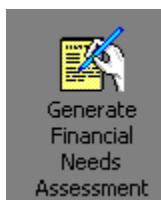


Financial Needs Assessment report

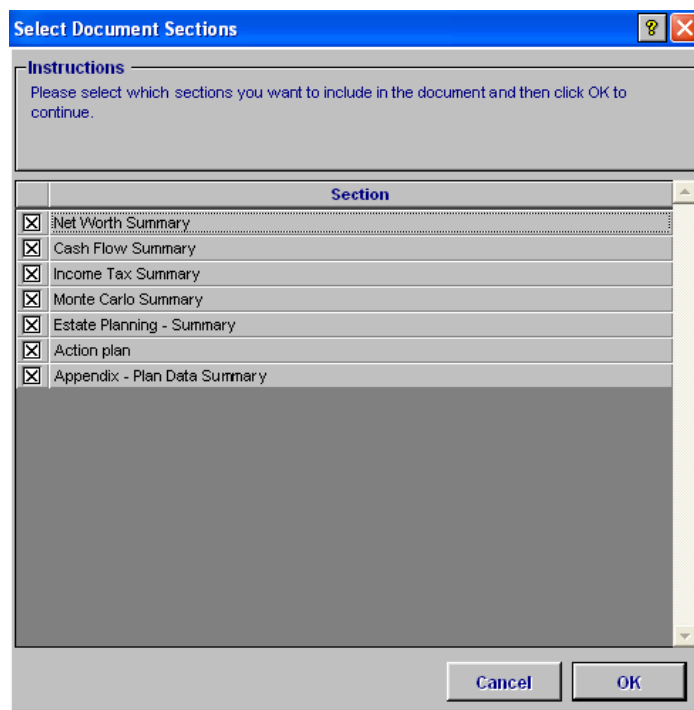
When you create financial strategies for your clients, you probably will want to review all your clients' goals to see what progress has been made towards them. The *Financial Needs Assessment* report lets you do this.

Procedure

1. To create a *Financial Needs Assessment* report, drag and drop the **Base Plan** icon onto the **Generate Financial Needs Assessment** icon on your desktop, or right-click the **Base Plan** folder, and then select **Financial Needs Assessment**.



2. You are prompted to choose what sections of the report you would like to include. The *Select Document Sections* dialog box lists all the goals you have defined in your plan. In the example below, the goals identified include a retirement goal and an education goal. Make your selections, and then click **OK** to generate the report.



The report shows a ✓ or ✗ indicating the status of each goal. The check mark indicates that the goal will be met and the X indicates that the goal will not be met.

Financial Needs Assessment
[Icons]

Retirement

Objectives

Grant plans to retire in the year 2026 at age 60. Janet plans to retire in the year 2027 at age 60. Your retirement income goal in the year 2026 is \$60,000, in today's dollars.

Analysis ✗

Based on our assessment, you may not have sufficient savings strategies in place, or sufficient capital allocated, to meet your retirement goal.

Based on your current assumptions, to meet your retirement goal you would need to save an **additional \$107 per month** or allocate an **additional \$15,802 today**.

Monthly Savings for Retirement

Current Savings	\$0 /month*
Additional Savings Required	\$107 /month
Total Savings Required	\$107

Capital for Retirement

Capital Currently Allocated	\$12,000
Additional Capital Required	\$15,802
Total Capital Required	\$27,802

Current Savings	\$0 /month*
Assets Currently Allocated	\$12,000
Additional Savings Required	\$107 /month
or	
Additional Capital Required	\$15,802
*May include surplus savings. These projections are based on current asset mix and rate of return.	

Consider the Following

- The additional required monthly savings amount is based on savings to non-qualified assets.
- Maximize contributions to tax-advantaged qualified retirement plans such as IRAs, Roth IRAs, and 401(k) plans.
- If you have not already done so, begin investing on a regular basis.

Notes

Financial Needs Assessment

College Education

Objectives
 You want to accumulate sufficient assets to fund Grant's education goals for 4 years at a total cost of \$100 per year, in today's dollars, beginning in the year 2006.

Analysis ✓
 Based on our assessment, it appears you have sufficient savings strategies in place, or sufficient capital allocated, to meet your goal.

Monthly Savings

2005

■ Current Savings
 ■ Additional Savings Required
 ■ Total Savings Required

Capital Allocated

2005

■ Current Capital
 ■ Additional Capital Required
 ■ Total Capital Required

Current Savings	\$0 /month
Assets Currently Allocated	\$500,000
Additional Savings Required	\$0 /month
or	
Additional Capital Required	\$0

These projections are based on current asset mix and rate of return.

Consider the Following

- Determine realistic values for tuition and related college expenses. Factor in the effects of inflation. College costs have historically increased at a significantly higher rate than inflation.
- Invest regularly for your children's education, starting as early as possible.
- Where possible, take advantage of educational savings vehicles such as Coverdell ESAs, 529 Plans, UTMA accounts and UGMA accounts.

Notes

You can also use the Financial Needs Assessment report to briefly illustrate to your clients where their current plan may be falling short.

When the clients are interested in seeing detail about your recommendations, you can follow this presentation with an overview of the detailed *Client Report*. To produce the *Client Report*, drag and drop the **Recommended Plan** icon onto the **Generate Report** icon on the NaviPlan Standard desktop.