



The Financial Life Planning Process

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What is Financial Planning?

Financial planning is *holistic*.

Financial planning is much more than *investments*.

A financial life plan is a way to ensure your resources are directed in a way that accomplishes the life *you want to have*.



How will we work together?

A fee-only fiduciary financial life planner work with each family to understand your unique situation, and craft an individualized financial plan that is adaptable for life's inevitable twists and turns, but that will keep you on track to reach your short-term and long-term goals.

We believe the goal of a financial planner is to help you live the life you want to have. Every family is unique, so we do not prescribe one-size-fits all products or strategies.

In fact, while we do manage investments, we do not sell any investment, insurance, or other type of products that will pay us fees or commissions. We are only compensated by our clients so our loyalty will always lie with you.

About 3 months



Overview of the Financial Planning Process

The initial financial plan will take place over the course of about three months. After we have completed the initial plan together, we will meet quarterly, with the option to meet more frequently when “life happens”.

Some quarterly meetings will be highly action-oriented and quantitative as we work to achieve your financial goals; other meetings will be more qualitative as we discuss your satisfaction with life, family, career status, and your trajectory toward goals.

Comprehensive Financial Plan



Step 1: Initial consultation

The first meeting is a 20-30 minute video or phone call to get to know one another. In this call, you'll get basic questions answered about our process & pricing, and we'll determine initially if we are a good fit to work together.

There is no charge for this meeting.

[Schedule a consultation](#)



Step 2: Discovery Meeting

This meeting is 60-90 minutes either in person or over a video call. There is no charge for this meeting.

The purpose of this meeting is simple. Your planner will ask “What brings you here today?” and we will explore what led you to the point of seeking a financial advisor. You will have as much time as you need to share your background, current life situation, and aspirations for the future.

If you are married or in a committed partnership, both partners should be present for this meeting.

At the end, we will discuss any financial “hot topics” that you need addressed in the short term. We will also discuss some financial life planning homework for you (and your partner, if applicable) to complete prior to our next meeting.

Finally, we will review pricing and the client contract. We do not expect clients to sign the contract during the meeting. We prefer for clients to take the contract home to discuss and respond when you are ready.



The Imagination Meeting

During this meeting, we will review the homework that you (and your partner) completed separately. This meeting will be 1.5-2 hours.

We will discuss your responses to [George Kinder's 3 Questions](#), as well as your ideal day, week, and year.

The outcome of this meeting will be a renewed sense of clarity around the value and purpose of money in your life. Essentially, we will answer this question: “What is the money actually for?”

We will also begin to discuss any obstacles to achieving the life you want to have.

This is the first meeting after executing the client contract.



Hurdles Meeting

This is a 60-90 minute meeting at least 2 days after the Imagination meeting, in order to give clients the opportunity to think deeply about the conversations we have had so far.

The purpose of this meeting is to discuss any obstacles that could stand in your way to achieving the life you want to live.



Getting Organized Meeting

This meeting will be to review documents that have already been submitted, and to work with you to ensure that we have an accurate financial picture for your family. This meeting is 1-2 hours.

We will help you collect any missing information and help you sort through your financial lives. This is our first truly tactical meeting where we will discuss any of your questions about account types and organizational strategies.

After we decide to work together on a financial plan, clients will have a portal to upload documents and information. This meeting is meant to review that information and gather any missing pieces together.

We will leave this meeting with a checklist of short- and medium-term action items for the client and the planner.



Explore Possibilities

After the Get Organized meeting, we will review your aggregated financial situation using our financial planning software. This meeting will be 60-90 minutes.

The purpose of this meeting is to ensure that everything we input during the data gathering and get organized phase is accurate. This meeting is also an additional opportunity for you to ask questions about what any part of the financial planning software means, and to ensure that you are completely comfortable with the current status of your data.

Finally, we will begin to tie in your vision for the life you want to have, as discussed when you answered “What is the money actually for?”

We will leave this meeting with any final data points settled so that we can discuss the full financial plan at our next meeting.



Plan Delivery Meeting

Your financial life planner will deliver your initial financial plan to you (and your partner). This meeting will be 1-2 hours.

In this meeting, we will develop and present financial planning strategies that are tailored to your family and your vision for the life you want to lead.

We will commit to implementing the top 1 or 2 recommendations in the short term for clients that are engaged in ongoing financial planning.

After this meeting, the client and the planner will have deliverables for implementing the recommendation. The planner will serve as a guide and accountability partner for the client as needed.



Investments meeting

If a client is going to have investable assets with us, we will have a meeting to discuss how their investments work.

This will be a 1.5-2 hour meeting where clients will learn about active & passive management, how stocks & bonds actually work, and literally anything else the client wants to know in order to be completely comfortable with their investments.



Fees



Comprehensive Financial Plans

One-time Financial Plan with DIY Implementation:

The initial 3-month process for a comprehensive financial plan costs \$5,000 for an individual and \$7,500 for a couple. If a client wishes to take their financial plan at the end of the plan delivery meeting and implement the plan on their own, there is no other fee.

Ongoing Financial Planning with Financial Planner Implementation:

Annual comprehensive financial life planning fees range from approximately \$6,000 - \$15,000 per household based on household net worth rounded down to nearest \$100,000. Fees are reviewed annually and adjusted based on net worth. Clients engaging us for annual comprehensive financial life planning have the initial one-time plan included in their first year fees. They do not pay the one-time fee. Details in [Schedule A of the financial planning agreement](#).



Ongoing Financial Planning

After the implementation of the initial financial plan and top 1-2 recommendations, we will meet quarterly to discuss the additional recommendations and progress toward short- medium- and long-term goals. We can meet more frequently when “life happens”.

Each client will receive a personalized service calendar from the financial life planner. That service calendar will include any or all of the following topics on the next page.

