

Retainer Relationship Fees

Fees for ongoing relationships are typically based on the size of your total securities accounts. These **retainers** are for Fee-Only Financial Planning services, not investment management alone. Investment management is only one element in complex financial planning relationships. The size of our clients' investment portfolios is generally an appropriate indicator for complexity and value of our services. After sufficient experience in a relationship higher or lower retainer rates may be appropriate. A second engagement agreement is executed after a Recommendations Report fee is paid, to offer the ongoing retainer relationship.

Resource Advisory Services' **annual retainer rate is 1.00%**, which is calculated and billed quarterly, in advance. Growing client wealth will increase income for Resource Advisory Services. Positive investment performance and client additions to portfolios increase Resource Advisory Services' fee. When market conditions or client withdrawals reduce portfolio size, the fee is reduced.

In order to serve clients who have not yet built wealth sufficient for the calculated retainer to support our work, we have the following schedule of **minimum fees**. In all cases, we want all fees eventually tied to growing client wealth.

- \$750 per quarter is the minimum retainer for clients with annual family income below \$150,000 and net worth is below \$1 million. When portfolios for these clients exceed \$300,000, the calculated retainer will exceed this minimum retainer.
- \$1,000 per quarter is the minimum retainer for clients with annual family income from \$150,000 to \$200,000 or net worth between \$1 and \$1.25 million. When portfolios for these clients exceed \$400,000, the calculated retainer will exceed this minimum retainer.
- \$1,250 per quarter is the minimum retainer for clients with annual family income between \$200,000 and \$300,000 or net worth between \$1.25 and \$2.5 million. When portfolios for these clients exceed \$500,000, the calculated retainer will exceed this minimum retainer.
- \$1,500 per quarter is the minimum retainer for clients with annual family income between \$300,000 and \$400,000 or net worth between \$2.5 and \$4 million. When portfolios for these clients exceed \$600,000, the calculated retainer will exceed this minimum retainer level.
- \$2,000 per quarter is the minimum retainer for clients with annual income exceeding \$400,000 or net worth exceeding \$4 million. When portfolios for these clients exceed \$800,000, the calculated retainer will exceed this minimum retainer.