

Financial Planner:

Subject: XXXX

Date: XXXX

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Subject, XXXX and XXXX. Body. These are the meeting notes for the meeting with XXXX and XXXX on November 9th, 2021 at 4:45. Spent over an hour on the phone with Mr. and Mrs. XXXX. They're both retired. I asked him to ask what his game plan is or what he was looking to get out of this meeting. He said tax efficiency of which roles, what to consider the consolidate accounts and accumulation coming from accumulation to distribution phase in his place. I walked him through my history, the financial planning process, the six key areas. He's done a really good job of putting things together. He's got a nice portfolio. Doesn't need a whole lot of money per month, and filled the sheet up though with regards to the investments that are there including the traditional and Roth IRAs that he has. He has a traditional PSP and so does XXXX. He has a Roth IRA, and then at Vanguard, they both have Roth IRAs. At Vanguard they have a joint account. They have Roth IRAs, a Fidelity in a joint account. They have a Janus Henderson account and that's joint, and they have Schwab Roth IRA that's in XXXX's name. He invests mostly in mutual funds and is very comfortable in mutual funds. And that's where he seems to like to be. They have plenty of cash reserves in place. They have their situation pretty good. They have questions associated with when to pull social security and how to pull it, whether it makes sense to have her pull hers or his, and go through that process. And I told them that's just a situation of going in and researching with the game plans that they have and try to get it done. In general, he was not very talkative, he doesn't do it yourself or, but possibly knows he could be doing better. At the end of the meeting, I did spend time talking to him about the process, how it works, how XXXX will call up and follow through with him. He quizzed me quite a bit about costs and things like that. I told him that it would cost between five and \$6,000 as a financial planning fee the first year, and then the second year, probably about half of that. And the assets under management will be somewhere around 1 percent. He questioned me about bringing value. And I said, "Well, if I can't bring value. I'll be the first to tell him that I don't think we can do if we make any sense. So we'll see what happens." He knows he knows XXXX is going to call and follow up. I told him also that Sierra was going to follow up and ask him, make sure the time was worthwhile. And he appreciated the time that we spoke. He wasn't extremely talkative and I didn't need to be there. He never turned on his camera and his wife was there and briefly spoke also, but didn't really say much that was involved. So a little bit of a difficult initial meeting, but I know I brought them value and hopefully, they'll decide that it makes sense to work if it makes sense for them. And that's it for XXXX.