



**Flexible Plan Investments, Ltd.**  
*Your partner in active wealth management*

PAST PERFORMANCE DOES NOT GUARANTEE FUTURE RESULTS.  
INVESTMENT PROFESSIONAL USE ONLY.

800-347-3539 | [flexibleplan.com](http://flexibleplan.com)



# **Flexible Plan Investments, Ltd.**

*Your partner in active wealth management*

DYNAMIC RISK-MANAGED  
INVESTING

STRATEGIC  
DIVERSIFICATION

MANAGING INVESTOR  
EXPECTATIONS



**Flexible Plan Investments, Ltd.**  
*Your partner in active wealth management*

PAST PERFORMANCE DOES NOT GUARANTEE FUTURE RESULTS.  
INVESTMENT PROFESSIONAL USE ONLY.

800-347-3539 | [flexibleplan.com](http://flexibleplan.com)



Peter Mauthe

Vice President- Corporate Development

DYNAMIC RISK-MANAGED  
INVESTING

STRATEGIC  
DIVERSIFICATION

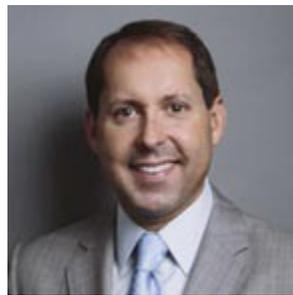
MANAGING INVESTOR  
EXPECTATIONS



 **WEBINAR SERIES**

# Key Transitions from Lone Ranger to Leader™

Practice Management 



*With featured speaker  
Ray Sclafani, Founder  
of ClientWise*



# The Leader's Journey™

Key Transitions from Lone Ranger to Leader



# Noble Profession



.....  
*The Man, The Myth, The Legend*  
.....

# Surrender Independence for Interdependence

## ClientWise Definition of a Team:

ClientWise defines a **true team** as a group of people who are fully committed to mutually defined and extraordinary success of the group as a unit and hold themselves mutually accountable for the achievement of that success as well as the methods by which that success is achieved.

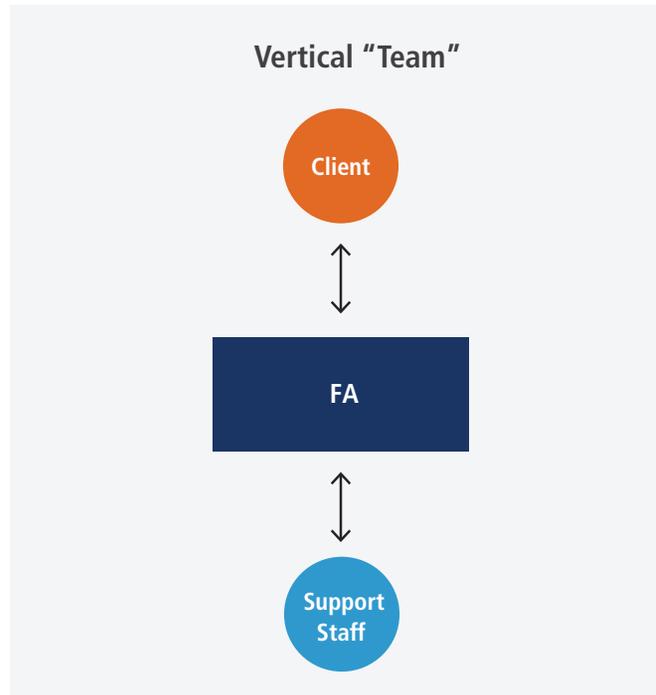
If you want to go fast, go alone.  
***If you want to go far, go together!***

