CLIENT EXPERIENCE – ONBOARDING ROAD MAP

WisePath WEALTH MANAGEMENT & PARTNERS

Phase 1

FIT/INTRO MEETING

- Listening to what is important to you, your family and legacy
- Learning the values that shape your decisions and priorities
- Identifying unique challenges and circumstances for your personal wealth picture
- Introducing our Philosophy, Plan and Process
- Disclosure of account fees, structure and access
- **Deliverables:** Road Map, MoneyGuide Pro and Risk Tolerance questionnaires

Phase 2

WEALTH MANAGEMENT PREPARATION

Client Action:

- Gather data, documents and statements for analysis and return MoneyGuide Pro/Risk Tolerance questionnaires

WisePath Action:

- Build MoneyGuide Pro (2-3 week turnaround from receipt of document)
- Analyze current investments and potential complications
- Determine risk tolerance
- Discover where and how we can add value as your life unfolds

Phase 3

MONEYGUIDE PRO MEETING

Present MoneyGuide Pro

- Retirement projections and probability
- Liquidity needs, credit & liability management

Discuss current and future investment approach to include:

- Advanced Strategies
  *Roth Conversions, Social security Claiming Strategies, Long Term Care, Qualified Charitable Distributions
- Tax-Overlay
- Holistiplan

Phase 4

DEPLOYMENT OF SOLUTIONS

Client Action:

- Work with WisePath to provide personal information needed to open accounts
- DocuSign new accounts docs

WisePath Action:

- Transfer existing assets
- Alignment of investment solutions, service levels, type and frequency of communications
- Provide details for online access, e-delivery and access to MoneyGuide Pro

Securities and investment advisory services offered through &Partners, LLC, a broker-dealer and investment adviser registered with the U.S. Securities and Exchange Commission and member FINRA, SIPC.

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Phase 5

ORIENTATION MEETING (AFTER 1ST STATEMENTS RECIEVED)

- Online account and app tutorial
- Review of communication agreement and service levels
- Confirmation of applicable advanced strategies and approach
  *Example: Set meeting for review of Long-Term Care insurance

Phase 6

WEALTH TEAM INTEGRATION

Client Action:
- Intro email to CPA and/or Estate Attorney

WisePath Action:
- Provide CPA and/or Estate Attorney recommendations as needed

Phase 7

ONGOING STRATEGY/TACTICAL MEETINGS

- Evaluation of progress towards current and future goals
- Business & Family Succession planning
- Education and trust accounts
- Insurance and liability management
- Charitable giving mission
- Estate planning and family dynamics

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