

# FINANCIAL PLANNING FEES

## Financial Wealth and Health Journey Program

When you sign up for our financial planning program, it is divided into two steps.

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### Step #1: Begin the Journey With an Initial Plan

We create a financial plan for you that gives you a guide for your financial journey.

**Price:** One-time initial fee of \$250

**What this includes:** 2 Financial Planning Sessions

- Session #1: Discovery Meeting
  - In this 1-hour meeting, will gather your financial information and discuss your current financial life, your goals, and your money mindset!
- Session #2: Presenting The Journey Meeting
  - In this 1-hour meeting, we will present your plan, review various scenarios, and paint your financial picture.

### Step #2: Continuing the Journey with Quarterly Check-Ins

After you have completed the Beginning The Journey program, it is time to start your **financial planning subscription\***.

**Price:** An annual fee of 1% of either your net worth or annual income

This fee is billed monthly and it is explained further on the next page

**What this includes:**

- Quarterly follow-up meetings (every three months)
  - We will go over plan updates and action steps.
  - You will have ongoing support from our financial advisory team where you can call or email with any questions you have.

\* This will be a **12 month contract**. You can choose to renew on each contract anniversary.

# SUBSCRIPTION FEES EXPLAINED...

**We assess your 1% fee based on net worth or annual income**

Your 1% annual fee is billed on a monthly basis

(read the last page of this document for an example fee package).

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- If your net worth is **\$100,000 or greater**, we base your fee on 1% of your **net worth** (excluding the value of your home and vehicles).
- If your net worth is **less than \$100,000**, we base your fee on 1% of your **annual income**.

# Life-Stage Specific Financial Planning Packages

**These packages can be purchased by the person who will be receiving financial planning or someone can purchase a package for someone else.**

Example: A parent or grandparent can purchase a package for their child or grandchild.

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## **Marriage Planning Package - \$250**

**In this package, we will have 2 sessions, each session will last 1.5 hours long.**

- **Session #1:** Discuss money stories of each spouse, review financial goals, analyze current financial life, and organize wedding planning costs and budget.
- **Session #2:** Create a budget and financial plan for the household, discuss timeline for combining financial lives, and set a saving and investment system.

## **Education Planning Package - \$150**

**In this package, we will have 1 session, lasting 2 hours long.**

This package can be either for young families saving for their children's education, or for parents who have young adult children that want to start applying to colleges and scholarships.

- **Session #1:** Analyze current financial life, define goals for education, discuss funding options (such as investment accounts, scholarships, loans, etc.), and create a budget to develop efficient saving strategies.

## **College Graduation Package - \$200**

**In this package, we will have 2 sessions, lasting 1.5 hours long.**

This package is for young people who have just graduated college and would like guidance in starting the next chapter of their life on a strong financial foundation.

- **Session #1:** Analyze current financial life, discuss values and priorities in this next chapter, define life and financial goals (short-term, mid-term, and long-term goals), and discuss student loan repayment).
- **Session #2:** Create a budget and savings calendar, develop an investment plan, and discuss employee benefits.

# ONE-HOUR FINANCIAL PLANNING FEES

## **One-Hour Financial Planning Meeting**

Would you like to set up a one-hour financial coaching meeting to talk about a specific question instead of signing up for the Beginning The Journey Program? **This is definitely an option!**

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**Price: \$100 per call**

- **What this includes:**
  - You can set up one-hour phone call with us to ask a couple specific questions about your financial life.
  - You can set up calls with us on an as-needed basis.
  - These phone calls will help keep you on the right financial path.

# INVESTMENT MANAGEMENT FEES

Depending on your goals, risk tolerance, and investment amount, we utilize the guidance from LPL Research to select models that fit your goals.

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## Accounts under \$35,000

- We will start a brokerage account, which has varying investment costs.
- The client will also pay the **1-year financial planning fee program cost** in addition to the brokerage investment account costs.
  - (see previous pages of this menu to view financial planning costs)

## Accounts between \$35,000 and \$100,000

1.30% advisory fee

## Accounts between \$100,000 and \$749,999

1.25% advisory fee

## Accounts between \$750,000 and \$2,499,999

1.20% advisory fee

## Accounts between \$2,500,000 to \$4,999,999

1.18% advisory fee

## Accounts \$5,000,000 and greater

1.15% advisory fee

*Fees may vary based on complexity*

*Investment management fees are billed quarterly*

# EXAMPLES OF FEE PACKAGES

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## Example #1:

**Client pays both financial planning and investment management fees**

- Suppose your net worth is **-\$5,000** due to student loans, your annual income is **\$75,000**, and you want to open up an investment account with **\$20,000**.
  - **Your financial planning fee:**
    - **One Time Fee Up Front:** \$250
    - **Annual fee:** \$750 (1% of annual income)
      - **Your monthly bill:** \$62.50 (1% of net worth divided by 12 months)
  - **Your investment management fee: 1.35% of invested assets**
    - **Annual fee:** \$270 (1% of invested assets)
    - **Your quarterly bill:** \$67.50 (1% of invested assets divided by 4 quarters)
    - **What would your monthly rate be?** (for budgeting purposes): \$22.50

## Example #2:

**Client only pays investment management fees**

- **Suppose you want to open up an investment account with \$50,000.**
  - Your investment management fee: **1.35% of invested assets**
    - **Annual fee:** \$675
    - **Your quarterly bill:** \$168.75
    - **What would your monthly rate be?** (for budgeting purposes): \$56.25

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