

Sample Initial Interview Questionnaire

YOUR PRODUCT	RESPONSES YOU'VE RECEIVED (CLIENT VALUES)	QUESTIONS YOU ASK (ALL QUESTIONS CAN BE ANSWERED ON A SCALE OF 1-6 WITH 6 HIGH)	I WANT TO SOLVE THIS PROBLEM NOW (1-6)
529 Plans	College Education Secured	How comfortable are you with your current college funding program?	
Life Insurance	Sense of security about financial affairs at date of death	How satisfied are you with the security your current life insurance program provides?	
Retirement Plans	Feel really good about overall retirement plan	How confident are you that your current retirement program is adequate?	
Long Term Care Insurance	I'm not a burden to my children	Do you have enough money to pay for two households?	
Will and Trust Planning	My heirs won't be fighting over my assets	How current is your estate plan?	
Investment Plan Asset Allocation	I'm very satisfied with my investment investment	How comfortable are you with your current asset allocation?	
Reports	It's really great to have all my assets listed in one report	Degree of satisfaction about simplicity and organization of investment reports.	