



# Client Assessment

## Statements of Measurement

### 1. Get Clear

#### a. Values

- i. I have written values, or I could write them down in 15 minutes
- ii. My spouse/partner and I have talked about our values as a family
- iii. My money is invested consistently with my personal values

#### b. Vision for a remarkable life for your family

- i. I have time for my family
- ii. I have time for the things I love
- iii. I can take regular breaks
- iv. I am living in the house and place I want to live in
- v. I have a plan for specific things that will create a more remarkable life for my family

#### c. In sync with your significant other

- i. My spouse/partner and I talk about finances regularly
- ii. My spouse/partner knows our personal financial numbers well
- iii. My spouse/partner and I rarely disagree about finances

### 2. Grow Wealth

#### a. Investing

- i. I feel confident in my current investment strategy
- ii. I have the freedom to fund intriguing investments as they pop up
- iii. I have exposure to the investments I get most excited about
- iv. If I had an extra \$100,000 to invest today, I know where it is going

#### b. Cost of capital

- i. I have reviewed my total debt service costs recently
- ii. I feel that I am maximizing the usefulness of borrowing and lending
- iii. I have looked at investment backed lending recently
- iv. I have looked at whether refinancing my mortgage makes sense recently

### 3. Manage Risk

#### a. Money is available when you need it without negative consequences

- i. I have a good handle on my cash needs over the next two years
- ii. I do not worry about covering expenses if we have another financial crisis



- b. Insure and pre-fund where you need to
  - i. I know how much life insurance I need today
  - ii. I feel good about the liability insurance I have in place
- c. Personal estate plan
  - i. My estate plan has been reviewed in the last 3 years
  - ii. My estate plan includes my most recent family change(s)

#### **4. The Total Financial Picture**

- a. Tax planning and compliance
  - i. I have a good CPA that I work with
  - ii. My CPA keeps my audit risk level where I want it to be
  - iii. My CPA is easy to work with
- b. Budgeting and expense tracking
  - i. I know how much I spend every month
  - ii. I have a written expense tracking document of some kind
  - iii. I pay off my credit cards in full every month
- c. Retirement Readiness
  - i. I am confident that I will be able to retire when I want to
  - ii. I am confident that my current rate of savings is the right amount for retirement
  - iii. I understand social security and medicare and how they will be part of my retirement
  - iv. I am confident that I will be able to stay financially independent throughout retirement