


PRACTICE ESSENTIALS: THE NUTS AND BOLTS OF SETTING UP AND MAINTAINING YOUR CDEA™ PRACTICE


PRESENTED BY KAREN D. SPARKS CDEA™, J.D.

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ORDER OF TOPICS TO BE PRESENTED

- Laying the foundation
- Practice primers
- Building the framework



LAYING THE FOUNDATION

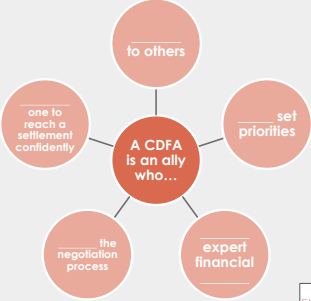


THE 1ST INTERACTIVE
ACTIVITY

A HANDS-ON PERSPECTIVE




CDFA™ DEFINED

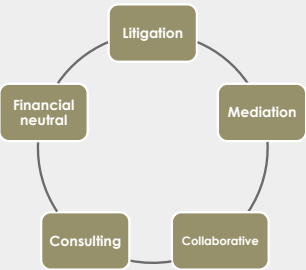


A CDFA is an ally who...

- to others
- set priorities
- expert financial
- the negotiation process
- one to reach a settlement confidently



CHOOSE YOUR SERVICE




Litigation

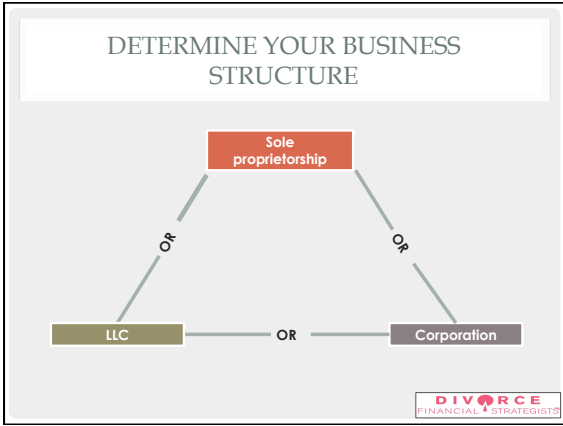
Mediation

Collaborative

Consulting

Financial neutral





SET YOUR BUSINESS OBJECTIVES AND GOALS

Broker dealer considerations

<p>Client payments</p> <div style="border: 1px solid black; padding: 5px; text-align: center;"> Square</div> <div style="display: flex; justify-content: space-around; font-size: small;"> </div> <p style="font-size: x-small;">http://findabill.com/news/square-reader-available-to-card-accepting-biz-cas-a-more-secure-payment-solution/2678</p>	<p>Professional liability insurance</p> <div style="border: 1px solid black; padding: 5px; text-align: center;"> MARKET Cambridge Alliance A division of Market Service, Incorporated</div> <p style="font-size: x-small;">http://www.opogeengroup.com/about-us/our-avaliable-markel</p>
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DIVORCE
FINANCIAL STRATEGISTS

KEEPING TRACK OF BUSINESS FINANCES

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FINANCIAL STRATEGISTS

INVESTING IN YOUR PRACTICE

_____ the _____ and resources of
where you practice

_____ in the _____ Consider Mentor4You™

_____ and _____ your website

Spread the word - _____

_____ and _____ professional _____

DIVORCE
FINANCIAL STRATEGISTS

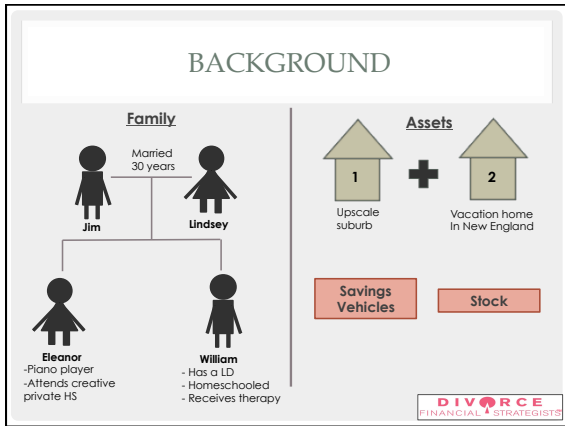
PRACTICE PRIMERS

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THE 2ND INTERACTIVE
ACTIVITY

