

Understanding Your Financial Concerns

Examine Your Present Financial Situation

- Know your current net worth
- Track your current income and expenses
- Estimate your future net worth, income, and expenses
- Plan for emergency needs
- Determine the value of your business

Have Adequate Protection

- Provide for dependents in case of death
- Replace earning power if disabled
- Address health care concerns
- Provide for auto, home and personal liability protection
- Provide for potential long-term care costs
- Protect your ability to meet accumulation goals
- Plan for business continuation
- Provide for a special needs child or dependent

Accumulate Wealth

- Create a cash reserve
- Buy a house or vacation home
- Buy a business or income property
- Accumulate money for education expenses
- Save for a special purpose
- Manage debt
- Review your investment portfolio

Manage Income Taxes

- Manage federal income taxes
- Manage state income taxes
- Estimate your federal and state income taxes
- Analyze how your business affects personal income taxes
- Review stock option plans
- Develop charitable gifting strategies

Plan for Retirement

- Ensure adequate retirement income:
 - Government benefits
 - Employee benefit plans
 - Personal savings and investments
- Provide for the cost of adequate medical care
- Manage retirement distributions
- Use business assets for retirement
- Estimate the impact of earlier or later retirement age

Preserve Wealth

- Manage excessive estate settlement costs and inheritance taxes
- Continue or transferring ownership of assets
- Use estate planning vehicles
- Provide estate liquidity to meet estate settlement costs
- Assess the effects of a blended family on estate plans
- Address the impact of property owned in different states