ROADMAP FOR SUCCESS

From your first year as a client and beyond, we are dedicated to providing a truly exceptional client experience. We prioritize staying in close contact, so you'll never have to wonder whether you're on track to meet your financial goals or how your investment portfolio is performing.

Our process begins with a series of carefully planned steps to establish a strong foundation. After that, we meet regularly to review your financial plan, assess your investments, and address any questions or concerns you may have. In addition, we're available for as many calls, emails, or web conferences as you need, ensuring the level of communication is tailored to your preferences.

Introductory Call

Are we the Right Fit?

A 15-minute phone call to get to know one another and make sure our expertise matches your situation.

Learn more about us by reviewing our:

- Website
- Client Testimonials
- Frequently Asked Questions
- LinkedIn Profile

Get Acquainted Meeting

In medicine, the diagnosis comes before the prescription – the same principle applies to your financial future

Our discussion will be guided by your answers to our questions.

During this meeting we will:

- Discuss your financial situation and goals
- Answer your questions about our group
- Introduce our financial planning process and investment philosophy
- Explore ways we can add value to your situation
- Review "**Questions We Help Answer**"

Roadmap to Success Meeting

We will provide a Roadmap based on the information you provided

What we present will be in plain-English for your most important questions. If you are happy with the information we present, you can start working with us. If you still need some time to think things over – we won't give you the hard sell.

During this meeting we will provide:

- Account set-up and recommendations
- The Planning Process
- How your fees work (and the long-term impact)
- Evaluate your risk tolerance
- A Short-term and Long-term Action Plan
- Overview of the services you will receive
- "**Next Steps**" overview

The 45-Day Follow-up

Once you decide to come on board, we will review and implement actions, responsibilities and time frames.

Ahead of this discussion, you will have received a detailed explanation of our process and answers to all of the questions you may have.

During this contact we will:

- Keep in touch with you at every step and make sure we follow-up once your accounts are on our system
- Review status of your transfer
- Set-up your online access
- Explain investment reports and online access
- Schedule next meeting
- Begin the Financial Planning process

STAYING ON TRACK

OUR PLANNING PROCESS

Our "big picture" approach to the financial planning links all of your pieces together to give you a sound, cohesive approach to your finances.

We ensure you are covered in the 7 main areas that include:

1. Investment Management
2. Financial Planning
3. Insurance Analysis
4. Cash Flow Management
5. Will/Estate Planning
6. Debt Management
7. Tax Efficient Strategies

ANNUAL MEETING

We aim to meet at least once a year to review the following:

- Financial goals
- Update financial plan as needed
- Discuss Account Reports and investment portfolio
- Review your financial assets and liabilities
- Identify your immediate long-term planning needs
- Discuss roadmap for implementing and monitoring your financial plan
- Schedule next meeting

SERVICE & COMMUNICATION

On a regular basis we keep in touch and provide:

- Regular Investment Portfolio Monitoring
- Account Trading and Rebalancing
- Ongoing investment analysis
- Weekly Market and Investment Articles
- Unlimited phone/email conversations (as needed)
- Provide regular performance reports
- Provide market updates and commentary

Take Your Time to Think

We are interested in forming long-term client relationships.

To that end, we want you to feel completely comfortable with your decision to partner with us, so it's important that you take as much time as needed to make a decision.

Please consider the following questions:

1. Do you like/trust/respect our group?
2. Can the benefits we provide improve your financial well-being?
3. Do you understand and agree with our investment philosophy?
4. Do the recommendations make sense?

Chris Schwartz, CPA, CMA
Senior Wealth Advisor

14 International Place, Suite 203
St. John's, NL   A1A 0R6

T: 709.579.6518
E: cschwartz@schwartzfinancial.ca

www.schwartzfinancial.ca
www.iaprivatewealth.ca

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