

Fin\$mart Financial Wellness NEEDS ASSESSMENT



Welcome to Fin\$mart! Our vision is to inspire and motivate one-million households to become Fin\$mart - financially smart - so they can live their best life today and in the future. We promise to provide our clients with Clarity - *Financial Awareness*, Mastery - *Financial Preparedness*, and Transformation - *Financial Security & Peace of Mind*.

Personal Finance is personal. Each individual and household has unique circumstances, needs, and aspirations. At Fin\$mart we take a very personalized approach and ask you to complete this Needs Assessment as a first step on your Fin\$mart journey and to provide valuable insights for our Discovery Call.

Please tell us about yourself & your household:

Your Name

City

Phone

Email

Age

Marital Status

Occupation

Spouse/Partner Name

Age

Occupation

Please describe who is
living in your household

If you have children,
list names and ages

Please share some of your financial concerns & priorities:

What has motivated you to contact Fin\$mart?

What are your most pressing financial concerns?

What are your most important financial goals?

Can you share an early childhood memory or experience with money?

How would you describe your parents relationship with money or how they handled money while you were growing up?

Do you face any barriers in managing your financial situation?

I only make enough money to get by every month

I don't have the time to manage my money effectively

It's a hassle to save and invest money

Financial jargon and complex decisions make it difficult

I don't know where to find advice I can trust

My personal circumstances make it difficult

I lack confidence in making financial decisions

I feel overwhelmed by my financial situation

Other

What type of debt do you currently have?

Mortgage

Car Loan

Student Loan

Line of Credit

Personal Loan

Other

Have you withdrawn money from your RRSP to cover an emergency or financial hardship?

If yes, please describe:

How often do you feel stressed about your finances?

Never
Sometimes
Often

What do you hope to learn or achieve by working with Fin\$mart?

Let's understand your current state of Financial Health:

1. Which of the following statements best describes how your household's total spending compared to total income, over the last 12 months?

Spending was much less than income
Spending was a little less than income
Spending was about equal to income
Spending was a little more than income
Spending was much more than income

2. Which of the following statements describes how your household has paid its bills over the last 12 months?

Pay all our bills on time
Pay nearly all our bills on time
Pay most of our bills on time
Pay some of our bills on time
Pay very few of our bills on time

3. At your current level of spending, how long could you and your household afford to cover expenses, if you had to live on only the money you have readily available, without withdrawing money from retirement accounts or borrowing?

6 months or more
3-5 months
1-2 months
1-3 weeks
Less than 1 week

4. Thinking about your household's longer-term financial goals, such as saving for a vacation, buying or paying off a home, saving up for education, putting money away for retirement, or making retirement funds last... How confident are you that your household is currently doing what is needed to meet your longer-term goals?

Very confident
Moderately confident
Somewhat confident
Slightly confident
Not at all confident

5. Thinking about all of your household's current debts, including mortgages, loans, money owed to people, past-due bills, and credit card balances...As of today, which of the following statements describes how manageable your household debt is?

Do not have any debt
Have a manageable amount of debt
Have a bit more debt than is manageable
Have far more debt than is manageable

6. How would you rate your credit score? Your credit score is a number between 300 and 900 that represents your creditworthiness to a lender.

Excellent
Very good
Good
Fair
Poor
I don't know my credit score

7. Thinking about all of the types of insurance you and others in your household currently might have, including health insurance, vehicle insurance, home or rental insurance, life insurance, and disability insurance...How confident are you that those insurance policies will provide enough support in case of an emergency?

Very confident
Moderately confident
Somewhat confident
Slightly confident
Not at all confident
No one in my household has any insurance

8. To what extent do you agree or disagree with the following statement: "My household plans ahead financially."

- Agree strongly
- Agree somewhat
- Neither agree or disagree
- Disagree somewhat
- Disagree strongly

Mastering your money is a skill, not a task. Knowledge is important but commitment is everything when it comes to improving your financial wellness and becoming your own best financial advisor. No one cares more about your money, your life and your family than you.

On a scale of 1 to 10, how committed are you to improving your finances, by putting in the time, effort, and discipline to become Fin\$mart?!

	1	2	3	4	5	6	7	8	9	10
Commitment Level										

Thank you for sharing these valuable insights.
Your confidentiality and privacy is absolutely assured.

Please email your completed form to tanya@finsmart.ca.
We look forward to the opportunity of working with you!