

# My Personal Approach To Comprehensive Wealth Management

## **Pinnacle Asset Management**

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# Your Financial Planner for Comprehensive Wealth Management

## H. Berney Ragan, CFP®, REBC®, CRPS®

An investment adviser representative and registered representative with Pinnacle Asset Management/Raymond James Financial Services, a broker/dealer and Raymond James Financial Services Advisors, a registered investment adviser. Berney earned his B.A. in Economics from Vanderbilt University in 1977 as well as a degree from Rutgers University School of Banking.

- Certified Financial Practitioner™ - Practitioner
  - Registered Employee Benefits Consultant™ - Practitioner
  - Certified Retirement Plan Specialist™ - Practitioner
- Series 7 (General Securities)  
Series 6 (Investment Company / Variable Contract Products)  
Series 63 (Uniform Securities Agent State Law)

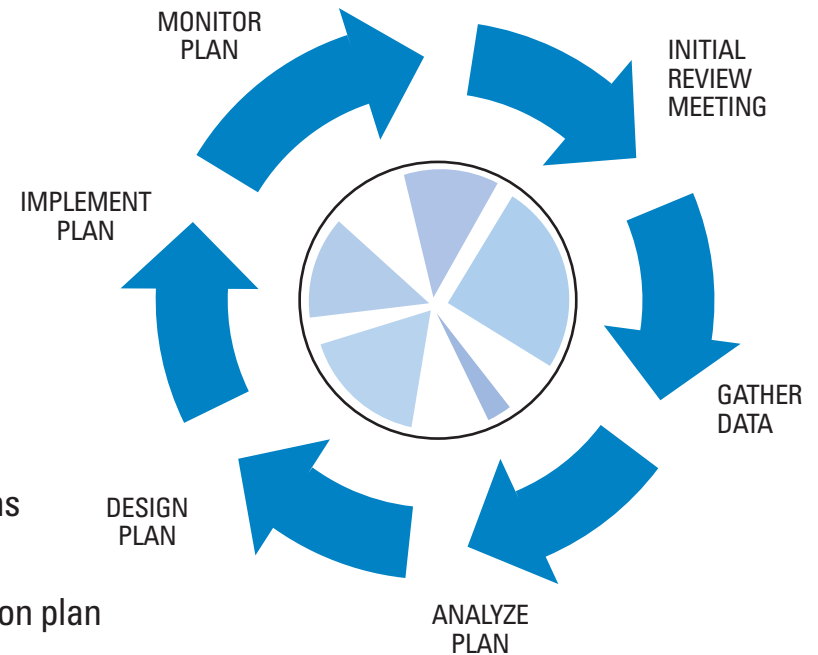


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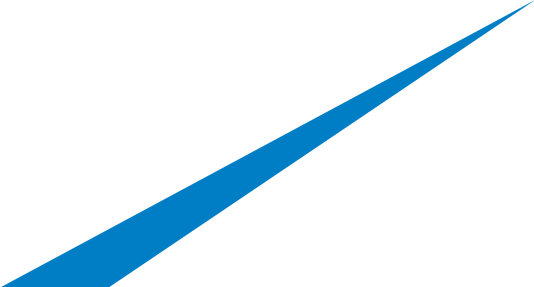
# My Planning Process

Our disciplined process is designed to help provide a flexible framework for developing your plan. The ongoing process grows and changes with your planning needs.

- ❑ **Review Meeting:**  
Explain document and planning services
- ❑ **Gather Data:**  
Define your goals, understand your concerns and gather financial data
- ❑ **Analyze:**  
Analyze financial status and evaluate strategy options
- ❑ **Plan Design:**  
Develop specific recommendations and present action plan
- ❑ **Implement:**  
Help implement recommendations as needed
- ❑ **Monitor:**  
Monitor strategies regularly to assess impact of life event



