

CASH FLOW ISSUES	YES	NO
<p><b>Do you need help determining how much it will cost to own and maintain your new home?</b> If so, consider the following expenses:</p> <ul style="list-style-type: none"> <li>■ The mortgage payment, property taxes, homeowners insurance, and PMI (if applicable).</li> <li>■ The cost of the utilities and the cost to maintain the property (such as a new roof).</li> <li>■ Commuting costs, childcare, private education (if needed).</li> </ul>	<input type="checkbox"/>	<input type="checkbox"/>
<p><b>Will you be making changes/improvements to the property (such as a renovation or addition)?</b> If so, consider how those future expenses will impact your financial situation.</p>	<input type="checkbox"/>	<input type="checkbox"/>
<p><b>Will this purchase impact your ability to save for other goals (such as retirement)?</b> If so, consider prioritizing your goals and understanding the tradeoffs with each decision.</p>	<input type="checkbox"/>	<input type="checkbox"/>
<p><b>Do you have a spouse or partner, and do you currently or plan to live on one income (e.g., so that one parent can stay home with children)?</b> If so, consider how the new home and carrying costs fit within your budget, and make adjustments accordingly.</p>	<input type="checkbox"/>	<input type="checkbox"/>
<p><b>Will you be living in the home for five years or fewer?</b> If so, consider doing a break-even analysis to see if it may be more practical to rent rather than own.</p>	<input type="checkbox"/>	<input type="checkbox"/>

MORTGAGE-RELATED ISSUES	YES	NO
<p><b>Do you need assistance in considering the financial impact of different types of mortgages?</b> If so, consider the following:</p> <ul style="list-style-type: none"> <li>■ Weigh tradeoffs of mortgage terms and fixed/variable rates.</li> <li>■ Compare FHA loans to conventional loans.</li> <li>■ A reverse mortgage may make sense in some situations, if you are age 62 or older. (continue on next column)</li> </ul>	<input type="checkbox"/>	<input type="checkbox"/>

MORTGAGE-RELATED ISSUES (CONTINUED)	YES	NO
<p><b>Did you serve in the military?</b> If so, you may be eligible for a VA Home Loan, which may offer a lower interest rate.</p>	<input type="checkbox"/>	<input type="checkbox"/>
<p><b>Do you need assistance in evaluating competitive interest rates?</b></p>	<input type="checkbox"/>	<input type="checkbox"/>
<p><b>Are you working and will your total monthly mortgage payment (P&amp;I, taxes and insurance) be 28% or more of your gross monthly income?</b> If so, some lenders may not be willing to lend money to you.</p>	<input type="checkbox"/>	<input type="checkbox"/>
<p><b>Are you retired and you have no earned income?</b> If so, lenders may look at your portfolio value and/or your portfolio withdrawals to determine eligibility. Pensions and Social Security may also be taken into consideration.</p>	<input type="checkbox"/>	<input type="checkbox"/>
<p><b>If you have other long-term debts, will the total monthly debt payment (including the future mortgage) be 36% or more of your gross monthly income?</b> If so, some lenders may not be willing to lend money to you.</p>	<input type="checkbox"/>	<input type="checkbox"/>
<p><b>Do you have a low credit score or poor credit history?</b> If so, consider the following:</p> <ul style="list-style-type: none"> <li>■ Review your credit report to ensure there are no inaccuracies.</li> <li>■ You may be charged a higher interest rate or denied a loan.</li> <li>■ Improve your credit score by paying bills on time and reducing some of your debt levels.</li> </ul>	<input type="checkbox"/>	<input type="checkbox"/>
<p><b>Do you anticipate making any large purchases, opening new credit cards, or closing existing credit cards in the months leading up to the purchase of your home?</b> If so, consult with your lender to ensure that it does not impact your credit score or loan application.</p>	<input type="checkbox"/>	<input type="checkbox"/>

