

Client Family

1. Name of client:

2. Size and makeup of client family (including children and spouse):

3. Age of patriarch and matriarch: _____

4. Length of your relationship with this client: _____

5. Why did you choose this family?

6. Are they aware of the issues you are concerned about? Yes No

7. Is there a principal heir? _____

8. Approximate net worth (not just investable assets):

9. Will the estate transfer suddenly or gradually?

10. What would you like to see happen for this family?

Actions I Will Initiate With Family

What tool can you give this family that will help deepen your relationship and/or open up new opportunities to meet other family members?

New tools I will offer in the next 30 days:

In the next 90 days:

In the next 12 months:

Prospective Client Family

1. Name of a prospective client family:

2. Size and makeup of family (including children and spouses):

3. Length of relationship/introduction/initial contact with this family:

4. Are there issues/concerns you already know about with this family?

5. Why did you choose this family?

6. Approximate net worth (not just investable assets):

7. Do you know this family's legal, accounting, or estate planning advisors?

8. Have you worked with any of the family's advisors before?

Actions I Will Initiate With Prospect

What tool can you give this prospect that will help deepen your relationship and/or open up new opportunities to meet other prospects?

New tools I will offer in the next 30 days:

In the next 90 days:

In the next 12 months:

Center of Influence (COI)

1. Name of Center of Influence Advisor:

2. Has this advisor referred clients to you?

3. Have you referred clients to them?

4. Do you currently have shared clients?

5. What is this advisor's client profile/average net worth?

6. Why do you want to develop a deeper relationship with this advisor?

7. Would this advisor/firm benefit from knowing more about the topic of generational wealth planning?

Actions I Will Initiate With COI

What tool can you give this COI that will help deepen your relationship and/or open up new opportunities to meet other COIs?

New tools I will offer in the next 30 days:

In the next 90 days:

In the next 12 months:

For Women

1. Name of your client or prospective client:

2. Her financial background/source of wealth (earned, inherited, through divorce or other settlement)::

3. Approximate net worth (not just investable assets):

4. Why would you like to work with her?

5. What is unique to her family (family dynamics, etc.)?

6. Do you know her other professional advisors (legal, accounting, estate planning)?

7. Have you worked with any of her family members before?

Actions I Will Initiate With Her

What tool can you give this woman that will help deepen your relationship and/or open up new opportunities to meet other women?

New tools I will offer in the next 30 days:

In the next 90 days:

In the next 12 months:
