



INITIAL CARE QUESTIONNAIRE

OVERALL PLANNING

Please circle the answer that best describes your situation:

RANK

☐	Do you have sufficient cash flow?	Yes	No	Don't	Know
☐	Do you have debt?	Yes	No	Don't	Know
☐	Do you know how debt affects your overall plan?	Yes	No	Don't	Know
☐	Do you need financial organization?	Yes	No	Don't	Know
☐	Have you set specific financial goals?	Yes	No	Don't	Know
☐	Do you spend enough time on planning your finances?	Yes	No	Don't	Know

RETIREMENT PLANNING

☐	Do you know at what age you would like to retire?	Yes	No	Don't	Know
☐	Will you have enough money for retirement?	Yes	No	Don't	Know

INVESTMENT PLANNING

☐	Has your portfolio been reviewed by an independent advisor?	Yes	No	Don't	Know
☐	Do you have adequate asset diversification?	Yes	No	Don't	Know
☐	Does your portfolio protect you from inflation?	Yes	No	Don't	Know
☐	Does your portfolio match your risk tolerance?	Yes	No	Don't	Know
☐	Do you plan on making additional investments?	Yes	No	Don't	Know
☐	Do you anticipate a rollover of company savings/pension distribution?	Yes	No	Don't	Know
☐	What are your total investable assets? Enter specific dollar amount. \$				

RISK MANAGEMENT

☐	Are you paying too much for insurance?	Yes	No	Don't	Know
☐	Do you understand why you own what you own?	Yes	No	Don't	Know
☐	Have you had an objective analysis of your insurance?	Yes	No	Don't	Know

COMPANY BENEFITS

☐	Are you taking full advantage of your company benefits?	Yes	No	Don't	Know
☐	Do you expect a job change or salary increase?	Yes	No	Don't	Know
☐	Do you know if your company pension plan is adequate?	Yes	No	Don't	Know

BUSINESS PLANNING

☐	Are your business and personal tax plans coordinated?	Yes	No	Don't	Know
☐	Will you acquire or sell a business?	Yes	No	Don't	Know

ESTATE PLANNING

☐	Do you have wills or trusts?	Yes	No	Don't	Know
☐	Have you done inheritance planning?	Yes	No	Don't	Know
☐	Will your estate avoid probate?	Yes	No	Don't	Know
☐	Do you know the benefit of including charitable entities?	Yes	No	Don't	Know



In the boxes above, rank the categories you are most concerned about with the appropriate number(1, 2, etc.).
