

GOALS, DESTROYERS & SOLUTIONS

The Eight Great Financial Goals

1. Educate the children
2. Pay off debts
3. Provide for retirement
4. Assist grown children when needed
5. Provide for infirm parents
6. Contribute to grandchildren's education
7. Fund charitable giving
8. Provide legacies on death for children, grandchildren and charities

The Eight Great Destroyers

1. No Plan
2. Revolving debt
3. Premature death
4. Disability in working years
5. Life-changing critical illness
6. Financially-draining personal care (due to declining health)
7. Incomplete tax planning
8. Inappropriate investment allocations

Solving the Problems

1. Goal-based financial plans
2. Debt elimination plan
3. Needs-based life insurance coverage
4. Adequate disability coverage
5. Critical illness contingency plan
6. Long term care plan
7. Tax on income minimized / tax deductions maximized
8. Risk-adjusted investment plan

Documented, implemented, monitored and updated as necessary.