

YOUR VANTAGE POINT

Name: _____

Date: _____

Your answers to these questions will help both of us to determine if we are a good fit for each other and, if so, the action(s) we should take from here. Answer honestly by circling your appropriate responses, everything is confidential, and no one is judging.

QUESTIONS

RESPONSES

QUESTIONS		RESPONSES			
1)	In terms of financial organization, I feel:	Very well organized	Somewhat unorganized	Unsure	N/A
2)	The amount of money I am saving/investing each year is:	Enough	Not enough	Unsure	N/A
3)	The amount of liquid cash I have available is probably:	Not enough	Too much	Unsure	N/A
4)	Financial instruments offering guarantees should be:	Embraced, because guarantees are rare and valuable	Avoided, because guarantees are not important	Unsure	N/A
5)	If given the option, I would choose to have:	A 401 (k) with a company match	A pension that replaces a high percentage of my salary in retirement.	Unsure	N/A
6)	In retirement, it is more important to have:	Dependable Income / Cash Flow	Net Worth	Unsure	N/A
7)	Leaving a legacy to family, friends, or organizations when I am gone is:	Important to me	Of no interest to me	Unsure	N/A
8)	Paying for all/some of my children's college tuition is something:	I plan on doing	I do not plan on doing	Unsure	N/A
9)	I view my mortgage more as:	A burden	A tool	Unsure	N/A
10)	When I file my taxes each year, I generally plan to:	Get a refund	Owe additional money	Unsure	N/A
11)	During my working years, the bigger financial risk to me is:	Illness / Injury / Unemployment	Market Volatility	Unsure	N/A

12)	Given the choice, I would choose to retire with:	High Net Wealth	Maximum Income	Unsure	N/A
13)	During my retirement years, the bigger financial risk to me is:	Longevity/Long Term Care	Market Volatility	Unsure	N/A
14)	Having enough income throughout my retirement is:	Something that worries	Not a concern to me	Unsure	N/A
15)	If I injured/killed someone in a car accident, and was sued for \$1,000,000, my liability insurance would:	Keep my assets safe	Cause me to lose some of my assets	Unsure	N/A
16)	If illness or injury kept me from earning income, my disability insurance would:	Cover the monthly expenses of running my household	Not be enough, and cause me to consume savings	Unsure	N/A
17)	The amount of life insurance I own is probably:	Not enough	Too much	Unsure	N/A
18)	The type of life insurance I own is probably:	Appropriate	Not appropriate	Unsure	N/A
19)	Being protected in the event I need long term care in the future is:	Something that concerns me	Of no concern to me	Unsure	N/A
20)	My estate documents (wills, trusts, POA, Healthcare Surrogate) are:	Up to date	Not up to date	Unsure	N/A
21)	My current relationships with investment and insurance professionals are:	Not open to change	Open to change with the right person	Unsure	N/A

The main topics on my mind for Protection and Wealth Building are: (Check all that apply)

- Disability Income Insurance
 Life Insurance
 Long Term Care
 Cash Flow/Debt Management
 College Funding
 Creating Dependable Retirement Income Streams
 Investment/Wealth Management
 Comprehensive Financial Planning

Other: _____

My greatest source of financial anxiety is: _____