

Priorities

To design the optimal set of the hundreds of potential choices, we need to prioritize your goals to identify those alternatives that make the most sense for what you want to accomplish. Please complete the following:

1. Investment risk (volatility or risk of losing money) is something we all wish to avoid if possible. We can often take less than our maximum tolerance for risk by making relatively minor modifications to our other goals. Please answer the following question: *I would be willing to do the following to design a plan that takes less risk than my maximum risk tolerance indicates (check all that apply):*

- a. Save more each year than I'm currently saving
- b. Retire later than my ideal retirement age
- c. Leave a smaller estate than my ideal estate
- d. Lower my basic living expenses in retirement

2. Saving money is usually necessary to achieve your financial goals. However, it may also mean you are making sacrifices in your current lifestyle to achieve future goals. Please answer the following question:

If possible, I would like to reduce my current annual savings by \$_____ a year so I can improve my current lifestyle. To meet this goal I would be willing to modify the following goals (check all that apply):

- a. Take more risk than my maximum risk tolerance indicates
- b. Retire later than my ideal retirement age
- c. Leave a smaller estate than my ideal estate
- d. Lower my basic living expenses in retirement

3. For those who have yet to retire: When you plan to retire can have a significant impact on the probability of achieving your financial goals, because it is the age when you stop saving and begin withdrawals from investments. Please complete the following question: *To retire at my ideal retirement age, I would be willing to modify the following goals (check all that apply):*

- a. Take more risk than my maximum risk tolerance indicates
- b. Save more annually than I'm currently saving
- c. Leave a smaller estate than my ideal estate
- d. Lower my basic living expenses in retirement

4. Many people have charitable desires or wish to pass wealth on to their family to provide financial security. Doing so can mean compromising other goals. Please answer the following question:

To achieve my ideal estate or charitable goals, I would be willing to modify the following goals (check all that apply):

- a. Take more risk than my maximum risk tolerance indicates
- b. Retire later than my ideal retirement age
- c. Save more each year than I'm currently saving
- d. Lower my basic living expenses in retirement

5. Your lifestyle in retirement is dependent both on the resources you have available and your personal preferences. Most people would like to have a comfortable retirement income and lifestyle. Please answer the following question: *To maximize my spending budget in retirement, I would be willing to modify the following goals (check all that apply):*

- a. Take more risk than my maximum risk tolerance indicates
- b. Retire later than my ideal retirement age
- c. Save more than my ideal savings amount
- d. Leave a smaller estate than my ideal estate

6. You may have specified one or more life goals above. Most people would make such goals a priority. Please answer the following question: *To achieve my specific life goals, I would be willing to modify the following goals (check all that apply):*

- a. Take more risk than my maximum risk tolerance indicates
- b. Retire later than my ideal retirement age
- c. Save more than my ideal savings amount
- d. Leave a smaller estate than my ideal estate
- e. Lower my basic living expenses in retirement to more modest levels.

7. You may have specified one or more education goals above. We would like to understand the relative priority of these goals. Please answer the following question: *To fund the specified education goals, I would be willing to modify the following goals (check all that apply):*

- a. Take more risk than my maximum risk tolerance indicates
- b. Retire later than my ideal retirement age
- c. Save more than my ideal savings amount
- d. Leave a smaller estate than my ideal estate
- e. Lower my basic living expenses in retirement to more modest levels.

