Six Financial Areas

Financial Position

- Cash reserve levels
- Cash reserve strategies
- Debt mgmt
- Cash flow management
- Net worth
- Discretionary income
- Expected large inflow/outflow
- Lines of credit

Protection Planning

- Disability options
- Long-term care – timing/prem/ coverage
- Umbrella liability
- Life insurance
- Medical/Health
- Property & casualty
- Deductibles vs cash reserves
- Policy status
- Policy loans
- Beneficiary designations
- Special needs situations
- Alternate/add'l coverage strategies

Investment Planning

- Asset allocation
- Education planning
- Lump-sum accumulation
- Options/restricted stock/non-qualified deferred compensation
- Ongoing investment fees
- Risk tolerance
- Tax implications
- Cost basis
- Timeframes
- Diversification strategies
- Dollar-cost averaging
- Market timing issues

Tax Planning*

- Tax reduction
- Tax deferral
- Tax avoidance
- Future taxes due
- Withholding
- Tax diversification
- Qualified investments
- Non-qualified investments
- Effects of liquidation
- Filing status
- Business ownership
- Non-traditional ownership

Retirement Planning

- Minimum distributions
- Pre-59 ½ strategies
- 401Ks
- IRAs
- Medicare/ Medigap
- Social security
- Roth conversions
- Income streams
- Income streams--transitions
- Health care
- Tax transitions
- Risk tolerance transition
- Timing issues

Estate Planning*

- Estate balancing
- Capital transfer
- Asset ownership
- Trusts
- Wills
- Trust funding
- IRD
- Succession planning
- Special needs dependents
- Minor children
- Generation skipping
- Short-term life expectancies
- Estate liquidity