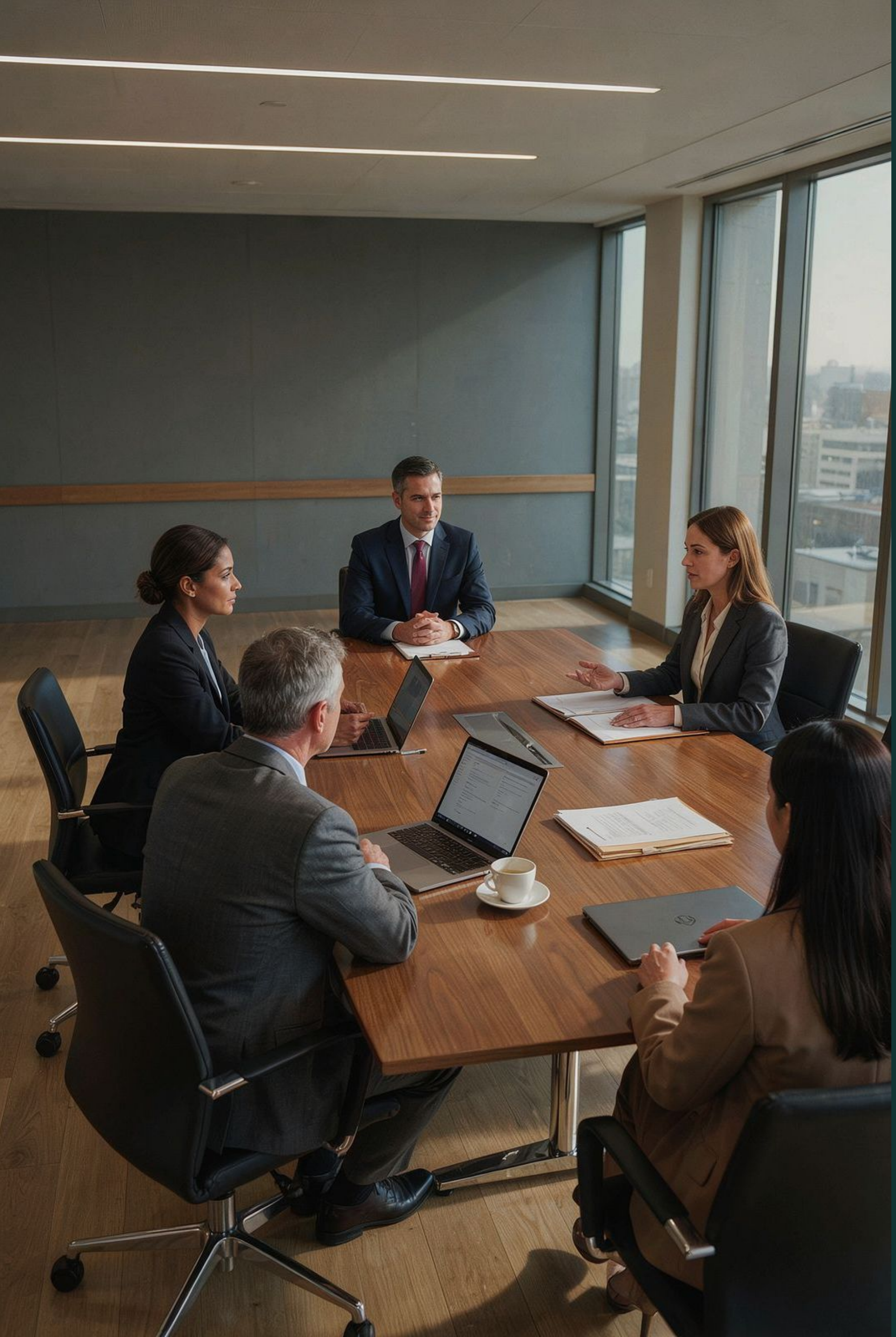
