

<b>GOALS AND CONCERNS WORKSHEET</b>
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**Client Name(s):**

**Date:**

Below is a comprehensive list of common goals and concerns expressed by individuals regarding personal finances. **Please indicate your goals and concerns below by checking in the boxes provided and consider your top 4 goals/concerns for discussion.**

**Cash Flow Planning**

<input type="checkbox"/> How to improve my cash flow
<input type="checkbox"/> Begin or increase my savings
<input type="checkbox"/> Re-organizing commitments (i.e. mortgage, loans, lines of credit)
<input type="checkbox"/> Debt management
<input type="checkbox"/> Financing major purchases: Home Renovation Business purchase Car Travel Other
<input type="checkbox"/> Other:

**Investment Planning**

<input type="checkbox"/> Learning to invest wisely
<input type="checkbox"/> Review my current investment holdings/allocations
<input type="checkbox"/> Education about different types of investments.
<input type="checkbox"/> Setting up education savings for children, grandchildren
<input type="checkbox"/> Other:

**Tax Planning**

<input type="checkbox"/> Reducing my income tax
<input type="checkbox"/> Tax minimization on investments
<input type="checkbox"/> Tax deferral strategies / income splitting
<input type="checkbox"/> Deductible expenses and tax credits
<input type="checkbox"/> Other:

**Risks Planning**

<input type="checkbox"/> Second opinion on family members' financial health (aging parents, children)
<input type="checkbox"/> What are my current risks to income and health
<input type="checkbox"/> Current insurance reviews
<input type="checkbox"/> Long-term care planning
<input type="checkbox"/> Aging parents
<input type="checkbox"/> Job security

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Portfolio Manager, IA Private Wealth  
Insurance Advisor, IA Private Wealth Insurance Agency Ltd.

<input type="checkbox"/> Other:
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**Retirement Planning**

<input type="checkbox"/> What type of retirement will I have based on current path
<input type="checkbox"/> Developing a retirement plan
<input type="checkbox"/> Retirement income options
<input type="checkbox"/> Other:

**Estate Planning**

<input type="checkbox"/> What are my final expenses?
<input type="checkbox"/> Are you trusts a good idea for me?
<input type="checkbox"/> Estate costs minimization strategies
<input type="checkbox"/> Creating and updating my will
<input type="checkbox"/> Power of attorney and benefits
<input type="checkbox"/> Other:

<b>Additional Notations</b>
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<b>Cash Flow Planning</b>
<b>Investment Planning</b>
<b>Tax Planning</b>
<b>Risk Planning</b>
<b>Retirement Planning</b>

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<b>Estate Planning</b>

Implementing a retirement, estate, and any other form of financial plan may consist of investing in securities (which may include mutual funds), insurance products (such as segregated funds) and other financial instruments. Prospective investors should always obtain a copy of the offering documents in respect of each investment product (such as prospectus, information statement or folder, insurance contract, etc.), and read it carefully, including discussion of any risk factors, fees, expenses, terms, conditions and restrictions. Consult your personal tax and legal advisor before investing.

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