



Personal Financial Strategy

Prepared for

Tom & Tess London

Prepared: February 3, 2011
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Purpose for a Personal Financial Strategy

The purpose for having a Personal Financial Strategy is to provide you with a roadmap that identifies what you need to do to achieve all of your financial goals and objectives. Having this financial roadmap will help you make more informed *decisions* about what you spend, save, or invest. How important is making “more informed” decisions? This report will clearly illustrate that the decisions that you make today will indeed determine tomorrow’s destiny.

It is important to understand that this financial roadmap will not stay “current” forever. It will become outdated with changes in your goals and objectives, tax laws, and other personal economic circumstances. Thus, it is important to have your Personal Financial Strategy updated on a periodic basis.

This report has been prepared to assist in the analysis of your current financial position and to help you identify steps that you can take to assist you in achieving your personal financial goals and objectives. Although great care has been taken to ensure the accuracy of this report, it should be kept in mind that projections, by their very nature, are based on a variety of assumptions and as such it is likely that the actual results achieved will be somewhat different than illustrated. For this reason it is very important that you review your strategy on a regular basis to ensure its timeliness and relevance to your changing financial position.



Your Goals and Objectives

Your goals provide the basic framework for the development of your Personal Financial Strategy. These are the financial goals you have identified. They are expressed in today's money, net of tax.

Retirement Age: You would like to be financially independent at Tom's age 60 and Tess's age 60.

Retirement Income: Your annual net of tax Retirement Lifestyle objective is £80,000 indexed for inflation of 3.0%.

Other Objectives: You have the following additional objectives:

Description	Goal	Currency	Inflation Rate	Start Year	End Year	Rank
Downpayment Condo in Spain	25,000	GBP	3.00%	2016	2016	3
New Windows in London house	7,500	GBP	3.00%	2014	2014	2
South Pacific Tour at Retirement	20,000	GBP	3.00%	2021	2021	5
Robert's Education	12,743	GBP	3.00%	2015	2018	1

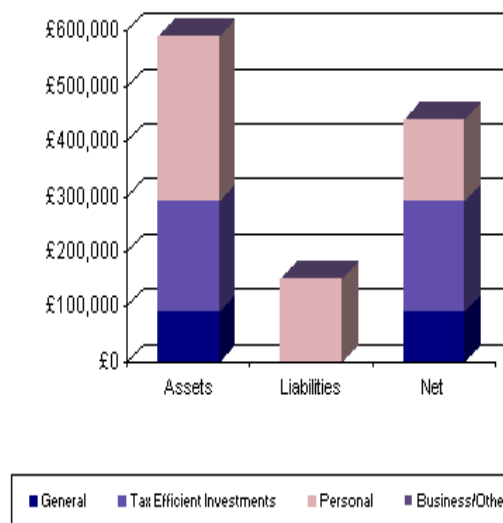


Net Worth Statement

Assets	Tom	Tess	Other	Total
Personal Assets				
Personal Use	150,000	150,000	0	300,000
Total Personal Assets	150,000	150,000	0	300,000
Tax Efficient Investments				
Cash (C£)	100,000	0	0	100,000
Individual Savings Account	0	100,000	0	100,000
Total Tax Efficient Investments	100,000	100,000	0	200,000
General Investment Accounts				
General Investment Accounts	0	10,000	0	10,000
General Investment Accounts	35,000	0	0	35,000
General Investment Accounts	12,500	12,500	0	25,000
General Investment Accounts	0	0	20,000	20,000
Total General Investments	47,500	22,500	20,000	90,000
Total Assets	297,500	272,500	20,000	590,000
Liabilities				
Personal Liabilities				
Personal Use	75,000	75,000	0	150,000
Total Personal Liabilities	75,000	75,000	0	150,000
Total Liabilities	75,000	75,000	0	150,000
Net Worth	222,500	197,500	20,000	440,000

Net Worth Analysis

Your net worth statement measures your financial position at a specific point in time. It provides a benchmark from which you can measure your progress. Presently your net worth is £440,000 comprised of £590,000 of assets less £150,000 of liabilities.





Net Investment Assets

While your net worth measures your progress overall, it will be the net investment assets that you accumulate that will determine your ability to fund your financial goals. Of your net worth, £290,000 was identified as being your net investment assets. (Total investment assets minus investment liabilities.)