# Personal Retirement Planning

- Evaluate your current investment strategy in relation to your objectives and personal risk tolerance, time horizon and recommend a reallocation of investable assets as needed.
  - Identify and discuss alternatives to help reduce investment-related income tax liabilities.
  - Assist in developing a comprehensive asset allocation and marketplace diversification strategy that is tailored to your specific objectives.
  - Establish an investment management policy for the implementation of your investment strategy.
  - Evaluate and select suitable investment alternatives.
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# Investment Planning

- Evaluate your current investment strategy in relation to your objectives, personal risk tolerance, and recommend a reallocation of investable assets as needed.
- Identify and discuss alternatives to help reduce investment-related income tax liabilities.
- Develop a personal cash flow statement to anticipate future cash flow needs and identify your capacity for future wealth accumulation.
- Assist in developing a comprehensive asset allocation and marketplace diversification strategy that is tailored to your specific objectives.
- Establish an investment management policy for the implementation of your investment strategy.
- Evaluate and select suitable investment alternatives.

\*Investing involves risk and you may incur a profit or loss regardless of strategy selected.  
Diversification and asset allocation do not ensure a profit or protect against a loss



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# My Approach

Many people already have existing legal and tax advisors who have provided some planning, such as wills, trusts, business agreements, retirement plans, etc. My role is to "quarterback" a total financial plan that aligns all of your tax, legal, and financial needs. We will work in conjunction with your CPA, attorney, investment advisor and insurance agent in formulating and executing your plan.

The end result is a comprehensive written document combining your objectives with our observations, recommendations and alternatives. Depending on your need and interest, your plan may include all of these elements or just some.

## CLIENT/ FINANCIAL PLANNER

**ESTATE PLANNING**

**RETIREMENT PLANNING**

**INVESTMENT PLANNING**

**BUSINESS SUCCESSION PLANNING**

**CORPORATE BENEFITS PLANNING**

**RISK MANAGEMENT**

\*You should discuss any tax or legal matters with appropriate professional.

# Estate Planning

## Conservation and Distribution

- ❑ Analyze your present estate distribution plan.  
Determine the effectiveness of your present plan and recommend changes as needed. Coordinate with your business succession plan.
- ❑ Illustrate alternatives that will help reduce or eliminate estate taxes.
- ❑ Discuss asset management assistance needs for your family and illustrate how management flexibility can be made available to your family.
- ❑ Discuss methods to help minimize your estate taxes in the future through the use of estate freeze and reduction techniques.
- ❑ Illustrate the economics of several options available to you to pay estate taxes.
- ❑ Illustrate options to equalize asset distribution among your children.
- ❑ Establish procedures to help reduce the administrative costs of your estate settlement.
- ❑ Explore planned charitable and non-charitable giving techniques as methods of estate conservation and distribution.
- ❑ Discuss coordination of your annual exclusion and unified credit gifting programs.
- ❑ Review your existing life insurance contracts. Evaluate the cost/benefit relationship of your existing contracts and the extent to which they will avoid estate taxation.
- ❑ Evaluate sources of survivor income to assure that adequate income is available.



# Estate Planning

## LEVEL 5: CHARITABLE

Charitable Remainder Trust  
Zero Estate Tax Planning

## LEVEL 4: ADVANCED

Taxable Gifts  
Qualified Personal Residence Trust  
Grantor Retained Annuity Trust, Sale of Assets, SCINS

## LEVEL 3: INTERMEDIATE

Use \$5,450,000/\$10,900,000 one time exemption  
to make lifetime gifts of corporate stock or family partnership assets . . .  
taking advantage of valuation discounts, transfer policies, QTP, QDOT

