



DISCOVERY INTERVIEW GUIDE

The purpose of our Discovery Interview is to learn as much as we can about you so we can better help you plan for a successful future – whatever that future means for you. To help you prepare for our meeting, *please take some time to reflect on the topics and questions below*. Jot down some notes if you believe that will be helpful.

1. PURPOSE AND GOALS

When you think about what you want your future to look like, what is the picture in your mind? Where will you live, and what kind of lifestyle will you have? How will you spend your time? What will your family be doing? At the end of your life, what do you want to look back on as having accomplished?

2. RELATIONSHIPS, AFFILIATIONS, CAUSES

Which relationships are the most important in your life? How do you want to grow and protect them? What organizations, affiliations or causes are most meaningful to you? How do you want to be involved with them in the future?

3. FINANCIAL HISTORY

What type of planning have you done in the past? How have you worked with other advisors? What have been your successes? What mistakes have you made? How content are you with where you are financially at this stage of your life?

4. ATTITUDES/PREFERENCES ABOUT INVESTING

When you think about investing, what principles guide your decisions? Are there areas or types of investments that you prefer to avoid? When you think about risk factors, which ones concern you the most?

5. CURRENT FINANCIAL SITUATION

How would you describe your financial situation at the present time? Do you maintain sufficient cash savings to meet any emergency needs you might have? Are you comfortable with your current debt situation? How much are you saving on a regular basis? Do you use a budget to manage ongoing expenses? What about unexpected expenses? Do you currently have a plan in place to reach your retirement and other major goals? How are your investments being managed? Do you have a defined investment policy or strategy in place? How are you able to measure the probability of success of your plan?

6. ASSET PROTECTION

How have you protected yourself and your family against major losses? Are you comfortable that your family will be provided for in the event of loss of your income due to death or disability? Do you have sufficient protection for your assets if you are found liable for someone's death or injury? Do you have sufficient liquid assets or insurance to be able to handle the loss of or significant damage to a major asset such as your home or automobile? Do you have sufficient assets or insurance to cover a potential need for long-term care? Do you have an emergency plan for protection of your assets?

7. TAXES

How important to you is proactive planning to minimize your tax liability? What strategies do you currently have in place to do this?

8. ESTATE/LEGACY PLANNING

When you think of the legacy you will leave behind, what are your priorities? Are there particular gifts or remembrances you would leave to your family, other people or organizations?

9. OTHER PLANNING CONCERNS

Are there other planning needs that we haven't yet discussed, such as special family considerations, inheritances or other assets you expect to receive, business planning, etc.?