IFS Client Summary

Total assets: 10,100,000

Client Portfolio:		**Client reduced portfolio:**	
Advisory fee:	**$126,000 (1.25%)**	Advisory fee:	**$63,000 (.62%)**
Product cost:	**$106,000 (1.05%)**	Product cost:	**$61,000 (.60%)**
Total cost:	**$232,000 (2.30%)**	Total cost:	**$124,000 (1.22%)**

Opportunity cost due to underperformance: 1.5% since inception, estimated to be $6.0mm

IFS savings to client $108,000 per year.

Annual savings compounded at 8% over 20 years creates additional portfolio growth of

$4,942,000

Scope of work

Client: Two brothers, approximately equal balances. Long-term relationship with provider. Geographically separated. Retired. One brother has one son, the other is unmarried with no children. Client's felt a degree of loyalty to provider because father had been a senior manager with provider.

Engagement: Analyze efficiency and costs of portfolios. Report findings. Negotiate with current provider and propose alternative options.

Findings: Costs were 2.3%%. Provider's performance reports indicated that accounts underperformed by 1.5% since inception. Relationship pricing was not in place. Clients' portfolios were identical, in spite of the different estate and planning issues.

Outcome: Reduced costs of administration and investment management by approximately $108,000 per year with existing provider. Advisor discussed planning needs and adjusted portfolios to keep in line with differing situations.