



## **Strategic Partnership Program**

*In 1963 Dick Fosbury was a high school athletics student who struggled to compete in the high jump event using the standard straddle method. He simply didn't have the leg strength of his competitors. Undeterred, Dick developed a technique for jumping, known today as the Fosbury Flop.*

*In 1968, Dick won an Olympic Gold Medal and the Fosbury Flop soon became the only technique used in international high jump competition. This remains the case today.*

*Like Dick Fosbury, we believe that blindly following 'industry imperatives' is not necessarily the most appropriate strategy for handling clients' investments. Our business and service offering must continually evolve to incorporate evidence based on proven advantages, even though these may not yet be the 'industry imperative'. Constant review of methodologies ensures our clients receive only the best possible investment advice.*

## Q - What is the Strategic Partnership Program?

### A - It is a Comprehensive Wealth Management Process

Our process is tailored to fit your life, providing you with confidence through perspective and vision, enabling growth both personally and financially.

By gaining an understanding of you as an individual, drawing particular attention to your goals, your family, your surrounding community and assisting in providing clarity and perspective of your 'true' goals, we are able to adjust your financial footing to support what you really want out of life. Our support encompasses a project management co-ordination role, of skilled professionals within the required financial disciplines.

PT Wealth Solutions is a boutique financial planning business providing holistic advice. The purpose of the Strategic Partnership Program is to enable PT Wealth Solutions to act as the Family Chief Financial Officer, providing advice, recommendations and co-ordinating other professionals to help achieve your goals and objectives.

As the "Family CFO", Tony and his team would sit alongside you, guiding and make smart choices in relation to your overall financial affairs.



As a client of PT Wealth Solutions, there will continue to be an open line of communication to answer any queries, or for a “second opinion” and guidance. This may involve our strategic thinking on your planning opportunities, or a referral to one of our other professional advisers. The process is about surrounding you with the right people to help.

Typically we work with you through the following progression, our Strategic Partnership Program:

### **Initial Meeting and Discovery**

This is the initial and most important stage of our relationship. Through challenging your presumptions and beliefs and assisting you in looking ahead of your current financial apprehensions, we are able to define your genuine intention for life and work with you towards realising this purpose. We continue to assist you in articulating what the varying choices really mean, providing you with perspective and then guiding you to ultimately make it happen.

### **Data Collection and Evaluation**

Through the collection of information and understanding of your current structures and financial situation we are able to look at your life to determine what needs to be done to achieve your new vision and intent. Our experience is that the right answers only come about when our clients are asked the right questions.

Our program initially entails your selection of three of the following financial disciplines;

- Wealth Creation
- Estate Planning
- Succession Planning
- Debt Structuring
- Tax Planning and Structuring
- Personal Risk Insurance
- Wealth Preservation
- Goal Setting

By focusing on three items or disciplines at a time, we are able to efficiently progress you through the program. Following completion of each item, the next mutually agreeable item or discipline is then undertaken within your referred priority.

### **Strategic Options**

Within the varying financial disciplines that are endorsed by you and any other issues that you wish us to focus upon, there may be more than one way to achieve your goals and intent. We provide you with options and assistance on how to utilise existing structures and wealth to achieve your foremost objectives within your preferred priority. Our aim is to detail risks as well as clarify opportunity whilst remaining your advocate across all of your affairs, particularly where professionals of separate vocations are required.

## Implementation and Integration Management

Once the appropriate strategies are agreed upon we then engage proactively in the coordination of your existing or otherwise professional advisors to implement these strategies, whilst preserving your best interests and intent. We continue acting as your advocate ensuring that elements within your program remain consistent with your life goals.

Should plans change, as they undoubtedly do, we remain consistently with you ensuring that we provide support through any unexpected changes, making certain that your path continually sustains the way in which you want to live.

## Your proposed program

We work for you at all times, focusing on the disciplines, that you endorse as well as any other issues that you wish to focus on.

Following on from our 'Initial Meeting ', we suggest that your program will include the following stages to begin with:-

1. **Data collection** - collection of information and understanding of your current structures and financial situation;
2. **Wealth creation and preservation** - strategies to utilise your financial resources to enhance and preserve your family wealth, including tax planning, debt structuring, personal risk insurance and goal setting;
3. **Estate planning** - assisting in the review and implementation of wills and enduring powers of attorney with a lawyer;
4. **Pre-Retirement planning** - assist in assessing the benefits of transitioning assets into the superannuation environment and develop appropriate strategies to help you achieve your retirement goals;
5. **Ongoing review** – a comprehensive review of the above items will be conducted on an annual basis (usually at the time of completing your tax return) with the aim of monitoring your progress and ensure that you stay on track to achieve your financial goals and objective, which may need to be re-aligned from time to time.

## Fees

Our fees are calculated according to your individual needs, the complexity of your affairs as well as the financial services provided. In calculating these fees, we use a notional hourly rate of \$330 per hour including GST.

Our initial engagement fee can typically range from \$3,300 to \$6,600, while our ongoing retainer fee can range from \$330 to \$1,100 per month depending on the complexity and advice required.

Any advice or work carried out by other professionals on consultation and agreement with you will be separately invoiced to you by that other professional.

## Strategic Partnership Program

The Strategic Partnership Program will enable us to evaluate the following areas (now and ongoing);

- *Wealth Creation*
  - *Estate Planning*
  - *Succession Planning*
  - *Debt Structuring*
  - *Tax Planning and Structuring*
  - *Personal Risk Insurance*
  - *Wealth Preservation*
  - *Goal Setting*
- The **initial engagement fee** is charged in advance for the collation and summarising of data and addressing the issues raised in our initial meeting.
  - The **ongoing retainer fee** is charged monthly in advance and may vary each year on agreement and provides you with all the benefits under the Strategic Partnership Program, **which can include a provision for the preparation your personal income tax return.** *(Any excess time spent on your tax returns will be charged directly by your Accountant).*

Importantly, if at any point you are not satisfied with our performance with respect to the program, we would be happy to adjust or cancel the ongoing annual fee at your discretion.

*At any point in the future should you require any 'personalised financial advice' including product advice, tax advice or external professional assistance, which is outside the scope of the Strategic Partnership Program (i.e. establishment and administration of investments, superannuation or insurance products, restructuring of tax structures, or the need for estate planning documentation ) our advice will be contained in a document titled 'Statement of Advice' and any associated fees or charges will be disclosed in that document prior to commencing any work.*

## **Where to from here**

If you choose to enter the Strategic Partnership Program we will contact you to arrange for the collection of additional data regarding your personal financial situation as well as arrange the next meeting with ourselves and any other professionals that may be appropriate.

**Once the actual scope of work has been determined we will forward you a copy of 'client agreement' form for your review and acceptance into the program.**

It is also important to emphasise that you have an open line of communication whether via telephone or electronic means to your PT Wealth Solutions adviser. We look forward to partnering with you and assisting you to achieve your goals.