



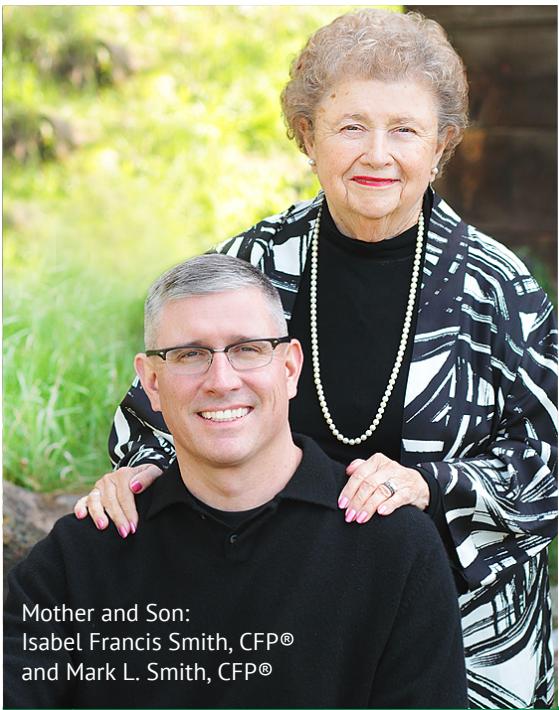
INTEGRATED FINANCIAL STRATEGIES
Guidance for Life



THE IMPORTANCE OF FINANCIAL PLANNING

Imagine Your Future • Set Your Goals • Chart Your Course





Mother and Son:
Isabel Francis Smith, CFP®
and Mark L. Smith, CFP®

Financial Planning Provides Direction and Discipline

It's important to know where you're going, and how you're going to get there.

It's also about more than numbers; it's about your life, and your dreams.



Financial Planning: In Tune With You

Harmony. Freedom. Equanimity. At **Integrated Financial Strategies**, our goal is to make these words the guiding principles of your finances. If you're planning for or already enjoying retirement, the advisors at Integrated Financial Strategies provide comprehensive financial planning services designed to help you pursue your goals and guide you on a path to financial harmony. We'll provide information, tools, and guidance to help you make wise financial decisions.

We strive to provide a comfortable environment where, as part of the IFS family, you can rest assured that you will be treated with integrity and professionalism. We will always work in your best interest to address your unique planning needs.

Financial planning provides direction and discipline. Without direction and discipline, people typically make impulsive, random decisions: they buy this insurance, invest in that hot asset, adopt the latest tax strategy. The pieces not only don't fit together, they may actually conflict with each other and compound the problem. A thoughtful financial planning process integrates your resources with your goals and objectives. It strives to help you achieve your lifetime goals by providing clarity for your actions.

Client Service Team

Our advisors, Mark, Isabel and Jason are assisted by an experienced and competent team in the IFS Farmington Hills, Michigan office. Our staff includes:

Lee Sommers, Operations Manager

Cathy Sommers, Registered Office Assistant

Linda Cronk, Receptionist and
Administrative Assistant

Andrew Cronk, Financial Planning Assistant

Our Philosophy

At **Integrated Financial Strategies**, several guiding principals impact every recommendation we make and every action we take on behalf of you, our client.

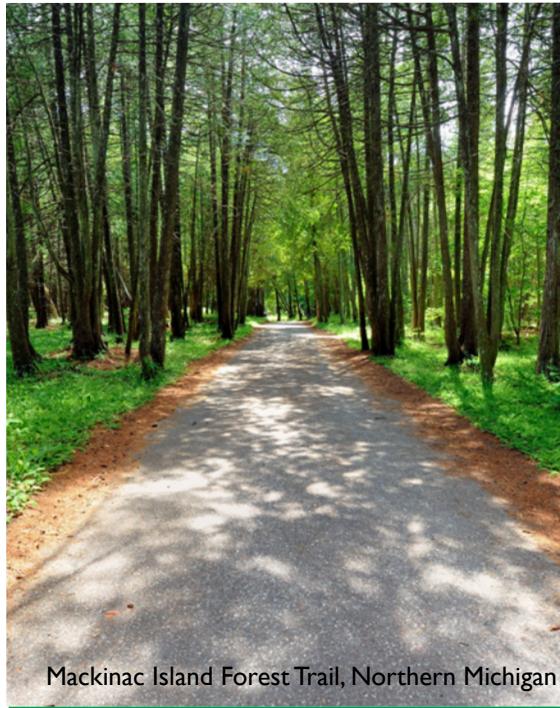
We believe:

