

Your plan process

Checklist

Things to bring with you:

☐ **Investment accounts (excluding Wells Fargo Advisors accounts)**

Current statements showing value and positions (stocks, bonds, mutual funds, CDs, money markets, etc.)

☐ **Bank accounts**

Current statements showing value and positions (CDs, money markets, etc.)

☐ **A list of your other assets**

Current statements showing value, if available (homes, personal property, rental property, collectibles, etc.)

☐ **A list of your liabilities**

Current statements showing value, if available (debts, mortgages, loans, etc.)

☐ **Insurance policies**

Life, long-term care, etc.

☐ **Social Security information**

Statements you may have received with an estimate of earnings at retirement.

☐ **Current contributions**

401(k)s, IRAs, savings accounts, etc.

☐ **Annuity information**

Cash flows, income, savings, etc.

☐ **All sources of income**

Salaries, pension plans, trust funds, rental income, etc.

Questions I will ask you:

- **When do you and your spouse/partner want to retire?**
- **How much money will you need to live on at retirement?**
- **What are your goals?**
(travel, new cars, boat, vacation home, etc.)
- **Do you anticipate any inheritances?**
- **How will medical costs impact your plan?**
- **How would you fund an emergency or unexpected need?**
- **Do you plan to make any major purchases within the next 12 months?**

Investment and Insurance Products are:

- Not Insured by the FDIC or Any Federal Government Agency
- Not a Deposit or Other Obligation of, or Guaranteed by, the Bank or Any Bank Affiliate
- Subject to Investment Risks, Including Possible Loss of the Principal Amount Invested