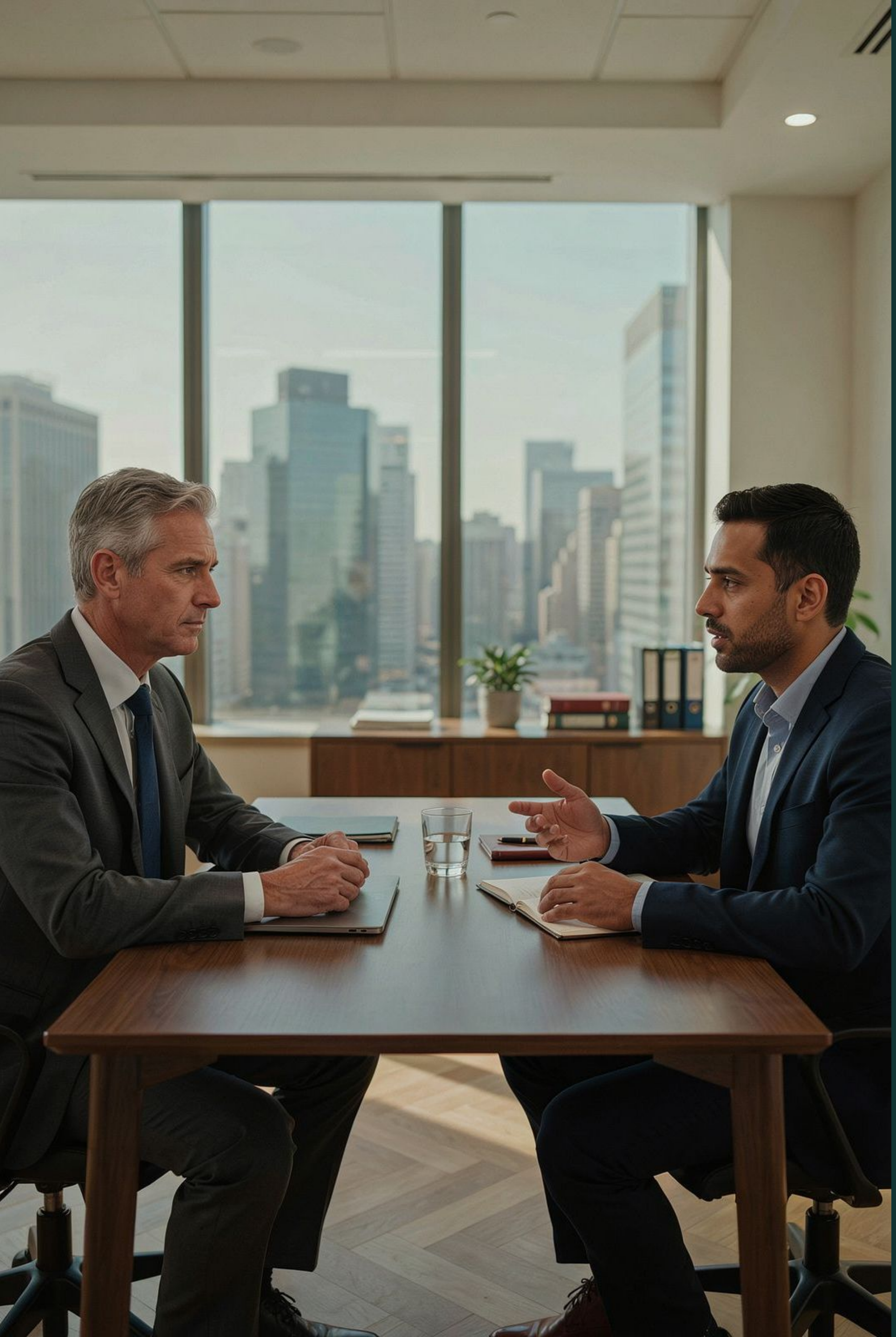


