Advisor Discovery Interview Questions

Questions are an integral part of every discussion. Asking the right questions at the right times can be the difference between effective communication and confusion. Advisors and mentors can utilize these targeted questions to better identify their clients' goals and pain points while simultaneously building a strong connection of trust and understanding

1. What do you do for a living?

2. Are you married? Do you have any kids?

3. Tell me a little about how you are currently saving. Do you primarily use a bank, or do you have other investments, such as a retirement account through work?

4. What is your process on how you determine how much to save every month? Do you have a set goal, or do you usually just save what is left over after bills?

5. Do you know how much you'll need to retire comfortably? If so, how far are you from your goal?

6. Would you consider yourself more aggressive or more conservative when it comes to your money? **(examples below)**

- *More conservative - Not really looking for a big return, just something better than your bank*
- *More aggressive - Big risk = Big rewards*
- *Somewhere in the middle - Willing to take on some risk for a the chance at a higher return*

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7. Time Horizon - How soon do you want full access to your money? (Some accounts give you higher returns if you agree to leave your money alone for a certain amount of time.)

- *Immediate - Can take it right back out if necessary*
- *1-3 years - Partial access with the intention to let it sit*
- *5-10+ years - Don't plan on touching it for a while*

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8. Do you currently have any life insurance? If so, do you know if it is a term or permanent policy?

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9. Do you have a will or living trust in place if you suddenly pass away? If not, do you know who would be in charge of all your assets and who would take care of your affairs?

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