

What To Expect at White Street

Our first meeting or telephone conversation will be at no cost to you and will primarily be me listening and taking notes and you talking.

I will want to know your purpose and objective in calling me; I will answer your questions about my practice, philosophy, background and other material interest to you.

I rarely use a client confidential questionnaire or risk-tolerance questionnaire; I don't like filling them out and neither does most anyone else I know, but most importantly I don't think they really get to the core of who you are. I will ask questions that are related and material to your purpose and objectives and take notes. At the point of engagement and on occasion throughout our relationship, I will ask you to review my notes for accuracy and initial them...this is primarily for both of our benefit and for compliance issues related to satisfying regulatory requirements. Occasionally, I may ask if I can record our sessions, mainly so that I focus on you without having to take notes during our meetings.

For comprehensive financial planning, my questions will be quite detailed. They will concern thoughts, experiences and feelings as well as the numbers in your life; I will explore the nature of you, your family, your goals and challenges, and then address the specifics of your present financial situation. These specifics include assets and liabilities, employment, debt, investments, life insurance, health insurance, disability insurance, property and liability insurance, wills and trusts, other estate planning documents, use of and opinion of other advisors such as CPA and attorney, views on retirement, overall health and family longevity, lifestyle and consumer issues, family and extended family issues or concerns, and more. I will require copies of your last two Federal and state income tax returns; all insurance documents; wills and trusts and other estate planning documents; last two brokerage account statements, retirement account statements, college savings plan statements; at least your last three checking and savings account statements; and other documents relevant to your financial plan.

I realize that all this can be formidable and time consuming. I assure you that it is necessary and will help lead to the formulation of recommendations that best work for you and your situation; in other words, what you are paying me for.

Once mutual agreement has been reached on an engagement, I will prepare any necessary documentation and a written statement explaining the nature of the engagement and my fees for your review and signature. Typically, I require 50%, up to \$500, upon engagement, with the balance due upon delivery. I accept personal and/ or business checks for payment.

For annual investment management, fees are invoiced quarterly and usually deducted from your investment account. **I do not take custody of your money.** Typically, a power of attorney is used to implement an investment strategy and facilitate trades by myself or mutually designated investment manager on your behalf. I normally use Charles Schwab as a custodian, but they are not a requirement for engagement.

It is my desire and objective in all I do to exceed your expectations and to provide a pleasurable experience. I enjoy and expect the development of a long term relationship that will serve us both.