

# Advisor Pre-Qualification Form

## *Advanced Tax Optimization & Retirement Income Strategy*



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# Client Information

**Client Name:** \_\_\_\_\_

**Business Type / Entity:** \_\_\_\_\_

**Advisor Name:** \_\_\_\_\_

**Date:** \_\_\_\_\_

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## Qualification Questions

### Income & Stability

**1. What has your average annual income been over the past 2–3 years?**

\_\_\_\_\_

**2. Do you expect your income to remain stable or grow?**

- Stable
- Growing
- Declining

\_\_\_\_\_

### Tax Awareness

**3. Approximately how much are you paying in taxes annually?**

\_\_\_\_\_

**4. How motivated are you to reduce your tax burden legally? (1–10)**

\_\_\_\_\_

# Client Information

## Current Strategy

**5. Are you currently maximizing your existing retirement or tax-advantaged strategies?**

- Yes
- No
- Not Sure

**6. Do you have excess cash flow after expenses and current savings?**

- Yes
- No

If yes, estimate amount: \_\_\_\_\_

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## Business Structure

**7. Number of employees (excluding owner):**

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**8. Do you expect your team size to change?**

- Stay the same
  - Grow
  - Shrink
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# Client Information

## Long-Term Vision

### 9. What is your primary retirement goal?

- Predictable income
- Lump sum wealth
- Both

### 10. How important is creating long-term income for your family? (1–10)

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# Advisor Assessment

## Fit Evaluation

- Strong Fit (Green Light)
  - Moderate Fit (Needs Review)
  - Not a Fit (At This Time)
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## Key Indicators (Check all that apply)

- Income \$300K+
  - High tax burden (\$100K+)
  - Consistent / predictable income
  - Excess cash flow available
  - Already using basic strategies
  - Motivated to reduce taxes
  - Interested in long-term income planning
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## Advisor Notes

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## Specialist Referral Decision

- Refer to specialist for advanced strategy design
  - Revisit in 6–12 months
  - Not appropriate at this time
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# Information for Specialist

- Estimated Income (last 2 years): \_\_\_\_\_
- Entity Type: \_\_\_\_\_
- Number of Employees: \_\_\_\_\_
- Owner Age(s): \_\_\_\_\_
- Current Contributions / Strategies: \_\_\_\_\_

## Follow-Up Plan

**Next Step:** \_\_\_\_\_

**Follow-Up Date:** \_\_\_\_\_

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