



Financial History

Client Name _____

Date _____

Directions: Please provide the following information about your background and experience.

1. Where did you grow up?

2. Describe your family in your growing up years.

3. What lessons about money did you learn when you were growing up?

4. Describe your occupational history and/or life's work.

5. What were some of the best financial decisions you made in the past?

6. In your past experience, can you think of someone that you can look to as a role model for financial well-being and satisfaction? If yes, what factors contributed to that person's "success"?

“Financial History” Tool Guide (Interview Form or Worksheet)

Key Points

Question 1: Where did you grow up?/Where are you from?

Reveals client's roots and possible clues to his or her values; enhances understanding of client; creates the possibility of a connection between someone or someplace familiar to both the client and the advisor.

Question 2: Tell me about your family growing up?

Reveals family structure and dynamics during client's formative years. Reveals influence of childhood experiences on current values and behaviors. Reveals parent's work history and work ethic as well as implications for the client as he or she matured and made decisions regarding work, family, and finances.

Question 3: What lessons about money did you learn when you were growing up?

Reveals values regarding money and insight regarding current level of financial satisfaction. Indicates level of financial instruction in formative years. Gives clues as to whether client's relationship to money is conflicted or harmonious.

Question 4: Describe your occupational history and/or life's work.

Reveals life course and goals of client. Also indicates values and priorities as well as career ambitions and level of life satisfaction.

Question 5: What were some of the best financial decisions you made in the past?

Indicates financial knowledge, risk tolerance, and level of experience. Gives clues to level of satisfaction with one's financial life and self-evaluation of financial acumen. Client may also volunteer financial mistakes and shortcomings.

Question 6: In your past experience, can you think of someone that you can look to as a role model for financial well-being and satisfaction? If yes, what factors contributed to that person's "success"?

Reveals client's vision (or lack of vision) of a meaningful financial life. Indicates client's level of awareness regarding all the factors (objective and subjective) that influence financial well-being and satisfaction.

Tips for Using Tool

- Use *Financial History* to guide your conversation with your client and not as a form that you distribute.
- Remain flexible in this discovery process. Use *Financial History* as a guide only; allow for spontaneity.
- Remain attentive to your client's answers and let those responses act as catalysts for other biographical questions.
- **Really** listen and maintain good eye contact. Jot a few notes regarding significant pieces of information.
- Be on the alert for information that reveals your clients concerns, circumstances, values, and priorities. Ask yourself how this information is pertinent to your client's current financial life and how it will likely influence his or her financial future.