



## Summary of Fees & Services

**Berry Financial & Insurance Solutions** and Financial Advisor, James Berry is committed to providing proactive service to all our clients. We strive to communicate our value through working diligently to help educate and realize your financial objectives and visions all while administering fair and transparent fees.

**Below is the fee schedule for the services we provide. We welcome any questions you may have regarding our pricing philosophy.**

### Investment Management

Our highly experienced team will direct and supervise the investment management of your assets. This is accomplished by maintaining an appropriate portfolio asset allocation year after year in light of your changing needs and market conditions. Fees will be charged per the annualized fee schedule as agreed upon. Our typical schedule of fees is as outlined in the chart below:

Assets Under Advisement	Advisor Fee
Under \$250,000	1.00%
\$250,001 - \$500,000	1.00%
\$500,001 - \$1,000,000	1.00%
\$1,000,001 - \$2,500,000	0.90%
\$2,500,001 +	0.75%

We aim to address a variety of complex financial situations with plans and solutions tailored to meet your specific needs. In order to do this, we utilize a variety of investment strategies and methods. Please note that additional corresponding platform or investment strategist fees may be applied to the Advisor Fee and will vary depending on the specific platform or strategist.

### Commission-Based Investments and Insurance

A commission is normally paid to our firm when administering the following services and may be taken into consideration when calculating advisory fees:

- Mutual funds
- Annuities
- Life insurance, disability insurance, health insurance, and long-term care coverage
- Employer sponsored benefits

## Retirement Plan Consulting and Services

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We can provide consultation on retirement plans for either fee or commission (but not both) for compensation of services while providing the following services:

- Consulting for plan design
- Plan installation, service take-over, and ongoing plan support/service
- Assistance in research, evaluation, and selection of service providers
- Plan sponsor and participant education
- Investment policy development, investment recommendations and performance monitoring

Plan Assets	Installation/ Takeover Fee	Estimated Asset-Based Compensation
Start-up/Under \$250,000	\$500	0.75%
\$250,001 - \$500,000	\$250	0.50%
\$500,001 - \$1,000,000	Waived	0.50%
\$1,000,001 & Up	Waived	Assessed on plan needs

*\*\*Each plan is independently considered for fees contingent on the needs of the plan.*

## Financial Planning

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Depending on your needs, our office will develop, educate, present and, where appropriate, implement a financial plan to help you achieve your goals. The following items may be included:

- Identify life goals and values
- Net worth and cash flow analysis
- Tax reduction strategy
- College funding
- Retirement planning
- Investment portfolio design
- Estate and charitable gift planning
- Multi-generational issues
- Insurance needs analysis
- Real estate and debt management

Our base fee for financial plans is \$750. Certain plan fees may be greater than this based on the complexity of the financial situation and may range up to \$2500.

### Subsequent Year Planning Updates

Frequency of planning updates is based upon your situation and the complexity of the issues to be addressed. The fee for annual updates and changes to your financial plan is \$500, but may be waived if you have supporting assets or insurance under advisement.

## Project Engagements and Hourly Financial Advice

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Our office can provide advice on a project basis, depending on your needs. We will engage for initial review, for no obligation, to determine the scope of the project and create a proposal outlining the details, including the engagement agreement and invoice that defines the fees that will be charged. Our hourly fee for financial advice is:

- o **\$250 per hour**, first hour or part thereof
- o **\$100 per half hour** for every hour after first hour