



SOMMERS FINANCIAL MANAGEMENT

**144 S. 14th Street – P.O. Box 1552 - Saint Helens, Oregon 97051
(503) 397-1545 - www.sommersfinancial.com**

Written Financial Plan Agreement

Part I: Parties to the Agreement

This Agreement, upon being signed, is in effect between _____ (the client) and Sommers Financial Management, LLC. (SFM) Sommers Financial Management, LLC is an Oregon-based Independent Fee-Only Registered Investment Advisor. Sommers Financial Management, LLC is located at 144 S. 14th Street in St. Helens, Oregon. SFM can be contacted by phone at (503) 397-1545, or on the internet at www.sommersfinancial.com.

Part II: Services to be Provided

A. Outline of what SFM will provide the client

Under this Agreement, Sommers Financial Management will provide the client a written financial plan that outlines the client's retirement and education savings goals, and determines multiple methods for the client to achieve those goals, based on the client's current situation and future plans for saving and investment.

Additionally, the written plan will provide the client a Net Worth Statement, summaries of current assets and liabilities, an outline of assumptions and estimates used, an insurance needs analysis (life, disability, and long-term care), estate planning options and considerations, estate-tax estimates, a recommended asset allocation, secondary goal achievement evaluations, a lifetime estimation of cash flow, Monte Carlo simulations, 'What-if?' scenario analysis for review, and debt freedom analysis.

Included with this plan are preliminary information gathering meetings/calls/emails, as well as a Plan Presentation Meeting wherein the client may ask questions, request recommendations on how to proceed with their plan, or have SFM simulate and analyze other "what-if" scenarios the client would like reviewed or considered.

B. Responsibilities

The Client:

- The client must define their desired retirement age(s)/year(s).
- The client must define how much money, in today's dollars, they require for spending for the rest of their life.
- The client may also define how much money they would like to spend on future education expenses.
- The client may define costs and timing of 'secondary' goals or objectives (e.g. buy a boat at age 62).
- The client must provide SFM with a completed questionnaire and supporting documents (e.g. 401k statements, life insurance policy information, mortgage information, W-2s, paystubs, etc.)
- The client will be responsible for implementing and monitoring any recommendations or changes made based on the Financial Plan and related discussions.

Sommers Financial Management, LLC:

- SFM will provide the client with a questionnaire to help in gathering information to be used in the Financial Plan.
- SFM will ask client for further information on any items that need clarification based on the questionnaire and supporting documents provided by the client.
- SFM will provide the client with the likelihood that the client's goals will be achieved if no material changes are made to the client's current course of action.
- SFM may provide some recommendations and possible changes to the current course of action.
- SFM will provide the client with steps to implement our recommendations.

Due to the dynamic nature of information included in a financial plan, SFM recommends the client contact SFM to update and review their financial plan on an annual basis, and at least once every five years. Significant life changes to the client (e.g. Career change, death, birth, divorce, etc.) may necessitate an immediate plan update.



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Part III: Material Information Relevant to the Relationship

A. Compensation

Sommers Financial Management charges the client a Financial Plan Fee for the written Financial Plan provided in this agreement. The standard cost for the written Financial Plan is \$350, due upon the signing of this agreement. Discounts for existing investment management clients are available. The initial Financial Plan Fee for this agreement is

\$ _____.

SFM recommends that the client periodically update and review the Financial Plan. SFM charges the client a \$150 Plan Update Fee for written financial plans with updated information, if the updated plan is provided more than six months from the delivery of the last written financial plan to the client. Discounts for existing investment management clients are available.

The Financial Plan Fee includes all information gathering sessions, the written plan document, and the subsequent Plan Presentation meeting. Any investments, insurance, or other arrangements recommended may be purchased by the client based on the Financial Plan provided by SFM, the costs of which are not included in the Financial Plan Fee.

Sommers Financial Management, LLC, in addition to providing Financial Plans for a fee, also provides investment management and bookkeeping for individuals and organizations. If for any reason the client chooses to utilize SFM for a service other than the written Financial Plan relating to this agreement, those services shall be paid for by the client according to the terms of the signed agreement(s) pertaining to those services.

B. Conflicts of Interest

Sommers Financial Management, LLC hopes that by providing this written Financial Plan for a flat fee that we may earn the client's trust and business in regard to our other services. SFM aims to engage the client in an investment management arrangement whereby SFM will customize an asset allocation and provide discretionary, supervisory investment management to the client.

Sommers Financial Management, LLC does not sell any investment- or insurance-related products. SFM receives compensation from clients only; we receive no commissions from any service or product providers.

Part IV: Additional Information

This agreement is effective as of the date signed below and will last in duration until [_____]. To terminate the agreement, the client can provide a statement in writing to SFM outlining the client's wish to discontinue pursuing a written Financial Plan provided by SFM. SFM may terminate this agreement by a written statement to the client outlining that we will no longer provide a written Financial Plan to the client. If the client has not received a written financial plan and SFM terminates this agreement, the Financial Plan Fee is fully refundable to the client. You are encouraged to review the information contained in this disclosure form and ask the advisor any questions you may have.

I hereby acknowledge the terms of this Agreement and the disclosures made above.

_____/_____
Client's Signature / Date

_____/_____
Client's Signature / Date

Client's Printed Name

Client's Printed Name

_____/_____
SFM Authorized Signature / Date