

My Life Events Worksheet

Advisor Instructions

The My Life Events Worksheet is a client discovery tool that can be used by advisors to learn more about prospective or existing clients. Knowing the events that are likely to occur in your client's life and their impact will allow you to customize your advice and services to their situation and bring greater depth and value to your relationship with them.

Instructions

1. Introduce the My Life Events Worksheet with a positioning statement. For example:

"I can do a better job as your advisor if I know what events are likely on the horizon for you and the impact you anticipate they will have on your life."

2. Ask the client to review the list at the bottom of the My Life Events Worksheet. Have them choose 4 or 5 events from that list and place the corresponding letters on the chart where they think each event belongs, based on:

- **the probability of the event taking place**
- **the impact it would have on them**

Provide a relevant example: If your client is planning to buy a home, they would place a "D" in the top right corner of the chart as this event has a high probability of happening and will have a significant impact on them.

3. Once your client has completed the worksheet, discuss each letter's placement, what plans, if any, are in place and what you might do to help prepare them for the impact each event will have.
4. Finally, take some time to review the worksheet to determine what you would consider to be a new discovery about the client. Ensure that you are prepared to address these new discoveries in your next meeting with them.

My Life Events Worksheet

Use this worksheet to determine the probability and impact of the life events listed below that apply to you. Place the corresponding letter of any applicable event on the chart where you think it fits, based on the probability of the event taking place and the impact it would have.

Impact	High		
	Low		
		Probability	
		Low	High

Major Life Events

- A) Moving in with partner
- B) Marriage
- C) Having children
- D) Buying home
- E) Divorce
- F) Job loss
- G) Starting a business
- H) Retiring
- I) Remarriage
- J) Separation
- K) Major purchase

- L) Legal issues
- M) New job
- N) Personal health issues
- O) Children returning home
- P) Family health issues
- Q) Major change in finances
- R) Paying for children's education
- S) Change in living arrangements
- T) Caring for parents
- U) Adopting a child
- V) Children leaving home