1 Goals Clarification Worksheet

The following are some common personal financial goals. Please indicate the relative importance each goal has to you by circling the appropriate number. Feel free to add other goals that are important to you.

| Low 1 | | Me | Med Hi | | High | า |
|-------|---|----|--------|---|------|---|
| 0 | 1 | 2 | 3 | 4 | 5 | Example |
| 0 | 1 | 2 | 3 | 4 | 5 | Maintain current standard of living |
| 0 | 1 | 2 | 3 | 4 | 5 | Increase present standard of living (spend more) |
| 0 | 1 | 2 | 3 | 4 | 5 | Increase future standard of living (save more) |
| 0 | 1 | 2 | 3 | 4 | 5 | Client - achieve financial independence at age |
| 0 | 1 | 2 | 3 | 4 | 5 | Client - total retirement at age |
| 0 | 1 | 2 | 3 | 4 | 5 | Co-Client - achieve financial independence at age |
| 0 | 1 | 2 | 3 | 4 | 5 | Co-Client - total retirement at age |
| 0 | 1 | 2 | 3 | 4 | 5 | College education for children or grandchildren |
| 0 | 1 | 2 | 3 | 4 | 5 | Private school or other education of a child |
| 0 | 1 | 2 | 3 | 4 | 5 | Support of adult children |
| 0 | 1 | 2 | 3 | 4 | 5 | Passing wealth to heirs |
| 0 | 1 | 2 | 3 | 4 | 5 | Support of parents or parents-in-law |
| 0 | 1 | 2 | 3 | 4 | 5 | Support of surviving (dependent) spouse |
| 0 | 1 | 2 | 3 | 4 | 5 | Support political or philanthropic causes |
| 0 | 1 | 2 | 3 | 4 | 5 | Change or modify career activities |
| 0 | 1 | 2 | 3 | 4 | 5 | Pursue family or social activities |
| 0 | 1 | 2 | 3 | 4 | 5 | Pursue other personal activities or experiences |
| 0 | 1 | 2 | 3 | 4 | 5 | Change nature or scope of business enterprise |
| 0 | 1 | 2 | 3 | 4 | 5 | Transfer control of business enterprise to heirs |
| 0 | 1 | 2 | 3 | 4 | 5 | Transfer control of business enterprise to others |
| 0 | 1 | 2 | 3 | 4 | 5 | Change of residence |
| 0 | 1 | 2 | 3 | 4 | 5 | New car |
| 0 | 1 | 2 | 3 | 4 | 5 | Vacation home or recreational item |
| 0 | 1 | 2 | 3 | 4 | 5 | Extraordinary travel |
| 0 | 1 | 2 | 3 | 4 | 5 | Personal education |
| 0 | 1 | 2 | 3 | 4 | 5 | Wedding of child |
| 0 | 1 | 2 | 3 | 4 | 5 | |
| 0 | 1 | 2 | 3 | 4 | 5 | |
| 0 | 1 | 2 | 3 | 4 | 5 | |
| 0 | 1 | 2 | 3 | 4 | 5 | |
| 0 | 1 | 2 | 3 | 4 | 5 | |
| 0 | 1 | 2 | 3 | 4 | 5 | |
| 0 | 1 | 2 | 3 | 4 | 5 | |
| 0 | 1 | 2 | 3 | 4 | 5 | |

MY PERSONAL OBJECTIVE TODAY (month ____ year ____) IS TO: MODERATE LOW HIGH Increase current income Defer current income Reduce income tax Conserve estate for heirs **Diversify investment assets**

| Develop a business succession plan | | | |
|---|-------------|-------------|--------------|
| Review adequacy of insurance | | | |
| Maximize company benefits | | | |
| Education of child/grandchild | | | |
| Reduce Federal Estate Tax | | | |
| Professional investment mgmt | | | |
| For Heirs | | | |
| Transfer wealth during lifetime Lump sum | | | |
| To heirs | | | |
| To charity | | | |
| Income only | | | |
| To heirs | | | |
| To charity | | | |
| Faster investment growth | | | |
| Convert unproductive assets | | | |
| Shift tax dollars ONLY to charity | | | v |
| Gift to charity through will or trust | | | |
| Choose an Executor | | | |
| Choose successor Trustees | | | |
| | | | |