

# You Chart the Course

AT MORSE WEALTH MANAGEMENT, LLC, we believe our clients deserve to choose the path of their own financial journey. We realize that helping you achieve your financial goals involves your money — not ours, and throughout our relationship we will never lose sight of this understanding.

Because every client has a different level of comfort in managing their financial life, we offer three pricing arrangements where you choose the compensation path most appropriate for you and your financial situation. To best serve your needs, we offer the following compensation options:

## I. FEE FOR ASSETS UNDER MANAGEMENT

With this arrangement, the client receives a suite of services: risk-tolerance assessment, goals-based Envision<sup>SM</sup> investment plan, investment-policy statement, professional money management with ongoing review and a Service Commitment Agreement. For fee-based accounts, traditional, commission-based charges are replaced with a quarterly fee (assessed in advanced) dependent on the total amount of assets under management.<sup>1</sup> Depending on your needs, this may be a cost-effective method for helping you achieve your financial goals. A majority of our clients choose this compensation path.

## II. TRADITIONAL, COMMISSION-BASED CHARGES

When we founded Morse Wealth Management, we realized we had a loyal, yet small clientele who prefer to pay a traditional fee (commission) on their transactions. This arrangement includes stocks they research, certain mutual funds and fixed-income solutions. For these services, a single trans-

action charge is more appropriate than an ongoing fee. As such, we advise some of our clients to use this payment option for the fixed-income portion of their asset allocation, when used in combination with our Fee for Assets Under Management pricing on the actively managed (stock) portion of their portfolio. We believe combining these compensation options helps to reduce the client's long-term expenses.

## III. FEE-ONLY PLANNING AND A LA CARTE SERVICES

For interested clients, we also offer fee-only planning and fee-only, a-la-carte planning services. Whether you manage your own account and would like a second opinion, or are seeking advice on the assets in your accounts, under this arrangement we will work with you to help fulfill your objectives using financial planning output from MoneyTree software. We can help you with services, such as:

- Summary of Financial Goals
- Summary of Action Plan
- Analysis of Personal Net Worth, including computation of balance sheet
- Education Planning
- Asset Allocation Analysis<sup>2</sup>
- Retirement Planning
- Life Insurance-Needs Analysis<sup>3</sup>
- Survivor Life Insurance-Needs Analysis
- Long-Term-Care-Needs Analysis<sup>3</sup>
- Disability-Needs Analysis<sup>3</sup>
- Property and Casualty-Needs Analysis<sup>4</sup>
- Employee Stock-Option Planning
- Estate Planning Strategies<sup>5</sup>

With this payment option, all fees are contractual and pre-approved by you before any services are rendered.

Morse Wealth Management is dedicated to consistently advising our clients with honest counsel, seasoned experience and disciplined objectivity. As your trusted Financial Advisors, our journey together is written by your goals, and we will never waiver in our commitment to servicing your unique financial needs. While you work to achieve your preferred dreams, objectives and aspirations, let Morse Wealth Management guide you through the various chapters of wealth management, so you and your family can enjoy the complete story of your financial life.

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<sup>1</sup> Fee-based accounts are not designed for excessively traded or inactive accounts and may not be suitable for all investors. Please carefully review the Wells Fargo Advisors Financial Network advisory disclosure document for a full description of our services, including fees and expenses.

<sup>2</sup> Asset allocation cannot eliminate the risk of fluctuating prices and uncertain returns.

<sup>3</sup> Insurance products are offered through nonbank insurance agency affiliates of Wells Fargo & Company and are underwritten by unaffiliated insurance companies. Wells Fargo Advisors Financial Network, LLC is a separate nonbank affiliate of Wells Fargo & Company.

<sup>4</sup> While we can perform a property and insurance needs analysis, we do not sell property or casualty insurance.

<sup>5</sup> Morse Wealth Management, LLC and Wells Fargo Advisors Financial Network do not provide legal or tax advice.

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