- Attentive listening is just as important as sound advice.
- While internet technology has many benefits, the opportunity to speak directly to a human being is essential for proper client service.
- Our website and the tools therein are merely a supplemental resource, and are not meant to place any research or paperwork burdens on our clients.
- Information is cheap, but properly applied wisdom is priceless.
- Each new client's financial situation can be streamlined, and financial decision making need not be stressful; in fact the process is often satisfying, and sometimes exciting.
- A client with a high degree of financial security has the freedom to engage in life giving and fulfilling activities.
- Our learning from experience with many clients, helps us address the specifics of each client.
- Consistently wise decision making bears fruit in the long run.
- Where we place our attention is paramount; frequently revisiting stated goals sharply increases the chances of achieving these goals.



IFS is Dedicated to Guiding You on a Path to Financial Harmony

Financial planning is a long-term, collaborative relationship. We'll work together to identify your objectives, define your dreams, develop a plan to help you get there, then track your progress along the way.



Mackinac Island Forest Trail, Northern Michigan

Our Services

As full-service financial planners, we believe in the importance and value of carefully considering every aspect of your financial and personal life. We also believe that money, no matter how much you have, doesn't guarantee happiness. As we strive to help give you the options that may truly bring happiness, we'll work with you to explore your attitudes and assumptions about money, and we'll help you find your preferred balance between the two sides of freedom: "money freedom" and "time freedom."

As time goes on, you'll likely find that we have become your trusted companions, helping you prepare for and manage life's changes. From college planning to retirement, through life transitions such as death or divorce, to the joy of seeing your children married and established, and even welcoming grandchildren and assisting with their futures, we're here to guide you through every phase in life.

We'll walk with you, serving as your personal and financial sounding board, providing guidance wherever your future takes you.

Featured Services:

Comprehensive Financial Planning
Retirement and Cash Flow Planning
Investment Management
Insurance Planning
Estate Planning

Partners On Life's Path

As a second-generation, family owned financial services firm, our goal is to serve as your financial partners for the course of your lifetime.

Meet the Team Behind the Guidance



Mark L. Smith, CFP®

Mark began his career in financial services in 1989, having been raised in the culture of financial planning. Mark's mother, Isabel, is a Certified Financial Planner® and she and Mark's father, Larry, founded IFS in 1982.

Mark graduated *summa cum laude* from University of Detroit Jesuit High School and *magna cum laude* from Duke University. He received an MBA from the University of Michigan in 1988, a [Certified Financial Planner \(CFP®\)](#) designation in 1992 from the [College for Financial Planning](#), and shortly thereafter joined the staff of IFS. Mark became Principal of the firm in 2004. Mark holds FINRA Series 7, Series 24, and Series 6 & 63 Securities licenses. Highly committed to service, Mark devotes a great deal of time to civic and charitable organizations, both nationally and locally.

Mark enjoys a variety of outdoor activities, including water skiing, downhill skiing, and mountain climbing. He also enjoys just "being"—both in nature and with his family. He has been married since 1988, and he and his wife, Barbara, have two children, Conor and Tara.



Isabel Francis Smith, CFP®

A dedicated advisor, Isabel began her financial planning career in 1978 and earned a [Certified Financial Planner \(CFP®\)](#) designation in 1982 from the [College for Financial Planning](#). She has served in various leadership positions, including as a member of the National Board of Directors of the Institute of Financial Planners (ICFP), regional President of the International Association of Financial Planners (IAFP), and local President of the Oakland County Estate and Financial Planning Council (OCEFPC). She holds FINRA Series 7, Series 24, and Series 63 Securities licenses.

Isabel's leadership extends beyond her professional endeavors to charitable and civic contributions. She has served as National Association Chairperson of Phi Beta Kappa, and received the "Heart of Gold" award from the United Foundation. In addition, she served as a Trustee of the Interlochen Center for the Arts for many years, and also served on the Bloomfield Hills Library Board of Directors. Both organizations are near and dear to her heart.

Isabel has been married since 1958, and she and her husband, Larry, have three children, Mark, Hugh, and Claire, and seven grandchildren.



