



Application to be placed on my website's recommended list of Flat Fee/Hourly Fee Financial Advisors

Your Name: **Justin Harvey**

Name of your Company: **Quantifi Planning, LLC**

City & State where you are located: **Philadelphia, PA**

Public contact information:

Website link: **www.quantifiplanning.com**

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Which of the following services do you provide?

- Portfolio management
- Investment advice
- Practice financial planning
- Personal financial planning
- Student loan management
- Tax preparation
- Other (Specify)

Your Philosophy

Describe your investment philosophy.

I use exclusively DFA funds to construct a broadly diversified, low cost model with modest tilts toward DFA's return factors.

Why should a client choose you as an advisor?

My wife is a physician and I'm committed to niche expertise in helping anesthesiologists and pain docs build a career and a life that they will love while optimizing their finances.

How do you answer the question "Should I pay down debt or invest"?

"It depends!"

Seriously though, interest rates and tax deductibility of debt is important, as is client disposition, type of debt (is forgiveness of student loans in play?), appetite for market risk, etc.

Do you recommend clients carry a home mortgage into retirement and why?

No – I'm not a fan of the "mathematically optimal" course using assumed long-term rates of return for markets and counting on an arbitrage opportunity. Peace of mind is worth way more than the few dollars you may save especially when you have no more time to earn income as a person approaching retirement.

Nuts & Bolts

What licenses or certifications do you have? **CFP, ChFC, RICP**

What year did you get your first license or certificate and what was it? **Series 65 in 2010, CFP in 2013**

What year did you begin with your current company? **2018**

List prior financial companies you were associated with: **myCIO Wealth Partners, Compass Ion Advisors**

Have you or your company ever been sanctioned by a regulatory agency? **no**

ADV2 link:

https://adviserinfo.sec.gov/IAPD/Content/Common/crd_iapd_Brochure.aspx?BRCHR_VRSN_ID=582678

Minimum amount of assets required to become a new client: **none**

Do all clients work directly with you? **yes**

If not you, then who will they work with?

Number of households your company advises: **17**

Number of physician households your company advises: **10**

What makes physicians unique as clients? **High income, high debt, job insecurity due to consolidation at the practice level, very demanding vocation requiring lots of time and focus**

Why do you like to work with physicians? **The ones that I choose to work with are caring, dedicated, want to make the world better, want to live impactful lives, they have significant complexity requiring good financial planning, and they are targeted by lots of “advisors” who have inherently conflicted fee models. The more fee only planners helping docs, the better!**

Number of dentist households your company advises: 0

Do you recommend/assist your clients in tax loss harvesting? **Yes when appropriate**

Do you recommend/assist your clients with a backdoor Roth IRA? **Yes when appropriate**

In the last 24 months, how many clients did you assist in their pursuit of student loan forgiveness? **+300 (I do part time student loan consulting at studentloanplanner.com)**

Investing Style

How often do you recommend individual stocks?

practically never

sometimes

most of the time

almost always

How often do you recommend actively-managed mutual funds?

I recommend exclusively DFA funds – these are not strictly passive/index funds but are low cost and low turnover

practically never

sometimes

most of the time

almost always

How often do you recommend passively-managed or indexed mutual funds?

See above

practically never

sometimes

most of the time

almost always

Do you consider fund fees when recommending client investments?

Yes this is a primary consideration

Your Fees

Do you receive any source of compensation beyond what the client personally pays you and if so what is it? **no**

Is your fee structure listed on your website? **yes**

If so, what is the link? <https://quantifiplanning.com/services/#slp>

Do you change your listed fee based on complexity? **Tiered flat fee based on net worth – net worth is a proxy for complexity**

List your fee for a new client in each of the following scenarios by using a single number, not a range:

New Attending

My spouse and I have one eight year old child. We are both attending physicians in our first year of practice. Together, we earn \$400,000 per year before taxes. We owe \$400,000 in student loans. We have saved \$57,000 in qualified retirement accounts, \$26,000 in the bank and \$33,000 in other assets. We want to get on track with our finances.

A) How much should we expect to pay for your services in the first year? **\$4,788**

B) In the second year? **\$4,788**

C) What important issue would you like this client to address? **Get plan for loans and ensure tax-optimized savings is in place**

Seasoned Attending

We have three children under the age of 18. I'm a homemaker and my spouse is an attending physician who earns \$380,000 before taxes. Our only debt is a \$300,000 mortgage on our \$800,000 home. We have \$258,000 in joint investment accounts, \$525,000 in qualified retirement accounts and \$230,000 in 529 plan accounts. We want to grow our assets for retirement and college.

A) How much should we expect to pay for your services in the first year? **\$9,000**

B) In the second year? **\$9,000**

C) What important issue would you like this client to address? **Lots of taxable assets, make sure that tax optimized savings is happening, discuss education funding plan based on desired funding levels**

Nearing Retirement

My kids are all grown and gone. I'm an attending physician and my spouse is a homemaker. I earn \$600,000 before taxes. We own a \$1,000,000 home and my medical practice assets are worth \$1,150,000. We have \$1,100,000 in taxable investment accounts and \$3,150,000 in qualified retirement accounts. We are debt-free. We want to grow our assets and find out when we will have enough money for me to retire.

- A) How much should we expect to pay for your services in the first year? **\$15,000**
- B) In the second year? **\$15,000**
- C) What important issue would you like this client to address? **Understand likely retirement expenses and income sources, discuss potential scenarios based on different spending levels**