

CLARITY. CONFIDENCE. STRUCTURE.

333 South Seventh Street, Suite 2370 | Mpls, MN 55402  
612-324-0240 [www.parrmcknightwmg.com](http://www.parrmcknightwmg.com)

# WEALTH MANAGEMENT SERVICES

## **1. FAMILY FINANCIAL OVERVIEW AND DEVELOPING YOUR PLAN**

Clarify Family Values,  
Goals and Objectives

Assemble Consolidated  
Financial Statements

Identify and Triage  
Financial Priorities

Implement Envision® Plan

## **2. WEALTH AND INVESTMENT MANAGEMENT**

Customized Portfolio Solutions

Alternative Income Strategies

Indexed and Tax-Managed  
Solutions

Individual Equity Strategies

## **3. PERSONAL BANKING / LIABILITY MANAGEMENT\***

Liability Analysis and  
Optimization

Through Wells Fargo Affiliates,  
You Have Access to Banking  
Services, Including:  
Securities-Based Lending and  
Residential Mortgages

## **4. CORPORATE BENEFITS AND RETIREMENT PLANS**

Managing and Understanding  
Corporate Benefits

Optimizing Savings Plans  
and Pension Elections

Annual Enrollment Support

Cash Flow Modeling and  
Sensitivity Analysis

## **5. CONCIERGE (VIP) EXECUTIVE SERVICES**

Concentrated Equity Strategies

10b5-1 Trading Plans

Stock Option and RSU Analysis

IOU Stock Analysis

## **6. RETIREMENT INCOME PLANNING**

Design Tax Efficient  
Streams of Income

Incorporate Lifecycle  
Spending Strategies

RMD, Social Security and  
Medicare Planning Strategies

Forecast/Develop Spending Plan

## **7. INSURANCE AND ASSET PROTECTION\*\***

Insurance Advice:  
Life and Disability

Needs Analysis and  
Policy Reviews

Life and Disability Insurance

Extended Care Planning

## **8. LEGACY PLANNING AND PHILANTHROPY**

Estate and Wealth  
Transfer Strategies

Family Gifting Strategies

Philanthropic Giving

Trust Services

## **9. ADVANCED PLANNING**

Next Gen Counseling  
and Planning

Educational Funding  
and Planning

Intergenerational  
Family Meetings

Business Succession Planning

## **10. COORDINATION WITH CPA AND ATTORNEY\*\*\***

Tax Control Strategies

Collaborative Meetings /  
Open Communication

Professional Introductions

Estate Documents and  
Tax Return Reviews



## CLIENT'S PRICING GUIDE

### ADVISED ASSET LEVEL

\$20 MILLION +	.70%
\$10 MILLION — \$19.9 MILLION	.80%
\$5 MILLION — \$9.9 MILLION	.90%
\$2.5 MILLION — \$4.9 MILLION	1.00%
\$1 MILLION — \$2.49 MILLION	1.10%
\$500,000 — \$1 MILLION	1.50%

There is a minimum fee to maintain this type of account. Advisory accounts are not designed for excessively traded or inactive accounts, and may not be appropriate for all investors. During periods of lower trading activity, your costs might be lower if our compensation was based on commissions. Please carefully review the Wells Fargo Advisors advisory disclosures document for a full description of our services, including fees and expenses. Minimum account sizes will apply.

There are additional costs associated with certain products & strategies such as private account managers, mutual funds or exchange traded funds.

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THE  
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