RCL Advisor

How to Become Your Clients' "Advisor for Life" Using Life-Centered Planning™

Presented by

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Evolution of Financial Thought

Industry Perspective

1990s → Present

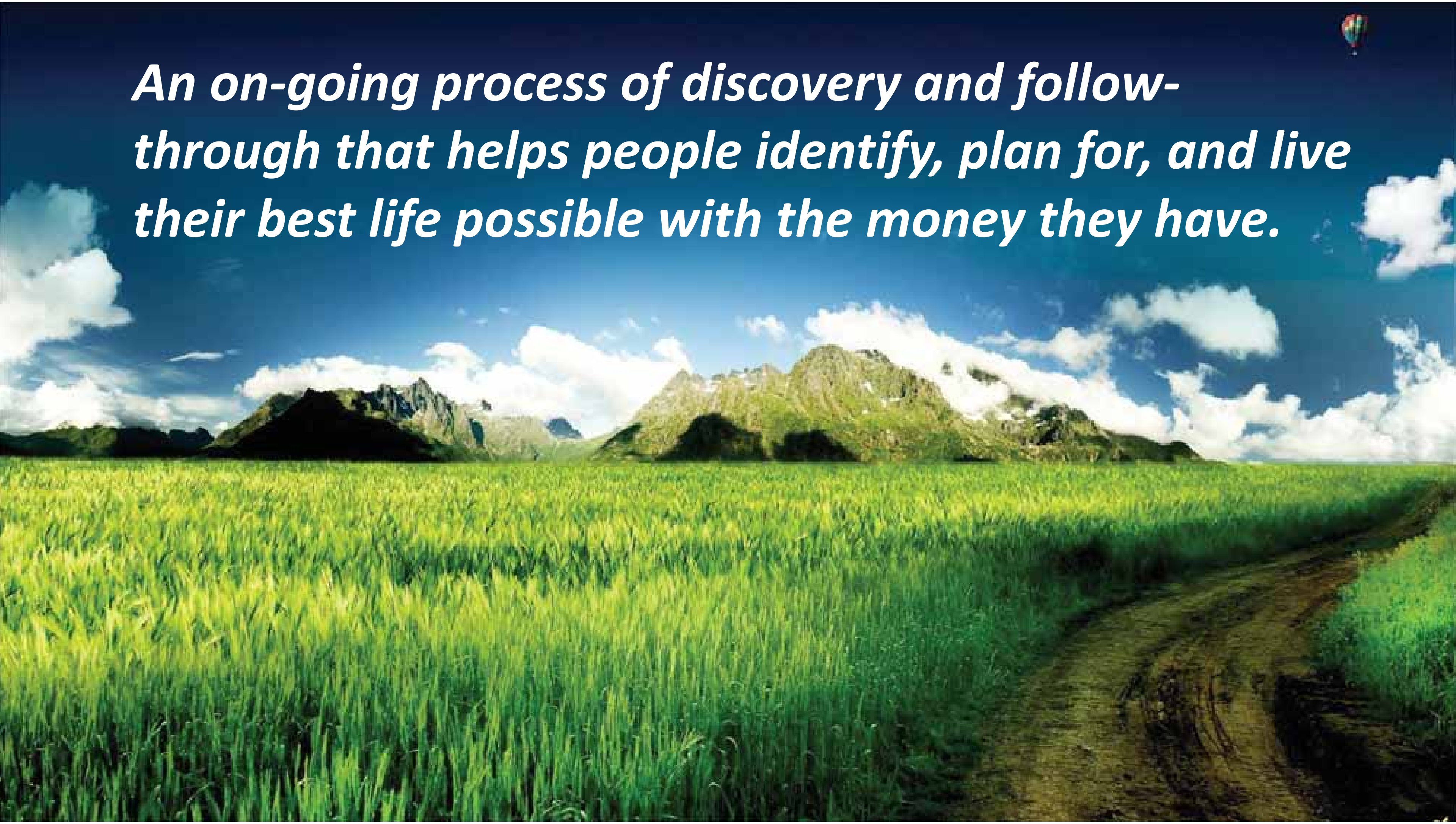
	Product	Process	Positioning
People	Sales People	Professional	Lasting Value Engaged in Dialogue
Focus	Transactions	CFP Wealth Mgmt.	Transitions
	Smilin' & Dialin'	Engaging Clients in a Process	Properly Positioned in the Life of the Client

Consumer Perspective

1990s → Present

Do's and Don'ts	Get Rich	More Than Money

What is LIFE-CENTERED PLANNING?



***From:** Do I have enough money?*

***To:** Am I using my money in a way to improve my life.*

The plan is the skeleton, it's just numbers, until you get the client's story to make it come alive.


Welcome!
Let's
Begin...

