarterly reports of your investment portfolio(s), which include returns on each investment.
- Periodic reviews of your investments.
- Comprehensive year-end tax reporting.
- Discounts on rates for planning/consulting, based on a sliding scale and determined by the previous 12 months' asset management fees. The table below illustrates the discounts available:

Fees during the previous 12 months:	Discount %:
$10,000	15%
$25,000	25%
$40,000 and above	35%

Hourly Consulting Services and Fees

We offer ongoing consulting on an hourly basis. This service is available to clients who have completed a full financial plan with MCS Financial Advisors, have occasional questions on their plan and:

- Do not need ongoing advisor availability.
- Do not have assets under the management of MCS Financial Advisors.

$250-$350 per hour for practice/business consulting and family systems wealth advising.
$150-$275 per hour for personal financial planning.
$100 per hour for paraplanner activities.
$50 per hour for client data review and input.