2022 · ISSUES TO CONSIDER IN CLIENT ANNUAL REVIEW MEETING



CASH FLOW ISSUES	YES	NO	ASSET & DEBT ISSUES	YES	
Has there been a change to your cash flow or budget?			Have your investment goals or your risk tolerance changed?		
If so, consider how this will impact your financial situation. 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 ownership category, per insured bank. 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			If you own a business, have there been any changes to the business? If so, consider the following:		
may be available, such as a Solo 401(k). If you are taking distributions from any accounts, do you need to review your rate of withdrawal?			 If you purchased new property or equipment, there could be an 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 (either because you have reached age 72 or you've inherited a retirement account), are you			 Your business structure may need to be reviewed in light of any recent tax reform. 		
prepared to satisfy the RMD before December 31st?			Do you anticipate any significant expenses in the near future?		
Do you need to review your employee benefits to ensure that you are taking advantage of what your employer offers?			Did you incur any new debts (auto loan, student loan)?		
Consider contributions to Health Savings Accounts, Flexible			Have the interest rates on any of your debts changed?		
Spending Accounts and/or Dependent Care Flexible Spending 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 airlines. 		
Do you use credit cards? If so, consider if there are other cards providing better benefits (features, points, etc.).			Search state agencies and unclaimed property sites that are run by many state treasurers.		

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INSURANCE PLANNING ISSUES	YES	NO
 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 need to review your life insurance and/or long-term care insurance needs and any existing coverage?		
Have there been any changes in compensation, new dependents, or new liabilities? If so, consider changing the amount of life/disability coverage you carry.		
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?		
	YES	NO
warrant a review of your health/disability benefits?		NO
warrant a review of your health/disability benefits? TAX PLANNING ISSUES	YES	
warrant a review of your health/disability benefits? TAX PLANNING 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	YES	
warrant a review of your health/disability benefits? TAX PLANNING 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	YES	
warrant a review of your health/disability benefits? TAX PLANNING 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,	YES	

TAX PLANNING ISSUES (CONTINUED)	YES	NO
> Do you need to determine cost basis for any assets you own?		
 Do you plan to make charitable gifts? If so, consider the following: Fund gifts with appreciated securities or a QCD (if permitted), for tax efficiency. Use bunching techniques if your itemized deductions tend to fall below the standard deduction. See the "Should I Use A Donor Advised Fund (DAF) When Giving To Public Charities?" flowchart to analyze a DAF strategy. 		
LONG-TERM PLANNING ISSUES	YES	NO
LONG-TERM PLANNING ISSUES > Have any of your financial/life goals changed?	YES	NO
	YES	
 Have any of your financial/life goals changed? Do you expect your estate will exceed your unused federal estate and gift tax exclusion amount (maximum \$12.06 million, or \$24.12 million if you are married)? If so, consider strategies to 	YES	

Have there been any changes to your family (marriage, divorce, birth, death, illness)? If so, consider revisiting your estate plan and reference "What Issues Should I Consider Before I Update My Estate Plan?" checklist.

	OTHER ISSUES	YES	NO
>	Do steps need to be taken to protect yourself from identity theft? If so, reference "Am I At Risk Of Having My Identity Stolen Or Being A Victim Of Fraud?" checklist.		
>	Do you need to review your document retention practices?		
>	Are there any state-specific issues that should be considered (including possible estate tax liabilities)?		

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