



THE RETIREMENT CONVERSATION:

## Questions to ask clients about health, wealth, and self

Discover how your clients feel about the multiple factors of retirement

Life for your clients is always changing and evolving. As such, their opinions and attitudes about retirement and saving for retirement can shift over time. In addition, the factors of retirement go beyond just money. Your clients' health and overall well-being (self) also play critical roles. As their financial advisor, it's important for you to keep up with all of it, and these questions are designed to help you have those conversations with your clients.

We recommend an annual review of your clients' mindsets toward retirement, so you can appropriately recommend investing and retirement savings strategies that accurately fit their current mindset and goals. It's not necessary to ask all these questions—just focus on the ones that best fit the context of your relationship and conversation.



*See the reverse for questions about health, wealth, and self.*



INVESTMENTS

**Note:** Provide the next page to your client, so they can take notes during your discussion. Keep a record of your clients' responses to these questions, so you can review and remind them of what they said each year. This information will help you determine and discuss what may have changed.

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| <b>Health</b> | <ul style="list-style-type: none"> <li>• Do you think your health is related to your wealth? If so, how?</li> <li>• Do you have current health and wellness goals?</li> <li>• What are you doing now to manage your health? Is there anything you'd like to do differently?</li> </ul>  | <ul style="list-style-type: none"> <li>• Do you feel you have good health management habits, which you'll continue into retirement?</li> <li>• Do you worry about your health adversely affecting your retirement plans?</li> </ul>  |
| <b>Wealth</b> | <ul style="list-style-type: none"> <li>• How do you feel about saving for retirement? Where is it on your list of financial priorities?</li> <li>• What do you think will be the hardest thing about retirement? The easiest?</li> <li>• How confident are you that you'll be financially prepared to retire when the time comes?</li> <li>• What's the most important thing you spend money on?</li> </ul> | <ul style="list-style-type: none"> <li>• Are you a financial optimist or pessimist?</li> <li>• Summarize how you feel about your income and expense situation.</li> <li>• What's your most pressing financial concern?</li> <li>• Are you currently on track to achieve your financial goals?</li> <li>• Do you feel I have your best interests in mind?</li> </ul>  |
| <b>Self</b>   | <ul style="list-style-type: none"> <li>• Are you still planning to retire—if so, what is your target age?</li> <li>• What is your vision for retirement, and what does your life look like in retirement?</li> <li>• What do you fear about aging and retirement?</li> <li>• Does the thought of retirement cause stress? If so, what specifically?</li> </ul>  | <ul style="list-style-type: none"> <li>• Do you expect to still do some type of work in retirement?</li> <li>• What are you looking forward to about retirement?</li> <li>• How would you like to continue developing as a person in retirement?</li> <li>• What do you feel are the most important factors in achieving the kind of retirement you want?</li> </ul> |



## Conclusion

Hopefully, these questions helped you gain a deeper understanding of your clients' perspectives on retirement and how you can help as their financial advisor. Life can change quickly, so it's important to have this conversation regularly.

Please use this sheet to jot down any thoughts or questions you have as we discuss your health, wealth, and self situations.

**Health**

**Wealth**

**Self**



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