— African Proverb

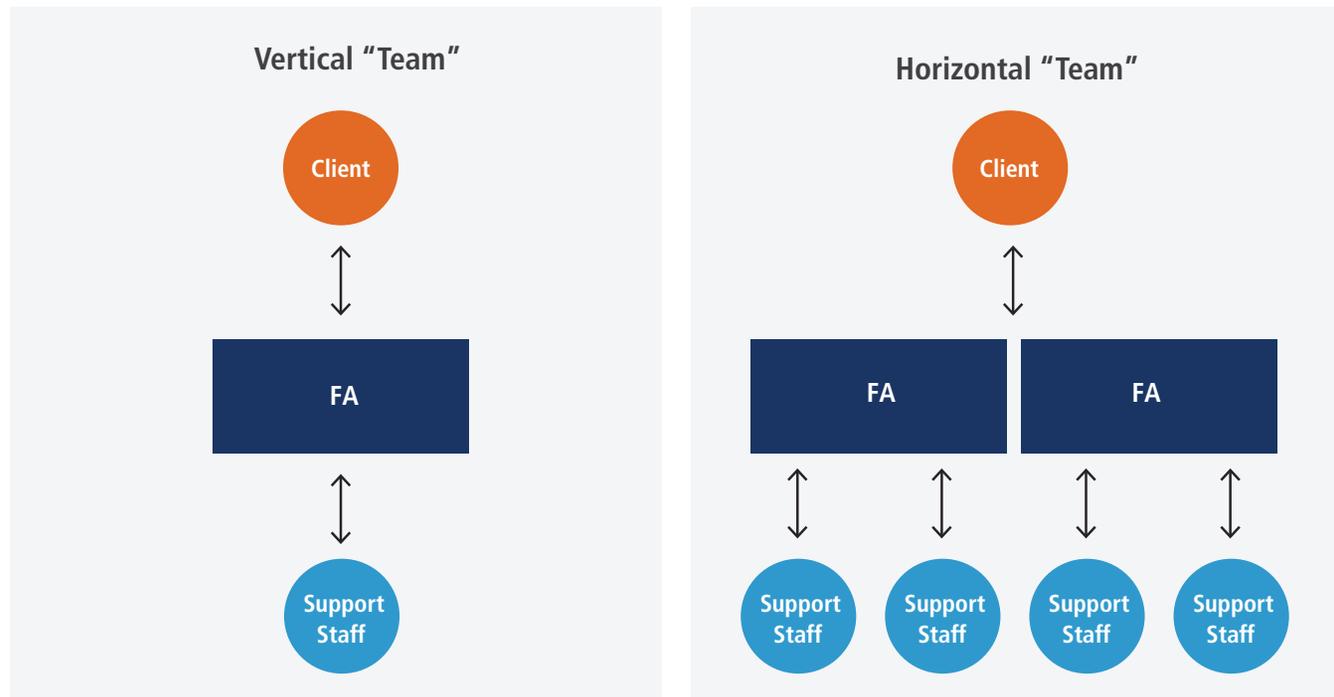


# The Next Generation of Advisors

## Old Team Structures™



# Old Team Structures™



# New Team Structure™



# The Leader's Journey Self-Assessment™

## The Leader's Journey Self-Assessment™

1=Strongly Disagree 2=Disagree 3=Agree 4=Strongly Agree

	1	2	3	4
1. I see the importance of getting results through others.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. I work with and through team members to solve problems and generate ideas.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. I encourage and support team members to create meaningful individual goals that are related to team goals.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. I align and link my individual goals to team goals.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. I balance time between solo activity and team leadership.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6. I see team success as more important than my own success.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
7. I create a work climate that fosters interdependence.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
8. I am willing to invest in self and others to develop team competence.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9. I intentionally work to bring out the best in others.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
10. I leverage individual team member strengths to harness collective competence.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
11. I engage team members to formulate strategies and goals, and make decisions.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
12. I value common intent as a key driver to business success.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
13. I engage with and inspire others toward creating a compelling common intent.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
14. I assist the team to articulate, align and link common intent, strategies, business plans and goals.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
15. I spend significant time thinking about and acting on team development and team issues.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

1

I see the importance of getting results through others.

## 2

I work with and through team members to solve problems and generate ideas.

### 3

I encourage and support team members to create meaningful individual goals that are related to team goals.

# 4

I align and link my individual goals to team goals.

5

I balance time between solo activity and team leadership.

## Total Team Leadership™ :

ClientWise defines **Total Team Leadership**™ as a leader and team who engage in the exchange of leadership among themselves in a manner that evokes meaningful contribution from every team member, showcases the strengths of every team member, and advances consistent and effective group decision making.