The Strategic Legal Partnership

Expand Your Firm Beyond Legal Documents

Deliver Greater Client Value. Deepen Relationships. Create New Revenue Opportunities.

OAKWOOD SUMMIT



The Modern Attorney Has a Bigger Opportunity

Attorneys are often the **first advisor called** when a major life or business event occurs. Each engagement creates a natural opening for broader financial planning.

Business Formation

Entity structure, liability, tax planning needs

Buy–Sell Agreements

Funding strategy, insurance, valuation coordination

Business Sales

Wealth transition, tax, retirement readiness

Succession Planning

Estate liquidity, family wealth transfer, continuity

> The strongest client relationships are built when legal and financial planning work together.

Every Legal Matter Creates Financial Planning Opportunities

From incorporation to legacy, each milestone in a business owner's journey carries planning needs that extend far beyond the legal document itself.

Formation | **Growth** | **Key People** | **Estate** | **Sale**

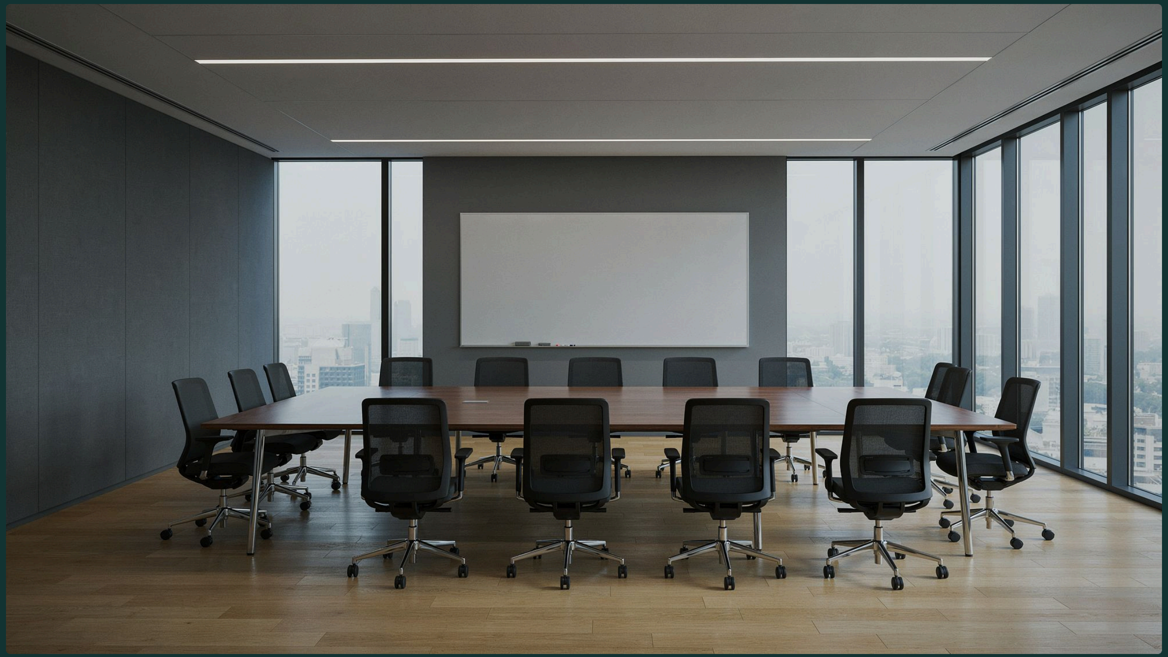
At every stage, the attorney who can connect clients to coordinated planning becomes indispensable — not just transactional.

Opportunities Hidden Inside Your Legal Practice

Every client situation carries a parallel planning need. These are the gaps most law firms leave unaddressed.

Client Situation	Coordinated Planning Opportunity
Drafting estate plans	Wealth management & estate liquidity
Creating buy-sell agreements	Insurance funding & business valuation
Selling a business	Retirement planning & tax coordination
Forming partnerships	Executive benefits & risk management
Family succession planning	Business succession coordination
Commercial real estate purchases	Asset protection & insurance planning
Liquidity events	Long-term wealth planning

Why Many Law Firms Leave Opportunities Untapped



Most law firms are not structured to deliver financial planning — and they shouldn't have to be. But the gap creates real risk.

