

Wealth Planning & Consulting (Supreme, Premier and Preferred Clients): Advisor’s wealth planning fee depends broadly on Client’s combined income and net worth (excluding their primary personal residence, but may include employer retirement plans, deferred comp arrangements, limited business interests and/or commercial real estate considerations).

The minimum WPC fee for a comprehensive financial or retirement plan (using CFP Board standards) is \$10,000 payable in two installments, the first being a retainer for the relationship. Introductory Retirement Planning Stress Testing fee is \$5,000 and part of the WPC if consulting continues. Depending on whether most of the planning can be completed within the first two years of the relationship, or if certain investable assets are excluded from AUM calculations, the WPC for subsequent years may be fully incorporated into the Investment Management Advisory fee. As discussed above, WPC agreements normally terminate as of December 31 of each year. WPC fees for advisory clients with different levels of wealth, not all of which may be included in AUM calculations, is fully described in *Item 4* under “Wealth Planning Consulting.”

If a Client requests termination of their investment management agreement within a calendar year after WPC services have been substantially provided for that year and an agreement is in place, WPC schedule fees will be applied against any pro-rata refund that may be due up through the end of the quarter when termination was effective.

Advisor provides only limited advice regarding hedge funds, private equity ventures, limited partnerships or real estate businesses, or business valuations. Where such situations occur and competent advice is needed, clients would be referred to a professional specialist who will charge for their services in addition to those fees payable to Advisor.

Wealth Management Report (Levels I & II): The minimum fee for Phases 1 through 5 of the professional wealth planning process that develops a financial or retirement plan as previously described is \$10,000 inclusive of any previous \$5,000 related to retirement planning and stress-testing, but may be greater as shown in a previous schedule. A portion of those fees paid may be applied toward Investment Management services within 90 days of the signing of the WPC agreement.

Hourly Advisory Fees: For situations where an hourly engagement is necessary, Paul Byron Hill CFP is \$500 per hour; Kam-Lin Kok Hill CFP is \$350 per hour; all other CFPs are \$250; \$125 per hour for general staff. A 50% retainer of the anticipated hours is required upon engagement. Without advance written approval, hours charged will not exceed those specified. The unused portion of a retainer will be refunded or credited.

Investment Account Fees: Opening custodial accounts with Charles Schwab & Co., Hartford SMART529 plans, and variable annuities are subject to charge. Fee includes integration with Advisor’s portfolio management and planning systems that becomes part of the client’s reporting and analytical platform. This includes financial tools such as MoneyGuide Pro Elite and Yodlee aggregator.

Platform Arrangement Fees: Advisor charges a flat \$500 for establishing each account with Charles Schwab or \$250 for each account not with Charles Schwab, including non-commensurable variable annuities.

Financial Instrument Implementation Fees: The minimum fee for arranging implementation of single premium income annuities, deferred income annuities and permanent life insurance is \$5,000. That consulting fee may be substantially greater due to additional planning and fiduciary compliance evaluations, but such fees can be offset by reimbursement fees from non-affiliated agents paid to a related party of Advisor with Client consent. Advisor, as well as a CFP professional, is responsible for diligent evaluation of all products and services, obtaining relevant suitability information, and evaluating justifiable cost, reasonable performance and appropriate risk, to determine that such transaction is in the best interest of Client (CFP professional fiduciary standards and New York Department of Financial Services Reg 187). Financial products may not available to Client due to health or state of residence. Such financial instruments will not be subject to ongoing AUM charges.

INVESTMENT MANAGEMENT SERVICES

For investment management services, Advisor’s fee (between 0.20% and 1.50%) is calculated as an annual percentage (%) of the market value and location of assets placed under management and supervision. Fee schedules located on this page are subject to household minimums (\$2,500 quarterly for “Preferred” level and \$5,000 quarterly for “Premier” level clients and above):

1. Investment Management—Schwab Custodial

Accounts. The investment management fee schedule located on Page 7 applies to the aggregate of household accounts with Charles Schwab & Co., our recommended custodian for client assets. Family accounts with non-spousal taxpayer identification numbers (children or parents) are charged at the highest base rate but are not subject to Advisor’s minimum fee when combined with household accounts.

Fees between \$100,000 up to \$1 million *may be reduced up to 20 bps annually at the Advisor’s discretion* after two full

CUSTODIAL ACCOUNTS: INVESTMENT MANAGEMENT SCHEDULE

Aggregate Advisory Assets Managed	Per Quarter	Annualized Rate
First \$100,000	0.375%	1.50%
Next \$900,000 to \$1 million	0.250%	1.00%
Next \$1 million to \$5 million	0.200%	0.80%
Next \$5 million to \$10 million	0.175%	0.70%
Next \$5 million to \$15 million	0.150%	0.60%
Next \$10 million to \$50 million	0.125%	0.50%
More than \$50 million	0.100%	0.40%

Subject to minimum annual fee for level (prorated quarterly). Fees may be negotiable for the first \$1 million after two calendar years under certain conditions.