



DISCOVERY INSIGHT WORKBOOK™



values

VALUES

Once they have identified their top 5 values, have them provide a time in their life when each of these values was present.

Value:

Shared Example:

1.

2.

3.

4.

5.

VISION

vision

Below are a list of questions to help individuals articulate their vision for the future.

- "Do you have a sense of what you want the future to look like for your [business, finances, retirement, family, etc.]? Can you tell me about it?"*
- "How would you know if you created a successful [life, business, succession, retirement, etc.]? Give me an example."*
- "If you were guaranteed to succeed at [whatever], what would you do?"*
- "What are 5 things you want to be proud of in the future?"*
- "What is it that you want to [have, be, do]?"*
- "What will be happening in your life in 10 years? What won't be happening?"*

Vision:

GOAL INVENTORY WORKSHEET

Below are a list of questions to help individuals articulate their goals and objectives. Write responses on the Goal Inventory Worksheet.

"To set the meeting plan for our time today, I'd first like to spend some time discussing the personal, professional and financial goals that are most important to you."

"What are the issues that are on your mind that you would like to share with me today?"

"As you think about your future both professionally and personally, what are the goals you would like to accomplish that would have you feeling successful?"

* A list of planning categories that may be important to discuss – Survivor Income, Disability Income, Education Planning, Major Purchase, Retirement Income, Retirement Allocation, Long Term Care, Asset Allocation, Estate Planning, Business Planning, Business Succession, Charitable Planning

Prioritize the goals by discussing which are the top 3. Write the priority in the Goal Priority column.

Goals	Goal Priority (Top 3)

GOAL INVENTORY WORKSHEET

Goals	Goal Priority (Top 3)

Comments:

GOAL DETAIL WORKSHEET (GISOR)

Affirm the prioritized goal to ensure you have documented it correctly and then ask the below questions to have a deeper discussion on goal.

Goal:

Include in Planning Map™

Why is this goal important to accomplish?

What supporting resources will assist in accomplishing this goal?

What obstacles may prevent this goal from being accomplished?

Readiness: Where are you on a scale of 1 to 5 to be able to take action today?

(1 being ready to take action and 5 not being ready to take action?)

1 2 3 4 5

Categorize the goal. (Completed Post-Discovery Meeting)

Goal Name:

A list of possible planning categories to name the goal – Survivor Income, Disability Income, Education Planning, Major Purchase, Retirement Income, Retirement Allocation, Long Term Care, Asset Allocation, Estate Planning, Business Planning, Business Succession, Charitable Planning

GOAL ACHIEVEMENT™ WORKSHEET

goal achievement™

Describe the gap that is being addressed.

Planning Gap:

Describe the recommendation that would assist in accomplishing this goal.

Place of Most Potential:

Strategies:

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THE PLANNING MAP™

Goal Name: (from Goal Detail Worksheet) _____

Begin Period: ____ / ____ / ____ End Period: ____ / ____ / ____

Status: Completed In Progress Scheduled
Deleted Rescheduled Tentative

Note: _____

Level 2 Name: (optional) _____

Begin Period: ____ / ____ / ____ End Period: ____ / ____ / ____

(Begin and End Period must fall between the Level 1 dates above.)

