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Memo

To: Clients
From: Weber • O'Brien Ltd.
Re: Financial Advisor/Financial Plan

I believe it is incumbent upon all of us to create with an advisor a financial plan.

Any plan prepared by your advisor should not be a single focus investment plan, but rather a broad based plan, which provides a road map for meeting your goals.

Generally, we seek advisors recommending investments, or the creation of managed assets, rather than the crafting of a financial plan. In fact, in a recent Cerulli study 43% of the advisors who offer plans to clients do not charge for the creation of a plan. This raises significant questions about the quality of the plans provided. (Investment News, October 7, 2002).

A formal plan should include:

- Ø A personal financial statement today, and at key future dates
- Ø A household budget today, and at key future dates
- Ø A college savings plan
- Ø A risk assessment (liability, death, long-term care and investment sensitivity)
- Ø A tax management plan
- Ø A retirement plan
- Ø An estate and gift plan

Such a plan is not focused on a single investment or specific investment product, but rather the achievement of an end goal for the client.

Please contact your Weber • O'Brien Ltd. partner if you would like us to assist you in this.