6

I see team success as more important than my own success.

7

I create a work climate that fosters interdependence.

8

I am willing to invest in self and others to develop team competence.

9

I intentionally work to bring out the best in others.

# 10

I leverage individual team member strengths to harness collective competence.

## Team Competence:

ClientWise defines **team competence** as the ability of a team to engage in and work together in a powerful, effective, and efficient ways that serve the team's and the client's success and to continue growing skills that increase the team's ability to deliver results through individual and collective potential.

# 11

I engage team members to formulate strategies and goals, and make decisions.

**12**

I value common intent as a key driver to business success.

## Common Intent and Purpose:

ClientWise defines common intent and purpose as an ambition that is significant in size, aspirational in scope, and possible to achieve that will serve your clients, yourselves, and your organization.

# 13

I engage with and inspire others toward creating a compelling common intent.

# 14

I assist the team to articulate, align and link common intent, strategies, business plans and goals.

**15**

I spend significant time thinking about and acting on team development and team issues.

## Team Development:

ClientWise defines **team development** as intentionally thinking about and engaging in activities that significantly contribute to increasing a team's ability to function and produce at the highest level both in the immediate present and for the foreseeable future.



**YOU'VE  
BEEN  
FRAMED**

**YOU'VE BEEN FRAMED**  
#YBFbook Toolset

## Leader's Journey Assessment™

YBF tools are designed to be used in conjunction with the content in the **YOU'VE BEEN FRAMED** book and have proven to be valuable to our coaching clients at ClientWise.

Stay up-to-date and visit [youvebeenframed.clientwise.com](http://youvebeenframed.clientwise.com) for newer versions of this tool and additional tools.

**Financial advisors:**  
Learn about how others are re-framing themselves and their business by joining the conversation at [exchange.clientwise.com](http://exchange.clientwise.com)

**For information and questions:**  
800.732.0876 ext. 923  
[ybf@clientwise.com](mailto:ybf@clientwise.com)  
[youvebeenframed.clientwise.com](http://youvebeenframed.clientwise.com)

[clientwise.com/fpi/loneranger](http://clientwise.com/fpi/loneranger)

# Connect with Ray Sclafani

## Ray Sclafani

Founder and CEO

914.269.0050

[ray@clientwise.com](mailto:ray@clientwise.com)

 [raysclafani](#)

 [@raysclafani](#)

*Check website:*

 [clientwise.com](http://clientwise.com)

*Read blog:*

 [clientwise.com/blog](http://clientwise.com/blog)

*Connect on LinkedIn:*

 [clientwise](#)

*Follow on Twitter:*

 [@clientwise](#)



GET CLEAR. GET FOCUSED. GET RESULTS.™



# Committed to service

100+ staff



## ADVISOR SERVICES

- 30+ business consultants and sales support staff
- Practice management resources



## CLIENT SERVICES

- Call center
- Interactive client website



## COMPLIANCE

- 80+ years combined legal experience with three attorneys on staff
- Dedicated Compliance Officer and staff



## RESEARCH

- 60+ years of professional market analysis experience



# Flexible Plan Investments strategy categories

- QFC Strategies
- Core
- All-Terrain
- Domestic Tactical Equity
- Fixed Income
- Tactical Fixed Income
- Alternatives
- Sectors
- International
- Principled Investing



QFC STRATEGIES FROM FLEXIBLE PLAN INVESTMENTS

# Two levels of risk management One low cost





# Advisor tools



**Suitability  
Questionnaire**



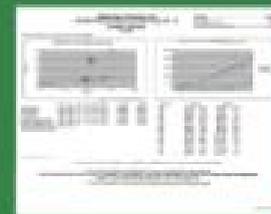
**OnTarget  
Proposal  
Generator**



**Strategy  
Research  
Reports**



**Strategy  
Fact Sheet**



**Illustration  
Generator**



**My Business  
Analyzer**



**Crash Test  
Analyzer**



## Providing the solutions

### 7 FPI educational tracks

- Principled Investing
- Working with a TAMP and with SMAs
- Small accounts
- Variable annuities
- Being a proactive advisor (OnTarget)
- Individual workplace retirement accounts
- Group retirement accounts



