Louie M. Lapa B.Comm CFP®,CIM®
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GOALS AND CONCERNS WORKSHEET

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

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

Investment Planning

☐ Learning to invest wisely
☐ Review my current investment holdings/allocations
☐ Education about different types of investments.
☐ Setting up education savings for children, grandchildren
☐ Other:

Tax Planning

☐ Reducing my income tax
☐ Tax minimization on investments
☐ Tax deferral strategies / income splitting
☐ Deductible expenses and tax credits
☐ Other:

Risks Planning

☐ Second opinion on family members' financial health (aging parents, children)
☐ What are my current risks to income and health
☐ Current insurance reviews
☐ Long-term care planning
☐ Aging parents
☐ Job security

☐ Other:

Retirement Planning

☐ What type of retirement will I have based on current path
☐ Developing a retirement plan
☐ Retirement income options
☐ Other:

Estate Planning

☐ What are my final expenses?
☐ Are you trusts a good idea for me?
☐ Estate costs minimization strategies
☐ Creating and updating my will
☐ Power of attorney and benefits
☐ Other:

Additional Notations

Cash Flow Planning
Investment Planning
Tax Planning
Risk Planning
Retirement Planning

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Estate Planning