## LEVEL 2: BASIC

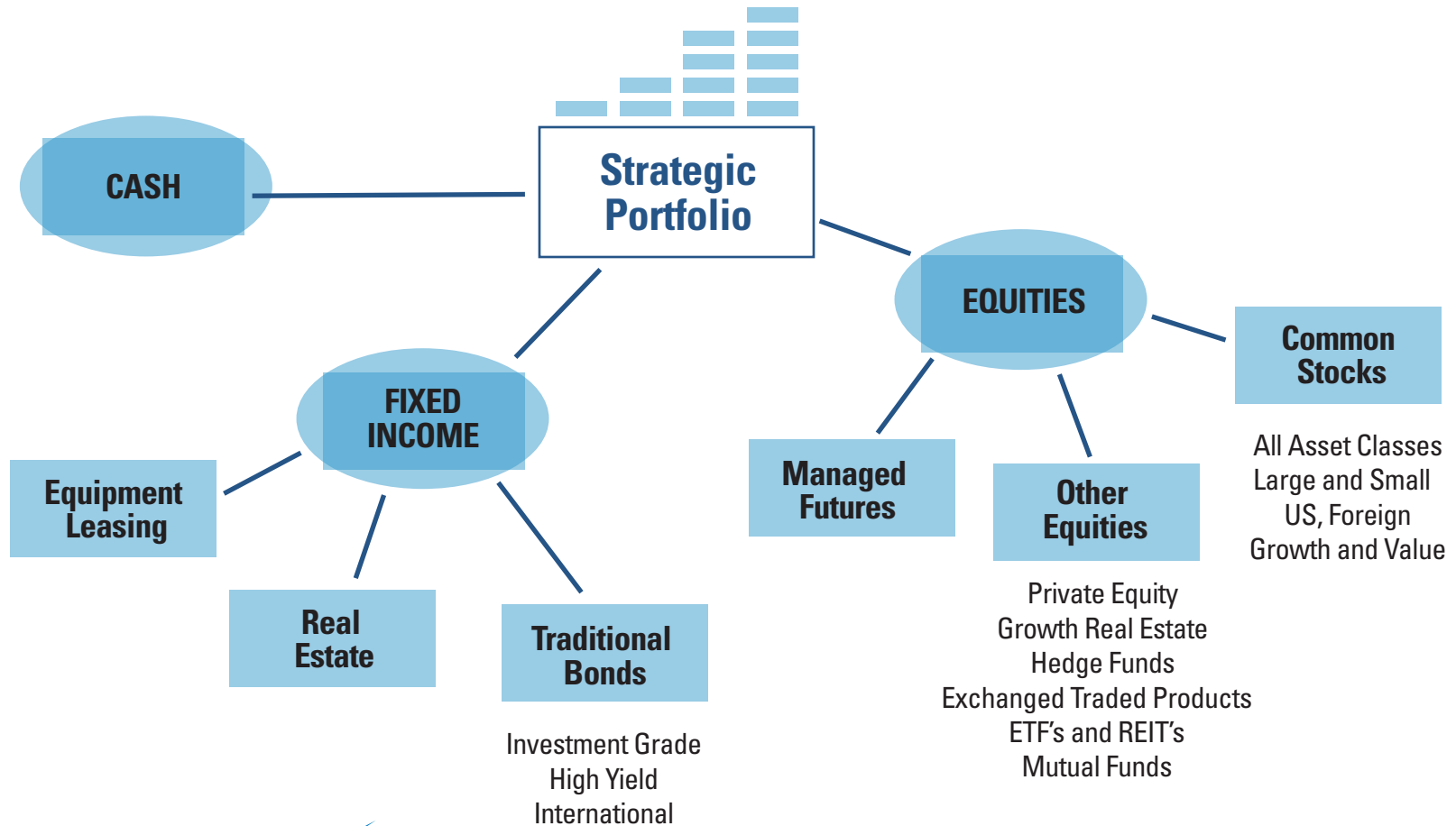
\$14,000/\$28,000 annual gift tax exclusion Family Income Trust  
(possibly with Generation Skipping provisions)  
funded with life insurance

