

## **ISSUES AND CONCERNS**

Please circle the answer that best describes your situation. If the topic addressed does not apply to you, personally, please skip it and continue.

Name	Nickname Age		Retired?	Yes	No
Spouse/Partner's Name	Nickname	Age	Retired?	Yes	No
Approximate Total Net Worth: \$					
Tax Planning					
Is your income tax liability acceptable? Are you using all the legal strategies to redu	ice your taxes?	Yes Yes		Don't I Don't I	
Retirement Planning					
Are you already retired? Do you anticipate a rollover of a company se Do you plan on retiring soon? Do you have enough money for retirement? Do you have a 401k or 457 Plan or other Qu		Yes Yes Yes Yes Yes	No No No	Don't I Don't I Don't I Don't I	Know Know
Investment Planning					
Has your portfolio been reviewed by an inde Do you have sufficient cash flow? Does your portfolio protect you from financia (i.e. stock and bond market crash, real estat Do you have adequate asset diversification? Does your portfolio protect you from inflation Does you portfolio match your risk tolerance	al disaster? te bubble, etc.) ? 1?	Yes Yes Yes Yes Yes	No No No No	Don't I Don't I Don't I Don't I Don't I Don't I	Know Know Know Know
Insurance					
Have you had an objective, independent revolution of your insurance?	-	Yes		Don't I	
Do you have the right amount of insurance? Are you paying too much for insurance?		Yes Yes		Don't I Don't I	

**Estate Planning** 

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27349 Jefferson Ave Ste 212, Temecula, CA 92590 Tel: 760.731.0489 Fax: 760.849.4404 Do you have wills or trusts? Yes No Don't Know							
Have you had your wills reviewed recently?		Yes	No	Don't Know			
Will your estate avoid probate?		Yes	No	Don't Know			
Are you the beneficiary of any trusts or wills?		Yes	No	Don't Know			
Mortgage Planning							
Do you plan on moving?		Yes	No	Don't Know			
Do you plan on selling a home/ real estate in the next 2 years?		Yes	-	Don't Know			
Do you plan on staying in your home as long as you can?		Yes	No	Don't Know			
Education Planning							
Are there any other family members (grandchildren, etc.) that you							
wish to assist with education funding?		Yes	No	Don't Know			
Business Planning							
Will you acquire or sell a business?		Yes	No	Don't Know			
		163	INU	Don t Know			
Company Benefits							
Are you taking full advantage of your company benefits?		Yes		Don't Know			
Have you done proper planning with company stock options? Do you know if your company pension plan is adequate?		Yes Yes	No No	Don't Know Don't Know			
be you know it your company pendion plan is adequate.		100	110	Don that			
Overall Planning							
Do you need a coordinated, integrated financial plan?		Yes		Don't Know			
Do you spend enough time on planning your finances?		Yes		Don't Know			
Do you know what a Financial Planning Professional does? Have you set specific financial goals?		Yes Yes		Don't Know Don't Know			
		100	110	Dentration			
Professionals							
CPA/Enrolled Agent/Accountant	Satisfied	Not Satisfied		Don't Have			
Bookkeeper		Not Satisfied		Don't Have			
Business Attorney		Not Satisfied		Don't Have			
Estate Planning Attorney Stock Broker/Financial Advisor		Not Satisfied Not Satisfied		Don't Have Don't Have			
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Additional Comments or Concerns							

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