



Financial Planning: It's a Process, not a Document

At Passive Capital Management (PCM), we like to remind our clients and prospects to focus on things they can control. We can't control the financial markets; we can't control political policies and we can't control the future... but we can plan for it. While we won't bore you with a 35-page financial planning document, financial planning is a part of everything we do at PCM. This ranges from the initial information received from a prospective client to the ongoing life changes that our clients experience. Financial planning is an ongoing, evolving process that changes with our clients' needs throughout their lives, not a single snapshot report that is printed out and handed to them.

The financial planning process can be broken down into three (3) different stages. The first stage is data gathering. This involves PCM gathering qualitative and quantitative information from you. This is the foundation of the financial planning process. The more information we receive from you the better the recommendations that we can provide you. This leads us to the second stage of the process; identifying your goals and current course of action. With the data provided, we can now discuss whether your current trajectory is on course to achieve those goals. This allows us to see if you are on track to reach your goals or if we need to discuss an alternative course of action to take to make sure your goals are achieved. The final stage of this process is the financial planning recommendations. We will develop and present our recommendations to you to determine the correct course of action. Once the recommendations are agreed upon, we will implement and monitor these recommendations to ensure that you are on track to reach your goals.

This is just the beginning of the financial planning process. As you continue to live your life, your goals and situations change. These changes range from buying or leasing a car, purchasing a first home, planning for college or planning for retirement; the list goes on. Therefore, the financial planning process is an ongoing activity to consistently examine your current goals and the recommendations to achieve those goals.

Passive Capital Management, LLC was founded in 2006 with two (2) employees and a few million dollars in assets under management. A lot has changed since then. At the end of 2021 Passive Capital had six (6) employees and \$850 million in assets under management. Not only have we grown the size of our business, but we have encouraged the advancement of our employees as well. We now have one (1) Chartered Retirement Planning Counselor (CRPC), two (2) Chartered Financial Analysts (CFA), and three (3) Certified Financial Planner (CFP®) professionals. While Passive Capital's roots will always be in Investment Management, these changes allow us the capability to offer Financial Planning to our clients.

This is why we focus on maintaining close relationships with our clients so that we make sure we are with them through every step of this recurring financial planning process. If you think this would be of value to you, or any friends or family you know, please feel free to reach out to our advisors in Baltimore or Syracuse.

The Passive Capital Team

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