



Nancy

“Uncertainty Stage” - Widow

AGE: 65

EMPLOYMENT: Retired

FAMILY STATUS: Widowed last year after a marriage of 36 years to Bob; one child, Lynn, 34, and two granddaughters.

HOMEOWNERSHIP: Owns one home with no mortgage

ANNUAL HOUSEHOLD INCOME: \$150,000

NET WORTH: \$3,850,000

INVESTABLE ASSETS: \$3,000,000

Nancy is recently widowed after her husband unexpectedly passed away. He was always the person in their house that handled their investments. She took care of the check book and the household budget but never asked about their investments. She feels emotionally and financially overwhelmed. She is concerned about her financial wellbeing. She knows it is time to move forward, but she lacks a clear idea about her financial picture and is even unsure where some financial accounts and documents are.

She has decided to seek out a financial advisor who can help her clarify her financial situation. She would like to understand her day-to-day cash flow, understand what she has in investments, make sure needs such as health care are taken care of, and when the time comes, leave an inheritance to her daughter and grandchildren. She also is the care giver for her 87-year-old father and may need to provide some financial support.

Ultimately, she just wants to take control of her finances and gain reassurance that she is financially OK.

PRIMARY FINANCIAL CONCERNS

1. Getting an understanding of her financial situation.
2. Making sure she does not outlive her money.
3. Understanding her investment accounts and how to generate her income needs from the investments.
4. What are her options for claiming social security benefits.
5. Ensuring her daughter and grandkids are provided for at her passing.

**This client story is based upon a composite of real client stories, each of which had a particular set of goals and objectives. The services described in these stories may differ from services provided to other clients, and the results achieved may not be similar, as every client's goals and objectives are unique.*