## LEVEL 1: FOUNDATION

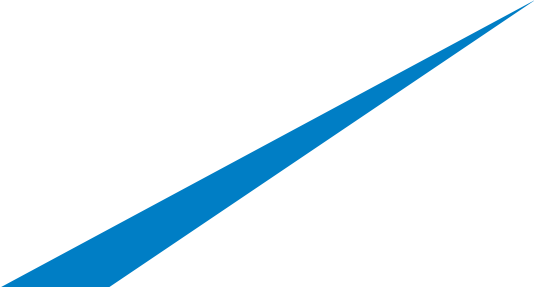
Wills, Revocable Living Trusts, Durable Power of Attorney, Health Directive,  
Marital Trust (A Trust), Buy Pass (B Trust), Special Needs Situations.  
Determine that current and future standard of living and cash flow needs will be satisfied

Most clients  
only consider  
this step

# Developing an Investment Portfolio



# Business Succession Planning

- ❑ Analyze your present business succession plan. Is there a current written document that reflects the company's current situation.
  - ❑ Determine the effectiveness of your present plan and recommend changes as needed.
  - ❑ Coordinate your succession plan with your overall personal estate plan.
  - ❑ Make a preliminary determination of the reasonableness of existing estimates of the value of your businesses.
  - ❑ Business values used for planning will be based on an accountant's valuation, independent appraisal or your estimate.
  - ❑ Illustrate the economics of several alternatives available to fund your business succession agreements.
  - ❑ Discuss methods that may help minimize your tax liability in a business transfer transaction.
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# Corporate Benefits Planning

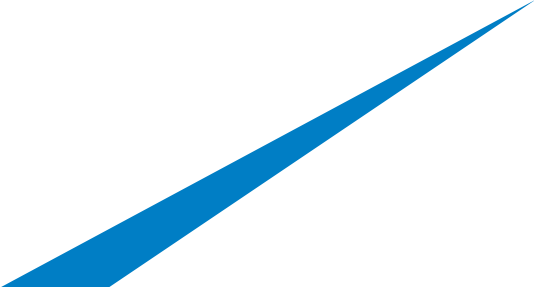
- Group Health Insurance
  - Group Short/Longterm Disability Income
  - Executive Benefits
  - Corporate Retirement Plans
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# Personal Risk Management

- Life Insurance
  - Disability Income Insurance
  - Longterm Care Insurance
  - Health Insurance
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# Comprehensive Planning

## Services Covered by Engagement

- Financial Data Analysis
  - Staff Research
  - Design Time
  - Written Programs and Outlines
  - Presentation Meetings
  - Phone Calls
  - Meetings with Your Other Advisors
  - Coordination of Services Provided by Other Advisors
  - Financial Modeling
  - Written Financial Plan Document
  - Implementation Assistance
- 

# Comprehensive Planning

## Services Not Covered by Engagement

**To avoid misunderstanding, please know that certain services are not provided by our agreement. These include:**

- Drafting of Legal Documents and Other Legal Services
- Tax Preparation, Statement Preparation or Other Accounting Services
- Asset Appraisal Work
- Business Valuation Services
- Installation, Termination, Take Over or Administrative Services for Retirement Plans or Other Qualified and Non-Qualified Plans
- Analysis or review of Property and Casualty Coverage

# Planning Document Checklist

## Personal Legal Documents

- Wills
- Trust Documents (as Grantor or Beneficiary)
- Pre/Post Nuptial Agreements

## Asset, Revenue and Expense Information

- Current Personal Financial Statement
  - Assets
  - Liabilities
  - Market Values
  - Titling (of Assets)
- Most Recent Pay Stub
- Summarily Itemized Living Expenses

## Tax Information

- Federal Tax Returns w/ Form K-1 (2 years)
- State & Local Tax Returns (2 years)
- Gift Tax Returns (All years)

## Mortgage Information

- Mortgage Note  
(including fixed or variable, inception date, original mortgage balance, current rate, current balance)
- Current Statement
- Amortization Schedule (if available)

## Current Investment Statements

### IRAs (all types)

### SEPs

### Company Retirement Plans

(include information on investment fund options, if available)

### Brokerage Accounts

### Investment Cost Basis Information (if available)

### Partnership or Investment Agreements

### Property Settlement Agreements