

FINANCIAL PATHFINDERS, LLC

Travel Life's Journey with Peace of Mind

Comprehensive Fee-Only Financial Planning



What Does Our Service Cost

Our Services are provided on an hourly basis, a project basis, or on an annual retainer basis. **There is no requirement for a minimum amount of assets.** We want to assist everyone in improving their financial future.

The manner in which you are charged depends upon what you want us to do. If you have a specific question you want answered, that is usually done on an hourly basis. An example of such a question would be: "I need to start saving for retirement, and I have \$5,000 to start with, so what do I do with it?" This hourly fee is noted on our web site. In February of 2004, the fee was \$150. We also have a "Financial Snapshot" offering, which provides two 90-minute meetings and follow-up phone questions for a fixed fee.

An example of a project would be the development of your custom comprehensive financial plan. If you want us to create a comprehensive financial plan for you, the work is normally done on a project basis. That means we provide to you an estimate of the cost of the project, and we stay true to the estimate barring any unexpected changes in your request for service or new developments in the information surrounding the plan. Such a plan will review your cash flow, savings, education planning, tax situation, risk management (insurance), retirement planning, and estate planning.

Retainer services are available after a comprehensive plan has been completed for you, and you request that we implement your plan and manage your investments for you. This service is available for those who understand what needs to be done with their investments (based on the comprehensive plan), but feel their time is better spent doing things that are more important to them. Some examples of 'more important' things may be spending more time with your children and/or loved ones, enjoying retirement, being more active in the community, traveling more, or being more focused on your work. Or, you may simply feel more comfortable knowing you have an objective advisor looking out for your interests, managing your assets, providing regular reports, and making sure you are on track to achieve your goals.



Why Should I Pay for Your Advice, When xxx Advisor Will Do It Free?

A Real World Example

This is a real example of what a client (before they came to a fee-only planner) paid to a national broker/advisor with thousands of local offices. This client had \$66,000 to invest. This broker/advisor recommended investing the money over a period of 90 days. The following is a list of the investments and the amount put into each investment.

<u>Investment</u>	<u>Amount Invested</u>	<u>Commission</u>
Putnam Fund Growth & Income	\$4,182	\$219.56
Putnam Fund Growth & Income (more)	\$6,000	\$315.00
BellSouth Stock	\$4,265	\$102.95
Dupont Stock	\$6,315	\$102.95
Royal Dutch Stock	\$6,040	\$102.95
Wells Fargo Stock	\$4,197	\$102.95
Putnam Fund Growth & Income (more)	\$3,000	\$157.50
Putnam Fund Growth & Income (more)	\$2,300	\$120.75
Merck Stock	\$8,039	\$117.95
Lucent Stock	\$7,976	\$114.95
Lucent Stock (more 4 days later)	\$5,803	\$102.95
<u>GE Stock</u>	<u>\$7,945</u>	<u>\$ 81.50</u>
Total	\$66,062	\$1,642

This “free” advice cost the client \$1,642, or 2.5% of their total investment. In addition, the client received less than 2 hours of the broker/advisor’s time and learned nothing about why these investments were particularly appropriate for the client. It is certainly possible that additional commissions and/or ‘bonuses’ were paid to the broker/advisor if these funds or stocks were on the preferred list of the national brokerage company.

The point is that you will pay for advice in one manner or another. At Financial Pathfinders, LLC, we are committed to fully disclosing all costs. We receive no hidden payments or commissions. **You** are our customer. We work for you, as a member of your team. You are the boss. If your desire is to build wealth, enjoy wealth, and pass wealth to your children and loved ones, we can help. We learn about you, we learn about your goals, we determine your risk tolerance for investing, and we recommend specific and appropriate investments for you. We emphasize the educational process, so that you fully understand our recommendations and know why the recommendations are appropriate for you. You are free to implement our recommendations on your own, or you can take advantage of our investment management services and we will manage your investments for you. It is your choice.