Cash Flow Statement

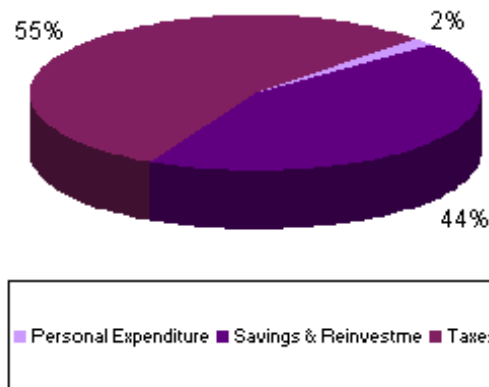
	Tom	Tess	£/Mth	£/Yr
Cash Inflow				
Employment Income				
Salary	6,250	4,167	10,417	125,000
Investment Income				
Dividends		83	83	1,000
Capital Gains	917		917	11,000
Total Inflows	7,166	4,250	11,416	137,000
Cash Outflow				
Personal Expenditures				
Self-Employed Expenses (Tax Deductible)	33	42	75	900
Savings & Reinvestment				
Tax Efficient Investments	625	333	958	11,500
Other Savings	83	83	167	2,000
Reinvested Investment Income	917	83	1,000	12,000
Taxes				
Taxes Payable	1,691	968	2,659	31,912
Net Outflows	3,349	1,509	4,859	58,312
Unallocated Cash Flow			6,557	78,687

Cash Flow Savings Analysis

You have identified your current savings to be £13,500 per annum. This represents 10.8% of your total family earned income of £125,000.

Where Your Money Goes

This is a picture of where your money goes, based on how we have interpreted the information that you provided to us.





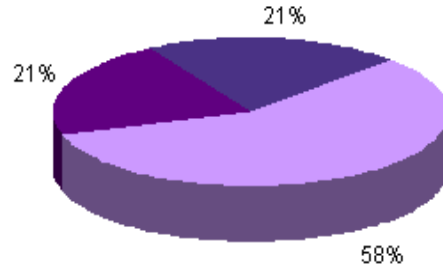
Asset Allocation

All Portfolios

Current Asset Allocation

Based on the information that you have provided, the current asset allocation for this portfolio is:

Cash	57.76%
Fixed Income	21.12%
UK Equity	21.12%
Total	100.00%

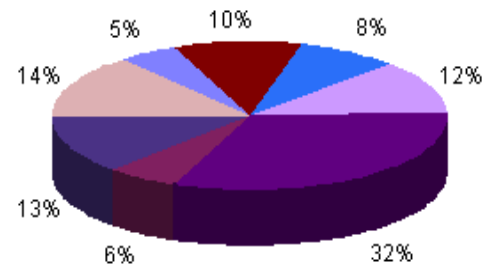


Long-Term Historical Return: 5.15%
Long-Term Historical Risk: 6.87%

Proposed Asset Allocation - Custom

This illustrates the combined asset allocation for all of your portfolios combined.

Cash	11.55%
Fixed Income	32.33%
Global Fixed Income	5.78%
UK Equity	12.53%
UK Small Cap Equity	14.22%
Global Equity	5.00%
Emerging Markets	10.14%
Alternatives	8.45%
Total	100.00%



Long-Term Historical Return: 7.64%
Long-Term Historical Risk: 12.21%



The Life Goals Analysis – What is it?

The Life Goals Analysis is a tool that allows you to identify if you are on track to achieve your personal goals and objectives. The analysis provides a snapshot, or bird's eye view of your entire future financial life. It identifies all anticipated sources of *income*, such as employment income, government and company pension plan benefits, investment income, as well as any special sources of money you may have identified.

The analysis also identifies all anticipated *expenses*. This includes living or "lifestyle" expenses (both before and after retirement), income taxes, savings, your mortgage payments, expenses to educate your children and any one-time expenses you might predict, such as the purchase of a boat, cottage, kitchen renovation etc.

