



## FINANCIAL PLANNING AND CONSULTING AGREEMENT

AGREEMENT, made this \_\_\_ day of \_\_\_\_\_, 20\_\_ between the undersigned party, \_\_\_\_\_, whose mailing address is \_\_\_\_\_ (hereinafter referred to as the “CLIENT”), and COASTAL INVESTMENT ADVISORS, a registered investment adviser, whose principal mailing address is at 1201 North Orange Street, Suite 729, Wilmington, Delaware 19801 (hereinafter referred to as the “PLANNER”).

1. Financial Planning/Consulting Service(s). The PLANNER shall provide CLIENT with the financial planning and/or consulting services as designated by the CLIENT on the annexed Schedule “A”. PLANNER’s recommendations (i.e. investments, estate planning, retirement planning, taxes, insurance, etc.) shall be discussed by the PLANNER with the CLIENT and may be implemented, at CLIENT’s sole discretion, with the corresponding professional advisers (i.e. broker, accountant, attorney, etc.) of CLIENT’s choosing. CLIENT acknowledges that in respect to estate planning matters, PLANNER’s role shall be that of a facilitator between the CLIENT and his/her/its corresponding professional advisers. No portion of PLANNER’s services should be interpreted as legal or accounting advice. The CLIENT should defer to his/her/its attorney or accountant. The current estimated charge and payment terms for the initial financial planning and/or consulting services designated by the CLIENT is set forth on the annexed Schedule “A”. If the CLIENT terminates, in writing, PLANNER’s financial planning services, the balance, if any, of PLANNER’s financial planning fee shall be paid by the CLIENT, including the fee due for services rendered by the PLANNER but not previously invoiced to the CLIENT (in the alternative, if the CLIENT has prepaid any portion of the PLANNER’s fee, the balance, if any, of any unused portion of PLANNER’s fee shall be refunded to the CLIENT). In addition to PLANNER’s fee, the CLIENT shall be responsible for reimbursement of all out-of-pocket expenses reasonably incurred by the PLANNER in furtherance of the services to be provided under this Agreement. Upon completion of the services designated on Schedule “A”, PLANNER’s initial engagement and corresponding responsibilities/obligations shall have concluded. In the event CLIENT’s financial situation or objectives change, CLIENT may engage PLANNER to review its previous services and/or recommendations, and/or to provide other consulting services. Any such additional services shall be provided at PLANNER’s then current hourly rate or some other mutually agreeable fee arrangement.
2. Scope of Engagement.
  - (a) The CLIENT agrees to provide information and/or documentation requested by PLANNER in furtherance of this Agreement as pertains to CLIENT’s objectives, needs and goals, and to keep PLANNER informed of any changes regarding same. The CLIENT acknowledges that PLANNER cannot adequately perform its services for the CLIENT unless the CLIENT diligently performs his responsibilities under this Agreement. PLANNER shall not be required to verify any information obtained from the CLIENT, CLIENT’s attorney, accountant or other professionals, and is expressly authorized to rely thereon. **The CLIENT is free at all times to accept or reject any recommendation from PLANNER, and the CLIENT acknowledges that he has the sole authority with regard to the implementation, acceptance, or rejection of any recommendation or advice from PLANNER;**
  - (b) CLIENT authorizes PLANNER to respond to inquiries from, and communicate and share information with, CLIENT’s attorney, accountant and other professionals to the extent necessary in furtherance of PLANNER’s services under this Agreement;
  - (c) The CLIENT is free to obtain legal, accounting, and brokerage services from any professional source to implement the recommendations of PLANNER. CLIENT will retain absolute discretion over all implementation decisions;
  - (d) The CLIENT maintains sole responsibility to notify the PLANNER if there is a change in

his/her/its financial situation or investment objectives for the purpose of reviewing/evaluating/revising **PLANNER**'s previous recommendations and/or services; and

(e) **PLANNER**'s financial planning and consulting services pursuant to this **Agreement** do **not** include investment implementation, supervisory, management, or reporting services, nor the regular review or monitoring of a **CLIENT**'s investment portfolio. In the event the client desires that **PLANNER** provide investment supervisory or management services, such engagement shall be set forth in a separate *Investment Advisory Agreement* between **PLANNER** and the **CLIENT**, for which services **PLANNER** shall be paid a separate and additional fee.

