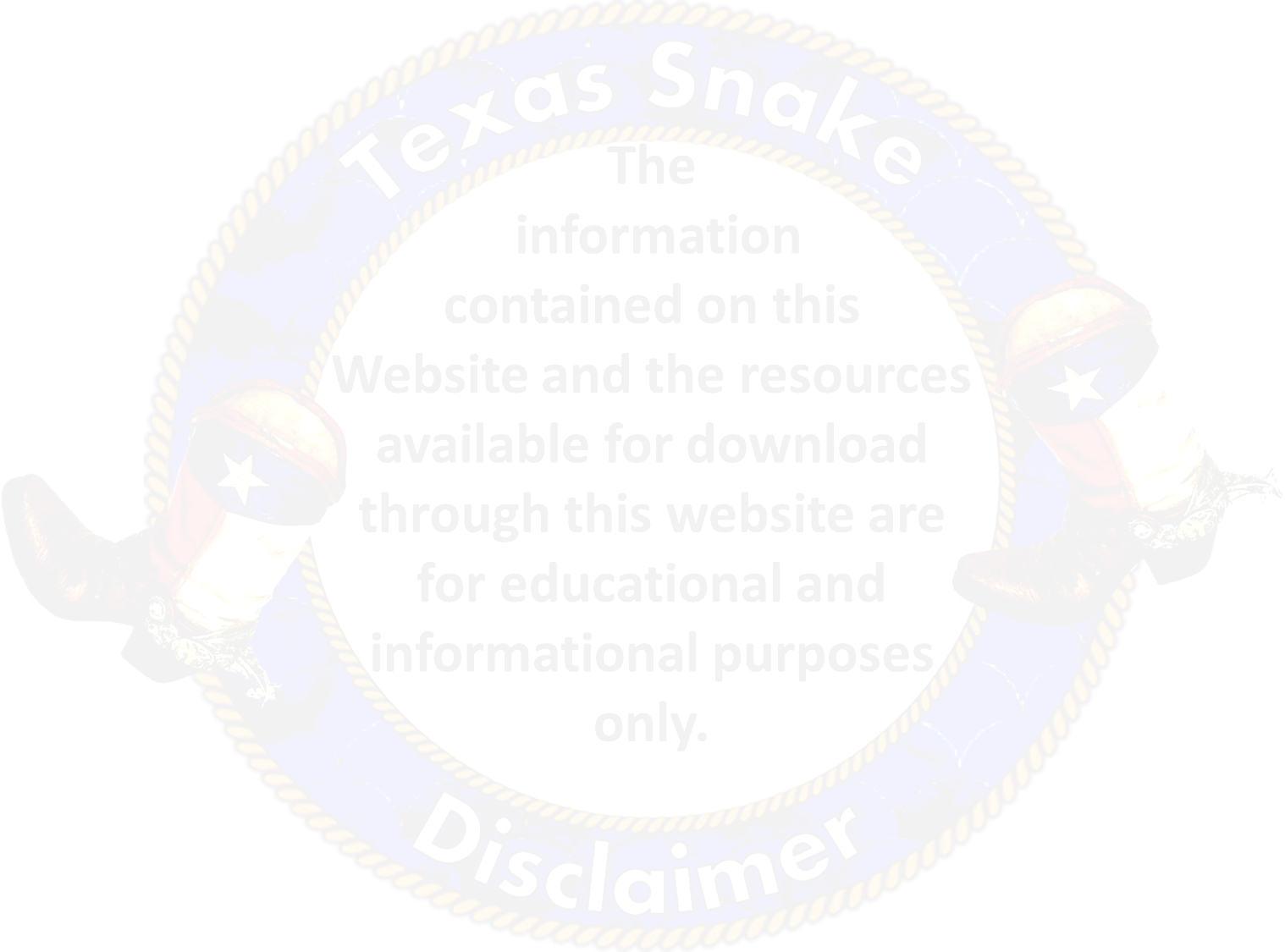


HOW TO PREPARE for a FINANCIAL ADVISOR MEETING

by Texas Snake



I am going to present a list of items in a moment that anyone who is serious about creating a financial plan and providing those with the experience and expertise to take this information and assemble the beginning of a financial plan and then recommending and redefining those investment vehicles suited to achieving your goals and objectives

My recommendation being you may wish to copy and save this document in another window and truly begin thinking of the items included.

I required these items from anyone I worked with. I would produce a study consisting anywhere from 15 to 80 pages of alternatives and suggestions on what the prospect needed to consider to achieve his goals depending on the current achieved assets then accumulated.

Now please understand that numerous techniques have been developed over the years to allow salesmen to attempt to separate you from your money in order to collect commissions by selling you products that are more economically beneficial to them than they will ever be to you. So a red flag should raise whenever they begin to speak of products categorized under the general descriptions as: Limited Partnerships, Equipment Leasing (Oil & Gas, Public Storage Units, Section 8 Housing Units) or anything that does not have a readily accessible secondary resale marketplace) for you to get back to cash in a regular settlement environment. That's five business days.

Also please understand some improved techniques may have been developed since I sold my practice and broker/dealer company but the procedures I followed and trained over 50 registered representatives over the years which served me and our clients very well over the years.

