

THE FAMILY WEALTH GOAL CLARIFIER™

Thank you for participating in the Family Wealth Goal Clarifier process. Unlike other traditional planning processes, this questionnaire is meant to stimulate a deeper level of thinking on your part. While it is important that we understand the complexity of the financial aspect of your wealth, it is just as important that we understand your beliefs and feelings about that wealth. While it may seem unusual to answer some of the following questions, we believe that it is vitally important to gain a deeper understanding of your motivations, dreams and desires. Our intent is to help you clarify and focus so that the later planning truly accomplishes what you want it to accomplish in a manner that you wish to accomplish it. While many advisors only engage clients at the “financial” level of planning, the advisor who is participating with you now seeks to understand the emotional and spiritual elements of your financial life. By so doing, we can create a plan that will truly reflect your deepest goals for yourself and for your heirs.

If you are married, each spouse should complete the questions individually without comparing answers with the other spouse. We’re very interested in gaining the perspective of each of you and in helping you incorporate and integrate your separate ideas into one cohesive plan. There are no wrong answers and this is not a test. It is not necessary to write long answers or utilize exquisite grammar. Only give answers that make your point and are clear to you. Once you have (each) completed the questions, you may then find it helpful to compare notes with your spouse.

One underlying premise of this questionnaire is that your financial wealth will only be distributed to three different places when you die: (1) to your heirs or family members or friends (2) to charity or charities, or (3) to state and federal governments in the form of taxes. This is an aspect you can control but one that requires careful consideration and planning on your part.

1. Please rank all of the following possible goals in order of importance to you (1=most important, 2=next most, etc)

_____ Ensure lifetime financial independence

_____ Minimize estate taxes

_____ Maximize amount to heirs

_____ Protect assets from claims of creditors

_____ Prepare heirs for their inheritance

_____ Create or benefit a charitable organization with a substantial gift

_____ Gain personal clarity about my estate planning goals

_____ Create a multi-generational plan to assure that wealth is preserved for many generations to come

_____ Begin a family project centered on the results of this planning

_____ Other _____

2. Estate and wealth transfer planning often requires some level of complexity. Please check all that apply:

I am used to complexity and view it as necessary and acceptable to accomplishing my goals

I will tolerate some complexity if it will help me achieve my goals

I have little tolerance for complexity but will endure it only if I can understand how it will help me achieve my goals

I have no tolerance for complexity and would give up some of my goals if it they make my life too complicated

I understand that complexity is necessary to achieve my goals but would prefer to have someone else handle the details

I want the least amount of complexity possible in my planning

3. If you could change or fix one thing in the world, what would it be?

4. Why?

5. What is the most important for you to understand at the end of The Family Wealth Goal Achiever process?
Rank all of the following possible goals in order of importance to you (1=most important, 2=next most, etc)
- _____ My current financial position
 - _____ How my spouse will be provided for in my absence
 - _____ Options for transferring wealth to my heirs
 - _____ How I can reduce my estate taxes to zero
 - _____ How I can transfer my values and dreams to my heirs
 - _____ The best way to give money to charity
 - _____ How my cash flow allows me to maintain my lifestyle now and in the future
 - _____ It is easy to see how it all works
 - _____ How my children will be well provided for
 - _____ I've accomplished more than I knew I could
6. What amount of annual income (cash flow from all sources) do you require to maintain your current life style?
Please disregard cash gifts to your family and income taxes that you pay.
- \$ _____/year.
7. Under your current estate plan, what is the estimated breakdown of how your wealth would be distributed?
- _____ % Heirs
 - _____ % Taxes
 - _____ % Charity
8. If the answer to question 7. is not your ideal distribution plan, what would you like it to be? (Reminder: you must select at least two)
- _____ % Heirs
 - _____ % Taxes
 - _____ % Charity

9. Which of the following aspects of wealth are important to you? (check all that apply)

_____ Freedom to control my life

_____ Social status and power

_____ Financial security/peace of mind

_____ Ability to help others in the community

_____ Ability to take care of my family

_____ Ability to direct my resources to make the world a better place

_____ Ability to start or invest in a new business

_____ Time to pursue personal interests or hobbies

_____ Other _____

10. How important is it for you to complete the planning process? Rank 1 to 10 (1=least, 10=urgent) _____

11. Why? _____

12. How well are your heirs prepared to manage an inheritance? Rank 1 to 10 (1=not well, 10=excellent) _____

13. Do you feel an obligation to prepare your heirs to manage an inheritance? _____ Yes _____ No

14. Describe each of your children briefly.

15. Describe your relationship with each of your children briefly

16. Which of the following values are most important to you currently? Select the 5 most important.

- Art, music and travel
- Financial responsibility, frugality, savings and stewardship
- Study, self-improvement, academic achievement, life long learning
- Compassion, kindness and generosity
- Honesty, fairness and justice
- Social standing, possessions, rank and title
- Modesty, loyalty and independence
- Volunteerism, donations and community service
- Health, relaxation, appearance and vitality
- Citizenship, community involvement and public service
- Sports, leisure time, hobbies and family vacations
- Faith, religious commitments, spirituality and inner peace
- Family, friends and colleagues
- Effort, competence and success

17. If you could pick three things that your family would remember about you, what would they be?

1. _____

2. _____

3. _____

18. If you could pick three things that the world would remember about you what would they be?

1. _____

2. _____

3. _____

19. Which of the following statements best describes your beliefs?

_____ I do not wish to disclose or discuss the family's finances with my heirs

_____ I wish to be completely open with my heirs regarding the family wealth and their future inheritance

_____ I will disclose my plans to my heirs after they reach age_____

_____ I will disclose my plans to my heirs after they display more financial responsibility

20. What is your biggest fear about leaving an inheritance to your children?

21. Are you able to visualize

one year into the future? _____

three years into the future? _____

five years into the future? _____

22. I am able to work with

My existing team of advisors who work in harmony _____

My existing advisors with a team leader as a contact point _____

Some of my advising team with some changes _____

None of my advising team and need help finding new qualified replacements _____

23. My most trusted advisor is my

_____ Financial Advisor

_____ Attorney

_____ CPA

_____ Other

Why?

24. Please answer yes or no. I trust my advisor(s) to refer me to the best known professional that they have access to whether or not I have prior knowledge of that professional. _____

They should:

_____ Be a specialist in helping families like ours

_____ Have a process for achieving the goals and objectives that we have set forth

_____ Have a proven track record of assisting families with the degree of wealth and complex issues that may arise today and in the future

_____ Be objective