Status: Completed In Progress Scheduled
Deleted Rescheduled Tentative

Note: _____

Level 3 Name: (optional) _____

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THE PLANNING MAP™

goal achievement™

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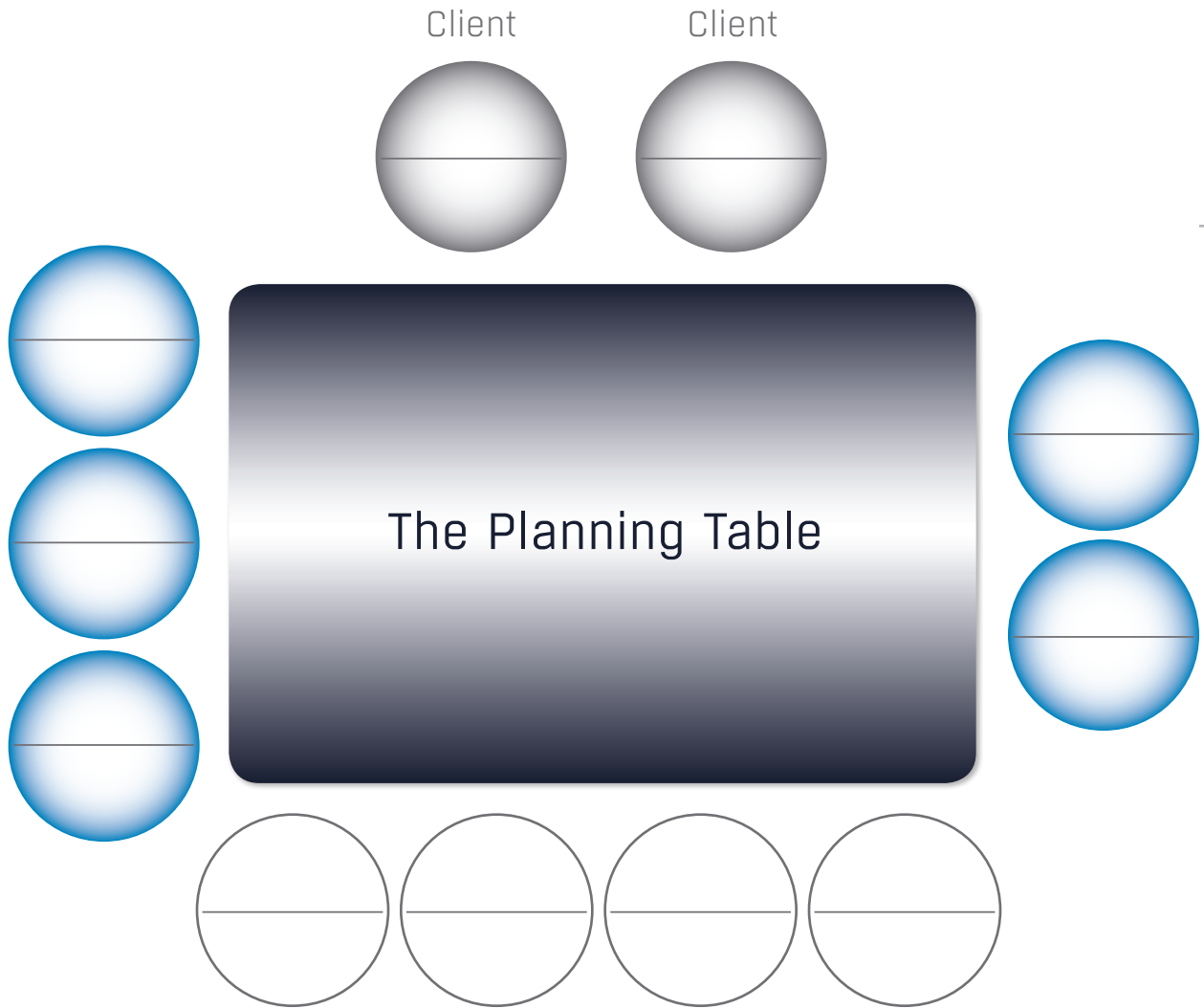
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Note: _____

TEAM PROFILE

team profile



When faced with a challenging financial situation, who do you contact? _____

Team Member	Responsibility	Referral Source
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

TEAM PROFILE

Effective planning requires a team approach as well as certain specific strengths from each member. Trust is the basis for all relationships and has significant implications regarding the ability to make progress and achieve goals. The goal of the Team Profile is to determine each team members effectiveness by evaluating each team member’s strength and trust level.

Rate each advisor on a scale of -3, -2, -1, 0, 1, 2, 3 where 3 indicates the team member is a team asset in the respective category and -3 indicates the team member may be a liability:

- R Relationship:** How well has this advisor maintained your relationship?
- D Discovery:** How effective are they at helping you achieve clarity before making a choice?
- S Solution:** How effective are they at introducing solutions you have implemented?
- M Management:** How effective are they at managing projects they initiate to a timely conclusion?

Rate each advisor on a scale of 1 to 10, with 10 representing a high score:

- C Credibility:** What is this advisor’s level of professional credibility? (10 indicates high credibility)
- R Reliability:** How reliable is this advisor? (10 indicates high reliability)
- I Intimacy:** How comfortable are you talking with this advisor regarding private or personal matters? (10 indicates high intimacy)
- S Self-Orientation:** What is your level of concern that the advisor places his or her interests ahead of your own? (10 indicates high self interest)

Team Member

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____

R	D	S	M	C	R	I	S