# WEALTH MANAGEMENT SERVICES

LEXCO Wealth Management, Inc.
A Registered Investment Advisor

### Our Approach

**What success means to you** is the driver of all LEXCO client relations. You are unique, and many times Wall Street's biggest firms miss this basic fact. We are focused on helping frame issues and opportunities so you can make the most informed decision possible.

## Financial Planning Services

The goal of financial planning is to give you control of your financial circumstances, enhance your quality of life, and reduce uncertainty about your future. We follow a six-step process to help you create a comprehensive financial plan to work toward your financial freedom.

## Investment Management Services

We understand your many investment needs and utilize timely and appropriate investment management strategies to pursue both short and long-term goals. Holding ourselves to a fiduciary standard, we also provide expert, objective and independent advice, putting your needs and best interests first.

## Financial Planning Packages

| **Organize**<br>"Get organized and set a course for your financial future" | **Comprehensive**<br>"A comprehensive approach to fully evaluate and prioritize your finances" | **Complete**<br>"Take complete control of your financials and build your legacy" |
|---|---|---|
| Meetings: Semi-Annual | Meetings: Quarterly | Meetings: Quarterly |
| ✓ Establish Goals and Values<br>✓ Investment Review<br>✓ Retirement Analysis<br>✓ Life Insurance<br>✓ Social Security Strategies<br>✓ Goal Monitoring<br>✓ Employee Benefits<br>✓ Beneficiary Review<br>✓ Consolidated Online Access<br>✓ Action List<br>✓ Comprehensive Recommendations | **Organize Plus:**<br>✓ Net Worth Statement<br>✓ Detailed-Cash Flow Planning<br>✓ "What if" Scenarios<br>✓ Multiple Goal Analysis<br>✓ Education Planning<br>✓ Risk and Insurance Analysis<br>✓ Roth Conversion<br>✓ Basic Estate Planning<br>✓ Income Distribution Strategies<br>✓ Annuity Analysis<br>✓ Disability Insurance | **Comprehensive Plus:**<br>✓ Wealth Transfer Scenarios<br>✓ Family Education<br>✓ Stock Option Analysis<br>✓ Charitable Giving<br>✓ Business Planning<br>✓ Income Tax Planning<br>✓ Advanced Estate Planning |
| *Initial Plan: **$1,750***<br>*Hourly Consulting: **$275/hour*** | *Initial Plan: **$2,750***<br>*Hourly Consulting: **$325/hourly*** | *Initial Plan: **$3,500+***<br>*Hourly Consulting: **$400/hour*** |

## Build Your Own Financial Plan

While many clients choose from one of our planning packages, we recognize that you may desire more customized support. We are pleased to offer a la carte planning services at $275-400/hour. Depending on your situation and needs, feel free to choose from the topic areas listed in the packages above or choose your focus area. Hours will be estimated and proposed on a project-by-project basis before the start of any work.

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## Investment Management Services

- On-going Portfolio Review
- Investment Selection
- Rebalancing
- Tax Loss Harvesting
- Time Horizon Analysis
- Risk Tolerance
- Asset Allocation
- Research

## Investment Management Fee Schedule

| Account Value | Management Fee* |
|---|---|
| < $999,999 | 1.25% |
| $1,000,000 – $1,999,999 | 1.10% |
| $2,000,000 + | 0.90% |

*Management Fees (AUM) do not include any platform or investment expense charges
**Discounts available for Wealth Management Bundle (Financial Planning & Investment Management services)

## The Value for Your Fee

Your investment management fee includes all future financial planning advice.


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