

# Application for Financial Advisory Listing/Advertising on The White Coat Investor Website

## Personal and Firm Information

Your Name: Katie Brewer

Name of Firm: Your Richest Life

Insert link to your website: <http://yourrichestlifeplanning.com/>

Insert link to your ADV2: [http://yourrichestlifeplanning.com/wp-content/uploads/2016/03/2016-YourRichestLife\\_ADVPart2A2B\\_2016\\_03\\_16.pdf](http://yourrichestlifeplanning.com/wp-content/uploads/2016/03/2016-YourRichestLife_ADVPart2A2B_2016_03_16.pdf)

Which services do you provide:

Financial Planning

Investment Management

X Both

Other services (please list): Retirement planning, cash flow planning

Years of financial experience: 12 years

Years of experience with financial planning or investment management for individuals: 12 years

Years your firm been in business: 2 1/2 years

Which of the following designations do you hold (Check all that apply):

CFA

X CFP

ChFC

CLU

CPA

PFS

EA

X MBA

BS or MS in finance related field

Other (please list):

Have you had any events in the past that are reportable to regulatory agencies? If so, please attach explanation.

NO

Have any of your former clients sued you? What was the outcome? Please attach explanation.

NO

Are you currently involved in a lawsuit by a client or former client? Please attach explanation.

NO

## Fee Structure

How do you get paid (check all that apply):

Commissions on investment products

Commissions on insurance products

X Hourly rate

X Annual retainer

X Flat fee for financial plan

X AUM Fee

Other (Please list): Group education workshops

How much do you charge? Please list your fee structure. If there is a range of possible fees readers can expect to pay, what is the range and what determines where in the range they would fall. If you use AUM fees, be sure to list what a reader would pay with \$100K, \$500K, \$1M, and \$2M in assets.

**Comprehensive Financial Planning** consists of an upfront charge of \$750 to \$3,000, dependent on the scope, complexity and needs of the client and an ongoing fee that is paid monthly, in advance, at the rate of \$75 to \$300 per month.

**Financial Planning** will generally be offered on a fixed fee basis. Fixed fees will be determined on a case by case basis with the fee based on the complexity of the situation and the needs of the client. The fixed fee will be agreed upon in the client contract before the start of any work. The fixed fee can range between \$450 to \$4,000, dependent on the scope, complexity and needs of the client.

**Hourly Financial Planning** at the rate of \$150 per hour

**Standard investment management fee** is based on the market value of the assets under management and is calculated as follows:

Account Value	Annual Advisory Fee
\$0 - \$500,000	0.95%
\$500,001 - \$1,000,000	0.85%
\$1,000,001 - \$2,000,000	0.75%
\$2,000,000 and Above	Negotiable

## Qualified Plan Consulting Services

Plan Assets	Annual Advisory Fee
\$0 - \$500,000	0.95%
\$500,001 - \$1,000,000	0.85%
\$1,000,001 - \$2,000,000	0.75%
\$2,000,001 - \$3,000,000	0.65%
\$3,000,000 and Above	Negotiable

**Group education workshops** may be presented on financial planning topics. There may be a fee for educational workshops. Workshop fees are flat fees based on material costs and internal estimates for preparation and presentation time at \$150 per hour.

What is the minimum amount of assets required for you to take a client? NONE

If you receive payment for insurance product commissions, what percentage of your business revenue do they make up? No commission received

Do you consider yourself a fiduciary? Yes

Do you routinely sign a fiduciary agreement with clients? Yes

## Investment Philosophy

Do you use tactical asset allocation? If so, please explain your process.

NO

Do you believe you can time the market sufficiently well to beat a comparable low-cost index fund after fees?

NO

Do you pick individual stocks for clients?

NO

Do you believe most physicians should own a cash value life insurance policy of any type? If so, what type and why?

NO

Do you believe you can select mutual fund managers who can beat an index fund in the same asset class over the long term going forward?

NO

What percentage of a typical client portfolio would you place into actively managed mutual funds or ETFs?

Prefer none, but do accommodate clients who desire active managers with approximately 5-10% of their portfolio

What role do fees play in your selection of individual investments?

Try to keep investments as low cost as possible

What fund companies do you routinely use? (Check all that apply)

X Vanguard

DFA

Bridgeway

X iShares

Other (Please list): Fidelity

Do you routinely engage in tax-loss harvesting for clients in their taxable accounts?

Yes

## Physician Specific Issues

How many physicians and/or dentists are you currently advising? (i.e. managed assets of or met with in the last year): 10-15

What do you feel is your biggest value-add for a doctor?

I understand the issues related to clients that are not currently on the front steps of retirement. These issues include paying off student loans, the home buying process, family planning, and saving for retirement- all at the same time.

Do you consider yourself qualified to give high-quality advice on all of the following student loan related issues: IBR, PAYE, REPAYE, PSLF, deferment, forbearance, and student loan refinancing? Why or why not? Is this advice included in your regular fees listed above?

Yes. I have taken a student loan course from Heather Jarvis which delved into each of those student loan related issues. I also have first-hand experience working with several clients who were dealing with those issues at the time. And I received training while working as a financial advisor at LearnBest.

How many clients have you assisted with a Backdoor Roth IRA in the last year?

Not very many, perhaps 1 or 2. I am personally not a fan of them because of the potential issues that may arise with the IRS.

Which of the following accounts do you consider yourself an expert on? (check all that apply)

401(k)

403(b)

457(b)

Individual 401(k)

SEP-IRA

SIMPLE IRA

Traditional IRA

Roth IRA

HSA

Profit-sharing Plan

Defined Benefit/Cash Balance Plan

Others (Please list):

What steps do you proactively take in a market downturn to improve investor behavior?

I educate clients even before a market downturn about risk volatility and expectations of market swings. I also proactively communicate with them if it appears that there will be a large shift in the market.

Anything else that you would like me to take into consideration with regards to your application?

(Attach additional documentation as desired)

I am a fee-only planner and I am also a member of the XY Planning Network.