3. Investment Consulting. To the extent specifically designated by the **CLIENT** on the annexed Schedule "A", the **PLANNER** may provide the **CLIENT** with portfolio review and non-discretionary investment consulting services. If so designated, the **PLANNER** shall review the **CLIENT**'s existing investment portfolio, and then provide corresponding investment recommendations and advice consistent with the **CLIENT**'s designated investment objective(s), all of which recommendations and advice shall be based exclusively upon the information provided to the **PLANNER** by the **CLIENT**. In the event that a **CLIENT**'s personal/financial situation or investment objective(s) change, it is the **CLIENT**'s responsibility to notify the **PLANNER** accordingly for the purpose of the **PLANNER** reviewing/evaluating/revising previous recommendations, which follow-up services could be subject to an additional mutually agreed upon fixed-fee or an hourly rate charge. The **CLIENT** maintains absolute discretion as to whether or not to accept any of the **PLANNER**'s investment recommendations. **PLANNER**'s investment consulting service is generally intended to provide limited investment advice to those individuals who do not wish to engage the **PLANNER** for comprehensive ongoing investment advisory services. The **PLANNER**'s investment consulting service **does not** include investment implementation nor ongoing investment supervision, monitoring, or reporting services. Should the **CLIENT** desire comprehensive investment advisory services, the **CLIENT** may engage the **PLANNER** to provide same (see paragraph 2(e) of this **Agreement**). The **CLIENT** acknowledges that past performance may not be indicative of future results, and understands that the future performance of any specific investment or investment strategy (**including** the investments and/or investment strategies recommended by the **PLANNER**) may not be profitable or equal historical performance level(s). In the event that the **PLANNER** is requested to provide consulting services with respect to a retirement plan sponsored by the **CLIENT**'s employer, the **CLIENT** acknowledges that the **PLANNER**'s recommendations shall be limited to the investment alternatives provided by the retirement plan. If the **PLANNER** provides such service, the **PLANNER**'s authority **shall be limited to** the allocation of the **Assets** among the investment alternatives available through the plan, and, as such, **PLANNER will not have, nor will it accept**, any authority to effect any other type of transactions or changes via the plan web site, including but not limited to changing beneficiaries or effecting **Account** disbursements or transfers to any individual or entity.
4. Investment/ Insurance Implementation (Commission Basis). In the event the **CLIENT** desires, **CLIENT** can engage the **PLANNER** (and/or its Principals and Associated Persons) to implement investment and/or insurance recommendations as more fully discussed in **PLANNER**'s Disclosure Statement (see paragraph 7 below). In the event the **CLIENT** desires to implement investment recommendations on a non-discretionary *commission* basis, the **CLIENT** can engage the **PLANNER**'s Principals and/or Associated Person(s), in their respective individual capacities as registered representatives of Coastal Equities, Inc., an affiliated SEC registered and FINRA member broker-dealer ("Coastal Equities"), to implement investment recommendations on a commission basis. In the event the **CLIENT** chooses to implement by purchasing investment products through the **PLANNER**'s Principals and/or Associated Person(s), in their respective individual capacities as registered representatives of Coastal Equities, brokerage commissions will be charged by Coastal Equities to effect securities transactions, a portion of which commissions shall be paid by Coastal Equities to **PLANNER**'s Principals and/or Associated Person(s), as applicable. Prior to effecting any transactions, the **CLIENT** will be required to enter into a new account agreement with Coastal Equities. The brokerage commissions charged by Coastal Equities **may** be higher or lower than those charged by other broker-dealers.
5. Investment Risk/No Guarantee. The **CLIENT** acknowledges and accepts that investments have varying degrees of financial risk and that there can be no guarantee that any investment will be profitable. The **CLIENT** further acknowledges that **PLANNER** shall not be responsible for any adverse financial consequences to **CLIENT**'s investment assets: (1) if such investments were consistent with the **CLIENT**'s designated investment

objectives; or, (2) resulting from the investment decisions (or any other errors, actions or omissions) made by the **CLIENT's** other investment advisors, including, but not limited to, those investment professionals that have discretionary authority over all or a portion of the **CLIENT's** assets.

