



# Find Your Path Workbook

## Introduction - Purpose of this workbook

Welcome to the next step in your financial journey! This workbook is designed to help you organize your financial goals as well as challenge you to consider what your priorities are for those goals.


As you progress through this workbook, allow yourself to dream a little and include all your goals. There is no right or wrong answer here, we just want to understand you and your goals to build a customized financial plan that aligns with your values and sets you down Your path.

## Goals

### Instructions:


Rank your goals with a priority score between 1 and 5 on the left hand column with 1 being the lowest priority. If a particular goal does not apply to you, just enter N/A. If a goal does apply, please fill in the requested detail to your best ability. We will discuss all of this in the 'Find Your Path' meeting to provide clarification if needed. Don't worry about getting exact amounts for a budget on some goals as we will capture those details in your account statements and other documents.

Use this goal to target the date (can be a year) that you wish to be debt free. Also notate any specific debts or important notes about current debt or anticipated future debt.

Priority e.g. 1-5	Debt Free 	Details & Notes: e.g. debt free by retirement, prefer to pay cash on big purchases


### Advisor's Notes

Use this goal to identify your thoughts around paying for your kids education. Do you want to pay the full amount? A portion? None of it? This can also apply for your education costs.

<b>Priority</b> e.g. 1-5	Education 	<b>Details &amp; Notes:</b> e.g. <i>prefer to pay for full amount, will only pay for undergraduate</i>


Advisor's Notes

Use this goal to indicate your desired travel budget during your working years.

<b>Priority</b> e.g. 1-5	Travel - Before Retirement 	<b>Details &amp; Notes:</b> e.g. <i>\$10,000 annually, will travel 2x/year locally and 1 international</i>


Advisor's Notes

Use this goal to indicate your desired travel budget during your retirement years.

<b>Priority</b> e.g. 1-5	Travel - During Retirement 	<b>Details &amp; Notes:</b> e.g. <i>\$15,000 annually, big International trip every year</i>


Advisor's Notes

Do you have high medical costs now? Do you anticipate having high costs in your retirement years? Use this goal to indicate if we want to plan for higher than normal costs.

<b>Priority</b> e.g. 1-5	<b>Health Care</b> 	<b>Details &amp; Notes:</b> e.g. expect large healthcare costs, not eligible for Medicare


Advisor's Notes

Use this goal to share your plan for a large purchase. This can be a second/vacation home, or an expensive piece of equipment or a vehicle.

<b>Priority</b> e.g. 1-5	<b>Major Purchase</b> 	<b>Details &amp; Notes:</b> expected cost and timeline


Advisor's Notes
<i>Car Replacements before retirement</i>

Do you have a major renovation in mind? Let us know the extent of this remodel and if you know or can ballpark a budget.

<b>Priority</b> e.g. 1-5	<b>Home Improvements</b> 	<b>Details &amp; Notes :</b> e.g. \$50k kitchen update. Will do next year or in five year


Advisor's Notes

Do you plan to buy a rental property? A vacation home? Use this goal to tell us about your property purchase aspirations.

<b>Priority</b> e.g. 1-5	<b>New Property Purchase</b>  	<b>Details &amp; Notes:</b> e.g. \$450k down size. will do in five years


Advisor's Notes

Do you plan to help out financially for your children's' wedding? Use this goal to plan for an amount to provide your children on the big day.

<b>Priority</b> e.g. 1-5	<b>Weddings</b>  	<b>Details &amp; Notes:</b> e.g. \$10k for each child, expected around year 2040


Advisor's Notes

Use this goal to plan for a bigger celebration. An important wedding anniversary? a graduation?

<b>Priority</b> e.g. 1-5	<b>Celebration</b>  	<b>Details &amp; Notes:</b> e.g. \$20k for 25th wedding anniversary


Advisor's Notes

Use this goal to plan for your annual gifting. This can be an allowance or just a budget for birthday or holiday gifts.

<b>Priority</b> e.g. 1-5	<b>Giving</b> 	<b>Details &amp; Notes:</b> e.g. \$5k per year in all gifts, would like to increase at retirement


Advisor's Notes

Are you planning to take care of your parents as they age? Use this goal to plan for financially supporting and/or personally caring for your elders or anyone in your life that may need care.

