

Rediscover the discovery meeting

Ask probing questions to connect your clients to their core values

Core values

What is your top concern right now regarding your current financial strategies?

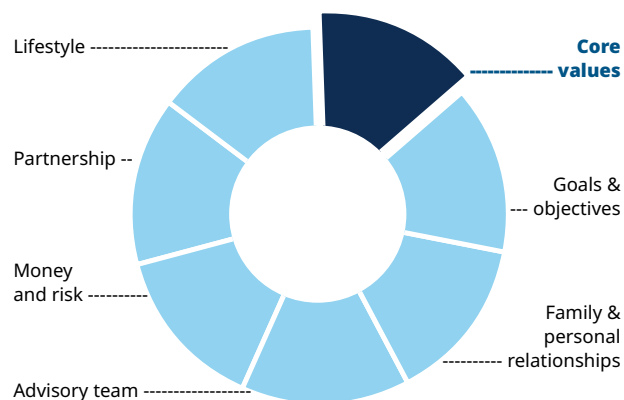
Do your strategies align with what is important to you?

If you had the option of not working, what would you do?

How important is it to you to hold investments that consider environmental, social and governance factors when selecting securities?

How important is it for you to invest in companies that are diversified by gender in leadership positions?

What have we missed about your core values that is important to you?



Goals & objectives

What are your personal and professional goals?

What do you want for your children?

What do you want for your parents and/or other family members?

Where do you see yourself at age ____ (insert age)?

How will you know when you are successful? (personally and professionally)

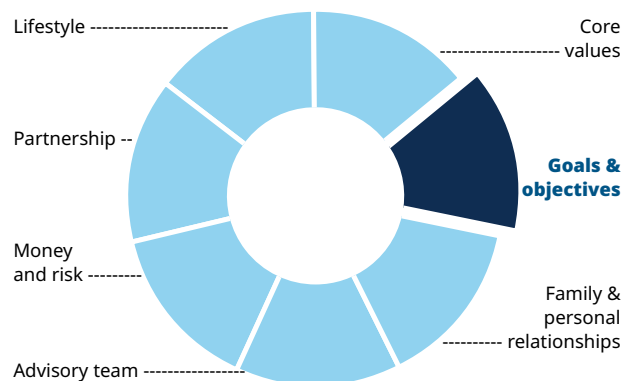
What type of lifestyle do you want in retirement?

What legacy would you like to leave your family/community?

What does money do for you? What does it help you achieve?

What is your single biggest goal or challenge?

Is your current financial plan supporting or getting in the way of your goals?





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Family & personal relationships

Does anyone in your family or network share the same core values as you do about SRI investing strategies?

Who are the people that are important to you in your life?

What are your financial obligations to your family?

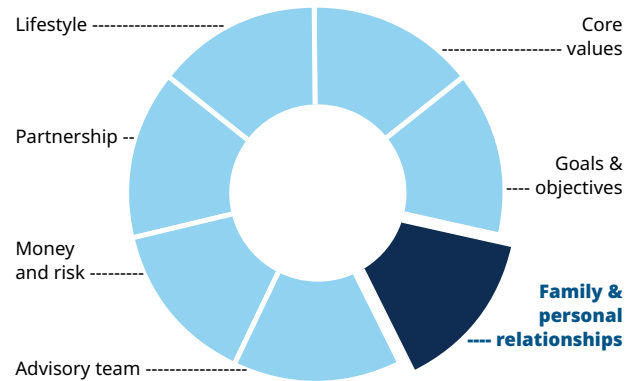
Are you concerned about your parents' health?

If your parents were to have a major medical setback how would this affect your financial plans? Would they have to rely on you for money? Who else in your family can help if needed?

Are there people outside your immediate family that rely on you?

Do you and your spouse have the same relationship with money?

Do you ever argue about money?



Advisory team

Who is your lawyer, accountant, banker, mortgage broker?

What do you value about working with these people?

