

Planning for Your First Meeting — A Quick Reference Guide

Moors & Cabot believes that relationships are built on understanding, and true understanding is built upon trust. Your first meeting with your financial professional is foundational; it is a chance to get to know them, let them get to know you, ask questions, and start building a relationship.

QUESTIONS TO ASK YOURSELF

- What are your biggest concerns when it comes to your finances?
- What prompted you to seek advice?
- Have you sought advice in the past, and what kind of experience did you have?
- Are you planning to have children, or are you expecting grandchildren?
- Are you planning to purchase or sell your home?
- Do you have plans for after you retire?

QUESTIONS YOUR FINANCIAL PROFESSIONAL MAY ASK

- When do you and your spouse/partner want to retire?
- What are your anticipated sources of income?
- How much money will you need to live on in retirement?
- What are your goals (i.e., education expenses for children/grandchildren, charitable giving, travel, new cars, vacation home, etc.)?
- How will medical costs impact your plan?

Be prepared...

WHO SHOULD BE THERE

It is important that the right people be present when meeting your financial professional for the first time. In addition to the primary account-holder, other interested parties may include:

- Account-holder's spouse
- Trustees (if a trust account is being established)
- Account-holder's children
- Other authorized parties or decision makers

THINGS YOUR FINANCIAL PROFESSIONAL MAY ASK TO SEE

Knowledge is power, and a strong plan is built upon a comprehensive review of goals, objectives, and assets. The more tools you can put in your financial professional's hands, the better. However, we want you to go at your pace. Only bring with you what you feel comfortable sharing.

- Investment account statements
- Bank account statements
- A list of other assets (homes, personal property, rental property, collectibles, etc.)
- A list of your liabilities (debts, mortgages, etc.)
- Life insurance policies
- Social Security information
- Current contributions (401(k)s, IRAs, etc.)
- Annuity information
- All sources of income (salaries, pension plans, trust funds, rental income, etc.)

