

Six-Step Financial Planning Process

Where we can help

Inflation. Changing tax laws. Volatile financial markets. Evolving personal, business and family circumstances. They all impact your financial future. And each one can cloud your financial vision. But certainly, it can be overwhelming to keep up with or, for that matter, respond to the implications of every financial event that may impact you. And you don't have to.

In addition to the structure of our planning team, Lincoln Financial Advisors uses a comprehensive financial planning approach to help meet our clients' needs and take each client through a highly personalized process of financial and estate planning.

Step 1: Concept Interview

- Discuss our services.
- Discuss your situation.
- Establish fee.
- Secure basic documents.

Step 1a: Fee Engagement Proposal

- Specific fee proposal based upon your situation.
- Determine scope of work.
- Establish fee.

Step 2: Comprehensive Data Gathering

- Formalize working relationship.
- Gather appropriate financial data, objectives and risk tolerance.
- Discuss and establish goals.
- Discuss your attitudes, views and concerns.

Step 3: Preliminary Financial Plan Design

- Review fact finder and assess your status relative to your goals, objectives and attitudes.
- Analyze and evaluate your current financial status.
- Prepare Preliminary Plan.
- Confirm and clarify data.
- “Try-on” ideas, including key advisors in meeting, as needed.
- Refine recommendations.

Step 4: Formal Financial Plan Presentation

- Present final plan document.
- Make formal recommendations.
- Answer your questions.
- Establish action plan.

Step 5: Implementation

- Coordinate with other advisors.
- Review and recommend specific financial instruments necessary to implement financial plan.
- Should you desire, assist you in implementing your plan.
- Secure prestige recommendations.

Step 6: Review & Service

- Analyze ongoing issues.
- Make adjustments as your situation changes.
- Keep financial planning updated/current, discuss periodic updates.