

Life Changes: Things to consider

LIFE CHANGES: THINGS TO CONSIDER

Area	Maintain	Modify	Learn	When
 MONEY	Existing investments & allocations	Spouse to look at their future income	How joint bills will be paid. Create joint savings for legal bills.	New.
 PEOPLE				
 RESIDENCE	I want to stay in the marital home.	Ira to move out.	When will spouse with mortgage payments & household bills?	Within 1 month.
 RISK PROTECTION	Keep existing life insurance.	Change beneficiary to my sister.	Find out when change will come into effect.	Within 1 month.
 MEDICAL				
 LEGAL	Use existing lawyer.	Will must be updated.	Estimation of legal fee for divorce and what info lawyer needs.	New.



Canada's Investment Company

Use with:

Current or prospective clients

Instructions:







Work with your clients to complete the grid together. The example shown above is based on a client who has recently separated from her spouse.

1. Start by completing the first column and identifying which areas you can put into "maintenance mode". These are areas that require preservation, not immediate change.
2. In column two, pinpoint which areas need modification. These are areas that require action by your client in the near future.
3. Perhaps there are things your client needs to find out about. Use column three to identify areas requiring research. This will help your client to make better decisions based on facts.
4. Use column four to prioritize each area. Be as specific as possible by inputting realistic timelines for each goal.

Purpose:

Whether they are a boomer on the brink of retirement, a widow facing a new personal landscape or an individual going through divorce, clients need your help navigating what lies ahead. This tool is designed to help you conduct transition triage and identify which areas of your client's lives need immediate attention as they experience a stressful life event.

LIFE CHANGES: THINGS TO CONSIDER

Area	Maintain	Modify	Learn	When
 MONEY				
 PEOPLE				
 RESIDENCE				
 RISK PROTECTION				
 MEDICAL				
 LEGAL				