Jason T. Arbetter, CFP®

Jason joined Integrated Financial Strategies in early 2009, after working as an independent financial advisor with UBS for two years. He earned a [Certified Financial Planner \(CFP®\)](#) designation from the [College for Financial Planning](#) in 2011, and holds FINRA Series 7 and Series 66 Securities licenses.

Jason graduated from Prescott College in 1994 with a BA in outdoor experiential education. He worked as an outdoor educator for more than a decade, traveling extensively throughout the United States and internationally. He enjoys being outdoors with his wife, Rachel, and dog, Lucy, and he and Rachel look forward to sharing their lives with children of their own in the near future.



Developing Your Personal Financial Plan

Financial Planning isn't about creating a document to put in your file drawer. It's an ongoing commitment to reviewing and maintaining your finances just like you visit your doctor for regular checkups to maintain your health.

Ask yourself these questions:

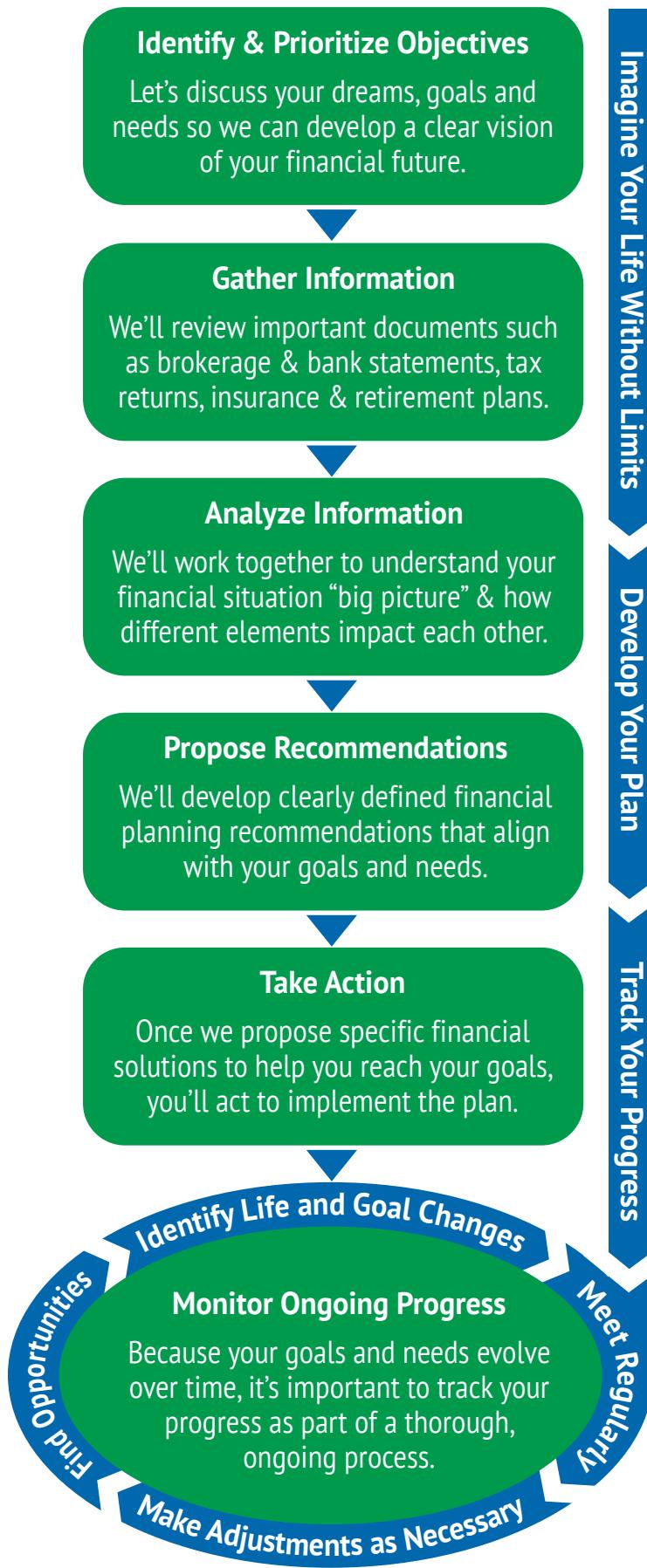
- Are you unclear about how your current investments are performing?
- Is the risk taken in your investment portfolio appropriate for your goals? Will your investment portfolio actually help you meet your goals?
- Are you uncertain if you have the right kinds and amounts of insurance coverage?
- Have you created an estate plan?
- Do you feel you are paying too much in taxes?
- Do you worry about not having enough money on which to retire?

