



Personal Financial Planning

Achieving an Appropriate Balance

Introduction

- Financial planning is an integral part of a sound financial strategy; a fundamental part of achieving your life's goals and enhancing your quality of life.
- Whether you are in the accumulation phase or have already retired, comprehensive financial planning can help you lay the foundation for your financial future.
- When developing financial plans, we work closely with health care professionals, business owners and individuals to gain understanding of their goals and circumstances and create customized plans to meet their needs.
- Advice is most valuable when it is personalized, comprehensive, ethical, and objective, and we have designed our financial planning and wealth management services to be consistent with these core values.

Why Is It Important To Get Started?

- Given extended life expectancies, it has become increasingly important to proactively plan and save toward retirement.
- People live much longer today; one can easily expect to spend 15 to 35 years or more in retirement.
- Social Security isn't enough, and traditional pension plans are becoming increasingly scarce.
- Cost of health care continues to out-pace inflation, and unexpected financial events can have an adverse impact on one's future well-being.
- The choices we make in response to these and other challenges are of critical importance.

The quality of our future is greatly impacted by what we do today.

- How do you prepare? How do you ensure you are taking the right steps now to ensure a happy and long retirement?

Starting early and having a Customized Plan to follow are key.

What Are The Benefits Of Planning?

- Helps align your financial strategy with your life goals.
- Helps you prepare for and adapt more easily to life changes and unexpected financial events.
- Provides an “action plan” to follow .
- Helps you identify and prioritize goals.
- Gives you the big picture: where you are in relation to where you want to be, and a road map for how to get there. An answer to “How am I doing?”
- Helps evaluate the impact of one financial decision on the outcome of other goals; for example, buying a vacation home today might fulfill a lifelong dream, however, it could impact your discretionary spending, or it might delay your retirement due to increased costs and reduced savings.
- Models projected withdrawals; “How long will my money last?”

What Are The Benefits Of Planning?

- Uncovers potential tax or estate planning issues to coordinate with your CPA or attorney
- Prompts a “checklist” review: Is your will up to date? Do you have a Health Care Power of Attorney, Living Will, and Durable Power of Attorney?
- Evaluates risk: Long Term Care needs? Insurance? Disability?
- Makes provisions for a guardian of minor children
- Puts mechanism in place for controlling assets while alive, but incapacitated
- Makes sure your assets go where you want them to go
- Minimizes the emotional and financial burden on your heirs
- Provides for charitable wishes
- Gives you peace of mind that you’re on track to achieve your goals

The Process

The financial planning process is interactive and on-going. We work closely with you to develop your own customized “road map”, derived from an analysis of your current goals, values, and circumstances. It is an action plan to follow; one that can be revised if and when necessary to accommodate changing goals or circumstances.

The following steps are part of the planning process:

- Learn about your specific circumstances, life’s goals, hopes, and concerns
- Mutually prioritize and set goals
- Assess your current financial situation
- Develop and present a customized financial plan with recommendations
- Implement and monitor

Planning Fees

- Individual financial plans are priced at \$2500
- For clients with over \$1 million under management with ABFS, the financial plan is included as part of our wealth management services
- Financial plans offered to senior professionals or executives at a single organization may qualify for group discount pricing:
 - 2-5 plans \$2000 each
 - 6-10 plans \$1500 each
 - Over 10 plans \$1000 each

Moving Forward

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