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## Investment Management Fee > Hourly Financial Planning - Template

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Hey CLIENT

As you know, the end of the quarter is coming up and that means we're about to bill you for the upcoming quarter. Before that happens, I wanted us to have a few minutes to chat. You've been a client with us since xxxx, and we really appreciate it! When you signed up as a client, our minimum quarterly fee was **xxx**. Up to now, you have been grandfathered in under that fee schedule.

New clients have been subject to a \$1,000 minimum quarterly fee. This translates roughly to the same cost of managing about \$280,000 based on Goodwin's traditional assets under management fee. In other words with the upcoming \$1,000 minimum fee, your cost would be the same amount if we were managing \$80,000 or \$280,000. Your fee is not changing now, but Goodwin's leadership team will be enforcing the \$1,000 minimum fee on January 1, 2024.

At your current level of assets we manage, that would mean an increase in fees at an effective rate that would be higher than we would like, and I imagine you feel the same. So we have a couple of options and I want to make sure your needs are met in the most cost-effective way possible.

1. You could grow with us as a client. Maybe you have some cash in another account we're not managing from an investment you sold or something else, like a maturing CD. Perhaps you have an old employer-sponsored 401(k) or the like that could be rolled over. Maybe you're in a position to roll out some/all of your current employer-sponsored plan balance through what's called an in-service rollover. The more money we're managing the lower the advisory fee in in percentage terms. For example;
  - if we're managing \$100,000 the effective rate would be 4% per year,
  - if we're managing \$200,000 the effective rate would be 2% per year,
  - if we're managing \$300,000 the effective rate would be 1.42% per year,
  - if we're managing \$500,000 the effective rate would be 1.31% per year
2. Work with us on an hourly basis. The difference would be, we wouldn't be actively managing your investments any longer. However, we could still meet with you and offer advice on any of your financial concerns, including how to posture your investments. The rate is currently \$275/hour. One or two meetings a year might be all you need to maintain the momentum you have in increasing your net worth and getting to where you want to be.

If you think you might like the sound of the second option and would like to start saving money on your advisory fees sooner rather than later, please respond to me by Thursday, 6/29 so we will not bill you for the coming 3rd Quarter and we'll begin the process of transitioning you from a wealth management client to an advisory client. Thanks so much and have a great week!