

**CENTURY MANAGEMENT**  
**1301 CAPITAL OF TEXAS HIGHWAY, SUITE B-228**  
**AUSTIN, TEXAS 78746**  
**(512) 329-0050**

**FINANCIAL PLANNING AGREEMENT**

This Agreement is entered as of the \_\_\_\_\_ day of \_\_\_\_\_, 2002, between Van Den Berg Management, Inc., d/b/a Century Management ("the Adviser") and \_\_\_\_\_ ("the Client").

**SERVICES AND FEES.** The Adviser will create a personal financial plan for the Client. The specific financial planning services that the Adviser will provide and the fees for those services are described on Exhibit "A" to this agreement. **Our financial planning services are on a fee only or hourly only basis. We do not receive commissions of any kind and we do not sell any products.**

A non-refundable retainer equal to one-half of the estimated fees is due before the Adviser begins work on the plan. Upon completion of the plan, remaining fees due will be billed to the Client. If the Client's personal or financial circumstances change during the planning process, client shall be billed for time spent at a rate of \$150.00 an hour against the retainer.

**THE CLIENT'S RESPONSIBILITY.** The Client will furnish the Adviser with complete and accurate information concerning the Client's financial and economic situation, the Client's investment objectives, and any restrictions the Client wishes to impose.

**TERM OF AGREEMENT AND TERMINATION.** The term of this Agreement shall be continuous until the financial plan is completed. Either party may terminate this Agreement upon giving written notice to the other party. If this Agreement is terminated and fees are due to the Adviser, the Adviser will send an invoice to the Client. The Client agrees to pay this invoice within ten business days of receiving the invoice. **Notwithstanding any other provision in this Agreement, the Client may terminate this Agreement within five business days of its effective date without payment of any fee for the Adviser's services.**

**ASSIGNMENT.** No assignment of this Agreement shall be permitted without the express written consent of all parties to this Agreement.

**SEVERABILITY.** If any provision or provisions of this Agreement is found to be illegal or invalid for any reason, the illegality or invalidity shall not affect the remaining provisions of this Agreement but shall be fully severable and the Agreement shall be construed and enforced as if the illegal or invalid provision had never been included.

**PARTIES BOUND.** This Agreement shall be binding on the parties to it and their heirs, executors, administrators, successors, and assigns.

**NOTICE.** Any and all written notices, designations, disclosures, consents, offers, acceptances, or any other written communication provided for in this Agreement shall be personally delivered or delivered by mail, postage prepaid, to the address shown below the party's signature, unless notice of change of address is furnished in the manner provided in this paragraph. Notice shall

be deemed received (a) if personally delivered, on the date of its delivery or (b) if mailed, on the date of its deposit, postage prepaid, in the United States mail.

**ENTIRE AGREEMENT.** This Agreement embodies all understandings and agreements of the parties to it with respect to the subject matter of this Agreement and the terms and conditions of this Agreement. This Agreement may not be amended except in writing signed by both of the parties.

**GOVERNING LAW.** This Agreement shall be governed and construed according to the laws of the State of Texas.

**EXECUTION.** This Agreement shall be executed in several counterparts, each of which shall be deemed an original.

EXECUTED and EFFECTIVE the day and year first written above.

**Van Den Berg Management, Inc.**  
d/b/a Century Management

By: \_\_\_\_\_

\_\_\_\_\_  
Title

1301 Capital of Texas Highway, Suite B-228  
Austin, Texas 78746

**Client:**

\_\_\_\_\_  
Client' s signature

\_\_\_\_\_  
Client' s printed name

\_\_\_\_\_  
Client' s address

\_\_\_\_\_  
City, State, Zip code

\_\_\_\_\_  
Date

**Financial Planner:**

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

**Co-Client or Client 2:**

\_\_\_\_\_  
Client' s signature

\_\_\_\_\_  
Client' s printed name

\_\_\_\_\_  
Client' s address

\_\_\_\_\_  
City, State, Zip code

\_\_\_\_\_  
Date

**EXHIBIT "A"**

**CENTURY MANAGEMENT FINANCIAL PLANNING AGREEMENT  
SERVICES & FEES SCHEDULE**

**Financial Planning Services:** Century Management’s fees for financial planning services are based on either a flat fee or an hourly fee. Our typical flat fee ranges between \$2,000 and \$5,000, and our usual hourly rate ranges from \$150 to \$200 per hour, depending on the complexity of the engagement. Below we provide an estimate of total financial planning fees before we begin work.

**Our financial planning services are on a fee only or hourly only basis. We do not receive commissions of any kind and we do not sell any products.**

Services	Fee	Check here if selected
<b>Comprehensive Financial Planning:</b> Analyze insurance needs, investments, tax planning, retirement planning, education planning and estate planning.		
<b>Retirement Planning:</b> Review and analyze your current retirement plan, retirement plan options available, and retirement plan, retirement plan options available, and your retirement lifestyle objectives.		
<b>Estate Planning:</b> Review your current estate planning documents, discuss estate tax saving strategies, and assist in implementing estate planning recommendations with your attorney.		
<b>Life Insurance Planning:</b> Analyze current life insurance policies, the need for more or less insurance based upon available resources and resources required to meet your family's needs, review titling of all life insurance on your life and consider the positive or negative effects it has on your estate tax liability.		
<b>College Education Planning:</b> Analyze current investments earmarked for education; consider time horizons of your objectives, risk tolerance and liquidity in determining the proper allocation of funds for children's or grandchildren's college education.		
<b>Investment Planning:</b> Analyze current investments and recommend proper allocation to meet each objective's time horizon, risk tolerance, the need for liquidity, marketability, diversification, capital appreciation, and reduction/deferral of income taxes.		
<b>Annual Reviews/Updates</b>	<b>Fees provided upon request</b>	
<b>Other :</b>		

**TOTAL:**    \$ \_\_\_\_\_