Statement of Understanding

I/We have met with Lawrence M Wood CFP (LMW) and agree to have him provide me/us an analysis of my/our financial affairs as limited to the following: _____ Comprehensive, _____ Retirement Analysis, _____ Estate Analysis, _____ Cash Flow Analysis, _____ Survivor Analysis, _____ College Funding Analysis, _____ Tax Planning. I/We understand that LMW, in analyzing my/our financial condition, will require documents and questionnaires which I/we agree to relinquish for a period of time necessary to complete the analysis.

I/We understand that LMW is a fee only financial planner and will charge a fee of $795.00 (8.50 hrs of analysis and meeting time) for this analysis billed as follows:

_____ one time charge upon completion of analysis

_____ in each of two installments the first payment being due upon completion of first pass of plan, second payment due on completion of plan.

I/We understand that as part of the analysis, LMW may advise me/us regarding the purchase/sale of securities, annuities and life/disability insurance. However, LMW's investment advisory services will be limited only to those services described in the Form ADV part II of which I/we acknowledge receipt.

I /We are aware that LMW is registered with the State of Colorado Division of Securities (registration number IA415) as an Investment Advisor. LMW is not a licensed life and disability insurance agent, nor does he hold a variable annuity license.

I/We understand that LMW's primary business is that of financial planning, tax preparation, and investment advice. I/We further understand that LMW does not affiliate himself with any NASD member firm.

I/We acknowledge that LMW will not take any power of attorney from me/us to execute transactions except by a separate "Investment Advisory Agreement" and that under NO circumstances will LMW take custody of any funds, securities or any other assets I /we own.

I understand that no assignment of this agreement shall be made by LMW and that I/we have the right to terminate this agreement at any time.

_____

Lawrence M Wood Date

_____

Client Date

_____

Spouse Date