Focused Finances, LLC

Inspiring Financial Confidence

SERVICES AND FEES

As of February 4, 2025

Financial Planning Services & Fees

Full Financial Plan

A full financial plan is developed through a series of 3 to 4 meetings—both in person and online—over approximately 12 weeks. The result is a customized financial plan and investment strategy tailored to your needs. Each working session lasts about 90 minutes to two hours.

Topics covered may include: Retirement planning, education savings, major purchases, investments, estate and tax planning, insurance, employee benefits, and any other financial considerations you'd like to explore.

We start by assessing your current financial situation (your "base case"). Then, we create one or two scenarios to test potential changes and planning opportunities, ensuring that your plan provides a strong foundation for your financial future.

Once complete, your plan will be maintained online in our planning tool, with all your goals, tasks, and recommendations available in one place. You'll also have access to reports that help guide implementation.

- **Fee:** Starts at $7,500. A deposit of one-third is due upon engagement, with the remaining fee split into two installments—one at the first working meeting (or 60 days from engagement, whichever comes first), and the final payment upon completion of the plan (or 90 days from engagement, whichever comes first).
- **The planner reserves the right to adjust the fee if additional issues arise during the planning work.**

I highly recommend enrolling in a financial planning subscription after completing your plan so we can regularly update your information and keep you on track.

Financial Review

A financial review is a focused analysis designed to answer a few key financial questions and determine whether you're on track in specific areas (e.g., retirement, college funding, home purchase, or cash flow management).

As with a full financial plan, we start by developing a base case to reflect your current situation, followed by scenario analysis to explore possible adjustments and opportunities. You'll receive a streamlined, actionable plan that is maintained in our online planning tool.

- **Fee:** $3,500, payable in two installments (half upon engagement, half at the final meeting or 90 days later, whichever comes first).
- **The planner reserves the right to adjust the fee if additional issues arise during the planning work.**

I strongly recommend continuing with a planning subscription after completing your financial review to ensure ongoing support and plan updates.

Hourly Projects

If you need financial advice on a specific issue—such as understanding the tax impact of a decision or getting a second opinion on your investments—you can engage our services on an hourly basis.

- **Fee:** $400 per hour (minimum 3 hours). This includes all services required to analyze your issue, conduct research, and present recommendations in writing.
- **Payment:** 50% due upon engagement, with the remainder due at the final meeting or 90 days later, whichever comes first.

At the end of the project, you'll receive a detailed report containing our analysis and recommendations.

Annual Planning Subscriptions

After completing a financial plan or review, you can choose to continue working with us on an ongoing basis through a subscription.

Silver Service Level

Ideal for clients who started with a Full Financial Plan and are actively building wealth or approaching retirement within five years.

Includes:

- Ongoing financial advice via phone and email
- Annual in-person review meeting to update your plan
- Secure client portal with financial reports and documents
- Coordination with your other financial professionals
- Tax preparation support
- Supervision of employer-provided retirement plans
- **Annual Fee:** $3,780 ($315/month), adjusted annually based on the Consumer Price Index (CPI).

Bronze Service Level

Designed for clients who completed a Financial Review and are still early in their career, building savings, or retired with simpler planning needs.

Includes:

- Basic financial advice via phone and email

- Informal online plan updates
- Secure client portal with financial reports and documents
- **Annual Fee:** $1,890 ($157.50/month), adjusted annually based on the Consumer Price Index (CPI).
- Formal update meetings available for $500 (includes a 60-minute session and a plan update).

Upgrading/Downgrading Your Services

You can adjust your service level as needed. Please provide 30 days' notice for any changes.

Investment Management Services

Please note: These services are only available to clients who have completed a Financial Review or Full Financial Plan and maintain an active Financial Planning Subscription. This ensures that investment decisions align with your overall financial strategy.

Customized Portfolio Management

- **Minimum Managed Assets:** $250,000. Asset management fees are tiered as follows:
- **Fee:** 0.60% (60 basis points) applies to the first $3 million under management.
- **Fee:** 0.30% (30 basis points) applies to the portion of assets exceeding $3 million.
- Fees are deducted quarterly in arrears.

Includes:

- Personalized risk assessment and investor education
- Custom portfolios using mutual funds, ETFs, bonds, and other investment vehicles
- Annual Investment Policy Statement review and portfolio stress testing
- Quarterly performance reports
- Ongoing account management, rebalancing, and distribution strategy
- Tax loss harvesting (if applicable)

By keeping your plan up to date and implementing sound investment strategies, we help you stay on track toward financial success.