



CLIENT JOURNEY GUIDE

WE'LL BE WITH YOU EVERY STEP OF THE WAY.

At FAI Wealth Management, we recognize that each client's journey is unique. That is why getting to know you, your aspirations, and your dreams for the future serves as the foundation for our relationship. We rely on a carefully curated, five-step process that builds a detailed financial roadmap. Your journey is completely customized, based on your individual preferences and unique aspirations. Best of all, you will have peace of mind knowing what to expect at each step. Our meetings will be conducted in person, over the phone, or via video conference. The choice is always yours.



Step 1: Welcome Meeting

In this introductory session, we will review and discuss the Service Agreement and begin building your customized roadmap to financial independence. Utilizing our Financial Planning Questionnaire, we will ask a considerable number of questions so that we can fully understand your aspirations and concerns. From there, we will begin to develop your Long-Term Cash Flow projections. The necessary paperwork to open investment accounts and transfer assets is also completed at this time.

Step 2: Long-Term Cash Flow Meeting

This session focuses on determining your risk profile and beginning to develop the appropriate target scenario that will ultimately serve as our guide throughout the process. Together, we will review your aspirations, concerns, and plan assumptions. Next, we will build scenarios illustrating various options for meeting your financial goals. With your appropriate risk profile and suggested investment allocation strategy in mind, we will review and sign the Investment Authorization form to begin investment implementation.

Step 3: Strategy Meeting

Finalizing the strategy to bring your target financial scenario to life is the cornerstone for our long-term relationship. When you engage with FAI, we will review and finalize the target scenario that will be our basis for ongoing planning. We will also share our recommendations related to common financial concerns, such as taxes and potential risks and opportunities; education funding (if applicable); insurance needs, including life, disability, long-term care, and liability; and estate planning.

Step 4: Planning Action Meetings

These sessions are scheduled to implement the recommendations from the Strategy Meeting. Together, we will explore and discuss the options and pros and cons for any critical items. We will also identify and review strategies for accomplishing the upcoming priority action items identified in your Personal Road Map.

Step 5: Investment Orientation Meeting

This meeting provides an opportunity to review and discuss the details regarding your investment implementation and the specifics of our Investment Reports. We answer your questions about investment implementation and address any other planning needs.