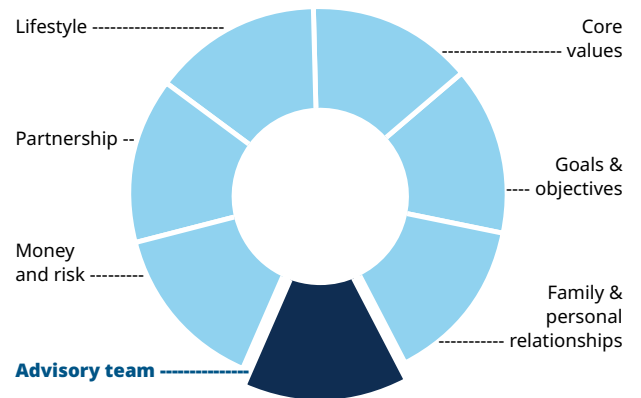
Who is on your senior leadership team in your business?

Do you work with a mentor, coach, consultant?

How often have you switched financial advisors?
For what reasons?

Who else is on your advisory team? (personal and professional)

How familiar is your extended advisory team with SRI investing? Do they know how important it is to you?
What can we do to help them better understand?





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Money and risk

How did you get to where you are today? How did you accumulate your wealth?

Does your appetite for risk change based on different market conditions?

To what degree are you willing to deal with a drop in your portfolio? What about repeated drops?

Do you regard financial risk as the loss of money or the loss of opportunity?

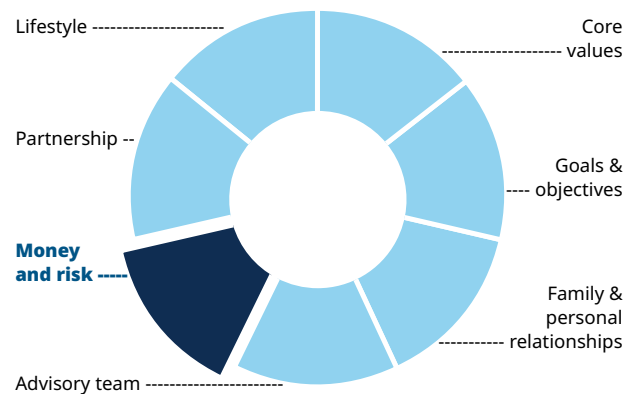
What new assets do you expect to receive in the next ____ (insert time frame) and from what sources?

What do you worry about the most when it comes to your financial health?

How would you and your family handle a significant change in lifestyle? How would you feel if you had to rely on others?

Has anyone you know ever lost a large sum of money? How did it make you feel? Do you ever think about this?

Has it framed your views about money and investing?



Partnership

What would have to happen over the next few years for you to feel like this relationship is worth your while?

What can I do for you that no advisor has ever done for you before?

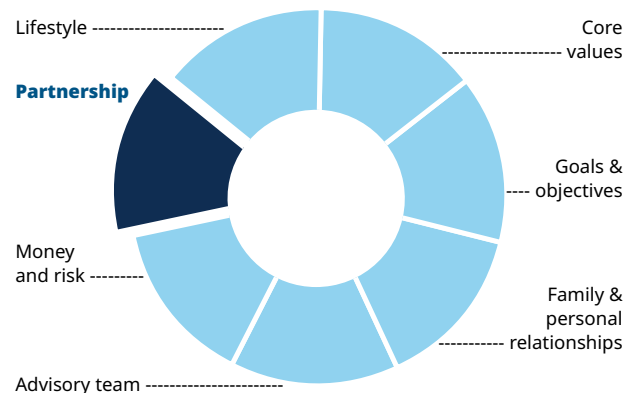
Investment returns are important. However, other than investment returns, what is important to you about us working together?

What are your expectations of me?

If you were to list the characteristics of your ideal advisor, what would be on that list?

What type of involvement would you like to have with our approach to your financial plan?

I will be asking you for feedback over time. I don't want to take our relationship for granted. Please let us know if there are ways we can be better at what we do.



Lifestyle

How does your lifestyle reflect your investment strategies?

What do you do with your leisure time? Who accompanies you?

Do you like to travel? What hobbies do you have?

Are there any community groups you belong to?

What does recreation look like to you?

Is charitable giving important to you? How do you give to charities currently? Do you volunteer? Why are these charities important to you?

Are you in any leadership positions for the non-business groups you belong to?

What books are in your personal library right now?
What songs are on your playlist? What sports teams do you support?

