FRG - LPL PLANNING SUPPORT & PARAPLANNING ONBOARDING

FINANCIAL PLANNING GROUP CONSULTATION SCOPE

(Value Added Offering)

INCLUDED – FINANCIAL PLANNING GROUP

Practice Management Coaching

- Developing a Financial Planning Business Model
- Evaluating Financial Planning Technology
- Enhancing the Planning Process
- Charging for Planning and Advice
- Promoting Financial Planning

REQUEST COACHING

Financial Planning Case Consulting

- Collaborate with CFP's on Planning Techniques
- Identify Additional Planning Opportunities
- "Second Pair of Eyes" on Planning Recommendations
- Identify Resources for Planning Implementation

REQUEST CASE CONSULTING

The Financial Planning Practice Management Team provides expert guidance on executing the business and the art of financial planning. Our consultants uncover growth opportunities and implementation strategies by developing a custom action plan for developing a client-centric financial planning business model.

Financial Planning Business Model

- Industry Trends
- Client Segmentation
- Business Model Framework

Financial Planning Technology

- Compare & Evaluate Popular Tech Options
- Integrate & Adopt New Technology
- Identify Training Resources

Planning Process

- Create Scalable & Repeatable Process
- Help Make Planning Easy for You, Clients, and Your Back Office
- Strategies & Best Practices for Each Step
- Ongoing Client Service Calendar

Programs & Pricing

- Pricing Strategies for Financial Plans
- Discussing Planning Fees with Clients
- Financial Planning Programs & Operations
- Creating a Menu of Services

Marketing

- Reach Out to Clients about the Importance of Planning
- Create & Deliver Your Value Proposition
- Campaigns to Keep Clients Engaged

PARAPLANNING PROCESS

(Fee for Service)

Consultation + Support

- Consult with advisors on planning needs
- Inform advisors of LPL Planning Services function, limitations, benefits and pricing
- If enrolling, contract is sent

Paraplanning Onboarding

- Scheduled call with advisor and Plan Manager
- During onboarding meeting set expectations, align on needs, process and communication. Discuss first plan

Launch

- Engage with Plan Manager for Paraplanning needs
- Additional support via financial planning consultants for practice management consulting and other planning needs

PLAN SCOPE

	Core	Comprehensive	Advanced
Appropriate for	Prospecting and mass affluent clients with low financial complexity	Clients in need of a full financial overview except those with one or more of the following* require an Advanced Plan	High-net-worth households or clients with complex financial situations

Scope	• Choose up to 4 planning modules
	  • Asset Allocation
	  • Retirement
	  • Disability Insurance
	  • Long Term Care Insurance
	  • Life Insurance
	  • Education Planning
	  • Major Purchase/Debt Payoff
	  • Current Estate Plan Overview
	  For basic estate plans an inventory of active estate planning documents, identification of missing key estate elements and documents, and recency review
	• Observations, gap analysis and limited recommendations to address planning needs
	• Basic Plan Summary document
	• Planning software reports for requested modules
		• All planning modules including:
		  • Personal Wealth Management (Cash Flow, Budgeting, Asset Allocation, and Market Volatility)
		  • Retirement Planning
		  • Risk Management (Life Insurance, Long Term Care, Disability, Property, and Casualty)
		  • Education Planning
		  • Current Estate Plan Overview
		  For basic estate plans an inventory of active estate planning documents, identification of missing key estate elements and documents, and recency review
		• Client or Advisor Defined Scenario
		• Full observations, gap analysis and detailed recommendations to address all planning needs
		• Detailed Plan Summary document
		• Software reports and scenario analysis for all planning modules
			• All Planning Modules Including:
			  • Lifestyle Maintenance
			  Review the factors and scenarios that can impact your client's lifestyle, including cash flow, income tax, liabilities, retirement, major purchases, education planning, setting goals and funding them, and guidance on special situations, including inheritance and other wealth windfalls
			  • Estate Planning
			  Analyze your client's estate planning and discover new opportunities to achieve their wealth transfer goals, including estate tax minimization techniques
			  • Philanthropic Planning
			  Explore what is possible and understand the techniques that can help your client achieve their charitable giving goals
			  • Asset Management
			  Asset management includes your client's investment portfolio, real estate, business interests, and executive compensation. Explore how these assets influence their financial plan and educate them on changes that may help them achieve their goals
			  • Risk Mitigation
			  Identify any gaps in your client's insurance coverage and reduce their personal risk

*Client with one or more of the following require an Advanced Plan:

- Greater than $10MM client net worth
- Executive compensation and stock options (all types)
- Estate planning exceeding "basic estate planning" including the following Wills, POA, Healthcare Directives, Revocable Trust
- Asset Sale/Gifting Transactions
- Special needs planning
- Modeling debt and liabilities including SBLOC
- Ownership of more than one business, rental property and commercial real estate
- Land Transfer and 1031 exchanges

PRICING – PARAPLANNING & ADVANCED OFFERING

Paraplanning

Financial Plan Pricing:

- $500 Core Plan
- $900 Comprehensive Plan

Features:

- Goals analysis
- Scenario modeling
- Plan summary

Outcomes:

- Provide actionable plans
- Deepen client relationships
- Scale your business

Tax planning

Tax Plan Pricing:

- $650 Core Tax Plan
- $1600 Comprehensive Tax Plan

Features:

- Tax projections
- Plan development
- Plan summary

Outcomes:

- Capture market demand
- Gain niche expertise
- Deliver actionable roadmaps

High-Net-Worth Services

High Net Worth Pricing

- $3000 Advanced Plan

Features:

- High Net Worth expertise
- Plan development
- Plan summary

Outcomes:

- Elevated client experience
- Contemporary planning guidance
- Increased efficiency

*Discounts available for bulk plan purchases

OFFERING COMPARISON

LPL-FRG Offering	LPL Direct
Planning software subscription not required	Planning software required
No advisor seat fee	Advisor seat fee
Planning concierge	No planning concierge
Complimentary executive summary	Executive summary additional cost