

My Goals

Strategy: What's Important to You? (Personal)

Name: _____ Date: _____

Please check the three items that are the most important to you.

WEALTH MANAGEMENT

- Have enough income during retirement
- Purchasing a retirement property or secondary residence
- Providing for education of children or grandchildren
- Restructuring or eliminating debt
- Position myself to enjoy more of the things in life I value
- Determine where and how to withdraw funds from investments to provide for/supplement my income
- Having a complete review of my investment portfolio to see what type of returns I have been getting and what type of risk I have been taking
- Having someone study my investment profile and make a recommendation on what type of portfolio I should have
- Reducing the income taxes that are generated from my investments
- Knowing where to put old and new investment funds to maximize tax efficiency and meeting my liquidity needs in the future
- Having peace of mind and a sense of security regarding my financial future
- Making sure that my family will be secure in the event of a catastrophe, i.e., death or disability of a bread winner
- Passing my estate to my heirs smoothly without court battles
- Protecting my estate from estate taxes and transfer costs
- Providing a legacy and financial resources for successor generations
- Providing capital for the charitable organizations that I support
- Avoiding capital gains or excessive taxes on the sale of business interests or investments
- Protecting my assets from creditors and liability law suits

My Goals

What's Important to You?

Name: _____ Date: _____

Please choose your top 3 items of importance and number them 1 – 3 in order of importance
(1 being the most important.)

GOAL #1

GOAL #2

GOAL #3

My Goals

What's Important to You? (Business)

Name: _____ Date: _____

Please check the three items that are the most important to you or your business.

- Determining the best way to sell my business and retire
- Finding a way to sell my business to my top management team
- Looking for a way to maximize the value of my business
- Working through shareholder issues regarding ownership value and buy sell planning
- Working through family owned business issues and equity planning for siblings
- Protecting business from estate taxes at death
- Finding a way to allow my employees to become owners in the business
- Creating an Incentive Compensation plan for the top management
- Reviewing my management positions to see if they need overhaul
- Having a compensation study prepared to see if my management team is under or over compensated
- Rebuilding my culture to develop new goals, incentives, and performance accountability
- Development of an Executive Wealth Building plan to position them for future leadership in the business
- Review of my employee retirement plans to make sure that I do not have “fiduciary liability” exposure.
- Review of my RSP and other retirement plans to see is service, fees, and investment options and guidance are current with today’s top providers.
- Review of my corporate life insurance to see if values current and costs are competitive with the market place
- Looking for ways that the owner can build more wealth outside of the business on a tax efficient basis.

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