

Getting Started

Financial goals are the heart of the financial planning process, because they define what you expect to achieve through financial planning.

Each detail of the financial planning process is directed by the financial goals as it lends focus to the rest of the process. We are here to help you establish realistic goals and quantify them in terms of measurable objectives.

Be Specific

Goals such as “to be successful” or “to live the good life” are too nebulous. Financial goals should be quantified in dollar amounts and have established time frames instead of remaining general in nature.

Examples

You probably have a variety of goals you wish to achieve through the financial planning process. Examples of those goals might include:

- future major purchases, such as a new home, boat, or car;
- travel plans;
- funding a new business;
- providing education for children.

Other goals that should be established include:

- ensuring adequate protection against personal risks (including unemployment, disability, death, medical expenses, property losses, and liability losses)
- meeting retirement needs,
- minimizing expenses,
- planning for distribution of the client's estate.

Since the achievement of goals usually requires saving and investing, an important ancillary goal of financial planning is structuring investments so that you are able to meet your goals in a manner consistent with your capacity and tolerance for risk.

Time Frames

For our purposes, we will focus on your plans for the short term (now - next 2 years) and the long-term (thinking ahead to retirement, etc.).



Short Term Goals - within next 2 Years

Client Name: _____

Date: _____

Standard Of Living Spending

___ Decrease ___ Maintain ___ Increase

Extraordinary Spending Items Priority

Approx Value

	high	medium	low
-----	high	medium	low
-----	high	medium	low
-----	high	medium	low
-----	high	medium	low

Lifestyle Considerations

	high	medium	low
-----	high	medium	low
-----	high	medium	low
-----	high	medium	low
-----	high	medium	low
-----	high	medium	low

Long Term Goals

Standard Of Living Spending

___ Decrease ___ Maintain ___ Increase

Extraordinary Spending Items Priority

Approx Value

	high	medium	low
-----	high	medium	low
-----	high	medium	low
-----	high	medium	low

Lifestyle Considerations

	high	medium	low
-----	high	medium	low
-----	high	medium	low
-----	high	medium	low