6. **Termination.** This **Agreement** shall remain in effect until terminated in writing by either party.
7. **Disclosure Statement.** **CLIENT** hereby acknowledges prior receipt of a copy of the Disclosure Statement. **CLIENT** further acknowledges that **CLIENT** has had a reasonable opportunity (i.e. at least 48 hours) to review said Disclosure Statement, and to discuss the contents of same with professionals of **CLIENT's** choosing, prior to the execution of this **Agreement**. If **CLIENT** has not received a copy of **PLANNER's** Disclosure Statement at least 48 hours prior to execution of this Agreement, **CLIENT** shall have 5 business days from the date of execution of this Agreement to terminate **PLANNER's** services without penalty.
8. **PLANNER Liability.** The **PLANNER** shall only be responsible for those services that the **CLIENT** has specifically designated to be the subject of the **PLANNER's** services under this **Agreement**. The **PLANNER**, acting in good faith, shall not be liable for any action, omission, investment recommendation/decision, or loss in connection with this **Agreement**. The federal and state securities laws impose liabilities under certain circumstances on persons who act in good faith, and therefore nothing herein shall in any way constitute a waiver or limitation of any rights which the **CLIENT** may have under any federal or state securities laws.
9. **Assignment.** This **Agreement** may not be assigned by either the **CLIENT** or the **PLANNER** without the prior consent of the other party. The **CLIENT** acknowledges and agrees that transactions that do not result in a change of actual control or management of the **PLANNER** shall not be considered an assignment.
10. **Arbitration.** Subject to the conditions and exceptions noted below, and to the extent not inconsistent with applicable law, in the event of any dispute pertaining to **PLANNER's** services under this **Agreement**, both **PLANNER** and **CLIENT** agree to submit the dispute to arbitration in accordance with the auspices and rules of the American Arbitration Association ("AAA"), provided that the AAA accepts jurisdiction. **PLANNER and CLIENT understand that such arbitration shall be final and binding, and that by agreeing to arbitration, both PLANNER and CLIENT are waiving their respective rights to seek remedies in court, including the right to a jury trial.** **CLIENT** acknowledges that he/she/it has had a reasonable opportunity to review and consider this arbitration provision prior to the execution of this **Agreement**. **CLIENT** acknowledges and agrees that in the specific event of non-payment of any portion of **PLANNER's** fee pursuant to this **Agreement**, **PLANNER**, in addition to the aforementioned arbitration remedy, shall be free to pursue all other legal remedies available to it under law, and shall be entitled to reimbursement of reasonable attorneys fees and other costs of collection.
11. **Amendments.** The **PLANNER** may amend this **Agreement** upon written notification to the **CLIENT**. Unless the **CLIENT** notifies the **PLANNER** to the contrary, in writing, the amendment shall become effective thirty (30) days from the date of mailing.
12. **Privacy Notice.** The **CLIENT** acknowledges receipt of the **PLANNER's** *Privacy Notice*.
13. **Applicable Law/Venue.** This **Agreement** supersedes and replaces, in its entirety, all previous financial planning agreement(s) between the parties. To the extent not inconsistent with applicable law, this **Agreement** shall be governed by and construed in accordance with the laws of the State of Delaware. In addition, to the extent not inconsistent with applicable law, the venue (i.e. location) for the resolution of any dispute or controversy between **PLANNER** and **CLIENT** shall be the County of New Castle, State of Delaware.
14. **Electronic Delivery.** The **CLIENT** authorizes the **PLANNER** to deliver, and the **CLIENT** agrees to accept, all required regulatory notices and disclosures via electronic mail and/or via the **PLANNER'S** internet web site, as well as all other correspondence from the **PLANNER**. **PLANNER** shall have completed all delivery

requirements upon the forwarding of such document, disclosure, notice and/or correspondence to the **CLIENT's** last provided email address (or upon advising the **CLIENT** via email that such document is available on the **PLANNER's** web site).

15. Authority. The **CLIENT** acknowledges that he/she/they have all requisite legal authority to execute this **Agreement**. The **CLIENT** correspondingly agrees to immediately notify the **PLANNER**, in writing, in the event that this representation should change.

IN WITNESS WHEREOF, the **CLIENT** and **PLANNER** have each executed this **Agreement** on the day, month and year first above written.

\_\_\_\_\_  
, Client

\_\_\_\_\_  
, Client

**COASTAL INVESTMENT ADVISORS**

By: \_\_\_\_\_

## SCHEDULE A

Services to be performed by the Planner for the Client are as follows:

	Include
Cash Flow and Net Worth Statement	_____
Goal Setting	_____
Risk Tolerance Analysis	_____
Investment	
Review of current allocation _____	Proposed asset allocation _____
Retirement	
Needs analysis _____	Asset Projections _____
Monte Carlo Analysis _____	
Retirement Plan Analysis	
401(k) Asset Allocation _____	IRA/Roth IRA Analysis _____
	SIMPLE/SEP/Keogh Analysis _____
	_____
Portfolio Analysis	
Review of current portfolio	_____
Proposed portfolio	_____
Investment Policy Statement	_____
Insurance	
Life Insurance Analysis	_____
Disability Analysis	_____
Home, Auto and Health Analysis	_____
Long Term Care Analysis	_____
Income Tax Analysis	_____
Tax Preparation	_____
Estate Planning	_____
Education Funding Analysis	_____
Business Consulting	
Quickbooks setup	_____
Quickbooks entries and reconciliation	_____
Other	_____
Fixed Fee: \$ _____ *	
Hourly Fee: \$ _____ *	
Estimated Fee: \$ _____ *	

Additional Terms/Conditions: \_\_\_\_\_

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*Client:* \_\_\_\_\_ *Date* \_\_\_\_\_

The Planner shall provide only the services initialed above by the Client.

\* Payable:       \$ \_\_\_\_\_ upon engagement  
                       \$ \_\_\_\_\_ upon completion