



# Pierside Service Program



**A Unique Financial Services Program**

# Table of Contents

What is Pierside Service? .....	<b>1</b>
Who Is A Pierside Client? .....	<b>2</b>
What Is A Financial Concierge? .....	<b>3</b>
Fees for (REAL) Service .....	<b>4</b>
Pierside Service Schedule .....	<b>5</b>



# What is Pierside Service?

## “SEA<sup>3</sup>”

Pierside is a unique financial advisory program that gives our clients **Service, Expertise, Access, and Accountability at an Affordable fee**, or SEA<sup>3</sup>.

What makes it unique? Our clients benefit from a coordinated service plan that includes investments, tax planning and return preparation, and integration with their estate plans. Further, we help our clients with other financial issues that they face with a “concierge” type approach similar to high end hotels and resorts.

We want to be your “one-stop shop” for your personal finances.

---

*At Safe Harbor our mission is to help you manage your own money. The Pierside Program makes this a shared responsibility to help you reach your goals and live your life fully.*

---

# Who Is A Pierside Client?

Pierside is open to a limited number of clients to permit Safe Harbor to offer the level of service needed.

The Pierside Service program is not for everyone and is not intended to be. Many of our clients are comfortable managing their own assets and just need some independent guidance at various times. Others want an initial project to get them started on the right course and will take it from there. For now, we intend to work with those clients on an “as available” basis in our hourly/project fee Anchorage service program.

But for those clients who may want or need a regular systematic program of financial advice and assistance at a reasonable cost, the Pierside program is a unique service option only offered by Safe Harbor—as far as we can tell!

It is designed for pre-retirees and retirees to help them prepare for, transition to, and thrive in, retirement. In fact, one key element of the Pierside program for retirees is something we call the TRIP planning process which stands for Thriving in Retirement Income Planning, an annual planning/adjustment process to give clients peace of mind about their spending plans and achieving goals.

Pierside clients also benefit from our “one-stop shop” approach to their financial, tax, and estate planning needs, including our service as a resource in a financial concierge role.

# What Is A Financial Concierge?

Imagine you are checking into a hotel in an unfamiliar city and you want to find a good place for dinner. You ask the hotel concierge who shares their best recommendation based on your preferences, schedules your reservation, and arranges transportation to the restaurant. The concierge helps you achieve your desired goal using their experience and resources.

Our approach to Financial Concierge service is similar to that of the hotel concierge. We are here to help guide you through financial decisions, taking those actions that are in our areas of expertise, or helping you get to the right resource partner when that is appropriate.

Some real-life examples show you the value of this service.

- Clients who decided to relocate somewhat unexpectedly used Safe Harbor to arrange for a home appraisal, mortgage broker services, and an attorney for a private home sale, while in-house we provided guidance on using their retirement and non-retirement account assets in a tax-efficient way to cover certain expenses in the process.
- Another Pierside client used our concierge services to assist them with a rental property renovation and refinance analysis, and then to provide them with a mortgage specialist to best address their situation.
- Another client had a short-fused pension payout analysis that we were able to do because we knew her plans and financial picture.

Our familiarity with the clients' situation and our access to trusted resource partners made a tremendous difference to these clients and show the Pierside concierge value.

# Fee For (Real) Service

Safe Harbor is a fee-only fiduciary advisory firm. This is sometimes called a “fee for service” business model. We view the Pierside program as a Fee for REAL Service model in that you know exactly what you are going to get for program membership and know exactly how much you will pay for those services. But in any fee discussion there has to be a “compared to what” analysis so the client understands the true value of the fee being charged.

Pierside clients pay a quarterly fee of **\$3000** [**\$12,000/year**], for program membership.

Pierside Plus clients pay a quarterly fee of **\$4500** [**\$18,000/yr**]. Pierside Plus is for clients who have a net worth in excess of \$4 million and/or \$2.5 million or more in investable assets.

We believe these fees compare very favorably to other choices you may have in the financial advisory marketplace. When making the “compared to what” analysis it is important to look at not only the fees charged by other firms, but what, in fact, you get for those fees. A lower fee than we charge for Pierside may not include all of the services we provide for our clients.

As an example, a typical fee-only asset manager may charge 1%/year assets under management (AUM) fee. For a client with a \$1.5 million portfolio the AUM fee will be \$15,000 per year which likely does not include any other services other than the investments.

But what we think you will also find is that other choices have higher fees that we charge for the Pierside program and you actually have fewer services offered for a higher fee.

***Our FAQ information paper includes a copy of our fee comparison chart. We think you will find it enlightening as to the value of the Pierside Program!***

# Pierside Service Schedule

## January-April

- Required Minimum Distribution Calculations for the year and planning for RMD payments
- Confirm that the “bucket” spending plan is in place for those in or very near retirement
- Non-retirees review their Investment Policy Statement (IPS) and financial goals for the year
- And, of course, it’s Tax Season! So we have a start of the year planning meeting and collect tax information

## May - June

- Mid-year financial review time for all Pierside clients
  - Action Plan updates
  - Portfolio Review and Rebalancing as needed
  - Tax planning based on the return just filed
- Retired clients have a Thriving in Retirement Income Planning (TRIP) assessment to fine tune their bucket plan if needed based on the previous 6-month spending plan and their plans for the rest of the year
- All clients will have an insurance review

## October - November

- End of year tax planning/tax loss harvesting
- Non-retirees have an IPS review/update as needed
- Retired clients plan their next year’s TRIP income stream strategy; spending plan & goals review
- Clients in their RMD years confirm that RMDs have been taken or are planned for

# The Safe Harbor Difference

- We don't sell any products or have any account asset minimums.
- We work only for you and help you achieve financial independence and Peace of Mind.
- For Pierside clients we coordinate their legal, tax, and financial planning, and have low-cost investment management options available.

**Our mission is simple: We are fiduciaries looking out for your best interests and help you safely reach your financial goals.**

## Contact Us

**Main Office:**

**Safe Harbor Financial Advisors, LLC  
PO Box 960 Occoquan, VA 22125-0960  
703-829-SAFE (7233)  
[www.SafeHarborFinancialAdvisors.com](http://www.SafeHarborFinancialAdvisors.com)  
[Info@SafeHarborFinancialAdvisors.com](mailto:Info@SafeHarborFinancialAdvisors.com)**

**Rhode Island Office:**

**21 King Charles Drive, Portsmouth, RI  
401-684-1454  
[www.SafeHarbor-RI.com](http://www.SafeHarbor-RI.com)  
[Info@SafeHarborFinancialAdvisors.com](mailto:Info@SafeHarborFinancialAdvisors.com)**

