COMPREHENSIVE CLIENT DISCOVERY

H&H FINANCIAL GROUP

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We're So Glad to Meet You!

A LETTER FROM YOUR TEAM

Thank you for the opportunity to introduce you to our services. Hiring a Financial Advisor is an important decision and is built on a foundation of trust. We seek to build relationships that are built to last a lifetime and welcome you to the H&H Family with open arms!

By scheduling your discovery meeting with our team, you are taking the first step towards defining a plan that you are confident in, can understand, and is flexible enough to account for adjustments as your needs change. We are so glad to meet you!

Generally, an initial meeting lasts 60 to 90 minutes. We feel it is critical that you find a financial advisor who not only listens well and asks the right questions, but one that you believe will meet (and hopefully exceed) your expectations.

During the meeting, we will evaluate where you are today, where you wish to be in the future and how we might be a good fit to help you get there. Like a GPS in your vehicle, we help you plot your trip from the East Coast to West Coast, with scheduled stops along the way to rest, refuel, and sightsee. We do this by asking questions about your goals, your current finances, prior investment experience, and how you make decisions.

At the completion of our discovery meeting, you should understand: the services that we offer, how we get paid, and what the next phase in our Six-Step Planning Process entails. Please be assured that all personal information shared during the meeting is strictly confidential, whether or not you become a client.

In order for us to do a thorough job of helping you plan for your financial future, it would be helpful but not imperative, if you complete the enclosed information packet. It has been designed to help you gain an overview of the topics that we will be discussing and is an excellent foundation for our meeting dialogue.

If you have any questions now, or in the future, please don't hesitate to contact our team. We look forward to meeting you!

Regards,

Samantha Herrington
Chief Operating Officer

WHAT TO BRING TO YOUR DISCOVERY MEETING

Please bring the below documents with you to your discovery meeting (only those applicable to your household). If you've gathered them prior to the meeting, please feel free to send them to our office in advance of your appointment– info@theHHFG.com

- [ ] Discovery Packet
- [ ] Most recent tax return
- [ ] Social Security Statements (www.ssa.gov)
- [ ] Pay Stubs
- [ ] Investment Statements (Current):
    - [ ] Employer-Sponsored Retirement Accounts *(401(k), 403(b), 457 plans, SIMPLE IRA, etc)*
    - [ ] IRAs
    - [ ] Bank Accounts
    - [ ] Trust Accounts
    - [ ] Stocks
    - [ ] Saving Bonds
- [ ] Life Insurance information
- [ ] Pension Estimates

FAMILY INFORMATION

Current Date: ____________

ABOUT *You*

Prefix: ☐ Mr. ☐ Mrs. ☐ Ms. ☐ Dr.

Name (First, MI, Last)			Date of birth (mm, dd, yy) / /
Street Address	City	State	Zip Code
Home Phone		Work Phone	
Cell Phone		Other	
Email Address			
Employer		Job Title	
Work Address (Street, Suite/Floor, City, State, Zip)			
Annual Salary $		Other Income $	

ABOUT *Your Spouse*

Prefix: ☐ Mr. ☐ Mrs. ☐ Ms. ☐ Dr.

Name (First, MI, Last)			Date of birth (mm, dd, yy) / /
Street Address	City	State	Zip Code
Home Phone		Work Phone	
Cell Phone		Other	
Email Address			
Employer		Job Title	
Work Address (Street, Suite/Floor, City, State, Zip)			
Annual Salary $		Other Income $	

FAMILY INFORMATION
Continued

ABOUT *Your Children*

Name	Date of birth / /
Name	Date of birth / /
Name	Date of birth / /
Name	Date of birth / /

ABOUT *Your Grandchildren*

Name	Date of birth / /
Name	Date of birth / /
Name	Date of birth / /
Name	Date of birth / /

MISCELLANEOUS ITEMS

ABOUT YOUR *Legal Documents*

Do you have a will?	☐ Y	☐ N	Year Drafted?	Do you have a living trust?	☐ Y	☐ N	Year Drafted?
Name of executor / trustee				Guardian			
Do you have an accountant?	☐ Y	☐ N	Name				
Do you have an attorney?	☐ Y	☐ N	Name				
Do you own your home?	☐ Y	☐ N	Market Value	$			

ABOUT YOUR *Loans & Debts*

(Insert interest rate in decimal format. For example, for 5% please type in .05)

	Balance Amount	Interest Rate	Minimum Monthly Payment
Cars		0.00%	
Personal Loans		0.00%	
Credit Cards		0.00%	
Student Loans		0.00%	
Other		0.00%	

Mortgage Balance $	Interest Rate 0.00%
Mortgage Terms (i.e. Length, Rate, Fix, ARM)	

FINANCIAL GOALS & PRIORITIES

GENERAL QUESTIONS

What led you to schedule this meeting?

What concerns do you have about your current financial situation?

☐	Started Planning Too Late	☐	Don't Know What To Do	☐	Paycheck To Paycheck
☐	No Plan	☐	Not Saving Enough	☐	Need To Make More Money
☐	Too Much Debt	☐	Spending Too Much	☐	Premature Death

Between now and retirement what goals are important to you?

☐	Save For Retirement	☐	Invest Property	☐	Debt Free
☐	Financial Stability	☐	Vacation More	☐	Funding Kids Education
☐	Buy New Home	☐	Buy Second Home	☐	

Tell me about what retirement looks like in your mind.

☐	"Armchair"	☐	Snowbirds	☐	Sell Current Home
☐	Move Out Of Area	☐	Stay In Current Home	☐	Buy Vacation Home
☐	Travel Domestic Or International	☐	Follow Kids/Grandkids	☐	Downsize Current Home

When would you like to retire?

	(Client)		**(Co-Client)**
☐	55-60	☐	55-60
☐	61-65	☐	61-65
☐	66-70	☐	66-70
☐	Other	☐	Other
☐	Never	☐	Never

FINANCIAL DATA

TAXES

Pre TAX - TAXABLE INVESTMENT ACCOUNTS

	Current Value	Current Interest Rate	Annual Deposit	Comments
401(k) or 403(b)		0.00%		
Former 401(k) or 403(b)		0.00%		
Spouse's 401(k) or 403(b)		0.00%		
Company Retirement Plan(s)		0.00%		
Deferred Compensation Plan(s)		0.00%		
IRAs (except ROTH)		0.00%		

Post TAX - INVESTMENT ACCOUNTS

(Insert interest rate in decimal format. For example, for 5% please type in .05)

	Current Value	Current Interest Rate	Annual Deposit	Comments
Pension		0.00%		
Social Security		0.00%		
ROTH IRAs		0.00%		
Savings Accounts		0.00%		
Certificates of Deposit		0.00%		
Stocks		0.00%		
Stock Options		0.00%		
Real Estate (except residence)		0.00%		
Mutual Funds		0.00%		
Life Insurance Cash Values		0.00%		
Municipal Bonds		0.00%		
Bonds		0.00%		
Annuities		0.00%		
Money Market Funds		0.00%		
529 College Savings Plan(s)		0.00%		
Inheritance		0.00%		
Rentals		0.00%		
Other		0.00%		

ADDITIONAL INFORMATION

Please use this page to fill in any additional or continuation information as needed.
Please be sure to indicate the source of the continued information.

IMPORTANT DISCLOSURE INFORMATION