If you're concerned about any of these questions, a comprehensive financial plan prepared by the advisors at **Integrated Financial Strategies** may help you. A financial plan will give you a clear picture, perhaps for the first time, of where you stand financially.

Together, we'll develop sound financial strategies to help meet your needs now and into the future. Topics include managing the impact of assets and liabilities on your cash flow, protecting what's important with insurance, and investing for specific goals like retirement or education. Our comprehensive financial planning approach looks beyond the numbers to align with *your life*: your financial needs, goals, and dreams.

As a family-owned, second-generation financial services firm, our clients consistently place their trust in us to provide financial insight, wisdom, and vision. If you're seeking a partner who can help guide your financial life, we invite you to contact us today.

Our One-on-One Financial Planning Process



Applying the Financial Planning Process

"Money doesn't give you happiness, but it does give you options."

- Isabel Francis Smith, founder of IFS



To find the right solutions, you have

Examining Your Present Financial Situation

- Do you know your current net worth?
- How do you track your current income and expenses?
- Can you project your future net worth, income & expenses?
- Do you have a plan for emergency needs?
- How are your current assets and liabilities impacting your cash flow management?
- What financial benefits do you receive from your employer?
- Have you determined the value of your business?
- Are you working towards your goals and dreams? How?

Protecting What's Important

- How might unexpected events impact your family's goals?
- What can't you afford to lose?
- Do you have a plan to provide for your dependents in case of death?
- How would you replace your earning power if you became disabled?
- Have you prepared for the financial risk of illness or long-term care costs?
- What has your approach been to the following kinds of protection:
 - ✓ Auto Insurance
 - ✓ Home Insurance
 - ✓ Personal Liability
 - ✓ Umbrella Insurance
- Have you planned for business continuity?

Understanding Your Unique Financial Situation

We need to identify and prioritize your objectives, and take a comprehensive approach by looking at both your immediate and long-term needs in the context of your entire financial picture.

to ask the right questions ...

Accumulating Wealth

- What are your accumulation goals?
- ✓ saving for retirement
- ✓ buying a home or vacation home
- ✓ higher education
- ✓ own a business
- ✓ have a cash reserve
- ✓ managing debt
- ✓ special purpose
- How do your current investments support your accumulation goals?
- How much is needed? By when? Will you have what you need?
- What has your approach been to the following?
 - ✓ goal prioritization
 - ✓ risk tolerance
 - ✓ market fluctuations
 - ✓ diversification
- Do you have a plan for managing debt?

Managing Your Taxes

- How do you manage your taxes?
- Do you have a strategy to minimize federal and state income taxes?
- What strategies do you use to help manage timing of income and deductions?
- What preferred tax rates are you using?
 - ✓ capital gains
 - ✓ dividends
 - ✓ other
- Do you have an understanding of how your business affects your personal income taxes?
- How well do you understand current tax laws and how they apply to you?

Planning and Managing Retirement

- What do you dream of doing after retirement?
- How do you plan to make your retirement vision a reality? Are you on track?
- Will you have adequate income during retirement? Have you factored in:
 - ✓ government benefits
 - ✓ employee plans
 - ✓ personal savings and investments
- Are you worried about the cost of
 - ✓ medical care
 - ✓ nursing home care
- How are your liabilities impacting your retirement goals?
- Do you understand the impact of inflation and taxes on your retirement savings? Or the impact of an earlier or later retirement age?

Leaving a Legacy

- How will your assets be distributed when you are gone?
- How would you like to continue or transfer the ownership of:
 - ✓ personal assets
 - ✓ business assets
- Are you using estate planning vehicles for incapacity or death?
 - How will your intentions be realized?
 - ✓ beneficiaries
 - ✓ a will
 - ✓ a trust
 - ✓ power of attorney
 - ✓ health care directives
 - What purpose do you want your financial legacy to serve?
 - ✓ financial security for family & loved ones
 - ✓ donations to charity
 - ✓ community support
 - ✓ other
 - Will your plan allow you to achieve all your goals? How do you know?

