J&B Johnson & Brannen
ADVISORY GROUP

Checklist for our initial meeting

CASH FLOW / NET WORTH INFORMATION

- ❑ Compensation package (paystub)
- ❑ Monthly expenses / budget
- ❑ Tax returns from prior calendar year
- ❑ List of real estate holdings and rental income (if applicable)
- ❑ Liabilities (balance owed, interest rate, monthly payment)

RETIREMENT PLANS & INVESTMENTS

- ❑ Employer sponsored 401(k) plan: Most recent-statement, employer matching plan and investment options
- ❑ Pension plan: payout quotes
- ❑ Other employer sponsored retirement plans: deferred compensation, stock options, stock purchase plans
- ❑ Investment accounts (IRAs, 529s, non-qualified): most-recent statement
- ❑ Social Security: most-recent statements (can be downloaded at www.ssa.gov)

ESTATE PLANNING & INSURANCE

- ❑ Last Will & Testament
- ❑ Other estate planning documents (Powers of Attorney, Living Will, Living Trusts)
- ❑ Group life and disability insurance
- ❑ Individual life and disability (benefit amount, premium, company, copy of policies—if available)

FOR BUSINESS OWNERS

- ❑ Existing operating agreements and buy/sell insurance policies
- ❑ Business tax returns from prior calendar year
- ❑ List of existing team of advisors (CPA, attorney, insurance agent, etc)

QUESTIONS TO THINK ABOUT

- As you think about your family, your career and your money, what are your most important priorities over the next 3-5 years?
- What does an ideal retirement look like? Do you intend to continue working? How will you spend your time?
- How much after-tax monthly income does it take to comfortably maintain your lifestyle?
- How do you envision having an impact in the lives of others (family members, schools, charities, etc) with your financial resources?
- What values should be incorporated within your financial plan to help us stay focused on what's most important to you?