

**Part 2A of Form ADV: Firm Brochure**

**Atwood Financial Planning LLC**

**Item 1 Cover Page**

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This brochure provides information about the qualifications and business practices of Atwood Financial Planning LLC. If you have any questions about the contents of this brochure, please contact Lori Atwood, CFP® at 202 415 0803 or [lori@atwoodfinancial.com](mailto:lori@atwoodfinancial.com). The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority. Additional information about Atwood Financial Planning LLC also is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

Our registration as an investment adviser does not imply a certain level of skill or training.

## **Item 2 Material Changes**

Since our last annual updating amendment on March 3, 2022, Atwood Financial Planning LLC added four offerings to its Corporate Solutions including the following:

1. running financial “challenges” for institutions and corporations that are charged based on the hours required for each challenge.
2. Hours Bundles including 10 hours of one-on-one financial planning time sold to institutions and corporations for \$3000/bundle of ten hours.
3. Platform Solution that includes running the Fearless Finance platform for basic recommendations for each employee who runs it, the Financial Planning Foundations live webinar and integration with the institution’s technology for \$2500 plus \$10 per employee who runs the algorithm. Employees can run the algorithm multiple times, but the employer is only charged \$10 once per employee email address.
4. Live virtual seminars customized to each employer’s needs. The seminars are one hour long and available to as many employees as the employees want as long as the technology will accommodate them. Each Seminar costs \$1500 and a bundle of three seminars is \$3600.

In addition to these offerings, there have also been changes to the hourly rate charged by Lori Atwood and Fearless Finance associates. For details about these changes, please see Item 5 below. Finally, Fearless Finance instituted a cancellation fee for Clients if they cancel a meeting within two (2) business days and a travel fee based on one half the hourly rate for clients who wish to meet in-person. Details about these policies can be found in Item 5.

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#### **Item 4 Advisory Business**

Atwood Financial Planning LLC (“Atwood” or “AFP”) is a fee-only financial planning firm specializing in helping clients understand their cash flow and budgeting, the amounts they should have in savings for emergencies and goals, how to pay down debt, how much to save for retirement, how much TERM life insurance to have, and what estate planning documents are recommended. Atwood also works with clients on investing and portfolio planning. We recommend a general approach to investing for retirement and non-qualified savings that will then be specified in our meetings by running various scenarios and understanding each client’s risk appetite and goals.

Atwood is principally owned by Lori Atwood, CFP® and has been in business since June 30, 2017. Atwood has no assets under management and is a fee for service firm only.

Atwood does not sell any products, nor does it collect commissions from any other entity or person. Lori Atwood, CFP® and Principal of Atwood Financial Planning LLC, as well as any Associate (an investment advisor representative working with Atwood) working with Atwood has a fiduciary duty toward clients. Lori Atwood and all Associates working with Atwood have a duty to act in a manner they reasonably believe to be in the best interest of clients, and in good faith.

Atwood tailors its financial planning services to each client’s specific needs. Atwood may provide advice regarding investments related generally to index fund/ETF portfolios, government issued securities and cash/cash equivalents as well as the client’s current holdings. Atwood does not use a questionnaire or survey to assess risk tolerance of clients. Instead, recommendations are made based on specific client goals and risk appetite specified through discussions. Atwood does not advise on specific individual stocks or corporate bonds unless already held by the client.

In relation to Atwood’s general investment approach and recommendations, our Associates may recommend various broker-dealers and/or custodians to allow a client to implement the agreed plan. Atwood has no affiliation with any brokers-dealers/custodians or other service providers recommended and typically more than one broker/dealer/custodian will be recommended to give the client a choice.

Atwood does not provide any services as part of a wrap fee program.

Clients can cancel services with AFP at any time during the planning process and will only owe fees for meetings already held. AFP will charge a cancellation fee if a meeting is canceled within 2 business days of the scheduled time.

For all services, Clients may terminate their engagement with Atwood within five (5) business days of signing an Agreement with no obligation and without penalty. After the initial (5) business days, the Agreement may be terminated by Atwood with thirty (30) days written notice to Client and by the Client at any time with written notice to Atwood. In the case of hourly engagements,

fees will be prorated based on the work completed at the stated hourly rate. All unpaid earned fees will be due to Atwood and all unearned fees will be refunded to the Client. Any increase in fees will be acknowledged in writing by both parties before any increase in said fees occurs.

