



Financial Planning Interrogatories

Maycomb Wealth

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Overview:

The goal of this this set of Financial Planning Interrogatories is to obtain enough high-level information in order for Maycomb to generate a proposal for services we would recommend along with pricing for same.

Please respond to these Interrogatories as thoroughly and accurately as possible. If you are unable to answer a specific interrogatory, please say so in writing so we do not think you may have simply failed to respond.

Current Situation

- **Management of finances:** How are you currently managing your finances?
- **Budget:** How do you budget & keep track of spending?
- **Favorite spending:** What are your favorite things to spend money on?
- **Net worth:** Have you ever calculated your net worth? How do you track your net worth?
- **Investments:** How do you manage and track the performance of your investments?
- **What worries you:** Is there anything about your finances that worries or concerns you?
- **Your advisor:** Are you currently working with another wealth or financial advisor? If so, what do you like about that relationship? What, if anything could be better?
- **Tell me your experience with other advisors? What have you liked, disliked, etc.**
- **Your ideal working relationship:** Describe your ideal relationship with a wealth or financial advisor? Please include as part of your response(s) how often would you like to meet and how would you prefer to do so (in person, telephonically, web-based video conference, etc.)
- **What does success look like to you:** How do you measure and define financial success?

High-Level Goals:

- **What is important about money to you? For example, what excites you the most of reaching financial independence / retirement? What will this allow you to do?:**
 - **Semi-retirement:** Would you consider working part-time before you fully retire? At what age might you want to begin working part-time?
 - **Full retirement:** What age would you ideally fully retire?
- **What are your top short term (say next 3-5 years) goals you would like to achieve & for which you wish to plan?:**

- **What about long term (longer than 5 years) goals you would like to achieve & for which you wish to plan?:**

- **Your primary residence**
 - **Your Plan:** How long do you plan on living in your primary residence?

 - **Move:** Are you anticipating moving and if so:
 - To where? A new city? New state?
 - Another residence in the same town?
 - How might the value and/or size of your next primary residence differ from your existing one?

- **Your vehicles:** What type(s) of vehicles do you own and enjoy?? How long do you typically keep a vehicle before trading it in or selling it? Do you usually buy or lease your vehicle(s)?

- **Your travel:** When traveling for leisure do you stay in three, four, or five-star hotels? When dining on trips for leisure, do you usually frequent three, four, or five-star restaurants?? Do prefer international or domestic travel within the U.S.?
 - **Cost:** Approximately how much do you spend on vacation travel each year?

- **Your career:** What are your long-term plans for your career?
 - **Changes:** Do you anticipate staying in or leaving your current position? If you anticipate leaving, when might this occur?

 - **Your income:** Do you anticipate your current salary and other employment-related income will remain approximately the same, or change? If you believe it may change, how so?

 - **Your work:** Do you enjoy your work? Please explain what you like or dislike about it.

- **Thought about a sabbatical:** Have you thought about taking a sabbatical before? What would it ideally look like if you took one and how long would it last?

- **Education:** What, if any education goals do you have for yourself or for others? What portion of these goals do you wish to pay for? If you have begun saving for these goals, how so and in what approximate amounts?

Net Worth:

- **Your estimated net worth:** What do you feel your estimated net worth is?

- **Your primary residence:** Do you own your primary residence? List the amount of any mortgage (and time left on the mortgage) that applies.

- **Your debts:** Do you have any debt? If so, to whom do you owe the debt and how much do you owe?
 - Credit cards, mortgages, student loans, etc.

- HELOC: Do you have a line of credit on your home?
- **Your rental properties:** Do you own any rental properties or any real estate other than your primary residence?
 - If so, please explain what you own and the amount of any mortgage (and time left on the mortgage) that applies.
 - What do you like and dislike about owning any of the real estate you own?
- **Investment assets:** Share with me your investment assets (high-level).
 - What accounts do you have? (401(k), IRA, taxable brokerage, etc)
 - What are the approximate balances?
 - What type(s) of holdings do you own in the accounts?
 - If it is easier to provide statements, please do so.

Cash Flow:

- **Salary:** What is your salary? (gross)
- **Bonus:** Are you ever eligible for any bonus or other compensation other than your salary?
- **Equity compensation:** Do you own any stock or stock options that are not publicly traded or are not otherwise fully transferable (such as restricted stock a/k/a “letter stock” (“RSUs”), incentive stock options (“ISOs”), or non-qualified stock options (“NQSOs”)?
 - If so, how many grants of each?
- **Other income:** Do you ever receive, or do you expect to receive income other than from your salary or other items you have already discussed above? Please explain.
- **Savings:** Do you currently have any consistent on-going savings? Please explain.

Insurance

- **Review:** For each of the following, please explain what, if any policy or policies you own or have in force? To the extent you know, please list the: (i) name of insurer; (ii) type of coverage; and (iii) amount of coverage; and (iv) amount of premium paid for the coverage. If it is easier to provide the policies themselves, please do so.
- **Disability:**
- **Health:**
- **Life:**

- **Property/Casualty:**
- **Long-term Care:**
- **Health concerns:** Should we plan for any long term diseases such as Alzheimers, Parkinsons, etc?

Estate Planning

- **Your Estate Plan:** Do you have a will? Does it provide for any form of trust, if you know? Do you have a power of attorney? Do you have a health care directive? If it is easier to provide the estate planning documents themselves, please do so.
- **Your parents:** Are your parents still alive? If so, do you know if you are apart of their estate plan
 - For example, are you their POA? Will you take care of them while they age? Etc.

Final Question

- **What is the most important thing that I can do for you?:**