

## What to Bring to Our Initial Meeting

The items listed below will help us make the most of our first meeting together – whether you bring all of these items with you, or are just prepared to talk about them – this will help.

- List of Assets: Any items of value which are not included on account statements.
- Current Bank Statements: Checking, savings, and money market accounts.
- Current Investment Statements: Brokerage accounts, mutual funds, stocks, retirement plans, etc. This information will allow us to analyze your investments and make certain that they match your goals and risk tolerance.
- Income Information
- Spending Information: How you spend your money tells us what you really value.
- Loan Information: Mortgages, student loans, credit cards, etc. We need to know about any outstanding debt/loans so we can discuss payoff or payments.
- Estate Documents: Wills, trusts, powers of attorney. Any estate documents that you have drawn up.
- Life Insurance and Disability: Policies or recent statements. We will review amounts and terms of policies.
- Property and Casualty Insurance: Declaration pages for your home, auto, boat, jewelry, umbrella, and any other policies on your things.
- Please bring the questionnaire titled, *“What’s Your Relationship with Money?”* (found below) This helps us create an investment strategy that meets your needs and fits your risk tolerance. You and your spouse/partner should each fill out your own individual questionnaire.

## Questionnaire: What's Your Relationship With Money?

Each of us has specific feelings and values toward finances, investing, and most importantly risk — our own perspectives on money.

**Conscious and subconscious feelings about money can negatively affect your financial decisions.**

A study published by the American Psychological Association found that money was the #1 source of stress for 73% of Americans. Money problems can result from value conflicts, unrealistic goals, the emotional use of money, or simply a lack of planning.

**At Encompass Advisors we strive to learn as much as possible about our clients to help them create the life they desire.** Understanding and identifying what drives your decisions regarding money will help you improve your chances of financial success. That's why we ask you to fill out the following questionnaire before we develop a strategy designed to meet your goals. In fact, we want you AND your spouse/partner to fill out individual questionnaires. Many couples have different risk tolerances, experiences, and values around money. Before we commit joint resources to an investment strategy, it's best to have a clear understanding of everyone's perspective.

# Questionnaire: What's Your Relationship With Money?

(Note: Please fill out separately for each spouse/partner)

Name: \_\_\_\_\_

Date: \_\_\_\_\_

Indicate your agreement with each of the following statements:

	<b>Strongly DISAGREE</b>	<b>Somewhat DISAGREE</b>	<b>Somewhat AGREE</b>	<b>Strongly AGREE</b>
I believe in taking big risks if the potential payoff is high.				
It is important for me to know exactly how I am invested and why.				
A 12% decline in my portfolio would cause me considerable stress.				
If the market drops like it did in 2008, I would NOT be comfortable staying the course – I might get nervous and want to get out.				
No matter how much you have, you can always use more.				
I am comfortable with an investment that may take over 10 years to provide a return.				
I am satisfied with my current level of income.				
For the prospect of higher returns in the long run, I can tolerate paper losses for several years.				
Generally, I prefer investments with little or no fluctuation in value, and I'm willing to accept the lower return associated with these investments.				
A loss of \$120,000 on a \$1 million portfolio is unacceptable.				
My current lifestyle is more than sufficient for me.				
I generally check the value of my investments at least monthly.				
I get more satisfaction from saving than from spending.				
When it comes to finances, I don't sweat the small stuff.				
Even though I may have enough money, I don't feel happy.				