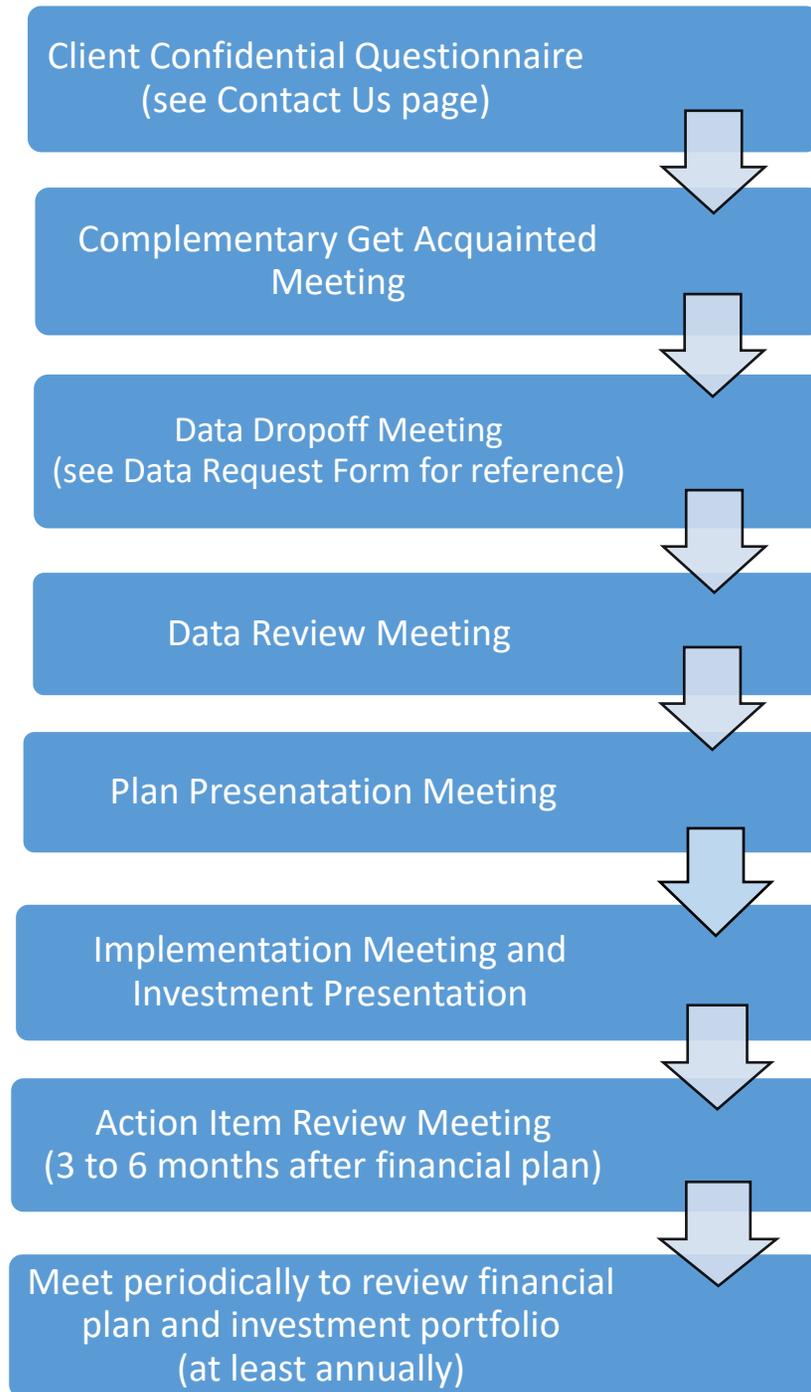


## Stowe Financial Planning Process



## The Financial Planning Process

- 1) Understand the Client's Personal and Financial Circumstances (including gathering quantitative and qualitative information, analyzing the information, and identifying any pertinent gaps in the information)
- 2) Identify and Select Goals (including a discussion on how the selection of one goal may impact other goals)
- 3) Analyze the Current Course of Action and Potential Recommendations (evaluating based the advantages and disadvantages of the current course of action, and the advantages and disadvantages of potential recommendations)
- 4) Develop Financial Planning Recommendations (including not only what the client should do, but the timing and priority of recommendations, and whether recommendations are independent or must be implemented jointly)
- 5) Present Financial Planning Recommendations (and discuss how those recommendations were determined)
- 6) Implement Recommendations (including which products or services will be used, and who has the responsibility to implement)
- 7) Monitoring Progress and Updating (including clarifying the scope of the engagement, and which actions, products, or services, will be the CFP professionals' responsibility to monitor and provide subsequent recommendations)