



### Our Associates

CH Retirement Income Planning is a Utah based practice serving a broad clientele throughout the United States. We have a strong team helping our clients confidently navigate to, through and beyond retirement.

**Van R. Comin**, as a senior member of the firm, has over 30 years of experience as a Financial Advisor and has several clients that have been with him for over 25 years. He also fills the position of Branch Manager. Though Van has lived in Utah for over 12 years, he originally came from Wyoming and CH Retirement Income Planning continues to serve many clients living in Wyoming and the surrounding states.

**Joseph O. Hatch** has been working in the financial services industry for over 12 years. He too grew up in Wyoming on a farm/ranch in the northern part of the state, learning early the importance of hard work and integrity. Joe acts as our Managing Partner in addition to working as a Financial Advisor.

**Jana Cales** is our Branch Administrator and is fully licensed as well. She has been working in the advisory business for almost 9 years. Jana ensures that as you become a client the process will be smooth and efficient. No one likes change so Jana strives to make the experience simple and seamless.

### Contact Us

#### CH Retirement Income Planning

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Investment products and services are offered through Wells Fargo Advisors Financial Network, LLC (WFAFN), Member SIPC, a registered broker-dealer and a separate non-bank affiliate of Wells Fargo & Company. CH Retirement Income Planning is a separate entity from WFAFN.

Investment and insurance products: NOT FDIC-Insured/NO Bank Guarantee/MAY Lose Value

# Let Us Introduce You to CH Retirement Income Planning



The CH stands for Comin and Hatch – our founders. “Retirement Income Planning” tells you what we do. This is our focus. Planning for retirement and the income we will need in retirement is not an easy task. With individuals living longer and needing to plan for many more years in retirement, planning to, through, and beyond retirement has become even more important than it always has been.





## Retirement Planning

Because we believe that the planning process is an on-going process rather than a one-time event, we use the Envision® process. It is a collaborative process and we will help you through each step.

1. Define Major Life Goals
2. Ideal vs. Acceptable Goals
3. Prioritize the Goals
4. Stress Test your Goals
5. Make Recommendations
6. Implement Allocations
7. Monitor Progress
8. Adapt as New Goals & Priorities Arise

## Investment Management

At CH Retirement Income Planning, investment management is an ongoing process that involves several steps.

1. We strive to select the best combination of managers and investment tools for our portfolios using a combination of third party analysis and our own experience and study.
2. Using actively managed accounts including mutual funds, unit investment trusts (UITs), exchange-traded funds (ETFs), variable annuities and separately managed accounts, we build complete, well allocated portfolios.
3. We continually monitor our strategies, as well as the individual managers against the broad markets, similar investment strategies and peers to affirm our decisions and make changes to the portfolios.
4. We are always working to make our portfolios better. To us “better” means either achieving the same performance with less risk, or achieving better performance with the same level of risk.



Envision® is a registered service mark of Wells Fargo & Company and used under license.

## Affiliated Services

In addition to our planning and investment services, our affiliation with Wells Fargo allows us to use their vast expert resources to provide our clients with the finest overall financial experience. Based on your needs, we can build a team of professionals that will continually keep your advisors, such as your CPA or attorney, closely informed. No matter how complex your financial picture, our team of professionals is ready to assist.

### Wealth Planning

- Comprehensive Wealth Planning
- Business Owner Loans/Lines of Credit
- Estate and Wealth Transfer
- Philanthropic Planning
- Risk Management

### Private Banking

- Consumer and Commercial Lending
- Deposit and Cash Management
- Real Estate Financing – Commercial Properties
- Specialized Financing – including Fine Art
- Aircraft and Life Insurance Premium Financing

### Investment & Fiduciary Services

- Business Advisory Services
- Estate Services
- Legacy Trust
- Life Management Services
- Oil, Gas and Mineral Management
- Philanthropic Services
- Real Estate Asset Management
- Special Needs Trust Services
- Trust Services

