2020 · ISSUES TO CONSIDER AS A NEW CLIENT



FAMILY ISSUES	YES	NO	CASH FLOW ISSUES	YES	NO
> Are there any life events that you expect to occur for yourself or your children (marriage, college, retirement)?			> Do you need to review your emergency fund to see if it is adequate?		
> Have any life events recently occurred?			> Do you need help determining a budget?		
 > Do you have any children or grandchildren? If so, consider the following: Plan to fund college or major expenses (such as a wedding). If you have children with special needs, specific planning may be needed. 			Do you need to review if you are saving in the right places? If so, consider saving in the following order: Contribute to your 401(k) to take advantage of the employer match, max out HSA (if participating), max out 401(k)/403b and IRA accounts (if applicable), save in taxable accounts.		
Were you previously married? If so, consider reviewing your estate documents, beneficiary designations, and your insurance needs.			Are you taking distributions from your retirement accounts? If so, consider the rate of withdrawal and the tax efficiency of your distribution strategy.		
If divorced, are there any issues that should be considered (such as alimony, child care costs)?			Do you expect your cash flow will change in the future? If so, consider the following:		
Are you or your spouse incurring significant medical expenses or are disabled? If so, consider reviewing your health insurance options to understand deductibles, premiums, and out-of-pocket maximums. Also, compare your plan against your spouses, if applicable. See "What Issues Should I Consider When Reviewing My Health and Life Insurance Policies?" checklist.			 If you expect your income to increase in the future, consider making Roth conversions during low tax bracket years and harvesting capital gains. If you expect your income to decrease in the future, consider making traditional IRA and 401(k) contributions, and utilizing tax losses. If income will vary (due to deferred compensation or bonuses), consider aligning your high tax years with higher tax deductions 		
Are you a veteran? If so, consider if any benefits would be helpful.			(such as charitable gifts and medical expenses) and taking advantage of any tax losses.		
Are you caring for your parents? If so, reference "What Issues Should I Consider For My Aging Parents?" checklist.			Do you expect to receive Social Security in the future? If so, consider reviewing Social Security statements, and, if you will receive a pension from a state or federal government, ensure that you will not be subject to the Windfall Elimination Provisions and Government Pension Offset. If married, consider your spouse's Social Security benefit and review strategies to maximize household benefits.		

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ASSET & DEBT ISSUES	YES	NO	TAX PLANNING ISSUES	YES	NO
 Do you need to review your investment objectives and risk tolerance for each account? Do you need help understanding the investments you currently own? If so, consider the quality of the investments, the expense ratio, and how the investments fit into the investment policy statement or financial plan. 			 Do you need to review your tax return to ensure that it has been completed accurately and that your tax liability has been minimized properly? If so, reference "As Someone Who Is Working, What Issues Should I Consider When Reviewing My Tax Return?" or "As A Retiree, What Issues Should I Consider When Reviewing My Tax Return?" Do you need help identifying tax planning opportunities? 		
Are there high levels of cash in any accounts?					
 If so, consider the following: FDIC insurance limit is \$250,000 per ownership category. Interest rates on the cash may be higher elsewhere. 			LONG-TERM PLANNING ISSUES	YES	NO
> Do you have any debts with high-interest rates?			Are you considering any major expenses for the future (such as a second home)?		
If you have debts, will the total debt payment (including the future mortgage) be 36% or more of your gross income? If so, some lenders may not be willing to lend money to you.			bo you have an estate plan? If so, check that the beneficiaries for all accounts and insurance policies are up to date. Reference "What Issues Should I Consider		
Do you have any annuities? If so, review the riders, death benefits, and surrender charges.			Before I Update My Estate Plan?"		
> Do you have stock options & equity compensation (ISO, RSUs)? If so, review your potential tax liabilities on exercising and vesting schedules.			> Do you expect to receive an inheritance from a loved one?		
> Do you need to review your employee benefits to ensure that			OTHER ISSUES	YES	NO
you are taking advantage of what your employer offers? Consider contributions to Health Savings Accounts, Flexible Spending Accounts and/or Dependent Care Flexible Spending Accounts.			If you have insurance, do you need to review your insurance coverage (including life, disability, property & casualty insurance)? If so, reference "What issues should I consider when reviewing my		
Do you have a second property or rental property? If so, consider how those properties are titled, any potential liabilities, and the possible use of an LLC.			property & casualty insurance policies?" and "What issues should I consider when reviewing my health and life insurance policies?" checklists.		
Do you own a business?			Are you charitably inclined?		
If so, consider succession planning and valuation. Could there be any assets that you are forgetting?			Are there any state-specific issues that should be considered?		



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