

QUESTIONS YOU MAY HAVE ABOUT FULBRIGHT FINANCIAL CONSULTING, PA

In order to provide you with background information regarding Fulbright Financial Consulting, PA, here are some commonly asked questions and answers.

1. What is Fulbright Financial Consulting, PA?

Fulbright Financial Consulting, PA is a financial planning and investment consulting firm registered with the North Carolina Secretary of State - Securities Division

2. What is a Registered Investment Advisor?

An Investment Advisor is a fiduciary who has a duty of undivided loyalty to the Investment Advisory Clients and must deal fairly and honestly with them. Any person or entity that holds itself out as a financial planner must be registered with the North Carolina Secretary of State - Securities Division and/or the Securities Exchange Commission. A Registered Investment Advisor is a representative of the client.

3. What services do Fulbright Financial Consulting, PA offer?

Sound holistic financial advice regarding taxes, investments, insurance, pensions, retirement, estate planning and general financial matters. We also offer tax preparation and audit representation. You have a partner & coach with your financial future and best interest at heart.

4. Whom does it serve?

Individuals and businesses.

5. Who can benefit most from these services?

Anyone who has financial, tax, investment, budget or estate problems, or who wishes to plan prudently for his or her financial future. Furthermore, persons who desire a higher, more sophisticated level of financial planning services may find the program appealing and helpful.

6. How much money do you need to start a financial program?

There is no minimum or maximum dollar requirement. We recognize that persons with little or no assets need help too.

7. What is a financial plan?

An in-depth review of your financial situation, taking into account your goals and objectives and focusing on income tax planning, asset management, estate planning, risk management, education planning and retirement. The plan analyzes and recommends ways that you can achieve your financial objectives.

8. How much is charged for planning services?

The financial planning fee is determined by the work required. Generally work is performed on an annual retainer (open retainer) determined by income, assets, and complexity of work. In unusual circumstances work may be performed on a project or hourly basis.

9. Is investment advice, implementation and monitoring an offered service?

We offer these services on a non-discretionary basis as part of our open retainer program. The client always retains custody of the assets. We may also offer these services as part of our project retainer.

10. Are the fees tax deductible?

Yes, the Internal Revenue code permits a tax deduction for financial, tax and/or investment advice.

12. Are financial planning products (insurance, investments, tax shelters) sold?

No. This is a **fee-only** practice. Products must be purchased by clients from other sources. We will suggest investments you can make without paying commissions.

13. If you use Fulbright Financial Consulting, PA to develop a financial planning program, are you obligated to purchase the recommended products?

Absolutely not. In fact, you are encouraged to shop for the best available product.

14. Does Fulbright Financial Consulting, PA only provide an open retainer program?

No. Although **an** open retainer program is most beneficial, advisory services can be limited to your specific needs, such as tax analysis, investment analysis, or estate planning.

15. Does Fulbright Financial Consulting, PA offer a tax service?

Yes. Income taxes are the central focal point of most financial programs, Therefore, income tax preparation is an offered service thru Fulbright & Fulbright, CPA, PA, a separate but related business. The cost is included with the open retainer in conjunction with audit representation.

16. Are legal services provided?

Included in the open retainer is a simple will that is prepared by a local attorney who is not a member of the firm.

17. For what type of securities is advice provided?

Equities, corporate bonds, commercial paper, bank deposits, municipal securities, mutual funds, variable annuities, limited partnerships, tax shelters, diamonds and other precious stones.

18. What method of analysis is used to analyze investments?

In performing due diligence for investments, the fundamental approach is used. This considers economic conditions, earnings, industry outlook, politics (as it relates to the investment), historical data, price-earnings ratios, dividends, general level of interest rates, company management and tax benefits. Technical analysis and charting are not used.

19. Is Investment performance guaranteed?

No!

20. Will client information be kept confidential?

Yes. It is the law.

21. Once a plan is completed, does our relationship end?

It should not. Financial planning is a process and not an event. Ongoing services, periodic reviews and, if requested, day-to-day consultation is available.

22. How do I get started?

Contact Fulbright Financial Consulting, PA at (919) 544-0398 to arrange a mutually convenient time to meet and see, if we can be of assistance to you.