Ameriprise Financial

Your Ameriprise financial advisor and you:

Let's figure this out together

A guide to balancing today's needs
with your dreams for tomorrow

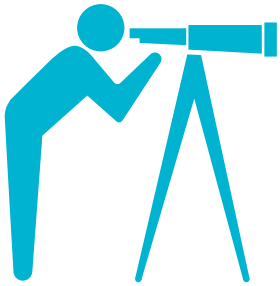
Prepared for ..... Prepared by ..... Date .....

Let’s talk about your life

What are your most important goals?

What are your biggest financial concerns?

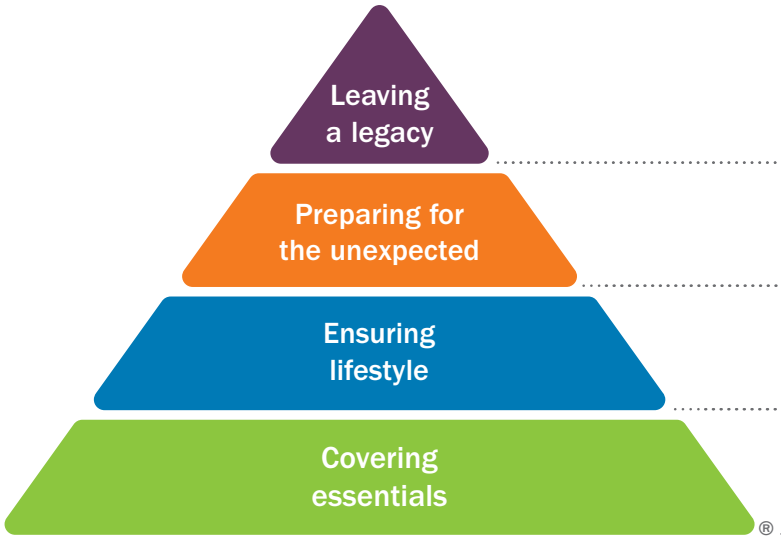
What do you see changing in your future?



Now that we know what’s most important,
let’s see how we can plan for it.

The *Confident Retirement*® approach

I'll listen to understand your goals and dreams. Then we'll take a holistic view and break down the financial planning process into personalized, actionable steps, based on 4 key needs. Together, we'll balance the needs of today against your goals for tomorrow, creating a clear road map for your future.



Legacy is about the impact you'll make on the people, charities and causes that are important to you. Plan now to maximize your giving and make your wishes known.

The unexpected are events that could derail your plans. Protect yourself from the certainty of uncertainty.

Lifestyle is about the things you want to do, and how you want to live, today and in the future. Build a savings and investment plan to do what's important.

Essentials are the necessities — the monthly expenses that keep your life running. Make the most of your income and build a reserve to cover these expenses.

Let's look at your situation and begin capturing details.

The *Confident Retirement* approach is not a guarantee of future financial results.

Covering essentials

Essentials are the necessities — the monthly expenses that keep your life running. Make the most of your income and build a reserve to cover these expenses.

- Are you maximizing your savings rate?
- Are you taking advantage of your workplace benefits?
- Do you have a cash reserve?

1. Assess your income:

Total gross income _____

Total expenses		**Total to be saved**	
Tax estimate		Current annual savings	
Essential expenses		Employer match	
Lifestyle expenses		Available to save	

2. Check the workplace benefits that you'd like to discuss:

Health care

- ☐ Group medical
- ☐ HSA
- ☐ FSA
- ☐ Other_____

Life and disability

- ☐ Group life insurance
- ☐ Group disability insurance
- ☐ Other_____

Retirement

- ☐ 401(k) / 403(b)
- ☐ Long-term incentives (e.g., stock options)
- ☐ Other_____

Additional benefits

- ☐ Company discounts or partnerships?
- ☐ Other_____ (e.g., dental and vision insurance)

3. Determine how much you need for a cash reserve:

Monthly essential expenses	X # of months	= Desired cash reserve

Ensuring lifestyle

Lifestyle is about the things that you want to do, and how you want to live, today and in the future. Build a savings and investment plan to do what's important.

- How much should you save for your goals?
- What account types should you consider?
- What asset types should you consider?
- When do you want to achieve each of your goals?
- What goals are most important to you?

1. Think about what goals you have and when you want to achieve them.

House
in ____ years

College
in ____ years

Dream vacation
in ____ years

Major purchase
in ____ years

Retirement
in ____ years

Other
in ____ years

2. Think about how you would map it out on a timeline.

Age — 59 ½ — 70

3. Together we will talk about any tradeoffs you may need to make to achieve your priority goals.
(e.g., move the timeline, change the goals, change the priorities, increase savings)

Ensuring lifestyle

4. We will create a plan to align your investments with your objectives, goals, time horizon and risk tolerance.

Think about your risk tolerance.