By identifying all sources of *income* and all *expenses* and recognising the timing of each, we are able to identify any year when you will have a shortfall (more expenses than income). In these shortfall years, money in your General investment portfolio is used to cover these shortfalls. If there are insufficient funds available in your General portfolio to fill the shortfall in any given year, then the shortfall is "real". When you have a shortfall that is "real", you can only eliminate it by changing one of the variables that you can control. These controllable variables include:

- Saving more and spending less
- Reducing your taxes
- Improving the rate of return on your investment portfolio by changing your investment management strategy
- Reducing or eliminating one or more of your goals

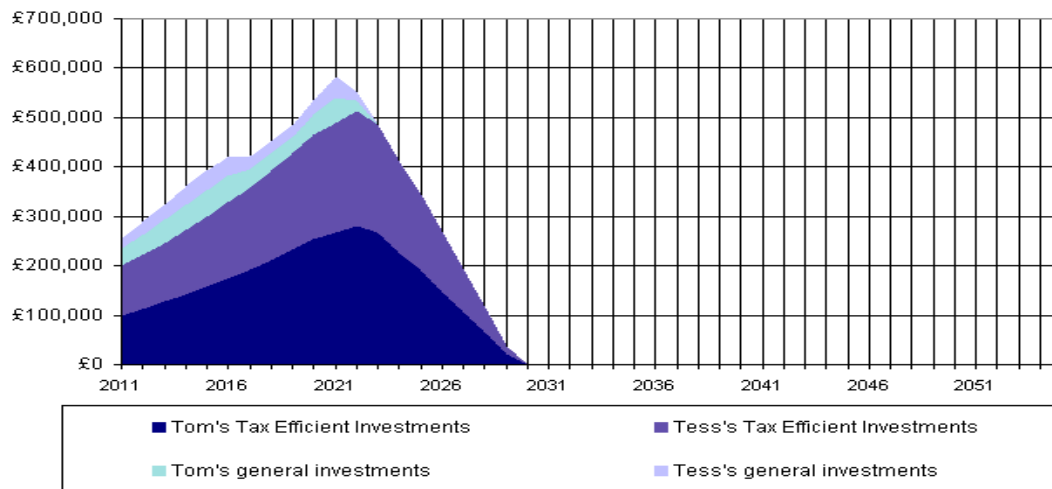
By making one or more of these changes, you can go from a *shortfall* to a *surplus*. Having a surplus (identified as an "Estate") means that you would achieve all of your goals and objectives, with something left over at the end your planning horizon (age 90).



Life Goals Retirement Analysis – Current Situation

The Life Goals Analysis – Current Situation is a snapshot of your entire financial life assuming you make no changes in your current financial behaviour. This means that you continue to spend and save as you have in the past and you maintain an investment strategy consistent with how your assets are currently invested. A 5.15% gross rate of return was used when doing the analysis because this is the expected rate of return for the existing asset allocation in your portfolio based on historical rates of return.

The analysis indicates that there is a projected capital shortfall of £663,169. This means you would require this amount of additional money in the bank today to meet all your goals. The following graph illustrates how your savings, withdrawals and your expected rate of return will impact your investment capital over your lifetime.



Additional Monthly Indexed Savings Required

As mentioned above, you would need an additional £663,169 in the bank today to eliminate all of your shortfalls in the future. This of course is not something that you can change; however, there are a number of controllable changes you can make that could eliminate this shortfall. One alternative that is within your control is to alter the amount of money that you save each year. The analysis identifies the additional amount you would need to save as being £6,127 per month indexed to inflation, in order to meet all of your goals, assuming no changes to other factors. Your Personal Financial Strategy detailed in the next section will either confirm this level of savings or reduce the required savings by adjusting other things that are reasonably within your control.



