

Conversation Starters for HENRY (High Earner, Not Rich Yet)

Congratulations on beginning your financial planning journey. Given your income, tax efficiency is vital in managing your assets, as many high earners overlook this and pay unnecessary taxes. Let's start by assessing your financial outlook.

HOW CONFIDENT ARE YOU IN 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 brackets](#)
- "We are efficiently managing our day-to-day expenses."
- "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."

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 if 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 of critical importance to you, what would it be?
- What do you perceive as the two greatest 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?
 - [Click here to access a life insurance needs calculator](#)

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