Atwood Financial Planning LLC has five Corporate Financial Wellness Solutions including the following:

1. Running financial “challenges” for institutions and corporations that are charged based on the hours required for each challenge.
2. Hours Bundles including 10 hours of one-on-one financial planning time. Engagement Letters are between the employee participant and Fearless Finance. Our fiduciary duty is to the client participant and not the employer.
3. Platform Solution that includes running the Fearless Finance platform for basic recommendations for each employee who runs it, the Financial Planning Foundations live webinar and integration with the institution’s technology. Employees can run the algorithm unlimited times.
4. Live virtual seminars customized to each employer’s needs. The seminars are one hour long and available to as many employees as the employees want as long as the technology will accommodate them.
5. AFP will provide Small Group Planning and Small Group Planning Participants will receive 5, hour-long, online webinar sessions with one of our Associates. Participants will go through Cash Flow, Goal-Setting, Savings and Debt, Long-term Investing and Retirement Savings in a more general format than one-on-one planning but will be able to put their own plan together with the guidance of the Associate and support of the small group environment.

We will contact the client annually to offer a check-in meeting and update their financial plan. The hourly rate applies to all check-in meetings.

Lori Atwood, CFP® and Atwood Financial Planning LLC Associates occasionally hold educational seminars on personal financial planning and organization. Seminars are generally one-off in nature and focus on general household financial organization, saving and budgeting.

### **Item 5 Fees and Compensation**

Atwood Financial Planning LLC is a fee only advisory firm. Fees are charged by the hour at a rate of \$330/hour for the initial planning phase and \$290/hour for Check-ins and Life Change meetings with Lori Atwood, CFP Existing clients for Lori Atwood will be grandfathered in at her former rate (\$240/hour) until April 1, 2023, when all of Lori Atwood’s existing clients will pay \$290/hour. Associates’ Financial Planning (Fearless Finance brand) will offer services at \$260/hour during the initial planning phase. Check-ins and Life Change meetings after the initial plan is completed are charged by the hour for all Associates at a rate of \$220/hour. Lori Atwood, CFP(r) and all Associates will charge by the quarter hour (i.e., 1.25 hours or 1.5 hours if our meeting goes over). Clients can use our online platform for intake of data for an upfront fee of \$90 paid on the

platform. Online intake can reduce the number of hours spent with an associate at the \$260/hour rate by 30-60 minutes depending on the situation. Each client's situation can vary.

The initial planning meetings are defined as the first 2-3 meetings that allow the planner to generate a full plan including cash flow, debt/savings, retirement planning, account organization, goal setting, insurances, estate planning and investments. Not all elements are applicable to all clients. A Life Change meeting occurs when an existing client (already has a complete initial plan) has a life change like a new baby, new house, new job, etc. and wants to meet to update the plan. A Check-in Meeting is defined as an annual (or more or less frequent) meeting to update the plan with no specific life change.

Atwood Financial Planning LLC has added four offerings to its Corporate Solutions including the following:

1. running financial “challenges” for institutions and corporations that are charged based on the hours required for each challenge.
2. Hours Bundles including 10 hours of one-on-one financial planning time sold to institutions and corporations for \$3000/bundle of ten hours.
3. Platform Solution that includes running the Fearless Finance platform for basic recommendations for each employee who runs it, the Financial Planning Foundations live webinar and integration with the institution’s technology for \$2500 plus \$10 per employee who runs the algorithm. Employees can run the algorithm multiple times, but the employer is only charged \$10 once per employee email address.
4. Live virtual seminars customized to each employer’s needs. The seminars are one hour long and available to as many employees as the employees want as long as the technology will accommodate them. Each Seminar costs \$1500 and a bundle of three seminars is \$3600.
5. AFP also offers a Small Group Planning course and Small Group Planning Participants will receive 5, hour-long, online webinar sessions with one of our Associates. Corporations and institutions are charged \$5000 for one Small Group Planning course and are able to enroll up to 10 participants in the Course. The same participants will attend all five sessions.

All meetings will be paid after each meeting. An invoice will be automatically generated after each meeting. Email questions, or short calls with specific questions that do not require follow-up notes or analysis, are not charged. Judgment of whether an email or short call require analysis is wholly up to the financial planner. Fees are non-negotiable.

Atwood has no assets under management and therefore cannot deduct fees from clients’ assets or accounts. Fees for direct financial planning services are charged in arrears and therefore there are no refunds available for unused fees.

**Fearless Finance Subscription fees and cancellations:** Fearless Finance’s basic platform is free to our clients, and clients will be able to connect up to 3 accounts for free. Subscribers outside of

our client-base are charged \$1.99/account linked to subscribe. Clients who want to connect more than three accounts will be charged \$1.99/month per additional account.

