

## FINANCIAL PLANNING

Financial planning includes retirement planning, investment planning, financial risk management, insurance planning, tax planning, estate planning, business succession planning and cash flow management.

Below is information relating to the Financial Planning Process and the Related Practice Standard, as determined by the Certified Financial Planning Board.

As a Certified Financial Planner, I it is my duty to adhere to the process and standards below:

<b>FINANCIAL PLANNING PROCESS</b>	<b>RELATED PRACTICE STANDARD</b>
1. Establishing and defining the relationship with a client	100-1 Defining the Scope of the Engagement
2. Gathering client data	200-1 Determining a Client's Personal and Financial Goals, Needs and Priorities 200-2 Obtaining Quantitative Information and Documents
3. Analyzing and evaluating the client's financial status	300-1 Analyzing and Evaluating the Client's Information
4. Developing and presenting financial planning recommendations	400-1 Identifying and Evaluating Financial Planning Alternative(s) 400-2 Developing the Financial Planning Recommendation(s) 400-3 Presenting the Financial Planning Recommendation(s)
5. Implementing the financial planning recommendations	500-1 Agreeing on Implementation Responsibilities 500-2 Selecting Products and Services for Implementation
6. Monitoring	600-1 Defining Monitoring Responsibilities

For more information, please refer to the CFP® website: [www.cfp.net](http://www.cfp.net)