<b>Priority</b> e.g. 1-5	<b>Providing Care</b> 	<b>Details &amp; Notes:</b> e.g. Mom will be in a Nursing Home, Will likely need to travel more


Advisor's Notes

Use this goal to indicate if you have a desire to leave a gift or bequeathment to a charity or institution.

<b>Priority</b> e.g. 1-5	<b>Leave Bequest</b> 	<b>Details &amp; Notes:</b> e.g. leave \$50k to my alma mater, this is outlined in my estate plan


Advisor's Notes

Use this goal to indicate any goal you may have about launching a business or investing in a grass roots movement.

<b>Priority</b> e.g. 1-5	Start a Business 	<b>Details &amp; Notes:</b> e.g. Open my own bakery, this would happen after my retirement

Advisor's Notes

Did we miss something? Use this space to indicate any other goals that you would like us to consider while building your financial plan.

<b>Priority</b> e.g. 1-5	Other 	

Advisor's Notes

For the next section please identify



Client:

Co-Client:

## Retirement Date and Cash Flow

Retirement Age
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Indicate your desired retirement ages below. For the Semi-Retired column, this is the age that you would like to reduce your workload but is not a full exit. These ages can be the same if that is your goal.

	Semi-Retirement Age	Full Retirement Age
Client:		
Co-Client:		

## Retirement Income Sources

Indicate the amount (\$) for any recurring income you expect to receive in retirement.

### Account for Social Security (SS)?

Yes

☐

No

☐

#### If Yes:

Use TrailWise Assumptions

☐

Use amount from SS statement

☐

### TrailWise Social Security Assumption

Age 40 and under: No benefit

Age 40 - Age 50: 25% of benefit

Age 50 - Age 60: 75% of the benefit

Age 60 and over: 100% of the benefit

### Other Income Sources

Source		Yes/No	Estimated Amount & Details
Part-Time Work	Client		
	Co-Client		
Pension	Client		
	Co-Client		
Other (i.e. rental)	Client		
	Co-Client		

### Advisor's Notes

## Other Considerations

### Employer Related Benefits

Does your employer offer any benefits in the following areas?

Benefit		Yes/No	Details
Matching Contributions	Client		
	Co-Client		
ESOP or ESPP	Client		
	Co-Client		
Deferred Compensation Plans	Client		
	Co-Client		
Stock Options	Client		
	Co-Client		

## Business Interest

Do you have ownership interest in a business?







	<i>Yes/No</i>	<i>If yes, are you active in this business</i>
Client		
Co-Client		

### Advisor's Notes

## Your Relationship to Money & Goals

How would you describe your overall feelings about your money?

Circle/Select one option

	<i>Positive</i>	<i>Neutral</i>	<i>Negative</i>
Client			
Co-Client			

Can you explain Why?

Have you set financial goals in the past?

	<i>Yes/No</i>	<i>Did you achieve them?</i>
Client		
Co-Client		

In your opinion, explain why you did or did not achieve your previous financial goals.

Client	
Co-Client	



Advisor's Notes

How would you describe your need for external accountability when it comes to achieving goals that you have set for yourself?

Select 1

	Frequent	Moderate	Minimal
Client	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Co-Client	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Planning Details

Monthly Savings Potential

How much do you have leftover at the end of the month?

	Take-Home Pay	Total Expenses	Savings Potential
Client			
Co-Client			
Add'l Annual Income (e.g. rent, pension, etc.)			

Advisor's Notes

For Advisor to Complete

Risk Tolerance Questionnaire



Overall Risk  
Tolerance  
Number



Target Risk  
Number

Scenarios to Run

Scenario 1:	Scenario 2:

### Schedule Upcoming Meetings

### Plan Delivery No. 2:



Advisor's Notes

## Conclusion

Thanks for taking the time to complete this workbook. We will discuss this workbook in depth during our next meeting and it will be an important piece as we build your financial plan.

Thanks for your trust and we look forward to helping you Find Your Path!