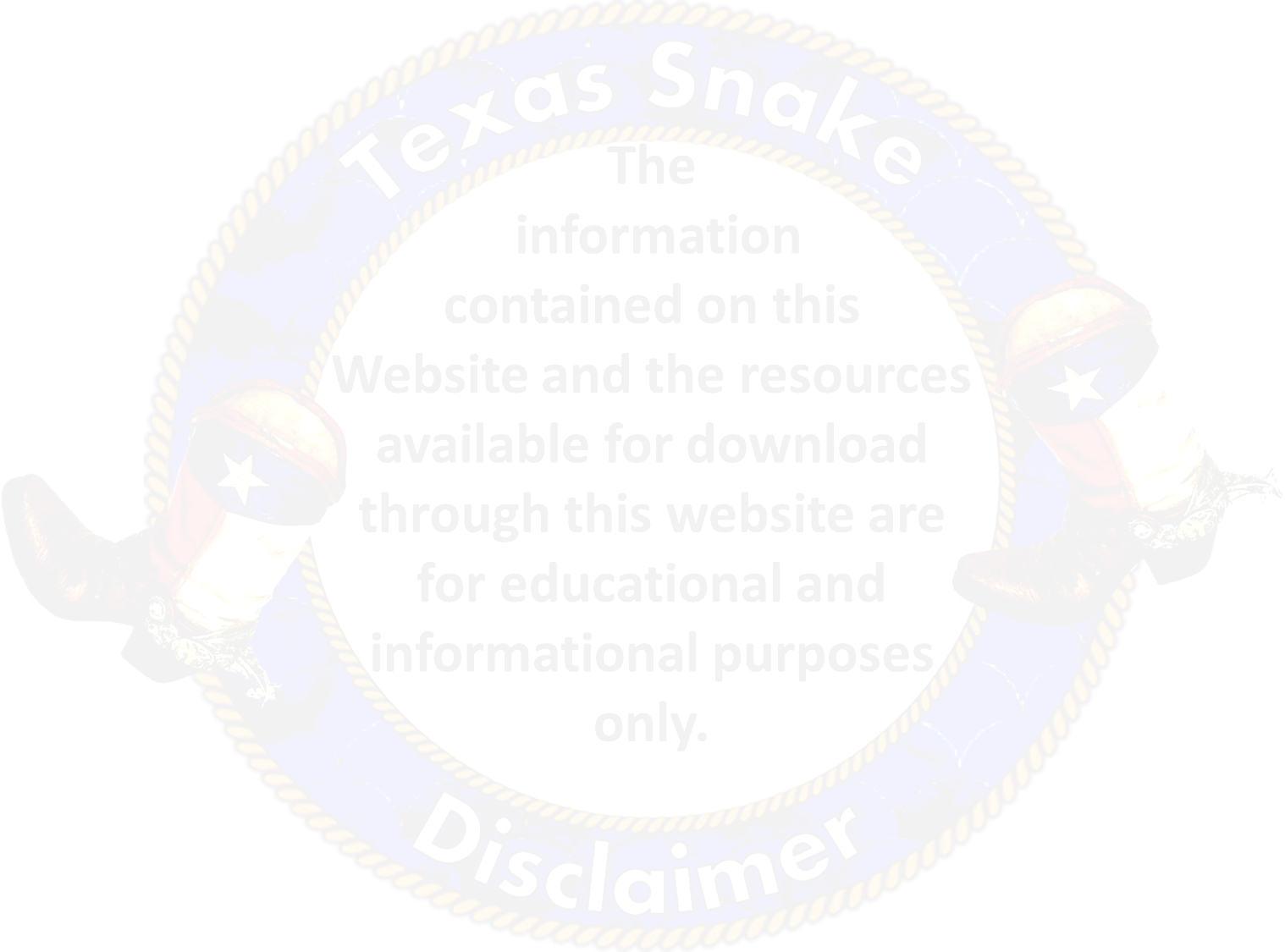
I required of my potential clients

A Family Census including names, dates of birth, ages, and anticipated educational expectations for each child;

Current Net Worth statement;

A monthly budget of income to expenses;

Declaration pages for all Life, Health, and Disability Insurance Contracts issued on the principals;

The most recent statements on all current retirement plans i.e. Qualified Pension or Profit Sharing Plans, 401k Plans, IRA Plans, Non-Qualified Deferred Compensation Plans, Keogh Plans, or Defined Benefit Plans; 

The last three years of tax returns.

* And then to identify those: I’m

Immediate, interim, and long term goals they wish to accomplish for investment;

Life Cycle choices including

education requirements,

housing expectations,

vehicle and entertainment expectations,

retirement projections and expectations,

any specific obligations such as care for dependent relatives.

Anything which would be considered out of the ordinary and necessary scope of family obligations.

The final and most difficult item to develop is

Each spouses’ individual goals and objectives in the order of importance and prioritization.

The resulting study would show an anticipated end value and success ratio should they do nothing different, an anticipated end result based upon prior experience in the market place were they to adopt 30% of our recommendations; 70% of our recommendations; and 100% of our recommendations, with the final question to the prospect being

“Based upon this possibly more extensive review of where you are currently and where you wish to be in 5,10, 20, and during your retirement years. If you don't do anything differently, will you be satisfied?”

I add that last question as all projected investment planning studies are developed to get you as a client but that does not mean a good financial professional will not make you more successful than where you will end up doing everything on your own.

I was never fired and still can communicate with every client I ever had, at least to those still living.

Good Luck, Thanks for Reviewing, and GOD BLESS