

# Frequently Asked Questions

## **What will Family Financial Partners do for me?**

We will help you establish a financial plan that is as unique as you are. We believe that a good plan will not only help you monitor but potentially achieve your financial goals. We will provide you with relevant available information to help you make informed financial planning decisions for your family. Whether your goal is to retire, stay retired, to better position your financial assets or to start a new business, we have the ability and the network to help make your goals a reality.

## **What is a financial plan?**

A financial plan is not simply a review of investments and insurance. A financial plan encompasses a complete and thorough review of your legal, tax, real estate, mortgage, investment, insurance, social security, medical and employee benefit status. It also considers your long-term financial goals and dreams. After reviewing these areas (in conjunction with your legal, tax, and accounting professional advisors) we will be able to give you useful, practical advice that will benefit you and your family on an ongoing basis.

## **Do I need a financial planner?**

Yes. If you have financial goals, you need to have a financial planner. In the same way that you would consult with a doctor about your health, you should consult with a financial planner about the health of your family's financial future. The best way to determine your planning needs is to take advantage of our complimentary financial check-up that will help you identify your family's top five financial goals. Contact us for more details.

## **Describe the meeting process.**

Our initial complimentary meeting is simply an introduction, it will last approximately one and a half hours. You will be introduced to our team and you will have the opportunity to introduce your family to us. During this meeting we will do a thorough review of your current financial situation. Please plan on bringing all of your current financial statements. Following this meeting, we will ask you to provide us with any documents we still need to review. For fee based

planning clients we will provide you with an estimate of what our planning fee would be. Once we have agreed to work together and all documents are in place, we will schedule a follow-up meeting to discuss your financial snapshot (your planning analysis) and answer any questions. Then we will send you home to think about it, sleep on it and decide how you would like to proceed.

## **What does Family Financial Partners expect from me?**

Family Financial Partners expects you to simply set some life goals, communicate these goals to us (even as they change) on a quarterly basis, and coordinate your efforts with ours to achieve the goals that you have set for your family.

## **My spouse hates financial topics. Do I need to bring my spouse to meetings?**

While financial topics are not always the most exciting, they are vital to the health and well-being of your family. We certainly understand that one spouse may have a greater interest in working with us on a quarterly basis. We would encourage you to come in as a couple at least once a year.

## **What will it cost me?**

Depending on your objectives and assets, we have the ability to provide either fee-based or commission-based services to our client families. As a way for you to get to know our team, our first meeting will be complimentary.

## **What about investment advisory services? Do you provide fee-based investment advisory accounts?**

Yes. We do offer fee-based advisory accounts. Contact us for details, as fees vary based upon the size of your portfolio.

## **Will I be able to access my account online?**

Yes. Depending on the types of accounts you have, you will be able to access your accounts on their respective sites.

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**FamilyFinancialPartners.com**

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### **I really don't know Family Financial Partners that well — may I get a few referrals?**

Absolutely. After our initial complimentary meeting we will certainly be more than willing to provide you with referrals. It is our policy to wait until after our initial meeting so that we may be able to provide you with referrals who have similar needs that we have been able to address.

### **Have you been cited by a professional or regulatory governing body for disciplinary reasons?**

No. We have a clean record. We believe this is a reflection of not only our professionalism, but our belief that clients still value a personal relationship based on sound advice and trust.

### **I am just starting to save. Do I need a financial plan?**

Yes. If you have financial goals, you should have a financial plan. Many of our clients come to us looking for quick solutions to specific problems, but they fail to examine their overall financial health. Our belief is that there is no quick fix—only long-term solutions. The best way to determine your planning needs is to take advantage of our complimentary initial meeting so that we can discuss your financial goals.

### **Is there an account minimum to work with you?**

No. At Family Financial Partners we work as a team; so even if you are a young couple starting out, it is never too early to start planning. One of our team members can get you started with a personalized foundational plan. This plan will address your unique financial situation and outline each step that you need to take in order to reach your objectives.

### **Does Family Financial Partners do debt restructuring?**

Debt restructuring is not one of our focus areas. However, we may be able to offer a referral to a local professional in the areas of legal, tax, real estate and mortgage who may help you develop a plan for your family.

## **Questions?**

Call our family at **859.219.1006** and we will gladly answer any of your questions.

*Family Financial Partners does not provide legal accounting or tax advice, but we do coordinate our services and work together with our clients' professional advisors. Please consult your own professional legal, accounting and tax advisors for information specific to your situation. We can also provide referrals.*

## Services We Offer

- **Accounting\***

- Estate Tax Control
- Small Business Accounting
- Tax Accounting

- **Benefits**

- Buy-Sell Agreements
- Disability Income Insurance
- Group Life Insurance
- Health Insurance
- Retirement Plans

- **Brokerage**

- Bonds
- Money Market/Checking
- Mutual Funds
- REITs
- Stocks

- **Insurance**

- Disability Income Insurance
- Health Insurance
- Life Insurance
- Long-term Care Insurance
- Property and Casualty

- **Investments**

- Fee-based Accounts
- 3rd Party Money Managers
- Hedging Strategies

- **Legal\***

- Business Law
- Estate Law
- Tax Law

- **Mortgages\***

- Commercial
- New Home Buyer
- Refinance

- **Planning**

- Business Planning
- Charitable Giving
- College Planning
- Estate Planning
- Income Planning
- Retirement Planning

*\* Family Financial Partners does not provide legal, tax, or accounting advice, but provides financial services in conjunction with your personal legal, tax, and accounting representatives. We can also make the described services separately available through our network of independent professional advisors.*