FINANCIAL PLANNERS - Sample Profiles

Unique ID	689105189	718456158	765690960
Firm Location (City)	Andover	Danvers	North Hampton
Firm Location (State)	MA	MA	NH
Firm Location (Zip)			
Your firm's geographic range (where you will accept clients from)	Nationwide	Nationwide	Anywhere in the US
General description of your firm's offerings	Comprehensive Financial Planning and Wealth Management. I specialize in helping exiting business owners understand what to expect in terms of risk and return as they diversify out of their business and into asset classes such as bonds, stocks and real estate. All such asset reallocation recommendations are taken in context of the business owners comprehensive financial plan.	We provide comprehensive financial planning services that include flat fee financial plans, consulting agreements, investment management services and risk management (insurance-based) solutions. We have experience with M&A and managing company financials. Our goal is to successfully help you transition both financially and psychologically from being a business owner both growing and accumulating wealth to someone spending that wealth and eventually transferring that wealth to heirs or charity.	Wealth planning including estate planning and risk management review and validation of strategies with client team of advisors, including attorneys and accountants and insurance agents. This includes creation of asset inventory and proper titling of assets. Tax efficient and active investment management as defined by each individuals investment policy statement.
Specific services or niches your firm specializes in	Business Exit and Business Transition Planning. Fee-based asset management.	Flat Fee Financial Plans, Fee-Based Asset Management, Risk Management (Life, Disability and Long-Term Care Insurance for Individuals), Medicaid Planning	Family office team based services with a financial planner, investment manager and operations manager to help clients achieve the highest and best use of their wealth.
How your firm gets paid (Hourly, Modular, Commission, % of Sale Price, etc.)	I charge a percentage of Assets Under Management (A.U.M.). All other services including financial planning are free.	Fee-Based (Percentage of Assets under Administration), Flat Fee or Commission (For most Insurance-Based Products) depending on the solution. For asset management and flat fee financial plans, we are acting in a fiduciary capacity. All costs and any potential conflicts of interest are fully disclosed prior to engagement.	We are paid a percentage of assets under management
Do you do free initial consultations? 30 mins, 60 mins?	Yes, 60 minutes.	Complimentary Zoom or Phone Consultation up to 60 minutes	We absolutely speak to prospective clients free of charge
Number of employees in your firm	1. Custody of assets is primarily with Interactive Brokers.	5	7
What makes your firm unique?	I have a focus on help exiting business owners transition out of their businesses. I offer a relationship rather than transactional based service, whereby I stay in-tune with the exiting business owner's priorities every step of the transition, including post transition where appropriate. My main value add is to help the business owner build the best exit planning team possible for what may be the biggest transaction of their life. I also work well on a collaborative basis with the business owner's existing advisors.	We take the time to learn about our clients and what they want their money to do for them and then create a roadmap so that they can spend more time focusing on the things in life that matter most to them- family, friends, travel or whatever is fulfilling to them in life.	Our boutique size firm allows us to spend more time with each client to integrate all aspects of financial planning and investment management.
Minimum Client size (# of Employees / Revenue / EBITDA etc.)	$1mn annual business revenue.	Minimum annual fee of $5000 or $500,000 investable assets	Our target client is someone with $2,000,000 - $30,000,000 in investment assets that is also looking for someone that can guide them through different lifecycle events.
Industries Services (All or Specific)	All	Business owners, Legal and Financial Professionals and Successful Sales Professionals	All
Other criteria in choosing your prospects	I do not plan on wasting the business owner's precious time, but I do need at least 45 minutes of their time initially in order to help understand the business owner's priorities and to build a picture of what their ideal exit would look like. Given that information I can then go about building them a fantastic business exit team.	Clients have to be compatible from a personality and financial planning philosophy perspective. The vast majority of new clients come from referrals. We are only looking to work with clients we like and view our professional relationship as a mutually beneficial team effort. Our firm will only work with nice people.	
Number of years experience in your field	20	21	25
Industry Designations (CFP, CLA, CPA etc.)	CFP ®, M.B.A.	AIF®, CPFA®	CFP, CPWA, MPAS
Best times to contact you			
Preferred Communication Methods	Phone, Zoom / Skype etc.	Phone Email Zoom / Skype etc.	In Person Phone Email Zoom / Skype etc.
Elevator Pitch / Anything prospective clients should know about you?	As an independent firm, we are not beholden to any particular product set. I am at liberty to pull in advice from my network of the best professionals available from a wide variety of firms.		