2023 · ISSUES TO CONSIDER IN CLIENT ANNUAL REVIEW MEETING



CASH FLOW ISSUES	YES	NO	ASSET & DEBT ISSUES	
Has there been a change to your cash flow or budget? If so, consider how this will impact your financial situation.			Have your investment goals or your risk tolerance changed?	
Has there been a change to your employment?			If you have recently had unexpected expenses, did they impact your emergency savings?	
Do you need to adjust how much you are saving?			Are there high levels of cash in any accounts? If so, consider	
 Do you max out your salary deferrals to your employer retirement plan but want to save more? If so, consider the following: You may be able to make a Backdoor Roth IRA contribution. See 			 the following: FDIC insurance limit is \$250,000 per depositor, per FDIC-insured bank, per ownership category. Interest rates on the cash may be higher elsewhere. 	
the "Can I Make A Backdoor Roth IRA Contribution?" flowchart to see if you qualify.			Do you maintain a concentrated position in a single investment? If so, consider strategies to mitigate the risk.	
If your employer's plan allows after-tax contributions, you may be able to make a Mega Backdoor Roth IRA contribution. See the			Have you acquired or sold a major asset or property?	
 "Can I Make A Mega Backdoor Roth Contribution?" flowchart. If you have income from self employment, other opportunities may be available, such as a Solo 401(k). 			 If you own a business, have there been any changes to the business? If so, consider the following: If you purchased new property or equipment, there could be an 	
If you are taking distributions from any accounts, do you need to review your rate of withdrawal?			 opportunity to depreciate it. If you have hired new employees, consider reviewing your employee benefits, including your retirement plan design. 	
If you are subject to an RMD, are you prepared to satisfy the RMD before December 31st?			 Your business structure may need to be reviewed in light of any recent tax reform. 	
Do you need to review your employee benefits to ensure that			Do you anticipate any significant expenses in the near future?	
you are taking advantage of what your employer offers? If so, consider contributions to Health Savings Accounts, Flexible			Did you incur any new debts (auto loan, student loan)?	
Spending Accounts and/or Dependent Care Flexible Spending			Have the interest rates on any of your debts changed?	
Accounts.			> Do you need to review your credit score?	
Do you have family members that will attend college and/or private high school? If so, consider funding a 529 or Coverdell account.			 Could there be assets that you may be forgetting? If so, consider the following: Review the "points" feature on credit cards and "miles" with 	
Do you use credit cards? If so, consider if there are other cards providing better benefits (features, points, etc.).			 airlines. Search state agencies and unclaimed property sites that are run by many state treasurers. 	



INSURANCE PLANNING ISSUES	YES	NO	TAX PLANNING ISSUES
 Do you need to review your healthcare options during an open enrollment period? If so, consider the following: Medicare open enrollment begins in October. Health Insurance Marketplace open enrollment begins in November. Employer open enrollment varies based on the employer. 			 Do you plan to make of Fund gifts with appretax efficiency. Use bunching technic below the standard of
Do you need to review your life insurance and/or long-term care insurance needs and any existing coverage?			See the "Should I Use To Public Charities?"
Have there been any changes in compensation, new dependents, or new liabilities? If so, consider changing the amount of life/disability coverage you carry.			ESTATE PLANNING ISS
Have there been any changes to your real estate holdings that could impact your property and casualty insurance (such as a pool or a new structure)? Have there been any changes to your health situation that warrant a review of your health/disability benefits?			Do you need to review financial/life goals th "What Issues Should I (
			Documents?" checklist Do you expect your e estate and gift tax ex
			or \$25.84 million if yo
TAX PLANNING ISSUES	YES	NO	plan for a possible fede
TAX PLANNING ISSUES Were there any surprises on your tax return from last year?	YES	NO	
			plan for a possible fede Do your beneficiaries updated for your non life insurance, and TC Have there been any
 Were there any surprises on your tax return from last year? Did you receive a large tax refund or need to pay a large amount when filing your return? If so, consider changing your 			plan for a possible fede Do your beneficiaries updated for your non life insurance, and TC
 Were there any surprises on your tax return from last year? Did you receive a large tax refund or need to pay a large amount when filing your return? If so, consider changing your withholding and/or making estimated payments. Will you be receiving any significant windfalls that could impact 			plan for a possible fede Do your beneficiaries updated for your non life insurance, and TC Have there been any birth, death, illness)? reference "What Issues
 Were there any surprises on your tax return from last year? Did you receive a large tax refund or need to pay a large amount when filing your return? If so, consider changing your withholding and/or making estimated payments. Will you be receiving any significant windfalls that could impact your taxes (inheritance, RSUs vesting, stock options, bonus)? Do you expect your income to change in the near future? If so, consider strategies to minimize your tax liability. Do you have any unrealized gains, losses or carryforwards 			plan for a possible fede Do your beneficiaries updated for your non life insurance, and TC Have there been any birth, death, illness)? reference "What Issues Plan?" checklist. OTHER ISSUES
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S (CONTINUED) YES NO charitable gifts? If so, consider the following: reciated securities or a QCD (if permitted), for iques if your itemized deductions tend to fall deduction. se A Donor Advised Fund (DAF) When Giving flowchart to analyze a DAF strategy. SUES YES NO w your estate plan in light of any hat may have changed? If so, reference the Consider When Reviewing My Estate Planning estate will exceed your unused federal xclusion amount (maximum \$12.92 million, ou are married)? If so, consider strategies to leral estate tax liability. s need to be reviewed and possibly n-probate assets (such as retirement plans, OD accounts)? changes to your family (marriage, divorce, ? If so, consider revisiting your estate plan and s Should I Consider Before I Update My Estate YES NO taken to protect yourself from identity "Am I At Risk Of Having My Identity Stolen Or ıd?" checklist. w your document retention practices?

Are there any state-specific issues that should be considered (including possible estate tax liabilities)?

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