No In-House Planning Capability

Wealth, retirement, and insurance fall outside the firm's scope

Uncoordinated Referrals

Clients are referred elsewhere with little follow-up or collaboration

Disconnected Implementation

Legal documents and financial plans are executed in silos

Reduced Client Retention

Clients build their deepest relationships with whoever coordinates the most

The Oakwood Summit Partnership Model

Your Client Relationship. Our Planning Expertise.

Introduce Oakwood Summit

Attorney makes the client introduction.

Discovery & Implementation

Oakwood leads planning and execution.

Identify Opportunity

Attorney spots a client planning need.

Ongoing Attorney Role

Attorney stays engaged throughout process.

Oakwood Summit serves as your outsourced planning and implementation partner — managing every step of the financial coordination process so you remain focused on the legal work.

What Oakwood Summit Handles

You continue practicing law. We coordinate the full financial planning process on behalf of your clients.

Wealth & Retirement Planning

Comprehensive retirement analysis, investment strategy, and long-term wealth planning

Insurance Planning

Life, disability, key person, and buy-sell funding analysis and implementation

Business Succession

Succession coordination, continuity planning, and executive benefit strategies

Advisor Collaboration

CPA, legal, and advisory team coordination for integrated client outcomes

How Law Firms Can Participate

Option 1: Strategic Referral Partnership

The attorney identifies planning opportunities and introduces clients to Oakwood Summit — no licensing required. The attorney remains the trusted primary legal advisor throughout.

Option 2: Licensed Partnership

For attorneys who obtain appropriate insurance licenses and whose participation complies with applicable ethics rules and firm policies, insurance-related compensation may be shared under compliant agreements.

Oakwood Summit manages all client meetings, case design, carrier coordination, and ongoing service.

⚠ Attorney participation, compensation, fee sharing, and insurance licensing requirements vary by jurisdiction and are subject to state bar rules, insurance regulations, and firm policies. Independent legal and ethics guidance should be obtained before implementing any partnership structure.