DOWN PAYMENT & CLOSING-RELATED ISSUES	YES	NO
Do you need help determining closing-related costs (e.g., appraisals, loan origination fees, processing fees, points, attorney fees)?	<input type="checkbox"/>	<input type="checkbox"/>
Do you need assistance in determining how much of a down payment should be made? If so, consider the following: <ul style="list-style-type: none"> <li>Compare how different loan amounts impact your cash flow.</li> <li>If you are applying for a conventional loan and put less than 20% down, you may be subject to private mortgage insurance.</li> <li>Review your emergency fund to ensure that you will have adequate liquidity.</li> </ul>	<input type="checkbox"/>	<input type="checkbox"/>
Do you lack liquidity and need assistance in determining how to fund the down payment? If so, consider the following: <ul style="list-style-type: none"> <li>If you have a Roth IRA, contributions can be withdrawn without penalty at any time, and \$10,000 of earnings can be removed without penalty or tax for first time home purchases, as long as the Roth account has been opened for at least five years (per person limit).</li> <li>If you have a traditional IRA, \$10,000 can be withdrawn penalty-free for first time home purchases. However, income taxes still apply.</li> <li>If you have a 401(k), some plans have loan provisions.</li> <li>Down payment assistance programs may be available.</li> </ul>	<input type="checkbox"/>	<input type="checkbox"/>

TAX PLANNING ISSUES	YES	NO
Will property and state income taxes exceed \$10,000? If so, you will not be able to deduct any amount over \$10,000.	<input type="checkbox"/>	<input type="checkbox"/>
Will the mortgage debt exceed \$750,000? If so, you will not be able to deduct the interest on the debt exceeding \$750,000.	<input type="checkbox"/>	<input type="checkbox"/>
Will you use part of your home for the principal place of your business? If so, consider the home office deductions. Office space must be used exclusively for business purposes.	<input type="checkbox"/>	<input type="checkbox"/>
Do you plan on making improvements to the property? If so, consider tracking the cost of improvements, as they can be added to the cost basis, reducing gains if you eventually sell your home.	<input type="checkbox"/>	<input type="checkbox"/>

ESTATE PLANNING ISSUES	YES	NO
Should the home be owned by one spouse or owned by a trust? If so, consider the following: <ul style="list-style-type: none"> <li>Trusts can avoid probate, which may be especially important for properties that are located in a different state than residency.</li> <li>Some states allow a Transfer on Death (TOD) deed.</li> </ul>	<input type="checkbox"/>	<input type="checkbox"/>
Will this purchase require you to update your estate plan?	<input type="checkbox"/>	<input type="checkbox"/>

OTHER ISSUES	YES	NO
Is this a second home or a rental property? If so, consider how it should be titled, any potential liabilities, and the possible use of an LLC.	<input type="checkbox"/>	<input type="checkbox"/>
Will your need for life insurance change in light of a new mortgage?	<input type="checkbox"/>	<input type="checkbox"/>
Will you need to review your home and auto policy? There may be cost savings by bundling with one carrier.	<input type="checkbox"/>	<input type="checkbox"/>
Will you need an umbrella policy or need to increase the limits if one is already owned?	<input type="checkbox"/>	<input type="checkbox"/>
Are there any state-specific issues that should be considered? If so, some states offer state tax benefits for homeowners.	<input type="checkbox"/>	<input type="checkbox"/>
Is this home purchase a result of an employment change? If so, you may be eligible for relocation assistance from your employer.	<input type="checkbox"/>	<input type="checkbox"/>

“We combine sophisticated financial planning with expert investment management solutions that are always tied together to seek the highest probability of successful financial outcomes.”

What are the elements that need to be tied together? While that varies some depending on the situation, the general areas are:

- Investing - tax managed, aligned with client goals and preferences
- Tax planning - proactive, multi-year strategies
- Cash flow
- Retirement planning - max Social Security, optimal accumulation & distribution vehicles/strategies
- Affairs planning - Advance Medical Directive, Power of Attorney, Will, Trust, Asset Titling, Beneficiary Designations
- Risk management - Insurance coverages, risk avoidance

We do much of the above and coordinate with other professionals on other aspects. We are involved in all areas to provide cohesive advice, implementation and outcome on a technology-driven platform that will simplify your life.

**Mark Smith, President**

4860 Cox Road, Suite 200 Glen Allen, VA 23060  
mark@vwplanning.com | (804) 368-0854 | www.vwplanning.com