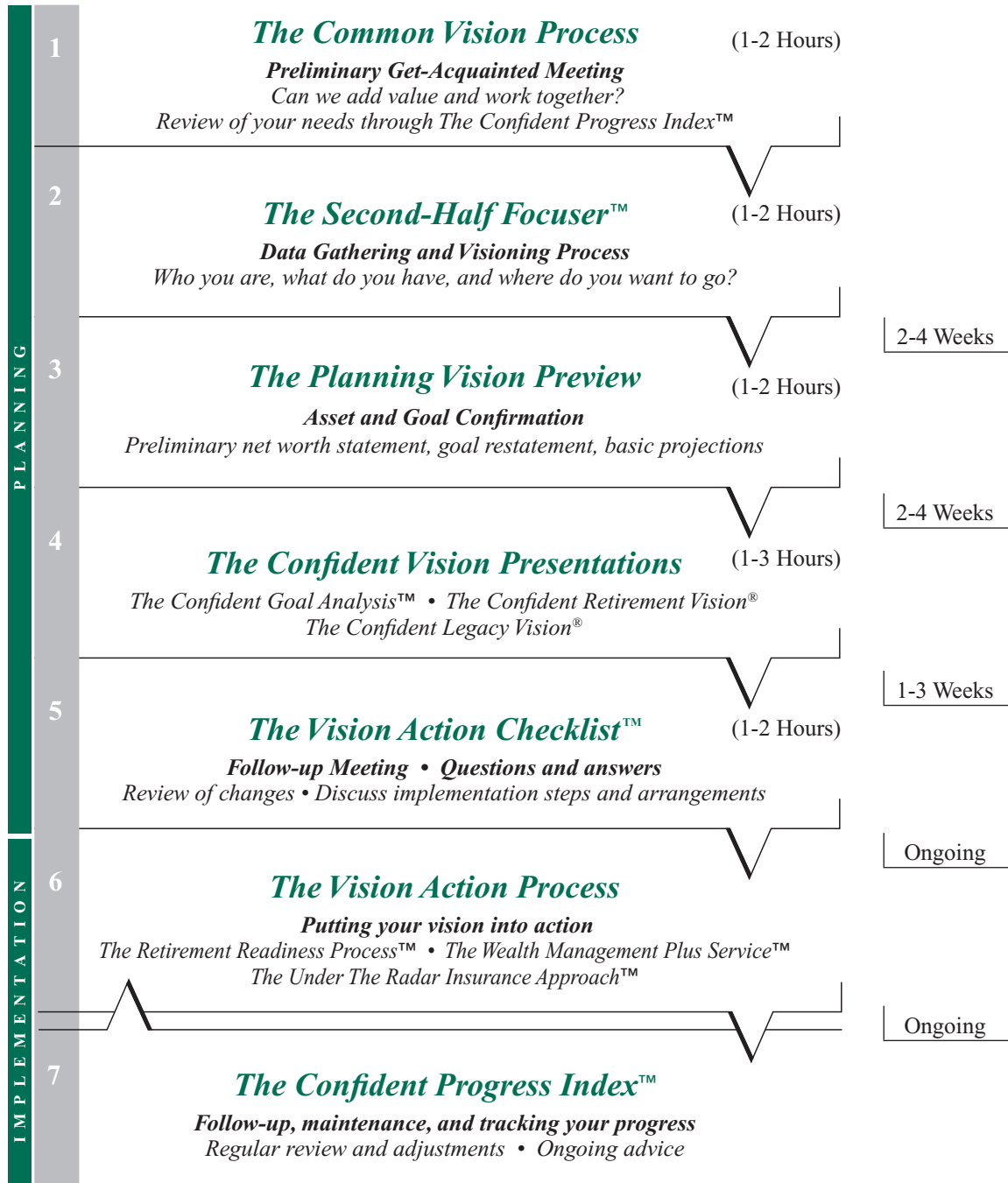


# THE *Planning* VISION PROCESS<sup>®</sup>



Step #5 concludes the planning engagement. Steps #6 and #7 are separate engagements for an agreed upon fee. In some cases, new clients waive the planning engagement in Steps #2-5, and go straight to Step #6.

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