

Some services may be included in Advisor's investment management fee and others separately for a separate flat fee. Client retains sole discretion for implementing any financial planning advice and is free to reject any recommendations.

Limitations of Professional Specialist Recommendations.

Advisor may recommend specialists from a select network for non-investment services. Client is not obligated to engage services from those professionals. Client retains absolute discretion over the terms of any proposed engagement and is free to accept or reject any recommendation made by a professional recommended by Advisor. Advisor **does not** serve as an attorney or an accountant, and so no portion of our services should be construed as such. Accordingly, Advisor **does not** provide accounting services or prepare legal documents. To the extent a Client requests, a related person of Advisor may be recommended where appropriate in their individual capacity as a licensed insurance and annuity broker. As such, Advisor does not purport to be a "fee-only" firm

See Item 10 disclosure. When Client engages an unaffiliated professional specialist (i.e. attorney, accountant, insurance agent, etc.), and if a dispute arises relative to such engagement, Client agrees to seek recourse exclusively only against from that self-same professional or their firm. At all times, only the licensed professional[s] engaged by the Client, and **not** Advisor, shall be responsible for the quality and competency of the services they provide.

Client Obligations. In performing planning and consulting services, Advisor shall not be required to verify any information received from Clients or from the Client's professionals, and is expressly authorized to rely thereon. Moreover, Client is advised that it remains their responsibility to promptly notify Advisor if there is ever any change in their financial situation or investment objectives related to reviewing, evaluating or revising previous recommendations and/or services. Notice to Advisor must be provided in writing by mail or email.

INVESTMENT MANAGEMENT SERVICES

Investment management is the core of Advisor's wealth planning and consulting. The Advisor provides discretionary investment advice limited to certain types of securities. Advisor is independent of any broker-dealer, insurance company, or banking institution. Custodial services are primary through Charles Schwab & Co. ("Charles Schwab"). Annuities, insurance, 529 or ERISA plans may be provided variously by TIAA, Lincoln Financial Group, Transamerica Life, Hartford Life, the Vanguard Group or other companies that do not pay commissions. Clients' employer retirement accounts such as 401ks, reverse mortgages on their primary residence, and/or their rental and commercial real estate may be coordinated within the strategy of a professional wealth management process.

Four levels of investment management can be integrated with Advisor's wealth planning consulting services:

- **Investment Management—Premier Level.** Research-based portfolio strategies with modern financial science at their core and any guaranteed income flooring are coordinated with Clients' investment policy. Institutional-class mutual funds and/or ETFs are held in custodial accounts, except for legacy security positions. Single premium annuities,

deferred annuities, variable annuities, 529 plans and/or employer retirement and compensation plans was well as reverse mortgages may be integrated with the management strategy. Wealth planning consulting services are generally available to Premier Level Clients, and to others of the same Household. Premier level clients have a \$5,000 minimum quarterly fee, increasing as the aggregate asset total advised increases (per schedules in *Item 5*). Typically four personal meetings and four telephonic/email conversations are provided each year (with carry-over adjustments). Wealth planning consulting, where provided at client request, is included with the Investment management. There is no limitation on general staff contact for routine service matters.

- **Investment Management—Preferred Level.** Research-based portfolio strategies with modern financial science at their core and any guaranteed income flooring are coordinated with Clients' investment policy. Institutional-class mutual funds and/or ETFs are held in custodial accounts, except for legacy security positions. Single premium annuities, deferred annuities, variable annuities, 529 plans and/or employer retirement plans was well as reverse mortgages may be integrated with the management strategy. Wealth planning consulting services are generally available to Preferred Level Clients, but not to others of the same Household. Preferred level clients have a \$2,500 minimum quarterly fee, increasing as the aggregate asset total advised increases (per schedules in *Item 5*). Typically two personal meetings and four telephonic/email conversations are provided each year (with carry-over adjustments). Limited wealth planning consulting, where provided at client request, is included with the Investment management. There is no limitation on general staff contact for routine service matters.
- **Investment Management—Standard Level.** Research-based portfolio strategies with modern financial science at their core and any guaranteed income flooring are coordinated with Clients' investment policy. Institutional-class mutual funds and/or ETFs are held in custodial accounts, except for legacy security positions. Single premium annuities, deferred annuities, variable annuities, 529 plans and/or employer retirement plans may be integrated with the management strategy. Wealth planning consulting services are generally very limited for Standard Level Clients unless there is a separate planning engagement. Standard level clients have a \$1,250 minimum quarterly fee, increasing as the aggregate asset total advised increases (per schedules in *Item 5*). Typically one personal meeting and four telephonic/email conversations are provided each year (with carry-over adjustments). This arrangement is intended primarily for pre-2008 era Clients and as an accommodation for Premier or Preferred Client select family members.
- **Independent Investment Managers.** Advisor may recommend certain Client assets be apportioned among unaffiliated independent "separate account" portfolio managers. For such assets, the Independent Investment Manager(s) shall have day-to-day responsibility for active discretionary management. Advisor shall render investment advisory services relative to ongoing monitoring and review of account performance, factor consistency and investment policy strategy. Advisor considerations for recommendation