Demming Financial Services Corp.

The Financial Planning Sequence

For New Clients

Planner Actions	Client Actions	
Explains the nature of financial services offered, the process, compensation documents and data required relationship to other advisors (Team Approach).	**Initial Meeting** *Jim Schedules*	**Decides to proceed** and requests counseling
Provides clients with a checklist of required documents and forms for providing relevant data. Compiles data from client.	**Data Gathering** *David, Craig, David Jr.*	**Gathers Documents and Fills In Data Forms** as accurately and completely as possible
Reviews and Analyzes client's total financial position. Identifies both financial and personal goals and objectives, identifies financial problems. Assesses client's risk/reward profiles, evaluates asset disposition and cash flow, investment philosophy, risk management, tax management, estate planning and realism of goals and objectives	**Analysis** *David, Pat, Craig, David Jr.*	
Develops Financial Plan with assistance from other advisors and consultants as required. Reviews alternatives, strategies and investment/financial vehicles. Formulates recommendations to achieve objectives consistent with clinet resources and attitudes.	**Plan Formulation** *David, Pat, Craig, David Jr.*	**Provides Feedback** to allow planner to fine-tune the plan.
Preparation of the Plan Document containing 13 elements	**YOUR PLAN DOCUMENT** *David, Craig, David Jr.*	

Presents Final Plan with specific implementation schedule.	**Plan Presentation** *David*, *David Jr.*	**Approves Plan**, with agreed upon modifications, if any. Engages planner to assist in implementation. Authorizes steps neccesary to implementation
Assists Client in Implementation and coordinates financial team activities	**Plan Implementation** *Pat*, *Kathy*, *Brenda*	**Continues to work with planner** and other members of financial planning team to accomplish goals.
Checks progress of plan implementation	**6-Month Review** *David*, *Pat*	**Provides** feedback
Notifies Client of need for plan revision	**Plan Review & Revision** *See "The Financial Planning Sequence for Review Clients"*	**Advises** planner of changes impacting financial status