

ASPIRE WEALTH MANAGEMENT

Wealth Mentoring Program

For

Date:

Part 1 - Financial Satisfaction Survey

Satisfaction is defined as a feeling of fulfilment and contentment and is often dependent on one's definition of success. Therefore, evaluating your level of satisfaction with your financial life is much more of an emotional issue than a material one. Your sense of satisfaction is influenced heavily by your personal attitudes and beliefs.

The degree to which you feel satisfied with your financial situation is based on a unique set of interpretations related to your personal financial needs and circumstances. By completing the survey below, we will be able to assess your current level of financial satisfaction and gain an understanding of the circumstances and behaviours that may be impeding your ability to achieve a high level of satisfaction.

Satisfaction scale of 1 to 5, 5 being the most satisfied and 1 being the least satisfied.

Please place a numerical value next to each aspect of your financial history, indicating your level of satisfaction.

Cash-Flow management

The income my current job or career provides me	
My ability to meet my financial obligations	
My spending habits	
The spending habits of my family members	
My current amount of and ability to manage debt	
The existence of and amount of my emergency fund	

Risk management

My ability to protect my current cash flow	
My amount of life insurance coverage	
My level of property and casualty insurance	
My medical and disability insurance coverage	

Asset management

The amount of money that I save and invest on a regular basis	
My ability to meet my short-term financial goals (vacation, car, etc.)	
My ability to meet my long-term financial goals (education, retirement, etc.)	

Estate/Tax planning

My current financial plan	
My plan for protection/transfer of my assets	
My income/estate tax reduction strategy	
My level of charitable giving	

Qualitative issues

My response to difficult financial circumstances	
My level of financial knowledge	
The level of meaning my finances bring to my life	

The following are some additional considerations to help you think about how you define wealth and happiness in your life.

I define success in my working life as:	
I define success in my family life as:	
I define success in my financial life as:	
I define balance in my life as:	

Part 2 -Your Personal & Financial Life History

An awareness of your history relating to money will help bring to the forefront any challenges you face in achieving financial well-being. It is these money “messages” that consciously and subconsciously influence how you now deal with money issues. By providing answers to the questions below, we will better understand the roots of your attitudes about money and your actions and patterns in managing it.

Personal history

Where are you from? Describe your childhood.	
What was your family life like when you were growing up?	
What jobs or careers have you experienced up to this point in your life?	
What is your family life like now? Describe your immediate family members.	
Who are the people in your life that are most affected by the financial decisions you make?	
What events in your life would you describe as defining moments?	

Financial life history

<p>What lessons about money did you learn while growing up?</p>	
<p>What is your first memory related to money?</p>	
<p>What are some of the best or worst financial decisions you have ever made?</p>	
<p>Have you worked with a financial advisor in the past? If so, describe the experience.</p>	
<p>If you have not worked with a financial advisor previously, what have your main sources of financial information been?</p>	

Part 3 - Your Guiding Principles

Guiding principles are the combination of attitudes and beliefs that help individuals navigate through the realities of everyday life. Guiding principles are helpful when making decisions in difficult matters, and in strengthening relationships as individuals face life's challenges.

Understanding the underlying principles and beliefs that relate to your life and your attitude toward money is a critical component for building a financial life planning program. It is these principles and values that shape your thinking and form the way you approach financial situations. Your responses to the questions below will help as we work together to make financial decisions that best align with these guiding principles.

Investing principles

What guiding principles do you follow when making investment decisions?	
What investments do you avoid as a matter of principle?	

General principles

What guiding principles do you follow in your personal life?	
What guiding principles do you follow in your business and/or career?	

Working with a financial advisor

<p>What do you expect from a financial advisor?</p>	
<p>Describe some of the experiences (both good and bad) that you have had with other financial advisors.</p>	
<p>How much contact do you like to have with your financial advisor?</p>	

Part 4 - Life Transitions Profile

How you respond and react to the personal and financial implications associated with each life transition plays a key role in the management of your life and the successes you achieve. Identifying these life transitions will help you and your advisor prepare for the financial challenges and opportunities that lie ahead.

Please place a check mark next to those transitions that are a current priority in your life or ones that you believe you will be experiencing in the very near future.

Personal transitions

	Current priority	Near-term priority
You're getting married		
You're expecting a child		
You're adopting a child		
You have a child preparing to go off to college		
You have a child getting married		
You have recently become a grandparent		
You have a child with special needs		
You're going through a divorce or separation		
You're concerned about the health of your spouse or child		
You're caring for a family member		
You're concerned about your aging parent		
You're concerned about your personal health		
You're providing assistance to your family member		
You have recently lost a spouse or close family member		
You're concerned about end-of-life issues		

The concept of transition is defined by some as the psychological process that an individual goes through to come to terms with a new situation. Life transitions occur as a result of planned or unplanned events and changes that occur in your everyday life. Each transition has its own unique set of challenges, both personally and financially.

Professional transitions

	Current priority	Near-term priority
You're reconsidering your investment philosophy		
You're losing a business partner		
You're considering starting a new business or buying an existing business		
You're contemplating a career change		
You have lost your job		
Phasing in your retirement		
You have fully retired from your job		
You're transferring your business to a family member		
You're considering selling your business		

Financial transitions

	Current priority	Near-term priority
You're actively considering an investment opportunity		
Concerned about debt		
You want to develop or review an estate plan		
You're going to be receiving an inheritance or financial windfall		
You're considering purchasing a home		
You're planning on selling your house		
You recently experienced a significant investment gain or loss		
You would like to make a financial gift to your children or grandchildren		

Charitable transitions

	Current priority	Near-term priority
You would like to make a donation to a charitable organization		
You would like to create or fund a scholarship		
You would like to create or fund a foundation		

Part 5 - Life Goals Profile

Thinking about how you want to live and how you think your money should support these ambitions is a key component of the financial life planning process. By understanding how specific goals fit into the larger picture of your life, we can work together to better align your financial goals with your life's purpose and guiding principles.

Take a moment to consider the possibilities:

What would you do differently if you had more free time?	
What would you do differently if you had more money?	
What dreams do you have that you fear you may not realize?	
What do you envision your day to look like in retirement?	

Goals are dreams and aspirations that you would like to have happen sometime in the future. It can be beneficial to explore these dreams and aspirations in greater detail and plan for them accordingly. Although dealing with the transitions that you are experiencing is critical, you should not overlook the importance of setting goals.

<p>How much and what kind of work do you want to do in retirement?</p>	
<p>Do you know someone who you consider to be a role model for retirement? Please describe what makes them a role model.</p>	
<p>What type of legacy do you want to leave for your family?</p>	
<p>Are there charities that you would like to become involved with, either by making a monetary donation or by volunteering?</p>	