Life Goals Retirement Analysis - Current Situation

	<u>£ Per Year</u>	<u>Index Rate</u>	<u>From (Year)</u>	<u>Age</u>	<u>To (Year)</u>	<u>Age</u>	<u>Present Value</u>
INFLOWS							
Salaries, Pensions & Other Revenues							
Tom's Salary	75,000	3.00%	2011	50	2020	59	688,873
State Pension	4,139	3.00%	2026	65	2051	90	64,079
Tess's Salary	50,000	3.00%	2011	49	2021	59	500,501
State Pension	4,139	3.00%	2027	65	2052	90	62,858
Tess's Teacher's Pension	25,000	3.00%	2020	58	2050	88	495,745
Tom's Tax Deductions/Relief's	400	3.00%	2011	50	2019	58	
Tess's Tax Deductions/Relief's	500	3.00%	2011	49	2019	57	
Life Insurance	100,000		2051	89	2051	89	14,205
Life Insurance	100,000		2052	90	2052	90	13,528
Total Salaries, Pensions & Other Revenues							<u>1,839,790</u>
Investment Income							
Tom's Investment Income							17,590
Tom's Dividend Income							652
Tess's Investment Income							12,199
Tess's Dividend Income							452
Total Investment Income							<u>30,893</u>
Withdrawals from Capital							
Tax Efficient Investments/Annuity			2022	61	2029	68	165,549
Tax Efficient Investments/Annuity			2022	60	2029	67	135,913
Tom's General Investment Withdrawals							52,799
Tess's General Investment Withdrawals							41,226
Total Withdrawals From Capital							<u>395,488</u>
Total Income & Capital From All Sources							<u>2,266,171</u>
Taxes Payable							
Taxes Payable Tom							164,564
Taxes Payable Tess							174,584
Total Taxes Payable							<u>339,148</u>
<u>Net Inflows</u>							<u>1,927,023</u>
OUTFLOWS							
Savings							
Tom's Tax Efficient Savings	7,500		2011	50	2019	58	62,579
Tess's Tax Efficient Savings	4,000		2011	49	2019	57	33,376
Tom's Planned General Savings	1,000		2011	50	2019	58	8,344
Tom's Unplanned General Savings							25,246
Tess's Planned General Savings	1,000		2011	49	2019	57	8,344
Tess's Unplanned General Savings							25,246
Total Savings							<u>163,134</u>
Life Goals							
Current Lifestyle	79,588	3.00%	2011	50	2020	59	742,373
Retirement Lifestyle (After Tax)	80,000	3.00%	2021	60	2052	91	1,592,530
Downpayment Condo in Spain	25,000	3.00%	2016	55	2016	55	22,708



New Windows in London house	7,500	3.00%	2014	53	2014	53	7,080
South Pacific Tour at Retirement	20,000	3.00%	2021	60	2021	60	16,501
Robert's Education	12,743	3.00%	2015	54	2018	57	45,866
Total Life Goals							<u>2,427,057</u>
Total Outflows							<u>2,590,192</u>
Shortfall to Achieve Objectives							-663,169
Monthly indexed savings required to meet objectives £							6,127



Life Goals Retirement Strategy

After reviewing your overall financial position and considering your priorities, we have identified a strategy that will allow you to best meet your goals and objectives. The *revised* Life Goals Analysis illustrates the impact of adopting what we have recommended as your Personal Financial Strategy. The highlights are as follows:

Savings

	Current Situation			Your Strategy			Variance
	Amount	From Year	To Year	Amount	From Year	To Year	
Tom's Annual Tax Efficient Savings	7,500	2011	2019	7,500	2011	2024	0
Tess's Annual Tax Efficient Savings	4,000	2011	2019	4,000	2011	2025	0
Tom's General Savings	1,000	2011	2019	3,000	2011	2019	2,000
Tess's General Savings	1,000	2011	2019	4,000	2011	2025	3,000

Age of Retirement

	Current Situation	Your Strategy	Variance
Tom's Retirement Age	60	64	4
Tess's Retirement Age	60	64	4

Retirement Objectives

	Current Situation			Your Strategy			Variance
	Amount	From Year	To Year	Amount	From Year	To Year	
Retirement Lifestyle (After Tax)	80,000	2021	2052	80,000	2025	2052	0

Other Objectives

	Current Situation			Your Strategy			Variance
	Amount	From Year	To Year	Amount	From Year	To Year	
Downpayment Condo in Spain	25,000	2016	2016	25,000	2016	2016	0
New Windows in London house	7,500	2014	2014	7,500	2014	2014	0
South Pacific Tour at Retirement	20,000	2021	2021	0	2022	2022	-20,000
Robert's Education	12,743	2015	2018	12,743	2015	2018	0

Portfolio Returns

	Current Situation			Your Strategy			Variance
	Amount	From Year	To Year	Amount	From Year	To Year	
Portfolio Rate of Return- First Portfolio	5.40%	2011	2052	7.91%	2011	2052	2.51%

In cases where some of your objectives have either been reduced or totally eliminated in your strategy, we are not saying that you cannot achieve these objectives. What we are saying is that these objectives cannot be paid for from accumulated savings and either must be eliminated or financed through borrowings and those borrowings be repaid from your normal lifestyle. The key to remember is that any such borrowings cannot be allowed to interfere with your planned savings. Otherwise your strategy for long-term financial success will be compromised.

