

## Conversation Starters for HENRY (High Income, Not Rich Yet)

Congratulations on taking the first steps to building a financial plan. With your income level it is critical that you consider tax efficiencies with all your assets. Many high-income earners end up paying more taxes than they need to because they build investments without taxes in mind. We like to take a quick survey of how you feel about your finances.

### How Confident Are You With the Following Statements

- “Our investing and saving strategies are optimized for tax efficiency.”
  - [Click here to view the Tax Triangle](#)
- “We are taking all available measures to minimize our income tax burden.”
  - [Click here to view current tax rates](#)
- “We are efficiently managing our day-to-day expenses ”
  - [Click here for a monthly budget template](#)
- “We are efficiently managing our day-to-day expenses.”
- “We are taking all available measures to minimize our income tax burden”
- “We are confident that we will have the necessary funds to send our children to their college of choice”
- “Our investment strategy is aligned with our financial needs and up-to-date”
- “We are certain that our investments are properly diversified and suitable for achieving both short-term and long-term goals”
- “We have a concrete plan in place to reduce our debt”
- Some additional questions about your family:
  - When did you get married?
  - How many children do you have?
  - Are you planning on having more children?
  - Do any of your children have special needs?
- Questions about your employment and income:
  - Where do each of you work?
  - How long do you plan to remain at your current company?
  - What is your monthly disposable income?
  - Do you have a contingency plan to replace your income in case you become unable to work?
- Estate planning and future considerations:
  - Do you have an up-to-date estate plan in place, including instructions for guardianship of your children?
  - If you had to prioritize one financial goal that is of critical importance to you, what would it be?
  - What do you perceive as the two most significant challenges in achieving your financial goals?
- Looking ahead to the future:
  - If we were to meet one year from today, what 3-4 accomplishments would you like us to have achieved during that time?
  - Do you anticipate being financially responsible for anyone other than your children in the future?
  - Is there a likelihood of inheriting a significant sum of money in the future?
  - If you were to pass away unexpectedly, would your family have enough money?
    - To start a life insurance quote, login/register on [Portal.PinnacleFS.com](https://portal.pinnaclefs.com). Next, click the “Life Insurance” button on the left side of the site.
    - [Click here to access a life insurance needs calculator](#)

