2023 · ISSUES TO CONSIDER IN CLIENT ANNUAL REVIEW MEETING



CASH FLOW ISSUES	YE	NO
Has there been a change to your cash flow or budget? If so, consider how this will impact your financial situation.		
Has there been a change to your employment?		
Do you need to adjust how much you are saving?		
 Do you max out your salary deferrals to your employer retirement plan but want to save more? If so, consider the following: ■ You may be able to make a Backdoor Roth IRA contribution. So the "Can I Make A Backdoor Roth IRA Contribution?" flowchart see if you qualify. ■ If your employer's plan allows after-tax contributions, you may able to make a Mega Backdoor Roth IRA contribution. See the "Can I Make A Mega Backdoor Roth Contribution?" flowchart. 	to / be	
If you have income from self employment, other opportunities may be available, such as a Solo 401(k).	5	
If you are taking distributions from any accounts, do you ne to review your rate of withdrawal?	ed	
If you are subject to an RMD, are you prepared to satisfy the RMD before December 31st?		
Do you need to review your employee benefits to ensure the you are taking advantage of what your employer offers? Consider contributions to Health Savings Accounts, Flexible Spending Accounts and/or Dependent Care Flexible Spending Accounts.	at 🗆	
Do you have family members that will attend college and/or private high school? If so, consider funding a 529 or Coverdell account.	r 🗆	
Do you use credit cards? If so, consider if there are other cards providing better benefits (features, points, etc.).		

ASSET & DEBT ISSUES	YES	NO
Have your investment goals or your risk tolerance changed?		
If you have recently had unexpected expenses, did they impact your emergency savings?		
 Are there high levels of cash in any accounts? If so, consider the following: ■ FDIC insurance limit is \$250,000 per ownership category, per insured bank. 		
■ Interest rates on the cash may be higher elsewhere.		
Do you maintain a concentrated position in a single investment? If so, consider strategies to mitigate the risk.		
Have you acquired or sold a major asset or property?		
 If you own a business, have there been any changes to the business? If so, consider the following: If you purchased new property or equipment, there could be an opportunity to depreciate it. If you have hired new employees, consider reviewing your employee benefits, including your retirement plan design. Your business structure may need to be reviewed in light of any recent tax reform. 		
Do you anticipate any significant expenses in the near future?		
Did you incur any new debts (auto loan, student loan)?		
Have the interest rates on any of your debts changed?		
> Do you need to review your credit score?		
 Could there be assets that you may be forgetting? If so, consider the following: Review the "points" feature on credit cards and "miles" with airlines. Search state agencies and unclaimed property sites that are run by many state treasurers. 		

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INSURANCE PLANNING ISSUES	YES	NO	TAX PLANNING ISSUES (CONTINUED)
 Do you need to review your healthcare options during an open enrollment period? If so, consider the following: Medicare open enrollment begins in October. Health Insurance Marketplace open enrollment begins in November. Employer open enrollment varies based on the employer. 			 Do you need to determine cost basis for any assets you own? Do you plan to make charitable gifts? If so, consider the following: Fund gifts with appreciated securities or a QCD (if permitted), for tax efficiency. Use bunching techniques if your itemized deductions tend to fall
Do you need to review your life insurance and/or long-term care insurance needs and any existing coverage?			below the standard deduction. See the "Should I Use A Donor Advised Fund (DAF) When Giving To Public Charities?" flowchart to analyze a DAF strategy.
Have there been any changes in compensation, new dependents, or new liabilities? If so, consider changing the amount of life/disability coverage you carry.			LONG-TERM PLANNING ISSUES
Have there been any changes to your real estate holdings that could impact your property and casualty insurance (such as a pool or a new structure)?			Have any of your financial/life goals changed?
Have there been any changes to your health situation that warrant a review of your health/disability benefits?			Do you expect your estate will exceed your unused federal estate and gift tax exclusion amount (maximum \$12.92 million, or \$25.84 million if you are married)? If so, consider strategies to plan for a possible federal estate tax liability.
TAX PLANNING ISSUES	YES		Do your beneficiaries need to be reviewed and possibly updated for your non-probate assets (such as retirement plans, life insurance, and TOD accounts)?
 Were there any surprises on your tax return from last year? Did you receive a large tax refund or need to pay a large amount when filing your return? If so, consider changing your withholding and/or making estimated payments. 			Have there been any changes to your family (marriage, divorce, birth, death, illness)? If so, consider revisiting your estate plan and reference "What Issues Should I Consider Before I Update My Estate Plan?" checklist.
Will you be receiving any significant windfalls that could impact your taxes (inheritance, RSUs vesting, stock options, bonus)?			rian: Checkist.
Do you expect your income to change in the near future? If so, consider strategies to minimize your tax liability.			OTHER ISSUES
Do you have any unrealized gains, losses or carryforwards from prior years?			Do steps need to be taken to protect yourself from identity theft? If so, reference "Am I At Risk Of Having My Identity Stolen Or Being A Victim Of Fraud?" checklist.
Have you made (or do you plan to make) any noncharitable gifts this year? If so, gifts up to the annual exclusion amount of \$17,000 (per year, per donee) are gift tax-free. (continue on next column)			Do you need to review your document retention practices? Are there any state-specific issues that should be considered (including possible estate tax liabilities)?

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