



## Challenges

From our experience these are some of the common challenges and issues people like you are facing. Circle all that are relevant to you and add others if needed.

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|---|--|
| Don't have a vision or plan for financial future.   | Don't feel confident about my investment knowledge and experience. |
| Lack of time and energy to focus on complex issues. | Lack of trustworthy advisor.                                       |
| Not enough assets to support me in retirement.      | My assets may not generate enough income to support my lifestyle.  |
| Not guaranteed source of retirement income          | Mitigating impact of taxes.  |
| Aging parents or changing health conditions.        | Poor investment performance, losing what you have                  |
| Providing for children's education.                 |  |

Top 3	Goals

## Possibilities

As well as challenges, you have many opportunities or possibilities you'd like to be freed up to focus on. Circle those that apply to you and feel free to add others that fit.

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|---|--|
| Develop a strong financial plan.                                      | Develop a strong relationship with a competent investment advisor. |
| Work with trusted advisor to become more knowledgeable and confident. | Assets support my lifestyle.                                       |
| Strong investment performance appropriate to my risk tolerance.       | Predictable income stream.   |
| Increase savings.   | Control expenses.  |
| Inheritance to provide financial security.                            | Charitable giving plan.  |
| Leaving an inheritance  | Confident heading into retirement.                                 |

Top 3	Goals

## Strengths

You have many talents, capabilities and skills that you'd like to reinforce and maximize. Circle those that best represent you and add others if needed.

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|--------------------------------------|---|
| Good health                          | Great relationship with family (husband, children, parents) |
| Have asset base to build from.       | Low/no debt.  |
| Want to work with a trusted advisor. | Good earning power.   |
| Good saver.                          | Focused and dedicated to family well-being.                 |
| History of philanthropy.             | Strong community of peers and friends.                      |
| Organized with Financial Matters.    |   |

Top 3	Goals