

PREPARING FOR AN INITIAL CONSULTATION OR FINANCIAL PLAN INTAKE

Many of these items you may know off the top of your head. If not, consider some of the questions and if you have a financial partner, take a moment to discuss. You may also need to check your files or go online and bring statements to our meeting.

CURRENT SITUATION

What are your top financial concerns currently?

Your Net Worth:

- What is your estimated Net Worth?
- Make a list of all the *major* assets you own and the estimated market value.
- Estimate the cost (what you paid and capital additions) of your assets.
- List any debt you carry and the terms such as interest rate, payment, and pay off timeline.

It is always helpful to **bring a recent statement of your investment accounts and employer retirement plans**. There is a copy machine in the office, **but no secure WiFi connection** for you to use unfortunately.

Your **Social Security estimated benefit at Full Retirement Age** is helpful if you have received a report.

Are you actively saving/investing? How much do you save in employer plans? Does your employer match? Are you saving in taxable accounts?

What concerns arise when you think about your current/future financial situation?

Have taxes been a concern in the past? Are you concerned about your future taxes?

FUNDING GOALS

What are your primary goals in life? When do you want to *be able* to retire?

Are there specific events, purchases, lifestyle changes you expect in your future? Consider the financial impact these might have.

Do you hold assets that you do not believe you will hold throughout your lifetime?

List assets/expected disposition/estimated cost basis

RETIREMENT GOALS

What is your vision of retirement? Activities/living situation in early and late retirement, lifestyle needs (all in today's dollars), travel and other goals.

What sources of income are you planning on during retirement? Social Security? Retirement plans and/or other pensions? Investment property? Other inflows such as inheritance, sale of a business or part-time work?

Do you have concerns regarding any health or medical issues currently?

Have you thought of the type of setting would you and a life partner would like to have in your last 5-10 years of life, assuming you are not completely independent?

Are there any estate goals you have considered? Do you have intentions to leave something to heirs? Charity?