Based on the above strategy, there is a projected estate surplus of £50,097 in today's money or £388,830 in future money.



Life Goals Retirement Strategy

	<u>£ Per Year</u>	<u>Index Rate</u>	<u>From (Year)</u>	<u>Age</u>	<u>To (Year)</u>	<u>Age</u>	<u>Present Value</u>
INFLOWS							
Salaries, Pensions & Other Revenues							
Tom's Salary	75,000	3.00%	2011	50	2024	63	929,406
State Pension	4,139	3.00%	2026	65	2051	90	64,079
Tess's Salary	50,000	3.00%	2011	49	2025	63	657,803
State Pension	4,139	3.00%	2027	65	2052	90	62,858
Tess's Teacher's Pension	25,000	3.00%	2022	60	2052	90	477,039
Tom's Tax Deductions/Relief's	400	3.00%	2011	50	2024	63	
Tess's Tax Deductions/Relief's	500	3.00%	2011	49	2025	63	
Life Insurance	100,000		2051	89	2051	89	14,205
Life Insurance	100,000		2052	90	2052	90	13,528
Total Salaries, Pensions & Other Revenues							<u>2,218,919</u>
Investment Income							
Tom's Investment Income							43,874
Tom's Dividend Income							6,695
Tess's Investment Income							42,762
Tess's Dividend Income							6,525
Total Investment Income							<u>99,856</u>
Withdrawals from Capital							
Tax Efficient Investments/Annuity			2031	70	2050	89	321,640
Tax Efficient Investments/Annuity			2031	69	2052	90	327,021
Tom's General Investment Withdrawals							103,610
Tess's General Investment Withdrawals							114,808
Total Withdrawals From Capital							<u>867,080</u>
Total Income & Capital From All Sources							<u>3,185,854</u>
Taxes Payable							
Taxes Payable Tom							222,302
Taxes Payable Tess							218,795
Total Taxes Payable							<u>441,097</u>
<u>Net Inflows</u>							<u>2,744,757</u>
OUTFLOWS							
Savings							
Tom's Tax Efficient Savings	7,500		2011	50	2024	63	92,941
Tess's Tax Efficient Savings	4,000		2011	49	2025	63	52,624
Tom's Planned General Savings	3,000		2011	50	2019	58	25,032
Tom's Unplanned General Savings							65,738
Tess's Planned General Savings	4,000		2011	49	2025	63	52,624
Tess's Unplanned General Savings							65,738
Total Savings							<u>354,696</u>
Life Goals							
Current Lifestyle	74,588	3.00%	2011	50	2024	63	928,350
Retirement Lifestyle (After Tax)	80,000	3.00%	2025	64	2052	91	1,335,961
Downpayment Condo in Spain	25,000	3.00%	2016	55	2016	55	22,708

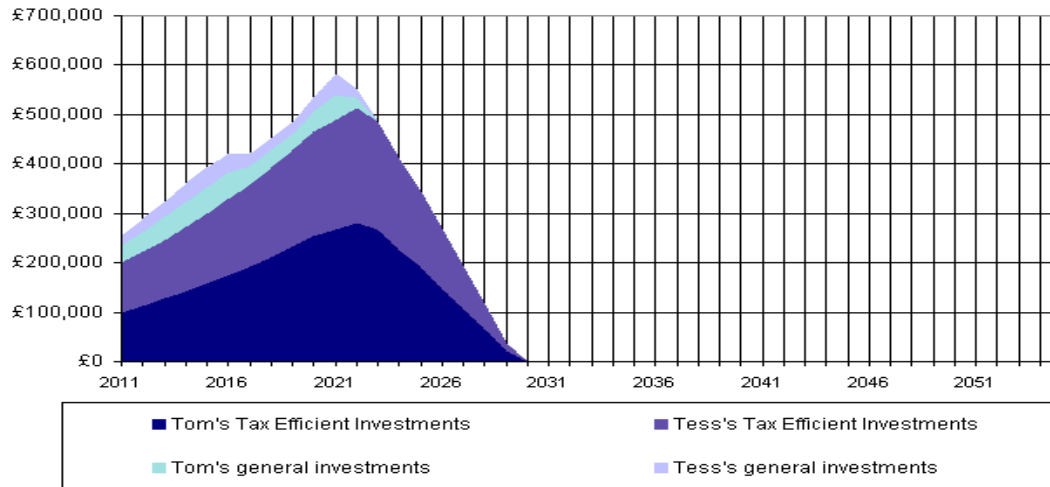


New Windows in London house	7,500	3.00%	2014	53	2014	53	7,080
Robert's Education	12,743	3.00%	2015	54	2018	57	45,866
Total Life Goals							<u>2,339,964</u>
Total Outflows							<u>2,694,661</u>
Estate Surplus							50,097