A HANDS-ON PERSPECTIVE

DIVORCE
FINANCIAL STRATEGISTS



LINDSEY

BS, MA, PH.D in electrical engineering

Pre-Marriage

- > A consultant
- > Project manager for a large corporation

Post-Marriage

- > An independent researcher with a major university
- > Left the researching position shortly after Eleanor was born

DIVORCE
FINANCIAL STRATEGISTS

JIM

B.S. in Computer Science, A MBA in Finance

Pre-Marriage

- > A founding partner in a business investment firm

Post-Marriage

- > Firm profits from holdings in marketing and emerging technologies in transportation, education and digital information.
- > Has a patent pending software application
- > Frequent speaker at industry events

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THE INITIAL INTERVIEW

standards and their story with budgeting

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DOLLARS AND CENTS-
KEY AREAS OF ANALYSIS

Divorce financial analysis software

Temporary Support provided during litigation Permanent Post litigation support

Payment Options

Step down Monthly Buyout

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BUILDING THE FRAMEWORK

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ESSENTIAL BUSINESS DOCUMENTS

<p>Necessary to set out responsibilities for you and the client</p>	<p>The core documents needed for analysis</p>	<p>As an expert witness be sure to have an engagement letter, CV, fee schedule</p>
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DIVORCE
FINANCIAL STRATEGISTS

PRICING AND MARKET SHARE

Consultation fees

- To charge or not charge

You

Client fees

- Do your research
- Be mindful of your professional value
- Consider special circumstances


Competitors

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FINANCIAL STRATEGISTS

POST DIVORCE

DIVORCE
FINANCIAL STRATEGISTS

QUESTIONS?



CONTACT INFORMATION



Address:
4701 Patrick Henry Drive
Bldg. 16
Santa Clara, CA 95054

Email:
cdfa@divorcefinancialstrategists.com

Phone:
650-201-6311

Website
<http://www.divorcefinancialstrategists.com/>



Karen D. Sparks
CDFA™, J.D.
Founder of DFS



THANK YOU

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COMPREHENSIVE CASH FLOW EXPANDED EXPENSE WORKSHEET

Client A Name: _____
 Client B Name: _____

Date: _____

Income	Monthly	OR	Annually	ANNUAL TOTAL
Salary (Client A)				\$ -
Salary (Client B)				\$ -
Interest and Non-Qualified Dividends				\$ -
Qualified Dividends				\$ -
Defined Benefit (Client A)				\$ -
Defined Benefit (Client B)				\$ -
Social Security (Client A)				\$ -
Social Security (Client B)				\$ -
Alimony (Client A)				\$ -
Alimony (Client B)				\$ -
Rental Property (Net)				\$ -
Other				\$ -
Other				\$ -
Other				\$ -
Other				\$ -
Other				\$ -
Other				\$ -
Other				\$ -
Other				\$ -
Other				\$ -
Other				\$ -
Other				\$ -
Total Income				\$ -

COMPREHENSIVE CASH FLOW EXPANDED EXPENSE WORKSHEET

Client A Name: _____
 Client B Name: _____

Date: _____

HOUSING	Monthly	OR	Annually	ANNUAL TOTAL
Mortgage #1 (Principal & Interest Only)				\$ -
Mortgage #2 (Principal & Interest Only)				\$ -
Association Dues				\$ -
Cable/Satellite				\$ -
Electric Utilities				\$ -
Gas Utilities				\$ -
Home Repair/Maintenance				\$ -
Housekeeping				\$ -
Internet				\$ -
Landscaping				\$ -
Pest Control				\$ -
Phone - Home				\$ -
Phone - Mobile				\$ -
Pool Service				\$ -
Real Estate Taxes				\$ -
Rent				\$ -
Snow Removal				\$ -
Waste Removal				\$ -
Water & Sewer				\$ -
Other _____				\$ -
Other _____				\$ -
TOTAL HOUSING				\$ -