Benefits to Your Law Firm

Stronger Client Relationships

Become the advisor who coordinates everything

Expanded Capabilities

Offer planning solutions without adding staff

Practice Differentiation

Stand apart from firms offering legal documents alone

Long-Term Retention

Clients stay where their full plan lives

Compliant Revenue Opportunities

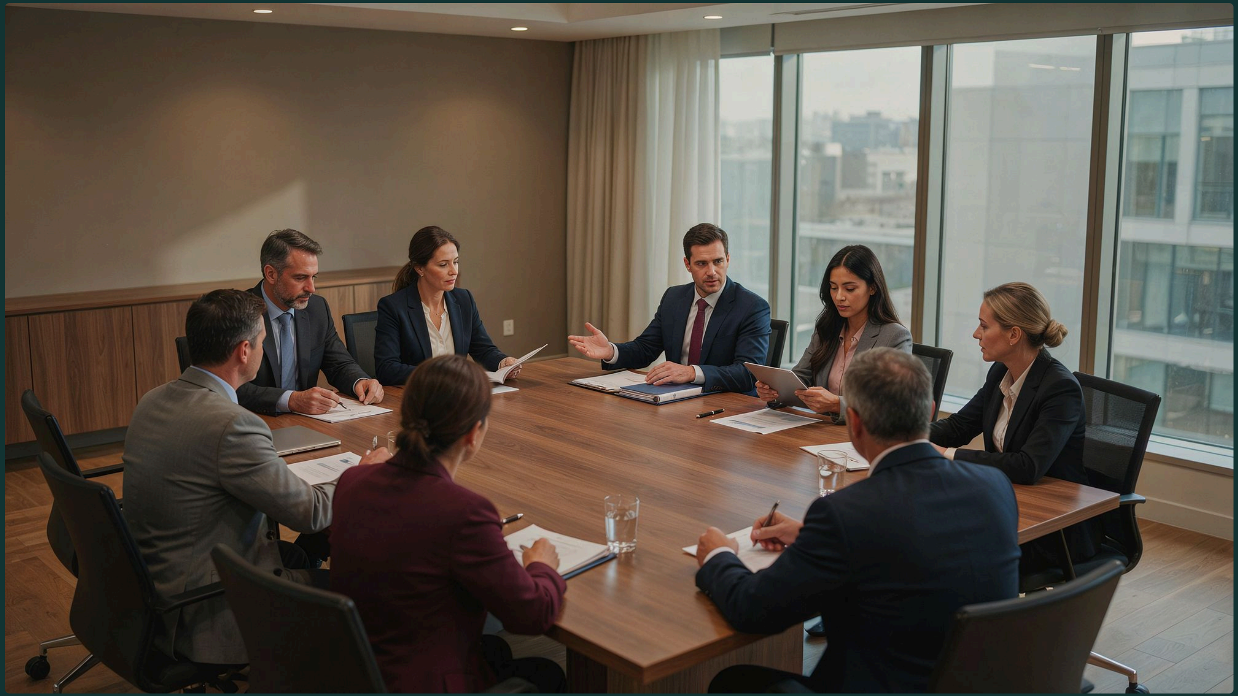
Explore participation structures where permitted

Interdisciplinary Collaboration

Work alongside financial, tax, and advisory professionals

Benefits to Your Clients

Clients no longer navigate a fragmented web of disconnected advisors. With Oakwood Summit coordinating the financial planning process, they receive a unified, integrated experience.



