



3206 Birch Hill Drive, Suite 100  
Tannersville, PA 18372

P: 973-551-7901 F: 570-619-4014

[www.frazierwealthmanagement.com](http://www.frazierwealthmanagement.com)

## Initial Consultation Packet

### PERSONAL INFORMATION

Name: \_\_\_\_\_ Date: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Home Phone: \_\_\_\_\_ Cell Phone: \_\_\_\_\_

### GENERAL INFORMATION

To make the first meeting as productive as possible, please answer the following:

1. How did you hear about our firm? (Choose One)

- Newsletter       Friend       Professional Referral  
 Workshop       Advertisement       Other:

2. Please indicate your age group: (Choose One)

- 18 - 30       31- 45       46 – 60       61- 75       76+

3. Who do you currently get financial advice from?

---

---

4. What do you hope to accomplish working with us?

---

---

5. What is your primary financial concern?

---

---

6. If we were to resolve your primary financial concerns, what would it mean to you personally?

---

---

7. Below are a list of all the areas of one's financial health and well-being. Please take a moment and check off the areas that are concerns of yours.

**EXAMINING CURRENT POSITION:**

- (A) Knowing your current net worth
  - (B) Tracking current income and expenses
  
  - (C) Planning for emergency needs
  - (D) Managing Debt
  - (E) Determining the value of a business
  - (F) Other:
- 
- 

**PLANNING FOR RETIREMENT:**

- (O) Planning for adequate retirement income
  - (P) Analyzing sources and uses of retirement income
  - (Q) Reviewing current investment portfolio and developing Strategy
  - (R) Other:
- 
- 

**ACCUMULATING WEALTH:**

- (G) Funding future education expenses
  - (H) Saving for a special purpose such as house, car, or vacation
  - (I) Developing an appropriate investment strategy
  - (J) Other:
- 
- 

**MANAGING YOUR RISK:**

- (S) Planning adequate income for survivors
  - (T) Analyzing current life insurance protection
  - (V) Providing for business continuity or liquidation
  - (W) Covering Long Term Care & other health-care expenses.
- 
- 

**MANAGING INCOME TAXES:**

- (K) Projecting potential taxes
  - (L) Developing appropriate tax planning strategies
  - (M) Coordinating personal & business tax planning
  - (N) Other
- 
- 

**PRESERVING YOUR WEALTH:**

- (X) Analyzing potential estate settlement costs
  - (Y) Exploring techniques to preserve wealth
  - (Z) Retaining business and income producing assets
- 
- 

8. Which of the above are most important to you at this time? (List in order of importance)  
Choose a Letter: 1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_ 4. \_\_\_\_\_ 5. \_\_\_\_\_

9. What type of investments do you feel most comfortable with?

---

---

10. What type of investments do you feel least comfortable with?

---

---