CHILD CARE	Monthly	OR	Annually	ANNUAL TOTAL
Child/Dependent Support				\$ -
Clothing				\$ -
Daycare				\$ -
Diapers/Food/Etc.				\$ -
School Lunches				\$ -
School Supplies				\$ -
Sports/Hobbies				\$ -
Tuition				\$ -
Other _____				\$ -
Other _____				\$ -
TOTAL CHILD CARE				\$ -

COMPREHENSIVE CASH FLOW EXPANDED EXPENSE WORKSHEET

Client A Name: _____

Date: _____

Client B Name: _____

TRANSPORTATION	Monthly	OR	Annually	ANNUAL TOTAL
Auto Loan/Lease #1	_____		_____	\$ -
Auto Loan/Lease #2	_____		_____	\$ -
Car Washes/Detailing	_____		_____	\$ -
Fuel	_____		_____	\$ -
Inspection/Tags	_____		_____	\$ -
Parking/Tolls	_____		_____	\$ -
Personal Property Tax	_____		_____	\$ -
Service/Maintenance	_____		_____	\$ -
Train/Subway/Taxis	_____		_____	\$ -
Other _____	_____		_____	\$ -
Other _____	_____		_____	\$ -
TOTAL TRANSPORTATION				\$ -

FOOD & BEVERAGE	Monthly	OR	Annually	ANNUAL TOTAL
Groceries	_____		_____	\$ -
Lunches/Dining Out	_____		_____	\$ -
Other _____	_____		_____	\$ -
Other _____	_____		_____	\$ -
TOTAL FOOD & BEVERAGE				\$ -

CLOTHING	Monthly	OR	Annually	ANNUAL TOTAL
Dry Cleaning	_____		_____	\$ -
Purchases	_____		_____	\$ -
Tailoring/Alterations	_____		_____	\$ -
Other _____	_____		_____	\$ -
Other _____	_____		_____	\$ -
TOTAL CLOTHING				\$ -

COMPREHENSIVE CASH FLOW EXPANDED EXPENSE WORKSHEET

Client A Name: _____

Date: _____

Client B Name: _____

FURNISHINGS	Monthly	OR	Annually	ANNUAL TOTAL
Appliances	_____		_____	\$ -
Furniture	_____		_____	\$ -
Interior/Exterior Decorating	_____		_____	\$ -
Linens	_____		_____	\$ -
Other _____	_____		_____	\$ -
Other _____	_____		_____	\$ -
TOTAL FURNISHINGS				\$ -

PERSONAL CARE & CASH	Monthly	OR	Annually	ANNUAL TOTAL
Allowances	_____		_____	\$ -
Cosmetics	_____		_____	\$ -
Hair Care	_____		_____	\$ -
Manicures/Pedicures	_____		_____	\$ -
Pocket/Spending Cash	_____		_____	\$ -
Other _____	_____		_____	\$ -
Other _____	_____		_____	\$ -
TOTAL PERSONAL CARE & CASH				\$ -

MEDICAL, DENTAL & Rx	Monthly	OR	Annually	ANNUAL TOTAL
Chiropractic	_____		_____	\$ -
Co-Payments	_____		_____	\$ -
Deductible	_____		_____	\$ -
Dental/Orthodontic	_____		_____	\$ -
Drugs & Prescriptions	_____		_____	\$ -
Glasses/Contacts	_____		_____	\$ -
Other _____	_____		_____	\$ -
Other _____	_____		_____	\$ -
TOTAL MEDICAL, DENTAL & Rx				\$ -

EDUCATION & SELF-IMPROVEMENT	Monthly	OR	Annually	ANNUAL TOTAL
Education	_____		_____	\$ -
Health Club/Spa	_____		_____	\$ -
Music Lessons	_____		_____	\$ -
Self-Improvement Classes	_____		_____	\$ -
Other _____	_____		_____	\$ -
Other _____	_____		_____	\$ -
TOTAL EDUCATION & SELF-IMPROVEMENT				\$ -