One Coordinated Advisory Team

Legal, financial, insurance, and tax professionals working together

Comprehensive Planning

Retirement, succession, estate, and wealth strategy aligned

Simplified Communication

Fewer handoffs, less confusion, better outcomes

Example Client Journey

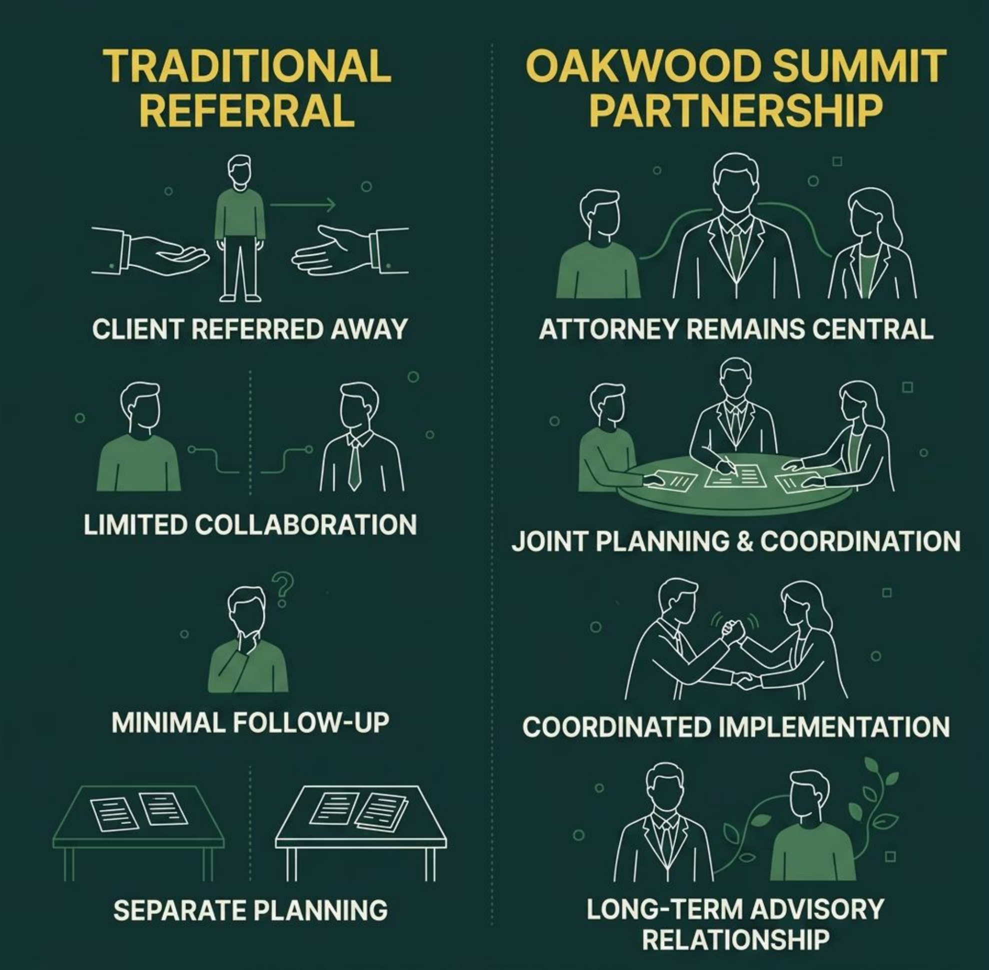
CASE STUDY

Scenario: A business owner preparing for a sale within 8 years. The attorney identifies critical gaps — no continuity funding, an outdated estate plan, no retirement strategy, and no wealth transition plan.

1. **Attorney Identifies Gaps**
   No buy-sell funding, outdated estate plan, no retirement strategy
2. **Oakwood Summit Introduced**
   Discovery meeting with business owner and advisory team
3. **Coordinated Planning Begins**
   Retirement, insurance, succession, and CPA collaboration
4. **Implementation & Monitoring**
   All plans executed and reviewed with attorney actively involved

The attorney remains the client's primary legal advisor at every stage — Oakwood Summit manages the financial coordination.

Why Firms Choose Oakwood Summit



The Difference is Coordination

Traditional referrals transfer the client. The Oakwood Summit model **keeps the attorney central** while adding depth and breadth to the overall client experience.

- Attorney retains primary relationship
- Planning is coordinated, not siloed
- Client communication is unified
- Implementation is managed end-to-end

Frequently Asked Questions

Will Oakwood Summit replace our role?

No. We complement your legal services. The attorney remains the client's primary legal advisor throughout every engagement.

Does Oakwood Summit provide legal advice?

No. Legal advice remains solely the responsibility of the law firm. We coordinate financial planning, never legal strategy.

Must attorneys become insurance professionals?

No. Referral partnerships are available to all attorneys. Licensing is only required for those pursuing insurance-related compensation.

Who performs the financial planning?

Oakwood Summit coordinates all financial planning while collaborating with the client's legal, tax, and advisory professionals.

Why This Partnership Works

For Law Firms

- Broader, more comprehensive client solutions
- Stronger client loyalty and retention
- Clear practice differentiation
- Access to specialized planning expertise
- Compliant revenue participation opportunities
- Improved overall client experience

For Clients

- Coordinated legal and financial planning
- Better, more integrated implementation
- Simplified advisor communication
- Stronger protection across all planning areas
- Long-term planning support through every stage

When both sides win, the partnership endures — and so does the client relationship.

Let's Build Better Client Outcomes Together

Expand Your Practice Without Expanding Your Workload

Oakwood Summit helps law firms extend their value beyond legal documents — coordinating wealth, retirement, insurance, tax, and succession planning while allowing attorneys to remain focused on what they do best.

Step 1

Schedule an introductory conversation with Oakwood Summit

Step 2

Identify one or two client situations where coordinated planning could add value

Step 3

Become an Oakwood Summit Strategic Legal Partner

Oakwood Summit — Helping Business Owners Protect More, Keep More, Grow More, and Transition with Confidence.