Silver Oak
Wealth Advisors, LLC

Mastering the complexity of wealth.[SM]

INTERVIEW WORKSHEET

Data Gathering is the first important step in the financial planning process. Unless required by law, information provided in this profile will not be released without client consent.

Client 1		Client 2	
Name:	____________	Name:	____________
DOB:	____________	DOB:	____________
E-mail:	____________	E-mail:	____________
Employer:	____________	Employer:	____________
Cell:	____________	Cell:	____________

Home Address: ____________

Home #: ____________ Bus. #: ____________ Fax #: ____________

Children/Dependents:

Name	DOB	Name	DOB

We often refer to a jigsaw puzzle as a metaphor for true wealth planning and management. What is the most important piece of the puzzle? Most would answer immediately that it is a corner or border piece. For our purposes, it is the picture on the box. In other words, how does one know how to assemble the pieces without knowing what the puzzle, when completed, is supposed to look like?

To us, the "picture on the box" represents what is important to you in life; what values you hold that ultimately help define the purpose of money to you, currently and for the future; and how your financial "pieces" as they are presently arranged serve your vision of a fulfilled life. Your brief answers to the questions below will begin to orient us as to who you are and how we might work together to better align and help manage your resources as your "family CFO."

1. What is your primary motivation for contacting a wealth manager at this time?

____

2. What are your most important financial concerns?

____

____

3. What are your most important non-financial concerns & objectives right now?

____

____

4. Is your outlook generally optimistic or pessimistic concerning the future? (Please briefly elaborate)

____

5. Have you ever worked with a financial advisor? ☐ Yes ☐ No

What was good about that experience? ____________________

____

What was unsatisfactory about that experience? ____________________

____

6. How much is your current monthly income (before taxes)?

Client 1 Total $ __________

Client 2 Total $ __________

7. What are your current monthly or annual expenses (approximately)?

Household Total: $ __________

How much do you/can you currently save or invest annually?

***Personal Accts* $** __________ ***Retirement Plans* $** __________

8. What are your current balances:

Checking & savings Accts **$** __________

Retirement Accts ***(401(k), IRA, Defined Benefit, Roth, 403(b), etc)*** **$** __________

Taxable Investment Accts ***(Community property, joint, family trust, etc)*** **$** __________

9. What changes do you expect in the future that you wish to plan for?

Family Obligations: ____________________

Inheritances: ____________________

Other: ____________________

10. Please tell us where your primary interest lies:

- ☐ **Financial Planning on a standalone basis**
- ☐ **Investment Management only**
- ☐ **Comprehensive Wealth Management (includes integration of financial planning, ongoing assistance with implementation & reviews, and portfolio management)**

11. Is there anything else we need to talk about? Any "special needs" situations you are responsible for?

____

12. How did you hear about us? ____________________

Click here to save form and send via email (preferred method)

Click here to print a copy and fax to (310) 943-0398