

Discovery

*Your Financial Life Planning
Journey Begins Here*



**NORTH GEORGIA
WEALTH MANAGEMENT GROUP**

Financial Life Planning and Wealth Management

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Securities offered through LPL Financial, Member FINRA/SIPC

Date _____

Name _____

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What Keeps You Up At Night?

What are your most important financial concerns? _____

What are your most important non-financial concerns & objectives right now? _____

What family obligations do you have or expect to have? _____

What would you like to accomplish through this engagement? _____

How Do You Make Financial Decisions?

How do you make important investment decisions? _____

Have you ever done anything strange or excessive with your investments? _____

Regarding investments, what do the words “risky” or “conservative” mean to you? _____

How Do You Feel About Money?

How was money handled in your family growing up? _____

What kinds of lessons regarding money have you tried to teach your children and/or grandchildren?

Regarding your current holdings, what are you most pleased about and what are your greatest concerns?

Whom Do You Turn To For Advice?

Have you ever worked with a CERTIFIED FINANCIAL PLANNER™ Professional? _____

Who are your other advisors? _____

What are their strengths and weaknesses in your eyes? _____

Have you ever been involved in litigation? Yes___No___ What happened? _____

How Can We Provide Value?

For this relationship to be a good experience for you, what three things would have to happen?

1. _____

2. _____

3. _____

What Do You Dream About?

Are you pessimistic/optimistic? _____

How do you envision your lifestyle 5 years from now? _____

What will your legacy be? _____

“The future belongs to those who believe in the beauty of their dreams.” — Eleanor Roosevelt