



*A division of*

*FAB Financial Advisors*

*Brokerage Group Inc.,*

*a family managed*

*Vancouver based*

*financial services firm*

*with the Principal licensed*

*for over 45 years.*

*“If you don’t know  
where you are going.....  
any road  
will get you there.”*

Lewis Carroll



## What is Financial Planning?

Like most people, you have hopes and dreams and goals for yourself and your family. Financial planning is the process of wisely managing your finances so that you can achieve your dreams and goals, while at the same time helping you navigate the financial barriers that inevitably arise. In Canada, the standards for financial planning are set by the Financial Planning Standards Council, a not-for-profit nationwide organization that describes financial planning as ***“a process that determines how you can best meet your life goals through proper management of your financial affairs.”***

The key to effective and comprehensive financial planning is the ability to take into account all relevant and holistic aspects of your personal and corporate financial situation, and to identify and analyze the interrelationships among sometimes conflicting objectives. It is this unique integration of knowledge and skills across a broad range of topics that distinguishes professional financial planning from other related financial advice.

## What is Financial Advice-Based Planning?

**Financial Advice-Based Planning (FAB Planning) is simply independent objective and professional financial planning advice with no bias towards financial institutions and their products.** The advice and planning is provided by independent, competent and qualified financial planners based solely upon your identified individual needs, goals and objectives. No commissions are earned in the Financial Advice-Based Planning process and you are under no obligation to purchase anything apart from the advice and planning you are paying for. Beware those who offer financial planning as a “free” service or as an offset credit against sales commissions.

# What are the benefits of Financial Advice-Based Planning?

**The benefits are huge**.....both economically and emotionally! Not only will you accumulate more wealth but you will sleep better at night. You will have more income, pay less tax, enjoy more investment diversification, pay less interest, retire on time and take better vacations both before and after!

And, according to experts, recent studies have shown that getting your finances in order can have a positive effect on your stress levels, emotional well-being and social life. Yet fewer than two in ten Canadians have worked with a professional to create a comprehensive financial plan that addresses their retirement, investment, insurance, financial management, estate and tax planning needs.

Meet your life goals, have peace of mind, feel content. In a recent survey conducted by the Financial Planning Standards Council, people with comprehensive financial plans said they:

- ✱ Feel confident about their retirement
- ✱ Feel they can take the vacation they want, every year
- ✱ Have peace of mind
- ✱ Feel content about the way their life is going
- ✱ Feel able to help family members in times of emergencies

When you tally the actual cost of your financial goals ....buying a house, funding your children's education, starting a business, planning for a secure retirement...does the total add up to hundreds of thousands of dollars? It can seem daunting, to say the least. Financial planning strives to help you reach your goals by making your money work for you.





## Master Your Money

The earlier and more completely you master money in your life, the more likely you are to achieve what everyone wants...a financially comfortable today and a financially secure tomorrow. Successful money managers are more likely to have committed their financial goals to writing... they plan on paper. "Planners" have a destination that results in a more organized and concerted approach to financial problem solving. Your plan is really just the beginning, the foundation of a continuing process.

Constructing a financial plan is often compared to building a house for a few key reasons:

- 1) there are many different processes involved, from pouring the foundation to building support structures;
- 2) both take time, preparation, and deliberate execution; and
- 3) each is difficult to do alone.

Financial planning involves more than just creating a solid budget...it also addresses retirement, education funding, insurance, investments, taxes and estate planning. It is never too late to develop a comprehensive plan and prepare for your future.

# Engaging a FAB Planning Professional

The financial planning process begins when you decide to engage FAB Planning and you make a commitment to participate in a complete and meaningful way.

## Establishing the client/planner engagement

*Your FAB Planning professional will:*

- ✧ Explain issues and concepts related to the overall financial planning process that are appropriate for you.
- ✧ Explain the services that will be provided and the process of planning and documentation.
- ✧ Clarify your responsibilities as a client.
- ✧ Clarify his or her responsibilities as your planner. This will include a discussion about how and by whom he or she is compensated.
- ✧ Discuss the scope of the client/planner engagement in writing.
- ✧ Agree on how decisions will be made.

## Determining your goals and expectations and gathering client data

*Your FAB Planning professional will:*

- ✧ Help you define your personal and financial goals, needs and priorities.
- ✧ Investigate your values, preferences, financial outlook and desired results as they relate to your financial goals, needs and priorities.
- ✧ Obtain information about your financial resources and obligations through interviews or questionnaires.
- ✧ Gather all the necessary information before giving you the advice you need.



## Engaging a FAB Planning Professional (cont.)

### Clarify your present financial status, identify any problem areas and opportunities

*Your FAB Planning professional will:*

- ✧ Analyze your information to assess your current situation (i.e. cash flow, net worth, tax projections)
- ✧ Identify any problem areas or opportunities with respect to your:
  - Capital needs
  - Risk management needs and coverage
  - Investments
  - Taxation
  - Retirement planning
  - Employee benefits
  - Estate planning
  - Special needs (i.e. adult dependent needs, education needs)

### Develop and prepare a financial plan tailored to meet your goals, objectives, values and risk tolerance, including projections and recommendations

*Your FAB Planning professional will:*

- ✧ Develop and prepare a financial plan tailored to meet your goals and objectives, values, and risk tolerance, while providing projections and recommendations.
- ✧ Present the plan to you and your advisors.
- ✧ Establish an appropriate review cycle.
- ✧ Work with you to ensure that the plan meets your goals and objectives.

## Engaging a FAB Planning Professional (cont.)

### Work with you to ensure that the plan continues to meet your goals and objectives

*Your FAB Planning professional will:*

- ✧ With your approval, assist you and your financial advisor in implementing the recommendations of the plan. This may involve coordinating contacts with other professionals such as investment counsel, accountants, insurance agents and lawyers.

### Monitor the financial plan

*Your FAB Planning professional will:*

- ✧ Periodically contact you to review the progress of your plan and make adjustments to the recommendations required to help you achieve your goals.

This will include:

- A review and evaluation of the impact of changing tax laws and economic circumstances.
- A review of your life circumstances and an adjustment of the recommendations if needed as those circumstances change through life events such as birth, illness, marriage, and retirement.

