

# Strategic Wealth Management Process

At Bernhardt Wealth Management, our mission is to help you make smart decisions about your money. To do so, we use a systematic consulting process to determine what type of plan will ensure that you reach your goals. We have designed this process specifically to help us do three important things:

1. Understand your true financial goals.
2. Create the best possible plan for achieving those goals.
3. Keep us on track at each step of the process.

## Based On A Series of Five Meetings

**1 Discovery Meeting:** Understand your true financial goals. This will identify the obstacles you face in achieving all that is important to you. We will look at where you are, where you want to go and how we can maximize the possibility of getting you there.

*What to bring:*

- Last two years' tax returns
- Current bank, mutual fund, brokerage and retirement plan statements
- Current insurance policies
- Copies of wills or trusts
- Other documents that will help us fully understand your financial situation

**2 Investment Meeting:** At this meeting, we will discuss academic research in portfolio construction and principles of investing. We will show you how these principles and the application of academic research works while building a hypothetical portfolio. We are looking for a lifelong relationship and want you to have a very good understanding of our investment philosophy and how we will manage your portfolio during all market cycles.

*What to bring:*

- Current bank, mutual fund, brokerage and retirement plan statements unless provided earlier
- Risk tolerance questionnaire unless provided earlier

**3 Mutual Commitment Meeting:** At this meeting, we will present our findings regarding your current situation (called a Gap Analysis), our recommendations for how we can bridge the gaps in order to reach your goals, and your personalized Investment Plan and IPS (Investment Policy Statement) which clearly defines how we will manage your investments. These tools will form the foundation for all of our work together.

During the Investment Meeting you learned our investment philosophy and had an opportunity to ask questions. At this point, therefore, we will be ready to make a mutual decision about whether Bernhardt Wealth Management can add substantial value, and if we should proceed. If we both choose to work together, then we will commit to each other to work toward achieving everything that is important to you. We will also execute the documents necessary to put your Investment Plan into motion.

*What to bring:*

- Any questions or concerns you have regarding your Investment Plan, our investment recommendations or our analysis of your situation.

**4 Follow Up Meeting:** When you have multiple investment accounts, it is easy to become overwhelmed by the amount of paperwork you receive. At this meeting, we will help you organize all that paperwork in a notebook that we provide. We will also answer any questions you may have so that you understand exactly what is happening with your money and how it relates to your Investment Plan. At this point, we will also begin working on Advanced Planning issues and engaging the Professional Network – our professional staff and outside experts.

*What to bring:*

- All the new account paperwork that you will receive in the mail
- Any questions you may have regarding the execution of your Investment Plan

**5 Regular Progress Meeting:** These meetings, which we will schedule at intervals convenient to you, give us an opportunity to review any major changes in your personal or financial situation since our last meeting. If these changes mean that we need to make adjustments to your Investment Plan, we will do so. We will also review your overall progress toward your long-term financial goals.

*What to bring:*

- Any questions you may have about your progress
- Any insight you might have about foreseeable changes to your current situation or goals

We recognize that your situation and goals may change over time. We designed the Strategic Wealth Management Process to accommodate new developments in your life. The process may be restarted whenever we mutually determine that a new Discovery Meeting, Gap Analysis and Investment Plan are warranted.