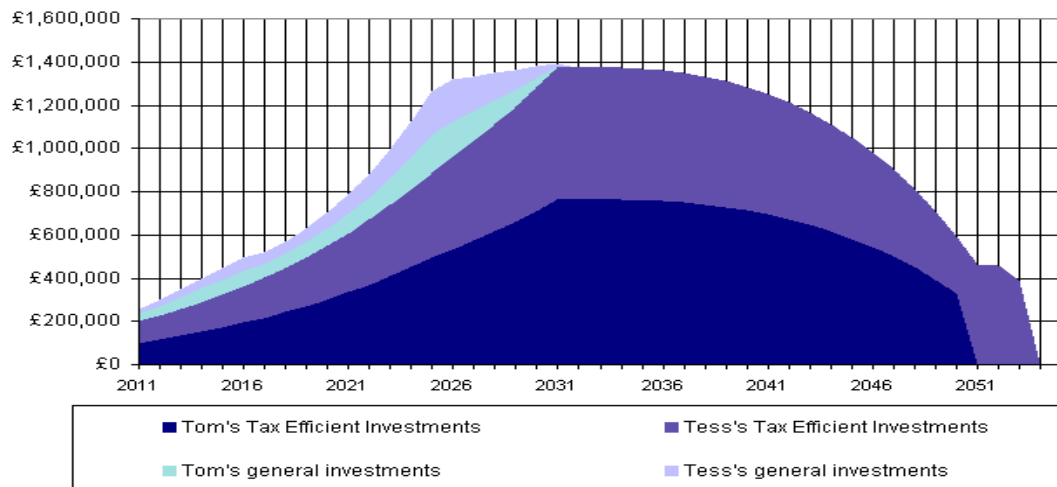


Before and After – A Comparison of Results

Results Before the Implementation of your Personal Financial Strategy – To allow you to clearly identify the benefits of your Personal Financial Strategy, here is another look at the projected results of your current behaviour. If you did nothing different, you would have a capital shortfall of £663,169. This graph is the same as the one we looked at before. It illustrates how your savings, withdrawals and your expected rate of return will impact your investment capital over your lifetime.



Results After the Implementation of your Personal Financial Strategy – Now let's look at the same graph, but this time see how the implementation of your Personal Financial Strategy impacts your results. Compare the graph below with the one above. We have gone from a shortfall of £663,169 to a surplus of £50,097 in today's money or £388,830 in future money.



This comparison clearly identifies the impact your Personal Financial Strategy has on your investment capital over your lifetime. Relatively modest changes in your behaviour can reap very significant benefits that can dramatically enhance your future financial destiny.



Needs on Death

Protection Planning requires that we look at what would happen in the event of either of your deaths. This analysis is done using information you provided to us about your income, expenditures, assets and insurance details.

- In the event of Tom's death there is a shortfall of £381,928.
- In the event of Tess's death there is a shortfall of £646,769.

Needs on Disability

Protection Planning requires that we look at what would happen in the event that either of you become disabled. This analysis is done using information you provided to us about your income, expenditures, assets and insurance details.

- Our analysis indicates that in the event of Tom's long-term disability, you require an additional £4,137 each month. This assumes net of tax income with cost of living increases.
- Our analysis indicates that in the event of Tess's long-term disability, you require an additional £5,739 each month. This assumes net of tax income with cost of living increases.



Planning Assumptions

This Personal Financial Strategy is a long-term document that recognises all aspects of your financial situation, both now and in the future. Consequently, it is necessary to make a number of assumptions about the future so that we can identify the long-term impact your investment and other decisions will have on your situation. The following are some of the key assumptions that we have made in doing our calculations.

