



# PLANNING GOALS & OBJECTIVES WORKBOOK



## ***Instructions***

- ✓ This guide is designed to help you clarify your goals and objectives so that your planning accomplishes what *you* want it to accomplish.
- ✓ Each person should complete the questions individually.
- ✓ There are no wrong answers.
- ✓ Only give answers that make your point and are clear to you.

## ***When you have completed the workbook and you are ready to send it to us:***

- ✓ Mail to:

InKnowVision, LLC

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Oak Brook, IL 60523

- ✓ Email to: [kyle@ikvllc.com](mailto:kyle@ikvllc.com)
- ✓ Fax to 630-596-5090



*Please rank all of the following possible goals in order of importance to you*



\_\_\_\_\_ Ensure lifetime financial independence (Protect Cash Flow)

\_\_\_\_\_ Reduce Income Taxes

\_\_\_\_\_ Protect my assets

\_\_\_\_\_ Minimize estate taxes

\_\_\_\_\_ Plan for disability

\_\_\_\_\_ Maximize the amount I pass to my heirs

\_\_\_\_\_ Reduce estate taxes

\_\_\_\_\_ Prepare my heirs for their inheritance

\_\_\_\_\_ Plan for an orderly business succession or transition

\_\_\_\_\_ Make sure my heirs do not have to sell assets to pay estate taxes

\_\_\_\_\_ Create or benefit a charitable organization

\_\_\_\_\_ Create a plan to assure that wealth is preserved for many generations to come

\_\_\_\_\_ Other \_\_\_\_\_



***Which statements best reflect your thinking?***

***(Check all that apply)***

- I am used to complexity and view it as necessary and acceptable to accomplishing my goals
- I will tolerate some complexity if it will help me achieve my goals
- I have little tolerance for complexity but will endure it only if I can understand how it will help me achieve my goals
- I have no tolerance for complexity and would give up some of my goals if they make my life too complicated
- I understand that complexity is necessary to achieve my goals but would prefer to have someone else handle the details
- I want the least amount of complexity possible in my planning



***Which of the following aspects of wealth are important to you?***

***(Check all that apply)***

\_\_\_\_\_ Freedom to control my life

\_\_\_\_\_ Social status and power

\_\_\_\_\_ Financial security/peace of mind

\_\_\_\_\_ Ability to help others in the community

\_\_\_\_\_ Ability to take care of my family

\_\_\_\_\_ Ability to direct my resources to make the world a better place

\_\_\_\_\_ Ability to start or invest in a new business

\_\_\_\_\_ Time to pursue personal interests or hobbies

\_\_\_\_\_ Other \_\_\_\_\_



*How well are your heirs prepared to manage an inheritance?*

*Rank 1 to 10 (1=not well, 10=excellent)*



<i>Name</i>	<i>Rank</i>



***Which of the following statements best reflects your thinking?***

\_\_\_\_\_ I do not wish to disclose or discuss the family's finances with my heirs

\_\_\_\_\_ I wish to be completely open with my heirs regarding the family wealth and their future inheritance

\_\_\_\_\_ I will disclose my plans to my heirs after they reach age \_\_\_\_\_

\_\_\_\_\_ I will disclose my plans to my heirs after they display more financial responsibility

