



4 Ways We Help People

To make our meeting as beneficial as possible, for you, please check the items you want to discuss

1. Advice on specific problems, opportunities or concerns

For people who want guidance making informed decisions about a key financial issue

1. Review existing estate plan, trusts, wills, etc. for alignment with your wishes
 2. Life insurance policy and beneficiary review, evaluate needs
 3. Solve a specific financial problem (please clarify) _____
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2. Provide investment and insurance products or services

For people who want guidance selecting appropriate investments or insurance protection

1. Help selecting mutual funds, annuities, bonds, etc.
 2. Long-term-care insurance
 3. Life insurance
 4. Second opinion on current holdings
 5. Other _____
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3. Comprehensive Wealth Optimization services

For people who want to maximize their probability of achieving their investment and financial goals—includes in-depth analysis and recommendations

1. Establish realistic and achievable goals
 2. Consolidate your assets to simplify your life
 3. Ongoing investment management
 4. Ongoing investment monitoring
 5. Ongoing investment reporting
 6. On-line access to your investment accounts
 7. One-on-one meetings (_____ times a year?)
 8. Prepare a written financial plan and implementation schedule
 9. Retirement Income and Capital Needs Analysis (cash flow planning)
 10. Tax reduction planning
 11. Written investment strategies (Investment Policy Statement)
 12. Other _____
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4. Comprehensive Life & Wealth Optimization Services

For people who want to maximize their financial independence and quality of life—includes in-depth analysis, recommendations and Vision Coaching to clarify your vision for your best possible future.

1. Establish realistic and achievable goals
2. Coaching to create a vision of your ideal future
3. Charitable planning & giving advice
4. Estate & legacy planning



**We Take the Stress Out of
Income & Retirement Planning**

5. Family wealth transfer counseling
6. Minimize non-beneficial expenses
7. Protect your assets from catastrophic losses (lawsuits, etc.)
8. Scenario Planning to determine the best financial and life strategies to achieve your dreams and goal
9. Other _____



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Financial Concerns Questionnaire

Please rate the following potential concerns on a scale of 1 (not concerned at all) to 5 (very concerned)

| | Concern Level |
|---|---------------|
| 1. The possibility of outliving your money | _____ |
| 2. Simplifying the management of a large investment portfolio | _____ |
| 3. Decisions regarding the death or disability of a spouse | _____ |
| 4. Transferring your estate quickly and easily to your heirs | _____ |
| 5. Competency and/or honesty of your current advisor | _____ |
| 6. Need a coherent process to align your assets with your aspirations | _____ |
| 7. Going through or facing a major life transition | _____ |
| 8. Low investment returns | _____ |
| 9. Lack of investment management interest or expertise | _____ |
| 10. Future long-term care costs | _____ |
| 11. Erosion of future standard of living | _____ |
| 12. Having enough money to do what you really want to do | _____ |
| 13. Making sure your retirement income never stops | _____ |
| 14. Lack of clarity on important life directions and issues | _____ |
| 15. Complexity of financial, investment or estate planning decisions | _____ |