Inflation

The performance of most investments is significantly influenced by a number of economic factors, one very significant one being inflation. Your goals and objectives also will be impacted by future inflation rates. For this reason, it is necessary to identify an expected inflation factor. In your case we have used an assumed inflation rate of 3.0% throughout this report unless otherwise identified.

Portfolio Returns

The long-term average returns used for projecting portfolio performance, are based on historical real rates of return for each asset class. When we say “real” rates of return, this means that we take the historical return for each asset class and subtract the historical inflation for the same time period. We then take your inflation assumption of 3.0% as identified above and add this to the real rates of return to get a forward looking projected return. These long-term average returns are based on appropriate benchmarks for each asset class using 59 years of history where data is available.

Asset Class	Benchmark
Cash	UK 91 Day T-Bills
Fixed Income	UK 5 Year Bonds
Global Fixed Income	JP Morgan Global Gov't Bond
Global Property	Citi Global Property (1)
UK Equity	MSCI UK
UK Small Cap Equity	MSCI UK Small Cap (2)
Global Equity	MSCI Emerging
Emerging Markets	MSCI World
Alternatives	C.S. Tremont Hedge Fund Index (3)
1) Data from 1990	
2) Data from 1993	
3) Data from 1994	
3) Data from 1994	
3) Data from 1994	
3) Data from 1994	
3) Data from 1994	
3) Data from 1994	
3) Data from 1994	

While past investment performance is no guarantee of future performance, history does give us insight into how asset classes behave over long periods of time. That is why we use these benchmarks as the basis for projecting future investment performance. Note also that in your case we have reduced the projected returns by 1.0% in order to be more conservative in any projections done.



Action Plan Checklist

The development of a Personal Financial Strategy is an important step in changing your financial destiny. However, only the implementation of that strategy will bring the desired results. This Action Plan Checklist is designed to provide you with a series of steps that will ensure that your strategy becomes a reality. This checklist will also be the tool that will determine when we need to meet to deal with the various action steps. If at any time you have a question or concern about any of the actions we are scheduled to take, or feel that there is some action that has not been identified, please be sure to bring this to my attention.

When	Who	What	Date Complete																				
Now	Jane Tom Tess	Concurrence with Strategy – Your Personal Financial Strategy will form the basis on which decisions will be based in the future, thus it is important that you concur on all aspects of the strategy as described in this document.																					
Mar./2011	Jane Tom Tess	<p>Proposed Asset Allocation – Based on your Investment Management Strategy, begin to reposition your existing assets based on the following asset allocation:</p> <table> <tr> <td>Cash</td> <td>11.55%</td> </tr> <tr> <td>Fixed Income</td> <td>32.33%</td> </tr> <tr> <td>Global Fixed Income</td> <td>5.78%</td> </tr> <tr> <td>UK Equity</td> <td>12.53%</td> </tr> <tr> <td>UK Small Cap Equity</td> <td>14.22%</td> </tr> <tr> <td>Global Equity</td> <td>5.00%</td> </tr> <tr> <td>Emerging Markets</td> <td>10.14%</td> </tr> <tr> <td>Alternatives</td> <td>8.45%</td> </tr> <tr> <td>Total</td> <td>100.00%</td> </tr> </table>	Cash	11.55%	Fixed Income	32.33%	Global Fixed Income	5.78%	UK Equity	12.53%	UK Small Cap Equity	14.22%	Global Equity	5.00%	Emerging Markets	10.14%	Alternatives	8.45%	Total	100.00%			
Cash	11.55%																						
Fixed Income	32.33%																						
Global Fixed Income	5.78%																						
UK Equity	12.53%																						
UK Small Cap Equity	14.22%																						
Global Equity	5.00%																						
Emerging Markets	10.14%																						
Alternatives	8.45%																						
Total	100.00%																						
Apr. 2011	Jane Tom Tess	<p>Planned Savings – Structure your savings as follows:</p> <table> <tr> <td>Tom's Annual Tax Efficient Savings</td> <td>£7,500</td> <td>£0</td> <td>£7,500</td> </tr> <tr> <td>Tess's Annual Tax Efficient Savings</td> <td>£4,000</td> <td>£0</td> <td>£4,000</td> </tr> <tr> <td>Tom's General Savings</td> <td>£1,000</td> <td>£2,000</td> <td>£3,000</td> </tr> <tr> <td>Tess's General Savings</td> <td>£1,000</td> <td>£3,000</td> <td>£4,000</td> </tr> <tr> <td>Totals</td> <td>£13,500</td> <td>£5,000</td> <td>£18,500</td> </tr> </table>	Tom's Annual Tax Efficient Savings	£7,500	£0	£7,500	Tess's Annual Tax Efficient Savings	£4,000	£0	£4,000	Tom's General Savings	£1,000	£2,000	£3,000	Tess's General Savings	£1,000	£3,000	£4,000	Totals	£13,500	£5,000	£18,500	
Tom's Annual Tax Efficient Savings	£7,500	£0	£7,500																				
Tess's Annual Tax Efficient Savings	£4,000	£0	£4,000																				
Tom's General Savings	£1,000	£2,000	£3,000																				
Tess's General Savings	£1,000	£3,000	£4,000																				
Totals	£13,500	£5,000	£18,500																				
Feb./ 2015	Jane Tom Tess	Additional Future Savings – You currently have a mortgage on your residence, which under your current mortgage terms, will be paid off in 20. Once this mortgage is paid off, re-direct your former payments into open savings in 's name.																					
June/2011	Jane Tom Tess	Additional Future Savings and Accelerating your Mortgage Pay down – You currently have a mortgage on your residence, which under your current mortgage terms, will be paid off in 20. Starting this year, index your payments by 3.0% each year. This will allow you to pay off your mortgage 5years sooner (2015). Once this mortgage is paid off, re-direct your former payments into open savings in 's name.																					
Now	Jane Tom Tess	<p>Needs on Death</p> <p>In the event of Tom's death there is a capital shortfall of £381,928. We need to work together to identify the appropriate type of life insurance cover needed to eliminate this shortfall.</p> <p>In the event of Tess's death there is a capital shortfall of £646,769. We need to work together to identify the appropriate type of life insurance cover needed to eliminate this shortfall.</p>																					



