

To provide you with an appropriate level of service and advice, we offer two different service levels to better align your needs and personal circumstances to the services we provide.

### Full Service Client

Our ‘**Full Service Client**’ is a multi-year hands on relationship where financial planning, investment management, and client-advisor communication is performed on a continuous basis. Unlimited client-advisor communication and pro-active outreach by Elmwood is included in this service. In other words, we take full responsibility of your personal finances on a go forward basis.

- **Year one** – Clients will pay a minimum first year fee of \$5,000 or 1.00% of assets under management, whichever is greater. Fees are paid quarterly, in advance.
- **Year two and Beyond** – Client fee is 1.00% of assets under management, with a \$5,000 minimum fee required. Additional fee reductions are available at \$2 million and \$5 million portfolios. Fees are paid quarterly, in advance

<u>Asset under Management</u>	<u>Annual Fee</u>
\$0 – 2,000,000	1.00%
\$2,000,001 – 5,000,000	0.80%
\$5,000,001 --	0.50%

\* \$5,000 minimum annual fee

### Core Service Client

Our ‘**Core Service Client**’ is a relationship where financial planning, investment management, and client-advisor communication is the same as a ‘Full Service Client’ during the first 12 months, and then in year two the relationship transitions to one of investment management coupled with an annual update to your financial plan posted to your client portal. Additional client-advisor communication and financial planning projects are then billed on an hourly basis.

- **Year one** – Clients will pay a minimum first year fee of \$3,000 or 0.75% of assets under management, whichever is greater. Fees are paid quarterly, in advance.
- **Year two and Beyond** – Client fee is 0.75% of assets under management, with a \$3,000 minimum fee required. Additional fee reductions are available at \$2 million and \$5 million portfolios. Fees are paid quarterly, in advance.

<u>Asset under Management</u>	<u>Annual Fee</u>
\$0 – 2,000,000	0.75%
\$2,000,001 – 5,000,000	0.60%
\$5,000,001 --	0.40%

\* \$3,000 minimum annual fee

#### Financial Planning and Ongoing Advice Rates

Professional	\$195/hour
Staff	\$75/hour

