

Life Milestones: Young Professionals

1. Do you have a household budget? What are your views regarding budgeting? Have you budgeted in the past?
2. Do you have an Emergency Fund? What do you believe is an appropriate amount for your Emergency Fund? Can you, or your designee, access it quickly?
3. Do you have Health Insurance? Is this an Individual or Corporate policy? Do you have Disability Insurance?
4. Do you have Homeowners or Renters Insurance? Do you have an Umbrella policy?
5. Do you have outstanding debts? Mortgage? Student loans? Longstanding credit card debt? What are your views towards debt?
6. What are your long term goals? Can you distinguish between “must-haves” and “hope to achieves?”
7. How comfortable do you feel with your understanding of equities? Fixed income? Alternative Investments? What kind of experience do you have in these areas?
8. How are you invested across the major assets classes (equities, fixed income, alternatives, cash)? Have you aligned your asset allocation with your risk tolerance?
9. Do you wish to include Socially Responsible screening to your investment process?
10. Do you have a corporate-provided retirement plan (i.e. 401k)? Do you have IRA accounts?

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Life Milestones: 40s and Under

1. What are your long term goals? Have you distinguished between “must-haves” and “hope to achieves?” Do you see a second career in the future? Describe your life in retirement?
2. How is your parents’ health? Will you play an active role in assisting them in their retired lives? What form could that possibly take? Do you have siblings? Has the family discussed this scenario?
3. Do you have kids? What do you wish to do for your children? Are you setting aside funds for college expenses?
4. Does your employer have a retirement plan? Do you participate? How much do you set aside? Is there a match? How have you arrived at an investment strategy for these funds? Who are your beneficiaries?
5. Do you have additional retirement accounts? Traditional IRAs? Roth IRAs? Former employer retirement accounts? How do you coordinate across all these accounts?
6. Do you have a fully integrated investment strategy for all of your investment accounts?
7. What are your views towards debt? Do you have a mortgage? Do you have credit card debt? Do you have student loans? Do you regularly seek to pay down your outstanding debt?
8. Do you have life insurance? Term or Whole Life? Do you have Disability Insurance?
9. Do you have a will? Have you done any estate planning with an attorney? Do you have a Health Care Power of Attorney?
10. Do you wish to include Socially Responsible screening to your investment process?

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Life Milestones: 50s

1. Have you had a comprehensive review of your portfolio with a focus on asset allocation? How do you stand vs progress towards long term goals? Do your investments reflect your current risk tolerance?
2. Have you completed a long term financial plan?
3. What are your views towards Social Security? Have you established your log on through www.ssa.gov? Have you begin to think about a Social Security distribution strategy?
4. Do you have an estate planning attorney? Do you have an updated will and power of attorney? Do you have an individual trust? Do you have a Health Care Power of Attorney? Do you have an emergency savings account? Do your heirs know where all these are located?
5. Have you completed a review of all of your insurance policies? Does your insurance cover the needed areas? Have you given active consideration to Long Term Care insurance?
6. Have you completed a beneficiary review of all IRAs, 401ks and insurance policies?
7. Are you maximizing your 401k/IRA/Roth opportunities? Do you have a corporate match? Do you have an investment strategy for your retirement dollars?
8. Do you have a good handle on your predictable living expenses? Are your costs of living in alignment with your income? Do you have a family budget? Have you begun to think about your costs of living in retirement?
9. Who is your trusted contact and is that person's contact information on file?
10. Do you have or do you expect to have future college expenses? If applicable are you setting funds for these? Do you have a strategy for how to meet this future obligation and how to invest for it?

Life Milestones: 60s

1. Have you established a goal for when you will retire and how you will spend your time in retirement?
2. Have you reviewed your portfolio asset allocation? Is this in alignment with your risk tolerance, especially looking towards the shift from accumulation to distribution?
3. Do you understand how your retirement cash flow will support your needs and goals? How does a home mortgage, if applicable, fit into this?
4. Do you have a strategy for how and when you will utilize Social Security?
5. If you have annuities, do you understand if/when you should begin using them for income benefits?
6. Have you enrolled for Medicare (65 is the “magic age”) regardless of whether or not you are covered by another health care plan?
7. Will your employee Health insurance be available to you in retirement? Have you reviewed your benefits vesting: retirement funds, stock options, restricted stock awards?
8. Have you reviewed your beneficiary designations for retirement accounts, insurance policies and trust accounts? Have you reviewed these designations with your employee benefits department?
9. Have you investigated Continuing Care Retirement facilities? Does Long Term Care insurance make sense for your circumstances?
10. Do you have children who could benefit from financial coaching?

Life Milestones: 70s and Beyond

1. Do your current lifestyle needs match up appropriately with your income sources?
2. Have you had a Family Meeting to discuss your intentions? Do you have your children's contact information where all who need to access it can do so easily?
3. Do you have a plan for where you wish to live if remaining in the family home is not your wish? Have you examined CCRC options? Do you understand the financial requirements of these options?
4. Do you have an updated Power of Attorney for financial and medical decisions?
5. Do you have a plan for the distribution of your estate? Has this been recently updated? Do your heirs know where to find this? Who is your attorney?
6. Have you compiled a complete asset (and location) inventory? Is it easy for your Executor to locate?
7. Do you have a plan for your long term care living arrangements?
8. Do you have sufficient liquidity to meet your near to intermediate cash needs?
9. Do you have a long term RMD/QCD strategy?
10. Who is your Trusted Contact and is that person's contact information easily accessed?

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Life Milestones: Divorce

1. Do you each have an attorney?
2. Do you have a list of household assets? Do you agree upon the inventory?
3. Have you discussed what may be split amongst the two of you in the equitable division of assets?
4. Do you have a budget and can you cover your expenses according to your new income stream? Will you pay or receive alimony as a result? Will you pay or receive child support (if applicable)?
5. Have you reviewed your insurance policies? Will one of you be required to carry insurance on the other spouse?
6. Have you reviewed beneficiary designations for IRAs and insurance policies?
7. Have you reviewed how your Social Security benefit may be impacted by your divorce?
8. Have you made the appropriate changes to your estate planning strategy? To your Power of Attorney?

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Life Milestones: Estate Planning and Wealth Transfer

1. Have you had a Family Meeting to make your intentions known to all?
2. Do you have a Will? When was it last updated? Where was it updated? Who is the Executor? Can you and your Executor access this document easily? Who was the Attorney? Have any significant changes occurred since the last update?
3. Where and in what amounts do you wish your estate to go? Do you plan to make gifts while living? Do you have unique family dynamics that need to be considered (examples could be blended families, minors)?
4. Do you have sufficient liquidity? Are there large illiquid assets that need to be considered? How do you intend to distribute these?
5. Do you have concerns regarding the accounting for and/or payment of estate and gift taxes?
6. Do you have a Trust? What do you wish the Trust to do for you? Who is the Trustee? Is it Revocable? Is Probate or Privacy a concern? Where is the Trust document? Has it been reviewed by you and your attorney recently?
7. Do you have life insurance? Is this term or permanent? Have you reviewed it recently? Who are the beneficiaries? What is the amount of the death benefit(s)?
8. Have you reviewed your beneficiaries across all IRAs, retirement plans, life insurance, annuities?
9. Do you have a Durable Power of Attorney? Do you have a Health Care Power of Attorney? If so, who? Do you have a Living Will? Do you need digital estate planning?
10. Do you have a need and a strategy for any charitable giving you wish to do?

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