

# PRESERVE WEALTH MANAGEMENT CONTRACT CLIENTS

## – The PWM Agile Planning Process –

At PRESERVE Wealth Management, we use an agile planning process to deliver full, comprehensive and ongoing wealth management to our clients. Agile planning incorporates project-based monthly sprints, each tackling one of the major elements of comprehensive planning.

### **Our Ongoing Work: *Investment Planning***

Some things are ongoing every day and not project-based. Investment Management is one of those things. In fact, it is a pre-requisite as all our clients have one demand: “Do smart things with my money.”

Our investment approach focuses on a long-term strategic plan that is tailored for you, responds to change, and is monitored often. It seeks to maximize gain while protecting your assets. It is grounded in long-term fundamentals with adjustments for today’s market.

## First Quarter | Focus: *Thee Plan*

A proper financial plan will answer the question: “Do I have enough to do what I want to do?” At the end of the quarter, we will be able to answer that question in its most basic form. At the end of the year, moreover, we will have the full answer with a comprehensive plan that is flexible to changes in your life.

**January Sprint:** What do you want to do? When do you want to do it?

- Purpose
- One-page financial plan

**February Sprint:** How much do you have? How much do you owe?

- Balance sheet
- Net worth statement

**March Sprint:** How much do you spend? do you earn? do you save?

- Cash flow statement
- Amortization schedules

### **Financial Planning Contract Clients**

Together we will identify which sprint is most appropriate to focus on this quarter.

If you would like to focus on more than one, we will project bill each additional sprint at a flat rate of \$995.

## Second Quarter | Strategy: *Tune Up*

To optimize your plan, we take a deep dive and answer the question: “Am I doing all I can to maximize returns, minimize risk, and mitigate taxes?”

**April Sprint:** What are your expectations?

- Family risk number
- Portfolio risk number

**May Sprint:** When you need money, where does it come from? When you save money, where does it go?

- Liquidation strategy
- Asset location

**June Sprint:** Did you get a second opinion on your taxes?

- Second opinion summary
- Meet with accountant to discuss your tax strategies

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## Third Quarter | Theme: *Contingency Planning*

Murphy's Law is that if something can go wrong, it will. Mike Tyson eloquently said that everyone has a plan until they get punched in the face. A good contingency plan attacks the looming question: "What if something goes wrong?"

**July Sprint:** Are you properly insured if there is an accident?

- Insurance audit
- Meet with property & casualty agent to discuss your protection plan

**August Sprint:** What is the plan if you need extra care?

- Long-term care impact study
- Meet with long-term care specialist to discuss you

**September Sprint:** What would your family need if you died suddenly?

- Life insurance study (personal and business)
- Meet with life insurance agent to discuss your insurance needs

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### Special Deliverable | Your Life Compass: *the road map you need to give your family*

Some things are solvable with a fancy calculator, but others can only be tackled with a conversation. The Life Compass goes beyond the numbers and helps you with the conversations needed to answer the overlooked question: "What does my family need to know?"

The Life Compass organizes every detail around sixteen major life categories, including your wants, special preferences, and final wishes. We also help you have these conversations ... even the awkward ones ... with the next generation through a family meeting.

The final deliverable is both a secured digital copy, which you can share with your attorney and named executor, and a hard-bound home binder. Both are updated annually.

Wealth Management Contract Clients – *included in services* | Financial Planning Contract Clients – *\$5,000 project fee*

## Fourth Quarter | Fulfillment: *The Bright Side*

Money has a purpose and so do you. This quarter we are exploring the bigger life question: "What kind of impact do I want to make?"

**October Sprint:** How do you define success? Is there a number?

- Balance sheet (future growth)
- Balance sheet (future growth – today's dollars)

**November Sprint:** What will you do differently when you reach your level of success?

- Beneficiary reviews (percentages and dollars)
- Gifting strategies (lifetime and legacy)

**December Sprint:** What do you want your legacy to be?

- Estate plan flow chart
- Meet with estate attorney to discuss your estate plan

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