1. Fiscalosophy (Past)

"How did I arrive at my philosophy on money?"

PHILOSOPHY

Debt

2

0 5 10

Debt Free — Highly Leveraged

Savings

4

0 5 10

Accumulate consistently over time — Get to it later

CURRENT COMFORT LEVEL

Level of Debt

5

0 5 10

Very Comfortable — Very Uncomfortable

Level of Savings

4

0 5 10

Very Comfortable — Very Uncomfortable

PHILOSOPHY

Spending

0 5 10

Live below means — Spend freely

6

Giving

0 5 10

Save all I can — Want to give more

5

Stock Market

0 5 10

Scares me — Love investing

4

CURRENT COMFORT LEVEL

Level of Spending

0 5 10

Very Comfortable — Very Uncomfortable

4

Level of Giving

0 5 10

Very Comfortable — Very Uncomfortable

6

Stock Market Exposure

0 5 10

Very Comfortable — Very Uncomfortable

7

PHILOSOPHY

Insurance

0 — 5 — 10: **4**

Must insure all I have — Self-insure everything

Children

0 — 5 — 10: **9**

Earn their own way — Give them every advantage

Retirement

0 — 5 — 10: **7**

Never retire — I can't wait to retire

CURRENT COMFORT LEVEL

Coverage of Insurance Risks

0 — 5 — 10: **5**

Very Comfortable — Very Uncomfortable

Level of Children Support

0 — 5 — 10: **2**

Very Comfortable — Very Uncomfortable

Idea of Retirement

0 — 5 — 10: **4**

Very Comfortable — Very Uncomfortable

Fiscalosophy

2. ROL Index (Present)

“How can I get the best life possible with the money I have?”

ROL Index

What is your Return on Life?

Well-being

Progress

Freedom

Learn how to live

the best life possible

with the money you have

GET STARTED!

ROLadvisor.com

ROL INDEX - Questions | How can I live the best life possible with the money I have?

Print | Help

Please put your mouse cursor down on the left circle and then drag it to your number. 0 on the slider means you "Strongly Disagree" while 10 on the slider means you "Strongly Agree". Please move the slider between 0 and 10 to reflect how you feel about that question

Return on autonomy

My financial situation allows me to choose how I spend my time.

0 2 4 6 8 10 — **5**

I feel freedom in my work, relationships, and how I live my life.

0 2 4 6 8 10 — **5**

Return on security

I feel secure about my current financial situation.

0 2 4 6 8 10 — **5**

I feel confident about my financial future.

0 2 4 6 8 10 — **5**

ROL Index

Well-Being

Score 48

Leisure 75

Health 50

Relationships 20

Progress

Score 53

Work 50

Residence 20

Achievement 80

Learning 65

Freedom

Score 65

Purpose 80

Autonomy 50

Security 65

3. $Lifeline (Future)

"Am I financially prepared for life's big transitions?"

$Lifeline


SELECT A CATEGORY BELOW AND START PLANNING...
Family
Health
Work
Retirement
Financial
Giving
YOUR $LIFELINE created on 10/26/2017 04:17 PM. (History)
Michael Andersen | Jackie Andersen
56
54
54 55 56 57 58 59 60 61 62 63 64 65 66 67 68

$Lifeline

RETIREMENT planning for ◉ Michael Andersen ○ Jackie Andersen

Select Another Category >

[Downshift worklife] HIGH MEDIUM LOW

Phase into retirement

Full retirement

Changing residence

Start receiving Social Security income

Eligible for Medicare.

Start receiving retirement plan distributions

YOUR $LIFELINE created on 10/26/2017 04:17 PM. (History)

