

Turn a percentage into a decision.

Use this worksheet to translate advisor costs into annual dollars, list what you actually receive, and prepare a clearer conversation. Cost alone does not determine value. The useful comparison is total cost versus the planning, coordination, and decisions delivered.

1. Fee-to-dollars worksheet

Assets billed	Use the balance subject to the advisory percentage.
Stated advisory fee	Write the annual percentage, such as 1.00%.
Annual advisory fee	Assets billed x stated advisory fee.
Fund, platform, and other costs	Add any identifiable annual dollar costs.
Estimated total annual cost	Advisory fee + other identifiable costs.

WORKED EXAMPLE \$2,000,000 billed x 1.00% = \$20,000 advisory fee. Add \$4,000 of identified fund or platform costs, and the estimated total is \$24,000 per year. This is illustrative math, not a benchmark or recommendation.

2. Match the cost to the work

Check services you can point to in the last 12 months. Add any important work not listed.

☐	Investment implementation and monitoring	☐	Tax-aware planning and CPA coordination
☐	Business and personal cash-flow planning	☐	Retirement plan and contribution decisions
☐	Insurance and risk review	☐	Estate and attorney coordination
☐	Major purchase or liquidity decisions	☐	Proactive follow-up with named owners

Other work delivered: _____

One decision I need help with next: _____

Use the meeting to clarify ownership.

Bring the fee worksheet and ask each question directly. A useful answer names the decision, the process, who owns the next step, and when it will happen. Use the notes lines to capture specifics rather than impressions.

1. What decisions do you help me make?

Look beyond portfolio reporting to taxes, cash flow, business structure, debt, insurance, estate coordination, and major purchases.

Notes: _____

2. How do you coordinate taxes?

Ask how your tax return, account types, asset location, withdrawal order, and CPA relationship affect recommendations.

Notes: _____

3. What should happen proactively?

Agree on what is monitored, how often you meet, which changes trigger outreach, and who owns each follow-up.

Notes: _____

4. What is your fiduciary obligation?

Request the firm's Form ADV, compensation explanation, conflicts, credentials, and disciplinary-history resources.

Notes: _____

5. Could another service meet this need?

Separate portfolio implementation from planning, coaching, coordination, and decision support before comparing alternatives.

Notes: _____

6. What would better look like?

Define the outcomes, communication, expertise, and fee clarity you need before deciding whether to stay, renegotiate, or seek a second opinion.

Notes: _____

MY NEXT STEP

Owner: _____ Action: _____ Date: _____

Educational content only. This worksheet is not individualized financial, tax, legal, or investment advice.