# We can help

## REGIONAL BUSINESS CONSULTANTS

### West



**Jordan Liabenow**  
248-939-5697 ✉  
Alaska, Florida, Hawaii,  
Kentucky, Nebraska

FULL BIO



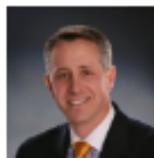
**Juan Daviess**  
253-670-2015 ✉  
Northern California, Oregon,  
Washington

FULL BIO



**Rick Gledhill**  
609-902-5968 ✉  
Louisiana, New Mexico,  
Oklahoma, Texas

FULL BIO



**Scott Key**  
303-660-2255 ✉  
Arizona, Colorado, Nevada,  
Utah

FULL BIO

### Midwest



**Mike Brashier**  
651-338-5670 ✉  
Illinois, Iowa, Minnesota, North  
Dakota, South Dakota,  
Wisconsin

FULL BIO



**Tim Brennan**  
636-299-7061 ✉  
Arkansas, Illinois, Kansas,  
Missouri, Tennessee

FULL BIO

### Northeast



**Bob Muldoon**  
703-625-1775 ✉  
District of Columbia,  
Delaware, Maryland, New  
Jersey, Eastern Pennsylvania,  
Virginia

FULL BIO

### South



**Brandon Noronha**  
248-939-5693 ✉  
Florida

FULL BIO



**Kyle O'Donnell**  
248-939-5695 ✉  
Georgia

FULL BIO



**Leonard Durso, ChFC, AIF**  
412-225-4936 ✉  
Alabama, Florida, Georgia,  
South Carolina

FULL BIO



**Matt Knedgen**  
248-939-5694 ✉  
Georgia, Idaho, Mississippi,  
Montana, Wyoming

FULL BIO

# Contact us

**800-347-3539 x 2**  
PHONE

[flexibleplan.com](http://flexibleplan.com)  
WEBSITE

[sales@flexibleplan.com](mailto:sales@flexibleplan.com)  
EMAIL

### Vice President of National Accounts



**Michael Heavey**  
248-479-3074 Email

FULL BIO

### Market Leaders Product Specialist



**Trent Schield**  
303-618-6000 Email

FULL BIO



**Flexible Plan Investments, Ltd.**  
*Your partner in active wealth management*

PAST PERFORMANCE DOES NOT GUARANTEE FUTURE RESULTS.  
INVESTMENT PROFESSIONAL USE ONLY.

800-347-3539 | [flexibleplan.com](http://flexibleplan.com)

The views and opinions expressed herein are those of the author and do not necessarily reflect the views of Flexible Plan Investments Ltd. its affiliates, or its employees. The information set forth herein has been obtained or derived from sources believed by the author to be reliable. However, the author does not make any representation or warranty, express or implied, as to the information's accuracy or completeness, nor does the author recommend that the attached information serve as the sole basis of any decision and it has been provided to you solely for informational purposes only and does not constitute an offer or solicitation of an offer, or any advice or recommendation, and may not be construed as such.

PAST PERFORMANCE DOES NOT GUARANTEE FUTURE RESULTS. Inherent in any investment is the potential for loss as well as profit. A list of all recommendations made within the immediately preceding twelve months is available upon written request. Please read Flexible Plan Investments' Brochure Form ADV Part 2A carefully before investing.



# Questions?

Please type any questions  
into the chat box to the right.



**Flexible Plan Investments, Ltd.**

*Your partner in active wealth management since 1981*

PAST PERFORMANCE DOES NOT GUARANTEE FUTURE RESULTS.  
INVESTMENT PROFESSIONAL USE ONLY.

800-347-3539 | [flexibleplan.com](http://flexibleplan.com)

# Connect with us

800-347-3539 x 2 | [flexibleplan.com](http://flexibleplan.com) | [sales@flexibleplan.com](mailto:sales@flexibleplan.com)



[twitter.com/FlexiblePlan](https://twitter.com/FlexiblePlan)



[linkedin.com/company/flexible-plan-investments-ltd./](https://linkedin.com/company/flexible-plan-investments-ltd./)



[proactiveadvisormagazine.com](http://proactiveadvisormagazine.com)