



## Financial Planning Packages and Rates

### Why Choose Me?

Looking for topnotch financial planning you can understand, which puts your interests first and is done on your terms in a cheerful, relaxed environment? Consider working with me.

I am both an independent financial planner with 3 distinguished financial planning designations plus over 10 years' experience as a planner, and a practicing lawyer. Previously, I was a director of estate and financial planning for a large Canadian insurance company who worked upper end clients and their advisors throughout B.C. and represented the company nationally. Currently, I am also a contributing editor to Canadian Moneysaver Magazine and am regularly published online and in print. Moreover, I do not sell insurance or investments but either work with your existing advisors, recommend additional advisors to bring in or help you do it yourself. This means that any investment or insurance recommendations I make are not restricted to a single company's offerings and that I welcome working with anyone already on your team. In fact, I am regularly used to working with a wide variety of other professionals. I may even be able to do some of the legal work myself.

Looking for specialized advice in a specific area? I have a large circle of contacts I can call upon in many different fields. **Some even provide referral fees that I use dollar-for-dollar to reduce or eliminate my fees so you may even get two advisors for the price of one.** Want to manage your own investments but want help with the rest of your financial picture or advice on a specific issue? Pay for the help you need and handle the rest yourself.

### How I Get Paid

I charge **\$275 plus GST** per hour for my services, although I will apply all referral fees I receive related to your case when you first purchase an investment or insurance product against that year's financial planning fees. Even though the referral fee rebate program may deliver you significant savings on my fees, not everyone is comfortable with this option. Accordingly, I am happy to forgo any referral fees if you prefer to pay for everything yourself.

Want to know your costs in advance? I completely understand how many of us desire cost certainty and dislike unpleasant surprises. Accordingly, you can pay by the hour and take things one step at a time or you can commit to one of the following packages so you know what you will be getting and what it will cost. I am also happy to work on an hourly basis after you have completed any of the packages below if that works best for you or to negotiate a follow up package. In fact, this may be where I provide the most value, as planning is useless if ideas aren't converted into actions.

### **The Plan: \$2,800 plus GST**

I am proud to use Visionworks Life Planning software. Not only is the program sophisticated and accurate; it is specifically designed as a teaching tool to help you understand the impact of your financial choices. This allows you to make the best choices possible for integrating your money and your dreams. Moreover, this program works differently from most other planning software by focusing first on your values and life goals. After all, shouldn't these be driving factors behind your financial decisions?

My recommendations include:

- a list of ways to save money on taxes, fees and charges, now and in the future;
- comments on your current health and life insurance – is it enough / too much / too expensive;
- comments on your current investments and, if applicable, additional ways of diversifying;
- suggestions regarding your small business, from share ownership structure, to family trusts or integrating companies with your insurance or investment products;
- Pension recommendations and suggestions on the best ways to integrate and combine your different sources of retirement income; and
- Estate and incapacity planning suggestions, which may include comments about your current Will, identifying any potential problems and their solutions.

### **The Review: \$1,750 plus GST**

Want a more comprehensive plan but not a fan of charts, graphs and projections or looking to save a few dollars? Instead of multi-page report with charts, graphs, calculations and retirement / insurance projections, perhaps the Review is the solution for you. This package includes an initial 1.5 hour meeting for me to gather information. I then review the material and prepare a lengthy letter outlining your situation with a number of suggestions in all aspects of financial planning. We then meet again for another 1.5 hours to walk through the letter so you better understand your choices, can ask questions and perhaps discuss next steps.

### **The Chat: \$500 plus GST**

On a budget or just want to talk about a few issues? Let's talk for an hour and I'll send you an email briefly summarizing my suggestions. It might be the best \$500 you ever spend.

### **Aftercare**

**Accordingly, anyone who purchases any of the planning packages can purchase an additional two hours of my time within a month after I present their plan for \$400 plus GST (excluding legal services) towards implementation of any of my suggestions, such as meeting with the other people on your team to ask additional questions, brainstorm or explain my recommendations. If you require more help, I will charge my standard rate of \$275 per hour plus GST, although I'm also willing to negotiate package rates or an annual fee if you want an ongoing relationship. In the end, it's about determining what fits best for you and then figuring out how to make that work.**