COMPREHENSIVE CASH FLOW EXPANDED EXPENSE WORKSHEET

Client A Name: _____

Date: _____

Client B Name: _____

DEBT & INSTALLMENT PAYMENTS	Monthly	OR	Annually	ANNUAL TOTAL
Credit Card #1	_____		_____	\$ -
Credit Card #2	_____		_____	\$ -
Credit Card #3	_____		_____	\$ -
Family Loans	_____		_____	\$ -
Home Equity Line of Credit	_____		_____	\$ -
Student Loans	_____		_____	\$ -
Student Loans	_____		_____	\$ -
Other _____	_____		_____	\$ -
Other _____	_____		_____	\$ -
TOTAL DEBT & INSTALLMENT PAYMENTS				\$ -

ENTERTAINMENT	Monthly	OR	Annually	ANNUAL TOTAL
Alcohol/Liquor/Wine	_____		_____	\$ -
Clubs	_____		_____	\$ -
Computer	_____		_____	\$ -
Country Club Membership	_____		_____	\$ -
Gambling/Lottery	_____		_____	\$ -
Golf	_____		_____	\$ -
Hunting/Fishing/Boating	_____		_____	\$ -
Movies/Videos	_____		_____	\$ -
Music	_____		_____	\$ -
The Arts	_____		_____	\$ -
Tickets (Sports/Concerts/Etc.)	_____		_____	\$ -
Other _____	_____		_____	\$ -
Other _____	_____		_____	\$ -
TOTAL ENTERTAINMENT				\$ -

VACATIONS & HOLIDAYS	Monthly	OR	Annually	ANNUAL TOTAL
Holidays	_____		_____	\$ -
Vacations	_____		_____	\$ -
Other _____	_____		_____	\$ -
Other _____	_____		_____	\$ -
TOTAL VACATIONS & HOLIDAYS				\$ -

CHARITABLE CONTRIBUTIONS	Monthly	OR	Annually	ANNUAL TOTAL
Religious Organizations	_____		_____	\$ -
Charity	_____		_____	\$ -
Other _____	_____		_____	\$ -
Other _____	_____		_____	\$ -
TOTAL CHARITABLE CONTRIBUTIONS				\$ -

COMPREHENSIVE CASH FLOW EXPANDED EXPENSE WORKSHEET

Client A Name: _____
 Client B Name: _____

Date: _____

OTHER EXPENSES	Monthly	OR	Annually	ANNUAL TOTAL
Alimony				\$ -
Anniversary				\$ -
Birthdays				\$ -
Christmas				\$ -
Hobbies/Collectibles				\$ -
Memberships/Dues/Fees				\$ -
Paper/Magazines/Books				\$ -
Pet Care				\$ -
Spontaneous Gifts				\$ -
Weddings				\$ -
Other _____				\$ -
Other _____				\$ -
Other _____				\$ -
Other _____				\$ -
TOTAL OTHER EXPENSES				\$ -

INSURANCE	Monthly	OR	Annually	ANNUAL TOTAL
Auto				\$ -
Dental				\$ -
Disability				\$ -
Homeowners/Renters				\$ -
Liability/Umbrella				\$ -
Life				\$ -
Long Term Care				\$ -
Medical				\$ -
Other _____				\$ -
Other _____				\$ -
TOTAL INSURANCE				\$ -

TOTAL INCOME	\$ -
TOTAL ANNUAL EXPENSES	\$ -

NET SURPLUS/DEFICIT **\$0.00**

Sample Retainer Agreement

[Firm Letterhead]

[Date]

Re: Retainer Agreement for Divorce Financial Planning Services

1. Identification of the Parties. This agreement is made between
_____ (“Attorney”) and
_____ (“Client”).
2. General Nature of Assistance. will assist Client with
3. Respective Responsibilities of Analyst and Client.
4. Client Fees.

5. Dispute Resolution.

6. Miscellaneous.

- (a) This agreement contains the entire agreement between Analyst and Attorney. This agreement may be modified only by subsequent written agreement between the director of Client and Attorney.
- (b) If any provision of this agreement is held in whole or in part to be unenforceable for any reason, the remainder of that provision and of the entire agreement will remain in effect.
- (c) This agreement shall apply to any additional or subsequent matters that Analyst agrees to undertake on behalf of the Client, unless the parties agree in writing to some different arrangement.

The foregoing is agreed to by:

Analyst Name: _____

Client Name: _____