Participants in Atwood Financial Planning LLC's Small Group Planning will be charged \$500/participant for 5, hour-long, online sessions. Participants will be asked to pay prior to the first meeting and will not be charged any additional fees for Small Group planning thereafter. If a participant cannot attend a session of the Small Group Planning, he/she will be offered the recording of the class and can email specific questions to the Group Leader. There will be no refunds provided for early termination. If the client chooses to become a one-on-one client with AFP the client would be subject to fees as described in the first paragraph of this section.

Atwood Financial Planning LLC charges a fee for returned checks of \$12 and a cancellation fee of a half hour (30 minutes) of meeting time if a client cancels an appointment within two business days of the scheduled time. For example, if the planner's fee is \$220/hour, the client will be charged \$110, for a cancellation within 2 business days of a scheduled meeting. Cancellation fees for Plan participants during the initial planning period, will be \$110. Fearless Finance provides financial advice virtually, however, if a client requests an in person meeting (where possible), the client will pay a travel fee of one half hour of time.

There are no other fees clients will be expected to pay in connection to AFP's advisory services. Atwood does not perform any brokerage services (please see Item 12), and therefore a client will not incur any brokerage fees from Atwood related to Atwood services. Clients should be aware that implementing Atwood's investment recommendations with a broker dealer is likely to incur costs charged by the custodian including transaction fees and markups. To the extent that clients choose to purchase mutual funds, exchange traded funds or money market funds, internal fees paid to the manager are factored into the value.

Fees associated with AFP's educational seminars and workshops are based on the institution sponsoring the seminar/workshop and differ from Engagement to Engagement.

Lower fees for comparable services may be available from other sources. Atwood nor any of its supervised persons accept compensation for the sale of securities or other investment products.

#### **Item 6 Performance-Based Fees and Side-By-Side Management**

Atwood Financial Planning LLC does not have Performance-Based Fees of any kind, nor does it provide Side-by-Side Management.

#### **Item 7 Types of Clients**

Atwood Financial Planning LLC works only with individual households, or small businesses with fewer than 5000 employees. Atwood does not manage assets, and therefore has no minimum account size or assets under management for a client.

## **Item 8 Methods of Analysis, Investment Strategies and Risk of Loss**

When asked for investment advice, AFP recommends only securities in the form of index funds and/or ETFs that are based on index funds, government issued securities or cash equivalent securities. Atwood Financial Planning LLC will also advise on existing assets already held by the client. Atwood Financial Planning LLC does not assess a client's specific tolerance for risk with a questionnaire when making recommendations for investments, instead recommendations are based on discussions with the client. Specific recommendations for asset allocation between equities and fixed income (including cash equivalents) depend on the client's time horizon for use of the funds, client goals, and the client's specific requirements/risk tolerance, which are assessed by discussion with the client.

Although index funds are diversified, there is still investment risk. The investment strategy Atwood follows for all clients aims to reduce risk by recommending minimal, if any trading, and investment in low-cost index fund securities. However, all investments and securities carry risk, and Atwood acknowledges those risks here.

A client should be prepared to bear the risk of possible loss. It is possible a client's account will experience a loss due to a stock market decline. It is important that clients understand this overall risk and invest to the extent the client can bear the risk. Clients should also be appropriately diversified, and we will assist the client to do so. Certain material risks relevant to AFP's index fund-based investment recommendations are set forth below:

**Index Fund Risk:** There is a risk that an index fund's underlying securities do not correspond exactly to its benchmark index. As such, it may underperform its benchmark index.

**Exchange Traded Fund Risk:** Index fund ETFs could become illiquid for a period if trading is halted. ETF share prices may, at times, also be more volatile than the underlying index the ETF is based upon.

**Political Risk:** An overall market, and thus the index funds associated with that market, could decline due to political changes and/or instability in a country or region.

Atwood does not make currency, derivative, or corporate bond securities recommendations.

## **Item 9 Disciplinary Information**

There are no disciplinary or legal events material to a client or prospective client's evaluation of Atwood Financial Planning LLC.

## **Item 10 Other Financial Industry Activities and Affiliations**



AFP nor any of its management persons are registered, or have an application pending to register, as a broker-dealer or a registered representative of a broker-dealer, nor is the firm or any of its management persons registered, or have an application pending to register, as a futures commission merchant, commodity pool operator, a commodity trading advisor, or an associated person of the foregoing entities.

Atwood Financial Planning LLC does not select other advisors for its clients.