When	Who	What	Date Complete
Now	Jane Tom Tess	<p>Needs on Disability In the event of Tom's disability there is a shortfall of £4,137 per month. We need to determine if sufficient cover can be acquired to eliminate this shortfall.</p> <p>In the event of Tess's disability there is a shortfall of £5,739 per month. We need to determine if sufficient cover can be acquired to eliminate this shortfall.</p>	
June/2015	Client Tom Tess	<p>Estate Planning Review – Given your situation, it is important for you to engage us to do an Estate Planning Review for you. This review would include a review of your wills and powers of attorney (property and personal care). Such a review would also identify any estate liabilities that would result on second death.</p> <p>In order to do this review, we would need to obtain further information about your estate goals and also would need to have access to your wills and powers of attorney.</p>	
June/2011	Client Tom Tess	<p>Critical Illness Review – With today's health care environment, this type of cover can protect against potential exposure to increased medical expenses and give you the option to obtain time sensitive medical treatment as needed vs. being added to a waiting list and having to hope that treatment is available when you need it.</p> <p>We feel that it would be beneficial for you to engage us to research what options may be available to you.</p>	
June/2011	Jane Tom Tess	<p>Long Term Care Review – A review of your options in the event that you require long term care at some point in the future would be very worthwhile. The issue to consider is the impact on your lifestyle and the capital erosion to your estate that could occur should you be unable to care for yourself due to a prolonged physical illness, disability or cognitive disorder (Alzheimer's).</p> <p>We feel that it would be beneficial for you to engage us to research what options may be available to you.</p>	
Feb./2012	Tom Tess	Assessment of our Advisory Services	
Aug./2011	Jane Tom Tess	Portfolio Review date	
Feb./2012	Client Tom Tess	Summary Review of Personal Financial Strategy and Action Plan Update	



Our Commitment to You

We view our commitment to develop a Personal Financial Strategy for you as being the beginning of what we hope is a long-term mutually beneficial relationship. But, we have learned from years of experience that just developing the strategy really means nothing, unless it is implemented. Implementing the strategy means a *change* in some things that you are currently doing. Many people we work with do not like making changes. Yet, without change, nothing really happens. Our mutual efforts to develop a Personal Financial Strategy for you would be wasted.

For this reason, we will assist you in any way we can to help you embrace the changes that we agree need to be made by following up with you on the implementation of your Action Plan on a disciplined basis. That is our commitment to you. All we ask of you is to accept your part of what is really a joint responsibility, by taking the required actions in a timely manner.