- What is the time horizon to reach each goal?
- What long-term expectations do you have with your investments? How do you think about economic downturns?
- What short-term expectations do you have with your investments? How do you view dips in the market?

Discuss different ways to diversify your investments.

Together, we will create an investment plan that balances risks by diversifying in three major areas:

Diversification Approaches	Description	Examples
Tax-based diversification	Balance your investments from a tax perspective by using various account types so you can manage how much you will pay in taxes and when you will pay.	• Tax free: Roth IRA, Roth 401(k), 529* • Tax deferred: Traditional IRA, 401(k) • Taxable: Brokerage account
Asset-class diversification	Ensure your investments show an appropriate variety of asset classes.	• Equities (stocks) • Fixed-income (bonds) • Cash equivalents (money market instruments)
Product-based diversification	Diversify with a varying selection of products and match each to your need and situation (e.g., to provide stable income).	• Mutual funds • Insurance • Annuities • Individual stocks • Bonds

5. We will propose an investment plan in our follow-up conversations.

- Match each of your goals to investment types (e.g., equities, bonds, managed accounts, annuities) based on your objectives, goals, time horizon and risk tolerance.
- Show you what types of accounts (e.g., 401(k), IRA, 529 plan, savings) can help you plan for tax diversification.

*These are tax-free as long as certain qualifications are met.

Preparing for the unexpected

The unexpected are events that could derail your financial plans. Protect yourself from the certainty of uncertainty.

- Are you and the people you care about protected in case of an accident or catastrophe?
- Do you have help in place to handle long-term health needs?

1. Protect your income from disability.

After-tax income comparison:

	Client #1	Client #2
Income when healthy		
Income when disabled (including existing DI coverage)		
Income gap		
Consider additional disability coverage:	Individual ☐	Group ☐

2. Protect your income from loss of life.

To determine whether you need to supplement, compare your after-tax income.

	Client #1	Client #2
Income when healthy		
Income for survivor(s) (approximate annual value of existing life insurance)		
Income gap		
Consider additional disability coverage:	Group ☐ Term ☐	Permanent ☐

3. Protect your income from additional risks.

- ☐ Property & casualty (e.g., home, auto and umbrella insurance)
- ☐ Long-term care (e.g., pay out of pocket, government assistance, dedicated insurance, family support or self fund)
- ☐ I would like to do a deep protection review of all my insurance needs

Did you know?

Over 95% of disabling accidents and illnesses are not work related — meaning Worker's Compensation doesn't cover them.

Source: Council for Disability Awareness, Long-Term Disability Claims Review, 2014

Leaving a legacy

Legacy is about the impact you'll make on the people, charities and causes that are important to you. Plan now to maximize your giving and make your wishes known.

- What decisions do you want to make known about the future?
- What values do you want to support?
- What causes or charities do you want to support?

1. Talk with the people most important to you.

- What financial or other needs do you need to think about with aging parents or other previous generations?
- What children, relatives, causes or charities would you like to affect for future generations?

Are you confident your wishes would be followed?

2. Take steps to ensure your wishes are met.

Put the right documentation in place now to maintain control of your legacy through all of life's changes. Review these documents every five years or when a triggering event occurs (e.g., birth of a child, marriage).

- Updated will in place? ☐
- Recent health care directive? ☐
- Recent power of attorney? ☐
- Do you have guardianship for your children? ☐
- Have you considered using trusts? ☐
- Is gifting money to loved ones/charities now or in the future important to you? ☐
- Do you have a plan to turn off all digital aspects of your life? (e.g., have an emergency contact for online accounts and associated passwords)? ☐

Did you know?

You need to create a power of attorney to access your digital assets says Naomi Cahn, a George Washington University professor.

Source: NAELA Journal, Volume 9, No. 1, 2013

Ameriprise Financial and its affiliates do not offer tax or legal advice. Consumers should consult with their tax advisor or attorney regarding their specific situation.

Next steps

We've taken the first steps toward laying a foundation for your retirement. And we'll build on it as your situation changes, by going deeper on topics like these:

Financial health

Is my cash flow working out as expected?
Potential topics: spending plan, debt reduction, cash reserve

Investing efficiently

Do I have the most optimal mix of asset classes for my situation?
Potential topics: consolidation of assets, active management, diversification

Protection and planning for uncertainty

Do I have the appropriate insurance for this stage of my life?
Potential topics: disability insurance, life insurance, health care needs

Managing my tax liability

Am I doing all that I can to manage my tax liability now and in the future?
Potential topics: tax structure of assets, diversifying tax treatment of my accounts

"There is nothing like a dream to create the future."

VICTOR HUGO

A summary of what we discussed today

You're on your way to a confident life — on your terms.

Leaving a legacy

Summary text here

Preparing for the unexpected

Summary text here

Ensuring lifestyle

Summary text here

Covering essentials

Summary text here

Financial Planning | Retirement | Investments | Insurance

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