### **Item 11 Code of Ethics, Participation or Interest in Client Transactions and Personal Trading**

According to the Investment Advisers Act of 1940, an investment advisor is considered a fiduciary and has a fiduciary duty to clients. Atwood has established a Code of Ethics to comply with the requirements of Section 204(A)-1 of the Investment Advisers Act of 1940 that reflects fiduciary obligations and those of its supervised persons and requires compliance with federal securities laws. AFP's Code of Ethics covers all individuals that are classified as "supervised persons". All employees, officers, directors, and investment advisor representatives are classified as supervised persons. AFP requires its supervised persons to consistently act in their clients' best interests in all advisory activities. AFP imposes certain requirements on its affiliates and supervised persons to ensure that they meet the firm's fiduciary responsibilities to their clients. The standard of conduct required is higher than ordinarily required and encountered in commercial business.

AFP and its principal, Lori Atwood, CFP® and its Associates have no direct, indirect, or related interest to any securities either may recommend.

AFP has a Code of Ethics, and it contains policies regarding several key areas:

- Standards of Conduct and Compliance with Laws, Rules and Regulations;
- Protection of Material Non-Public Information and Confidential Information;
- Personal Securities Trading;
- Gifts;
- Communications with the Public;
- Outside Business Activities;
- Disclosures of Conflicts of Interest and Undue Influence;
- Exceptions from Compliance;
- Compliance Certification;
- Failure to Comply and Reporting Violations;
- Recordkeeping; and

- Initial and Annual Certification of Receipt of and Compliance with the Firm's Code of Ethics.

Atwood's Code of Ethics will be provided to any client or prospective client upon request, free of charge.

### **Item 12 Brokerage Practices**

Atwood manages no client funds and makes no trades. Therefore, AFP has no broker-dealer relationships. AFP does not receive any research, prospective clients, commissions or any other form of compensation or "soft" compensation from any broker-dealer or any other entity.

When/if Atwood recommends brokerage houses for clients, it does so with a view toward recommending brokerages with the lowest fees available and responsive customer service. No other criteria is used by Atwood to determine recommendations for brokerage houses, therefore generally, discount broker/dealers are recommended, such as, but not limited to, Vanguard, Charles Schwab or Fidelity. In a case where a client already has a preferred broker/dealer or custodian, Atwood will recommend index funds, ETFs, government issued securities or cash/cash equivalents offered by the broker/dealer or custodian of the client's choice.

Atwood may recommend a brokerage firm or other firm that can sell recommended index funds, ETF or government issued securities, manage, or be custodian of a client's assets. Atwood and its principal (Lori Atwood, CFP®) and its Associates do not collect any commissions or compensation either directly or indirectly for making such recommendations. Atwood has no affiliation with any brokers or other service providers recommended. Typically more than one broker will be recommended to give the client a choice.

### **Item 13 Review of Accounts**

If AFP has been asked to make investment recommendations for a client, the recommendations will be reviewed annually with the client at his/her annual "check-in" appointment to review all aspects of the financial plan.

Atwood recommends a long-term investment strategy based on a client's years until retirement and client risk appetite based on discussion. We discuss risk appetite, goals and time horizon at every annual check-in. Because the recommendations we provide are long-term and do not require frequent changes, the client would likely not have cause to adjust investment recommendations during a year except based on a change in time horizon or a risk appetite change. Therefore, Atwood would only recommend adjustments, if necessary, on an annual basis.

Atwood does not provide reports to clients on a regular basis. The client receives a summary email after each meeting summarizing recommendations and items discussed in that meeting. There is no review conducted on a regular basis of client financial plans other than at an annual “check-in” meeting. The client is contacted for an annual check-in each year. If a client declines these meetings for three consecutive years, we assume the relationship has terminated, although clients are always welcome to return. The client may also ask to meet more frequently than annually, if desired. Most check-in meetings are annual, but some clients request semi-annual or quarterly check-in meetings. Annual check-in meetings are conducted by the client’s advisor at Atwood Financial.

#### **Item 14 Client Referrals and Other Compensation**

Atwood Financial Planning LLC does not compensate any other person for client referrals nor is Atwood compensated by any third party for client referrals.

#### **Item 15 Custody**

Atwood has no access to client funds or securities.

#### **Item 16 Investment Discretion**

Atwood does not trade client accounts and therefore never has discretionary authority over any client funds or securities.

#### **Item 17 Voting Client Securities**

Atwood Financial Planning LLC does not have any authority to vote client securities. A client will receive their proxies or other solicitations for voting or any other shareholder related action through their custodian or transfer agent. Atwood does not make recommendations regarding shareholder voting or any other shareholder activities.

#### **Item 18 Financial Information**

Atwood Financial Planning LLC does not require or solicit prepayment of more than \$1,200 in fees per client, six months or more in advance, and does not have discretionary authority. Atwood Financial Planning LLC has not been the subject of bankruptcy over the preceding ten-year period. Therefore, it does not provide its balance sheet.