

Anchorage Service Level

For boaters, an anchorage provides a safe place to tie up to a mooring buoy or drop their anchor and rest or stay a while. The Safe Harbor Anchorage Service level is our traditional hourly/project fee service for clients who only want our professional advice and assistance with certain financial issues and don't feel they need an ongoing relationship with Safe Harbor. But like any good anchorage, clients are welcome to return as often as they like for future services, but may find there is a delay in getting their "spot."



Pierside Service Level

In the Navy and boating in general, moving from an anchorage to tying up to a pier provides greater convenience, access, and protection. Safe Harbor now offers its clients a more comprehensive service level that provides our clients with an annual service calendar that covers most aspects of their financial lives. Just as boaters get a greater benefit from a pierside location, the Safe Harbor Pierside Service Level offers our clients greater convenience and access to financial services on an affordable annual subscription/retainer basis.



The What and Why of the Pierside Program

- The Safe Harbor Pierside Service program offers our clients greater convenience and access to financial services on an affordable annual subscription/retainer basis.
- This program offers our clients a comprehensive service level that provides them with an annual service calendar that covers most aspects of their financial lives.
- We call it the “Pierside” program because not only does it tie into the Safe Harbor name, but in the Navy and boating in general, moving from an anchorage to a pierside berth provides greater convenience, access, and protection. And, just as boaters get a greater benefit from a pierside location, so do our clients with the benefit of an ongoing service program and access to a CFP® on a fee-only basis without the need to turn over your hard-earned assets to be managed if that is not what you need.

Who Might Benefit from the Pierside Program?

- The Safe Harbor Pierside Service program is not for everyone and is not intended to be for all of our clients. 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. We intend to work with those clients on an “as available” basis in our traditional hourly/project fee service program now called the Anchorage program.
- But some clients may want or need a regular systematic program of financial advice and assistance at a reasonable cost. The Pierside program 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 and adjustment process to give clients peace of mind about their spending plans.
- This program also gives members a guarantee of access to a planner on a timely basis. Our goal is that our Pierside members get greater convenience, access, and protection, and true value added, for their program membership fees.

What is the Cost and How Does it Compare to Other Financial Planning Options?

The Pierside program starts off with a baseline project fee using our standard fee schedule. Then clients pay a quarterly fee of \$1000 (or \$1500 in some cases for our Pierside Plus program) with a suggested one-year initial commitment. After that clients can terminate at the end of every quarter. The only other fees are for projects during the year that are not fully covered by the program fee. That's it.

Type of Practice	Client Net Worth	Client Investable Assets	Investment Management/ Program Annual Fee	Financial Planning Fees (First Year Only)	Commissions and/or Sales Charges	Total First Year Fees (Approximate)	Total Annual Fees (Approximate)
Fee-Only Asset Management Firm with 1% Assets Under Management (AUM) Fee	\$2.5 million	\$1.5 million	\$15,000	\$2,500	\$0	\$17,500	\$15,000
Fee-Based Asset Management Firm with 1% (AUM) Fee plus commissions/sales charges	\$2.5 million	\$1.5 million	\$15,000	\$2,500	\$3,000	\$20,500	\$18,000
Vanguard Personal Advisor Service with 0.3% annual fee	\$2.5 million	\$1.5 million	\$4,500	\$0	\$0	\$4,500	\$4,500
Fee-Only Retainer Firm that bases fee on Total Net Worth (.75% per year)	\$2.5 million	\$1.5 million	\$18,750	\$0	\$0	\$18,750	\$18,750
Fee-Only Retainer Firm that bases fee on Investable Assets (1.25% per year)	\$2.5 million	\$1.5 million	\$18,750	\$0	\$0	\$18,750	\$18,750
Safe Harbor Pierside Service Retainer/Subscription Fee	\$2.5 million	\$1.5 million	\$4,000	\$1,750	\$0	\$5,750	\$4,000

Pierside Program Service Calendar

Pierside services are broken down into three calendar periods each year as described below.

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 IPS and financial goals for the year
- And of course it’s Tax Season! So we plan a meeting to go over the other items and collect your tax information to prepare your returns

May - June

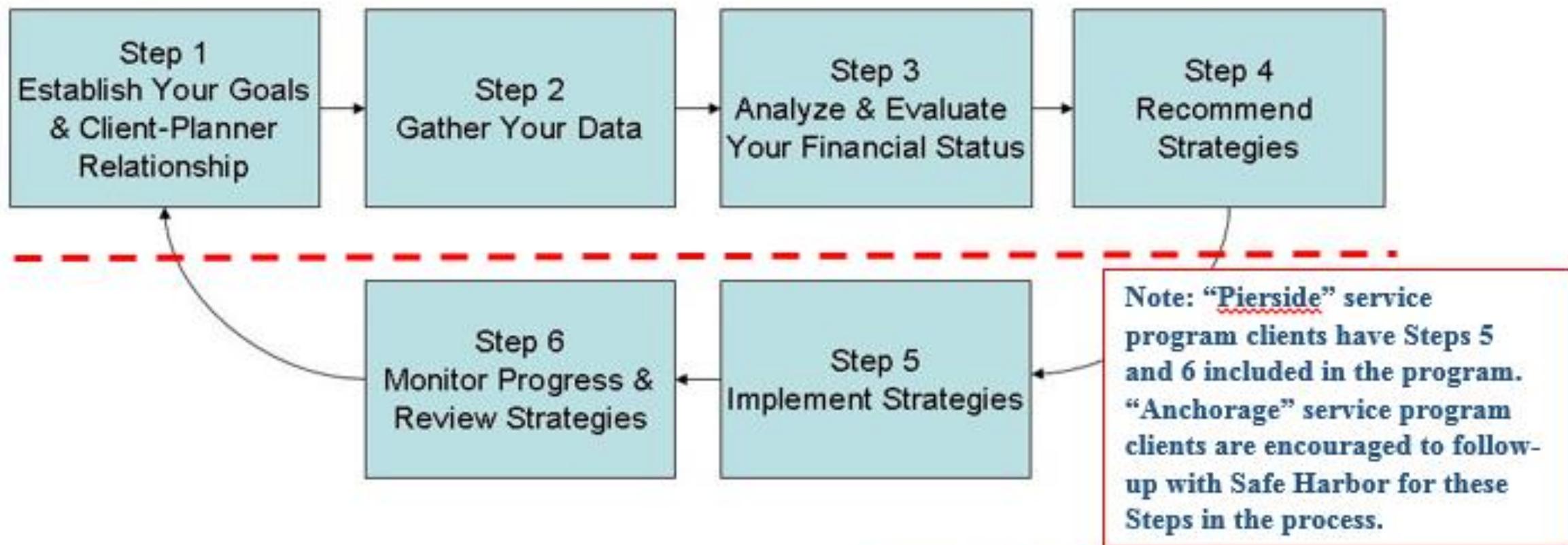
- Mid-year financial review time for all Pierside clients
 - Action Plan updates
 - Portfolio Review and Rebalancing as needed
 - Tax planning for the year based on the return just filed
- Retired clients have an income stream (TRIP) assessment to fine tune their bucket plan if based on the previous 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 and actions such as tax loss harvesting
- Non-retiree clients have an IPS review and update as needed
- Retired clients plan their next year’s TRIP income stream strategy and have a spending plan and goals review
- Clients in their RMD years confirm that RMDs have been taken or are planned for



6 Step Financial Planning Process



Adapted from, and courtesy of the Financial Planning Association, www.letsmakeaplan.org |