

FINANCIAL HEALTH SCORECARD

Name:

Date:

Truths	1	2	3	4	5	6	7	8	9	10	11	12	Score
Well-coordinated Team of Professionals	<i>I don't have a team, but I'm sure I can figure this all out on my own when I need to.</i>			<i>I get some tax help and investment advice, but there may be some gaps in my plan.</i>			<i>I have an accountant, advisor, attorney, and insurance agent, but they don't coordinate with each other.</i>			<i>I have a full financial, tax planning, and legal team, and they all work well together.</i>			
Proactive Income Tax Planning	<i>April 15 is panic time, and taxes are usually a big surprise</i>			<i>generally understand how to save on taxes, but there are many things I do not know.</i>			<i>I use a tax preparer, but they don't provide proactive tax planning advice or strategies.</i>			<i>I work with tax-planning professionals who test multiple scenarios and show me how to save money on taxes.</i>			
Healthcare Expense Funding Planned	<i>I don't know what my insurance or healthcare costs will be, and there are major gaps in my plan.</i>			<i>I have health insurance and Medicare covered, but I am not sure if I've saved enough.</i>			<i>I have enough savings to cover basics, but no plan for long-term care, assisted living, or home healthcare.</i>			<i>My plan accounts for all medical costs, and I have sufficient income and assets to cover my healthcare needs.</i>			
Legacy Planning & Documented Organization	<i>If I died tomorrow, my family would have no idea about taxes, legal fees, or how to settle the estate.</i>			<i>I think my assets are titled correctly and beneficiaries are current, but I have no other plans in place for when I pass.</i>			<i>I'm fairly organized, but my family would be stressed to figure out how to settle affairs.</i>			<i>Everything is organized and documented, and there's a clear map to settle affairs with minimal taxes and legal costs.</i>			
A Documented Financial Plan that's Fully Understood	<i>I have no plan and don't really know how to get started.</i>			<i>I definitely know a plan is important, but I don't have one in place yet.</i>			<i>I have a plan...I don't fully understand it, but I hope my advisor does.</i>			<i>I have a plan. It's completely documented, and I fully understand how it works.</i>			
Assets are Segmented Based on Time & Purpose	<i>I've been sold various financial products, but I don't understand them all and could lose a lot in any market correction.</i>			<i>I don't really know how much risk I'm taking with my investments or which accounts to draw income from in retirement.</i>			<i>I've got stocks, bonds, or mutual funds, but don't know how market risk, interest rates or sequence of returns will affect me.</i>			<i>My assets are fully segmented in different buckets and invested according to time horizon and the purpose of the money.</i>			
Stable & Sustainable Lifetime Income	<i>Social Security is my only stable income, and my assets will not generate enough income to meet my needs.</i>			<i>I am or will be spending more than 5% of investment assets to meet my income needs in retirement.</i>			<i>My basic living expenses are covered by stable and sustainable lifetime income sources.</i>			<i>All my income needs are covered by stable and sustainable lifetime income sources. I'm set!</i>			
Peace of Mind	<i>I'm worried that I won't have enough money to last in retirement or survive a market downturn.</i>			<i>I've probably saved enough to last in retirement, but I'm not sure about my spouse or family after I'm gone.</i>			<i>I've saved enough money to provide for my and my family's lifetime, but there are some loose ends I'd like to tie up.</i>			<i>I have confidence and clarity that all aspects of my financial and estate situation are under complete control.</i>			

80+

Congratulations! You're in the top 1/10 of 1 percent of advisors in the industry. Surround yourself with like-minded, successful advisors and you'll continue to grow to new heights.

56-79

Congratulations! You're the definition of conventional success. You're aware you have areas you can improve upon and have the capability and desire to take your business to the next level. Find the right support systems and people and you'll be on your way to true prosperity.

32-55

You're aware of the things you need to do and now you just need to take action. If you don't, you're going to continue to be frustrated and treat your business like a job rather than a career. You need to take steps to start running your business and not let it run you. Find a system that works and follow it to a "T."

<32

Time to retire or find a new career.

YOUR TOTAL SCORE