



Getting started on your financial future can be overwhelming. The purpose of this document is to provide guidance on a number of key activities that will help you move in the right direction toward your financial goals or enhance your current game plan. As your financial advisor, JNBA can be a critical partner in helping you set and meet concrete financial objectives. If you have any questions on the following, please contact your JNBA Advisory Team.

FINANCIAL POSITION



Gather personal information and prepare a budget:

- Income versus expenses
 - The enclosed Cash Flow Worksheet can be used as a tool to help track your income and expenses
 - Note which items are fixed vs. discretionary so you can determine how to spend and save toward your goals.
- Inventory your assets and liabilities
 - The enclosed Net Worth Worksheet can be used as a tool to help with your inventory
- Keep an appropriate financial record system in place in order to continue to track your income, expenses, assets, and liabilities.

Evaluate and prioritize your short- and long-term financial goals:

- Establish a liquid emergency fund
 - This should be able to cover between 3 and 6 months of your living expenses.
- Potential future home purchase
 - Determine how much house you can afford (i.e., what is a reasonable monthly mortgage expense).
 - Save for minimum 20% down payment, over and above your liquid emergency fund amount.
- Children's education and funding vehicles (if applicable)
- Car purchase or other large purchases
- Vacations/travel
- Retirement

Establish a savings vehicle(s):

- Consider direct deposit from payroll/paycheck. Some examples include:
 - Checking account
 - Savings account
 - Money market account
 - Certificates of deposit (CDs)

RETIREMENT PLANNING



Saving for retirement:

- Do you have a company retirement savings vehicle available (401(k), 403(b), SEP IRA, etc.)? If so, are you contributing to the plan?
- Is there a company match?
- Are you able to contribute to a Roth IRA?

A rule of thumb is to pay yourself first. The earlier you start to save for retirement the better it will be due to the time value of money. Strive to save as much as possible, up to the 401(k)/403(b) maximum limit allowable in the current year, or at a minimum defer enough to take advantage of your full company match as that is extra "free" money.

It is also important to have assets with differing tax treatment upon retirement. This can be accomplished by building up your savings within two different tax buckets: pre-tax accounts and after-tax accounts. Examples of pre-tax accounts include company retirement plans and Traditional IRA accounts. Examples of after-tax accounts are checking/savings accounts, regular brokerage accounts, or Roth IRAs.

Potential sources of income in retirement include:

- Social Security benefits
- Pension(s)
- 401(k) and other retirement plans
- Personal savings

INVESTMENT PLANNING



Establishing investment accounts:

- Determine your risk tolerance – how much risk are you willing and able to take with your investments?
 - The enclosed Risk Tolerance Questionnaire is one tool that can be used to determine your tolerance for risk and sensitivity to market fluctuations.
- Determine your liquidity needs – how much cash should you keep on hand?
- Determine your time horizon – when will you need the money?
- Diversify – are you invested in different asset classes?
- Rebalance – how often do you rebalance your investment accounts?
- Tax consequences – what buckets of money have differing tax treatment?
- Dollar cost averaging – saving and investing consistently over time.

Make investment choices for 401(k) or other company retirement plan accounts that have your risk tolerance and time horizon in mind. These should be made for existing balance and future contributions.

RISK MANAGEMENT



Review your insurance coverage through work:

- Health insurance
- Life Insurance
- Disability insurance

Do you need additional personal coverage?

- Life Insurance (you/spouse/children)
- Disability insurance (long-term and short-term)

Do you have adequate property and casualty coverage?

- Home or renter's
- Automobile
- Umbrella (excess) liability
- Boat/motorcycle
- Cabin/farm
- Other

ESTATE PLANNING



Do you have a Will, Power of Attorney forms, and Health Care Directive documents?

- If so, were these drafted or reviewed recently (within the last five years)?
- If you have young children, it is especially important to have a Will drafted as this document designates the guardian of your children if something were to happen to you.

Review your beneficiary designations:

- Do these reflect your current wishes?
- Ensure your beneficiary designations on IRAs, 401(k)s, and life insurance policies correspond with your Will.
- These should be reviewed as you experience significant life changes (such as marriage, birth of a child, divorce, etc.).

TAX PLANNING



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- Has appropriate income tax filing status been chosen?
 - Do you have proper income tax withholding amount being calculated?
 - If you prepare your own taxes, are you confident you are taking all allowable deductions?

Cash Flow Worksheet

Cash Flow

(Current Income - Current Expenses = Net Cash Flow)

Current Income (A):

Current Expenses (B): - _____

Net Cash Flow: = _____

Replacement Ratio

(Retirement Expenses ÷ Current Expenses = Replacement Ratio)

Retirement Expenses (C): _____ =

Current Expenses (B): _____

Income	You	Spouse	Total (Annual)
Salary, Bonus, Distribution	_____	_____	_____
Interest and Dividends	_____	_____	_____
Social Security	_____	_____	_____
Pension	_____	_____	_____
Other Income	_____	_____	_____
Total Income			
			(A)
Expenses	Current		Retirement
	Monthly	Annually	Annually
Taxes			
Federal Taxes	_____	_____	_____
State Taxes	_____	_____	_____
Social Security	_____	_____	_____
Medicare	_____	_____	_____
Total Taxes	_____	_____	_____
Savings			
401(k), 403(b), 457	_____	_____	_____
IRA	_____	_____	_____
Taxable and Banking	_____	_____	_____
Total Savings	_____	_____	_____
Fixed Expenses			
Mortgage, 2nd, HELOC	_____	_____	_____
Property Taxes	_____	_____	_____
Auto and Gas	_____	_____	_____
Food	_____	_____	_____
Clothing	_____	_____	_____
Home and Auto Insurance	_____	_____	_____
Life, LTC, Disability Insurance	_____	_____	_____
Medical	_____	_____	_____
Loans	_____	_____	_____
Total Fixed	_____	_____	_____
Discretionary			
Gifts	_____	_____	_____
Entertainment	_____	_____	_____
Vacations	_____	_____	_____
Professional	_____	_____	_____
Education	_____	_____	_____
Donations	_____	_____	_____
Other	_____	_____	_____
Total Discretionary	_____	_____	_____
Total Expenses			
		(B)	(C)

