COMPLETE DISCOVERY PROCESS

PRESENTATION OF INVESTMENT PLAN

CONFIRMATION OF COMMITMENT

ORGANIZATION OF ACCOUNTS

REVIEW OF PROGRESS

# THE HANOVER CASCO BAY GROUP PROCESS:

## 01 Exploratory call

10 DAYS

In the first stage of The Hanover Casco Bay Group Process, we explore whether you need a financial advisor and whether we are a good fit assist you with achieve your goals.

## 02 DISCOVERY

~ TWO WEEKS

During our Discovery Meeting, we explore seven major themes with you to gain clarity on where you are now and where you want to be over time. With this information, we develop strategies to help bridge the gaps and address potential risks which may keep you from the goals most important to you. Analyzing financial documents and other records will help us develop a deeper understanding of your current situation.

## 03 INITIAL FINDINGS MEETING

~ ONE WEEK

Next we share our planning observations and the investment plan we developed for you. The plan is designed to help you maximize the probability of achieving your goals. Our core responsibility is to provide the necessary tools for you to help make the most informed decisions about your money. It can take years to accumulate assets but only moments to make costly mistakes. We strive to add value by minimizing the odds of such errors befalling our clients. The best possible way to accomplish this is with a long-term investment and financial plan.

## 04 MUTUAL COMMITMENT

~ 45 DAYS

During our mutual commitment meeting, we determine collectively if we think we are a good fit for a long-term relationship with you, and if so, complete the necessary steps to formalize our relationship.

## 05 45 - DAY FOLLOW - UP

~ 90 DAYS

When a new relationship is formed, it is easy to become frustrated with new account documents, statements, progress reports, online services, and other tools. This meeting allows us to walk you through each of these areas, providing you with familiarity and making your experience easier.

## 06 ONGOING PROGRESS

At our first regular progress meeting, we present the advanced financial plan that our team has developed for your specific situation. While the investment plan serves as a lynchpin of your financial strategy, the advanced plan looks beyond investments to address financial issues on wealth enhancement, wealth transfer, wealth preservation, charitable giving strategies, and other goals important to you. At subsequent progress meetings, we will review your plan, prioritize areas of implementation, and continue working together towards your goals. Many clients naturally find that their goals and objectives evolve with the passage of time, so we will work together to adjust both the investment plan and advanced plan to help meet your changing priorities.