Frequently Asked Questions

What is a CERTIFIED FINANCIAL PLANNER® (CFP®)?

Licensed by the [Certified Financial Planner Board of Standards](#), CFPs must satisfactorily complete an advanced college-level course of study addressing financial planning subject areas, including insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning. In addition, they must pass the comprehensive CFP certification examination and obtain at least three years of full-time financial planning-related experience. To maintain the designation, CFPs must complete 30 hours of continuing education every two years.

Can you guarantee rates of return?

The financial services industry is regulated by [FINRA](#), the independent regulator for all securities firms doing business in the United States. FINRA's chief role is to protect investors by maintaining the fairness of the U.S. capital markets. As such, FINRA regulates the type of specific information we may disclose to you about our services. For example, we are not allowed to tell you the average growth rate of our clients' portfolios, nor provide you with any financial information about our firm's successes with clients that would create an impression that we can guarantee specific rates of return with your money.

What is your fee structure?

Our compensation is transparent, so you know what we make and the value we provide. Because each client's situation is unique, we'll work with you to establish a fee structure that is best suited to your needs. That may include a fee-only, commission only, or combination structure. We invite you to contact us to discuss your circumstances, and we will be happy to outline the basics of a personalized financial plan and discuss possible costs at no obligation to you.

Do you have a minimum account size?

While we do not have a minimum account size, our services are best suited for clients who have focused on saving and have developed a mature attitude toward their finances.

I consider myself to be financially savvy. Do I need a financial advisor?

Many people with the knowledge and experience to manage their own assets will procrastinate when it's time to make a decision. Often their financial choices take a back seat to jobs or family concerns. We add value not only by helping you develop a plan, but also by implementing and adjusting it when necessary. Our knowledge and insight can help you define a vision, design a strategy, implement changes, and adjust your plan as necessary to help work towards your financial and personal goals.

Why don't you include testimonials on your website and in your marketing materials?

Securities and Exchange Commission Rule 206(4)-1(a)(1) prohibits advertising "which refers, directly or indirectly, to any testimonial of any kind concerning the investment advisor or concerning any advice, analysis, report, or other service rendered by such investment advisor."

Let's Get Started

Here's what we'll accomplish first:

- Answer questions about the benefits of working with a Certified Financial Planner®
- Explain and discuss the financial planning process and our relationship
- Present a sound money management philosophy
- Identify your financial concerns and objectives
- Initiate a course of action designed to achieve your goals

Next, we'll:

- Take action to help you meet your goals
- Review your progress on an ongoing basis

Through our financial planning relationship, we'll provide access to solutions that address your cash management, investment, insurance protection and other financial needs. The recommendations will include information to help you understand your choices and steps you can take to put your financial plan into action.

Retirement Planning

IRAs, annuities, 401(K) and pension distribution planning, 403(b)s, retirement income strategies

Legacy Planning

Life insurance, personal trust services, estate plan review, beneficiary designations, charitable giving planning

Investment Planning

Stocks, bonds, mutual funds, education savings accounts, managed accounts

Protection Planning

Disability insurance, life insurance options, long-term care insurance, property and casualty insurance

Small Business Planning

Retirement plan options, succession planning

Client Service and Support

Consolidated reporting, account aggregation, ongoing communication, experienced and thoughtful client service team.



Planning for Tomorrow Can't Begin Too Soon

*We'll help you develop
and implement a plan
designed to achieve
your goals.*



INTEGRATED FINANCIAL STRATEGIES
Guidance for Life



Sharing the Benefits of Financial Planning

Life is never set in stone, so your plans shouldn't be either. Your dreams may change, your situation may change, and the financial landscape will change. One thing won't change: our dedication to helping you plan and track your progress so you can realize your dreams.

Our firm's growth has been possible due to the fact that all of our new clients come to us through personal introductions from our existing clients.

If you've been pleased with your **Integrated Financial Strategies** experience, and know others who may be interested in:

- Minimizing their taxes
- Accumulating and managing wealth
- Educating their children
- Preparing for a comfortable retirement
- Gaining control of their financial situation

then we hope you will consider introducing them to our services.

**We invite you to contact us at the location closest to you,
and appreciate the opportunity to serve you
as part of the Integrated Financial Strategies family.**

We're happy to work with you in person, by phone, or via internet Skype call.

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