Michael Andersen | Jackie Andersen

56

54

54 – 55 – 56 – 57 – 58 – 59 – 60 – 61 – 62 – 63 – 64 – 65 – 66 – 67 – 68

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$Lifeline

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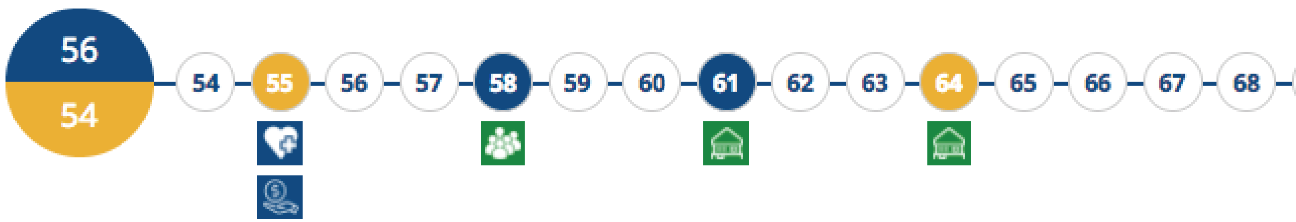
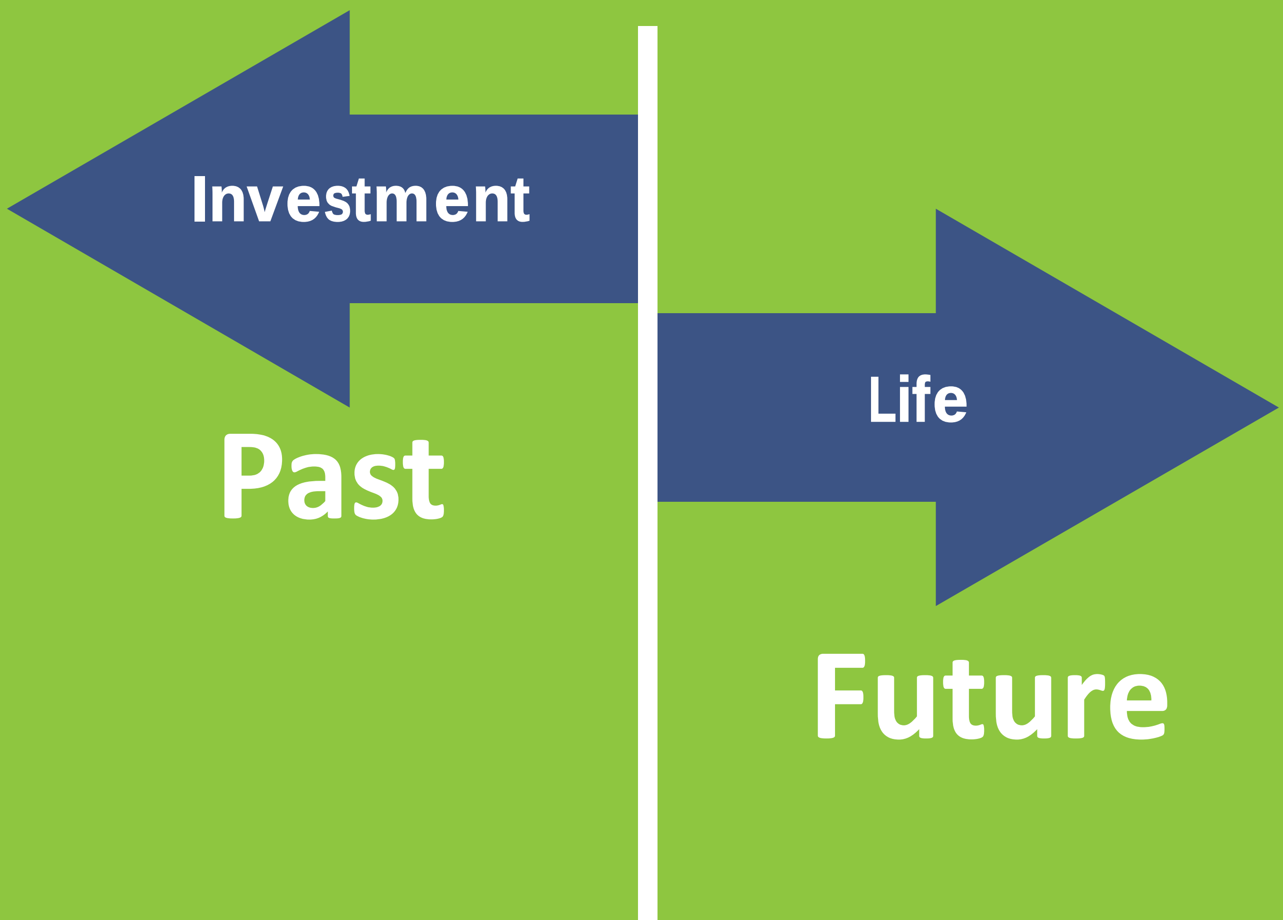


55	**Health**	Concern about an aging parent (Things to Think About | Questions to Answer | | |)
55	**Financial**	Purchasing a home (Things to Think About | Questions to Answer | | |)
58	**Family**	Child getting married (Things to Think About | Questions to Answer | | |)
61	**Retirement**	Full retirement (Things to Think About | Questions to Answer | | |)
64	**Retirement**	Start receiving Social Security income (Things to Think About | Questions to Answer | | |)

Unheard of Level of Personalization

1. *Frequency of stories*
2. *The overarching story of your client base.*

Investment-Centered or Life-Centered?



1. ***Collect Narratives Before Numbers***
2. ***Make Sure Your Clients Know It's About Them—Not Just About Their Money.***
3. ***Understand Your Role as a Wisdom Merchant.***

Now What?

1

Commit to a LIFE-CENTERED PLANNING Practice

2

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How to Become Your Clients' "Advisor for Life" Using Life-Centered Planning™

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