

Guidelines for Recommendations Report Fees

These *guidelines* reflect our experience with various levels of complexity in new client relationships. Please remember that these are guidelines, intended to help people understand the cost of truly comprehensive financial services, as opposed to the hidden fees often embedded in financial products or services that are limited in scope. Depending on the complexity of the situation we find in your affairs, we may quote fees that are somewhat different from these guidelines. Our most important issue is to first believe our work can resolve perplexing issues for you. When we believe we can be cost effective, **we will offer our services by quoting a specific fee within an engagement agreement for the Recommendations Report.** You will know the full cost of your project and the payment terms at that time. We believe strongly that this knowledge is an important part of our relationships. And, we will bare all risks that the project may require more knowledge, time and effort than we expect.

- \$1,500 when net worth is below \$1 million and family income is below \$150,000 per year
- \$2,500 when net worth is \$1.0 to \$1.25 million or family income is \$150,000 to \$200,000 per year
- \$3,500 when net worth is \$1.25 to \$2.5 million or family income is \$200,000 to \$300,000 per year
- \$5,000 when net worth is \$2.5 to \$4 million or family income is \$300,000 to \$400,000 per year
- \$6,000 when net worth is \$4 to \$6 million or family income is \$400,000 to \$600,000 per year
- \$7,000 when net worth exceeds \$6 million or family income exceeds \$600,000. When net worth exceeds \$6 million or family income exceeds \$600,000, Recommendations Report fees can vary widely, depending on the complexity of your situation.
- *When the Recommendations Report fee is \$3,000 or more, and you continue into an ongoing relationship, 50% of the Recommendations Report fee will be applied to reduce Quarterly Retainer Fees over the first two years of our relationship. The specific formula for your situation will be discussed in your recommendations report.*