Past performance may not be indicative of future results. Different types of investments involve varying degrees of risk. Therefore, it should not be assumed that future performance of any specific investment or investment strategy (including the investments and/or investment strategies recommended and/or undertaken by JNBA Financial Advisors, Inc. ("JNBA"), or any non-investment related content made reference to directly or indirectly in the worksheet will be profitable, equal any historical performance level(s), be suitable for your portfolio or individual situation, or prove successful. Moreover, you should not assume that any discussion or information contained in this worksheet serves as the receipt of, or as a substitute for, personalized investment advice from JNBA. JNBA is not an accountant and no portion of the above should be construed as accounting advice. All accounting issues should be addressed with an accounting professionals of your choosing. A copy of our current written disclosure Brochure discussing our advisory services and fees is available upon request. The scope of the services to be provided depends upon the needs of the client and the terms of the engagement.

Net Worth Worksheet

Estimated Net Worth (Total Assets (A) - Total Liabilities (B)):

Assets				
Investments	You	Spouse	Joint	Total
Retirement Accounts	_____	_____	_____	_____
Bonds	_____	_____	_____	_____
Stocks	_____	_____	_____	_____
Mutual Funds	_____	_____	_____	_____
Pension Plan (Lump-Sum)	_____	_____	_____	_____
Real Estate (Other than home)	_____	_____	_____	_____
Other	_____	_____	_____	_____
Cash/Cash Equivalent				
Checking Account	_____	_____	_____	_____
Savings Account	_____	_____	_____	_____
Certificates of Deposit	_____	_____	_____	_____
Other	_____	_____	_____	_____
Personal Property				
Home	_____	_____	_____	_____
Vehicles	_____	_____	_____	_____
Jewelry	_____	_____	_____	_____
Artwork/Antiques	_____	_____	_____	_____
Other	_____	_____	_____	_____
Total Assets				(A)

Liabilities				
Loan Balances	You	Spouse	Joint	Total
Mortgage	_____	_____	_____	_____
HELOC or Second	_____	_____	_____	_____
Student Loans	_____	_____	_____	_____
Car Loans	_____	_____	_____	_____
Other Loans	_____	_____	_____	_____
Cash/Cash Equivalent				
Credit Card Debt	_____	_____	_____	_____
Other Debt	_____	_____	_____	_____
Total Liabilities				(B)

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Risk Tolerance Questionnaire

The purpose of the following questionnaire is to gain a better initial understanding of your tolerance to risk and volatility. No single question is meant to be a sole determinant of how your portfolio should, or will be invested. Rather, it is a combination of answers *in aggregate* that helps determine an appropriate strategy. The questionnaire is multiple choice. There are some questions that require you to make a decision based on limited information, or assume you are in a certain situation. The available answers may not include what would be your preferred or exact answer. Please circle the answer the best you can with the available choices.

- | | | |
|--|-----------------------------|-----|
| 1. I am not comfortable having my money invested in the stock market. | Strongly Agree | 1pt |
| | Agree | 2pt |
| | Neutral | 3pt |
| | Disagree | 4pt |
| | Strongly Disagree | 5pt |
| 2. I want to see the value of my investments grow every quarter, even if it's not the highest investment return available. | Strongly Agree | 1pt |
| | Agree | 2pt |
| | Neutral | 3pt |
| | Disagree | 4pt |
| | Strongly Disagree | 5pt |
| 3. The number of years I have until retirement is: | 3 years of less | 1pt |
| | 3-5 years | 2pt |
| | 5-10 years | 3pt |
| | 10-15 years | 4pt |
| | 15 years or more | 5pt |
| 4. When faced with a major financial decision, are you more concerned about the possible losses or the possible gains: | Always the possible losses | 1pt |
| | Usually the possible losses | 2pt |
| | Equally concerned | 3pt |
| | Usually the possible gains | 4pt |
| | Always the possible gains | 5pt |
| 5. In order to minimize risk, I am willing to accept a return equal to or just above the rate of inflation. | Strongly Agree | 1pt |
| | Agree | 2pt |
| | Neutral | 3pt |
| | Disagree | 4pt |
| | Strongly Disagree | 5pt |

Total Points _____

Plot your risk tolerance



Please remember that past performance may not be indicative of future results. Different types of investments involve varying degrees of risk, and there can be no assurance that the future performance of any specific investment, investment strategy, or product made reference to directly or indirectly in this presentation (including those recommended or undertaken by JNBA) will be profitable, equal any corresponding indicated historical performance level(s), or be suitable for your portfolio. Moreover, you should not assume that any information contained in this presentation or any corresponding discussion serves as the receipt of, or as a substitute for, personalized investment advice from JNBA Financial Advisors. A copy of JNBA's current written disclosure statement discussing our advisory services and fees continues to remain available for your review upon request.