



# Wealth Management Plan

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Prepared for:  
[Client Names]

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COMPASS Virtual Family Office



COMPASS  
VIRTUAL FAMILY OFFICE

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# Introduction

As with any investment made in life—a family, a home, a college education—the best results are achieved by carefully constructing a plan and then following that plan consistently over time. A well-crafted investment plan and investment policy statement provides a broad context for making important financial decisions and then prescribes a prudent investment philosophy and set of investment management procedures for achieving your long-term financial goals.

This document will clearly describe a range of critical factors that affect your financial decisions, including your investment goals and time horizons, your tolerance for risk (as measured by returns in bear markets and historic volatility), and the prudence and diversification standards you wish to maintain. Taking these critical factors into account, this document will also set forth an investment structure that details permitted asset classes and the desired allocation among those asset classes.

Clearly articulating your critical factors and our recommendations for achieving your financial goals in an investment plan and an investment policy statement has several important benefits:

1. **It helps provide long-term discipline to your investment decision-making.** A well-conceived plan helps assure that rational analysis is the basis for your investment decisions, making you less likely to act on emotional responses to short-term or one-time events.
2. **It encourages our effective communication.** Because it clarifies both the issues that are most important to you and the investment approach and strategy that will be used, it minimizes any misunderstandings that may arise.

In addition, the investment plan and investment policy statement will provide the foundation for *wealth management*—our ability to address the range of your financial challenges beyond your investments.

**Having a comprehensive wealth management plan in place allows us to systematically manage each of your major financial issues, which in turn maximizes our ability to help you achieve your most important financial goals.**

The complete wealth management plan consists of three parts:

**Part One** is your Second Opinion Results. It provides an overview of your client profile, our consulting process and our identification of potential gaps in your planning and recommendations. It also includes brief descriptions of our fees, as well as our firm's background and philosophy.

**Part Two** is your investment policy statement, or IPS. It delves into substantially more detail on our investing approach and our strategic portfolio management process. It also provides summaries of the returns of key indices and of a range of hypothetical portfolios, as well as important disclosures, including the asset classes used to construct hypothetical portfolios, sources and description of data used and treatment of certain data.

We implement advanced tax planning, asset protection strategies, and comprehensive estate planning to ensure intergenerational wealth preservation and minimize exposure to fiscal liabilities.

1. **Wealth enhancement** aims to produce the best possible investment returns consistent with your level of risk tolerance and to minimize the tax impact on those returns.
2. **Wealth transfer** intends to find and facilitate the most tax-efficient way to pass assets to succeeding generations in ways that meet your wishes.
3. **Wealth protection** is aimed at protecting your wealth against potential creditors, litigants, children's spouses and potential ex-spouses, as well as protecting you against catastrophic loss.
4. **Charitable giving** helps fulfill your charitable goals and can often support efforts in each of the other three areas.

Our services extend to philanthropy and legacy planning, aiding in the establishment of charitable foundations and ensuring your values and legacy are perpetuated through strategic giving.

If, during our Mutual Commitment Meeting, we both decide to work together, we will create **Part Three** of this document. This will be your advanced plan. It will deal with the four key areas of your financial life beyond your investments: wealth enhancement, wealth transfer, wealth protection and charitable giving. We will present this plan to you during our first Regular Progress Meeting.