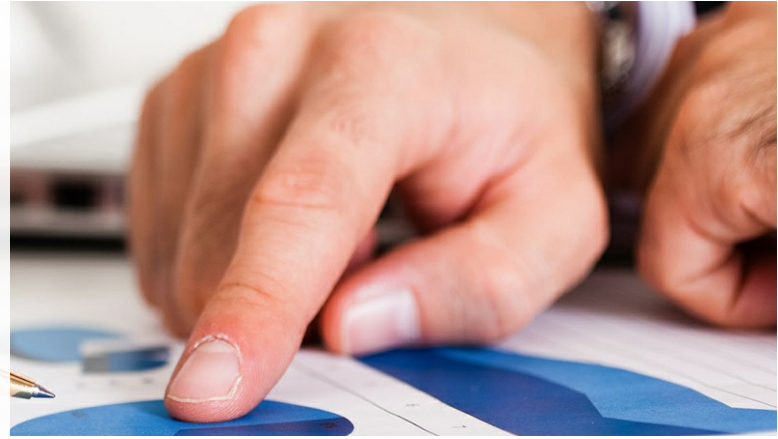


Cash Flow Analysis Summary



Basic Information

- ◆ Husband and wife have become concerned about their personal financial situation, because they are having to take money from savings to cover living expenses. Husband has a sizeable salary and bonus compensation package from work so they are somewhat at a loss as to why this continues to happen.
- ◆ Because of the significant income inflow from husband's job, they have not seen the need to do any financial planning until now.
- ◆ They recognize that if they continue to use savings to pay living expenses, it could jeopardize their retirement as well as their children's education and other long-term goals.

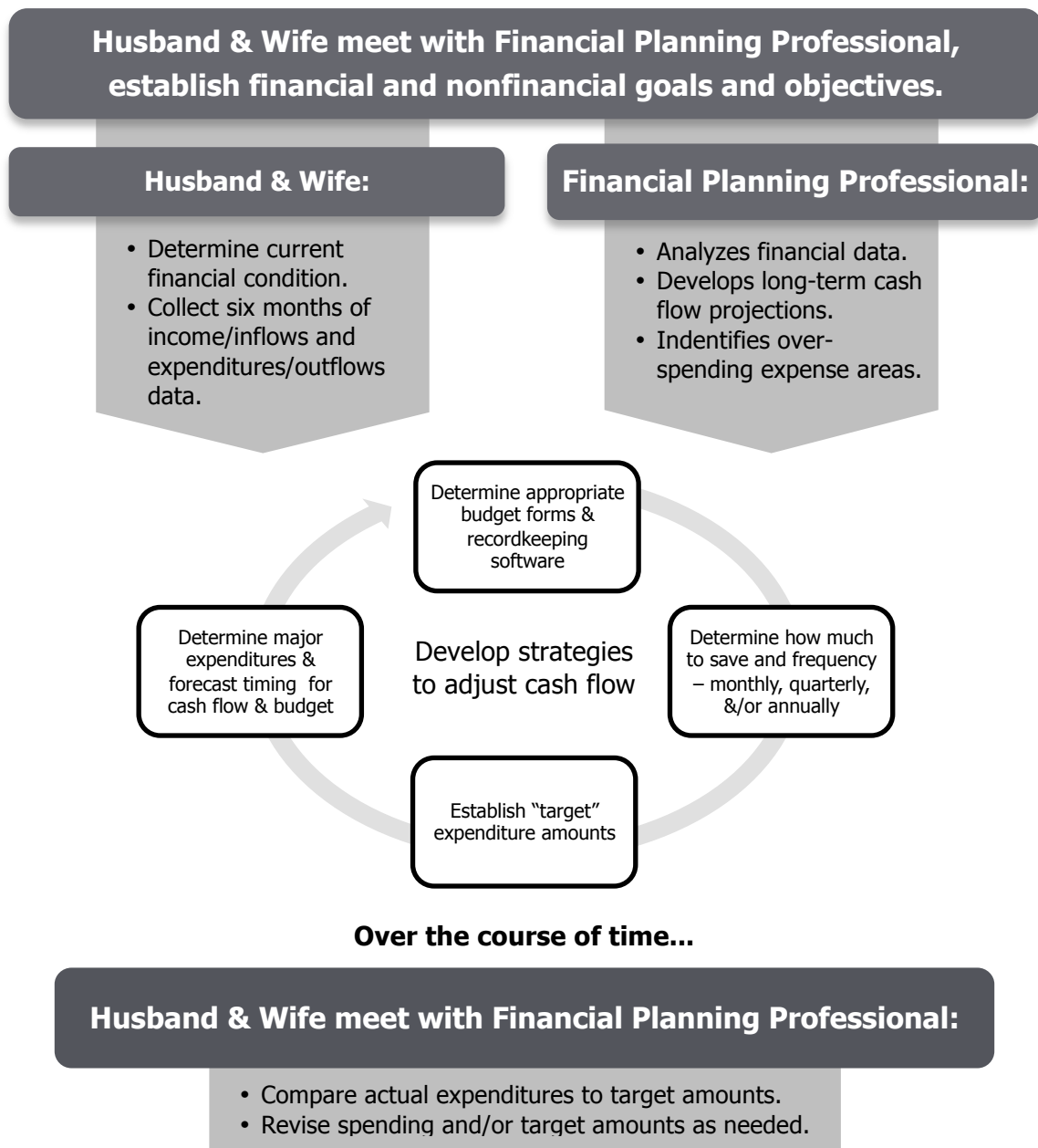
Goals and Objectives

- ◆ Husband and wife want to gain control of the family's expenses, so they can stop using their savings to pay living expenses.
- ◆ They want to determine a way to track expenses rather than just using their checkbook register and credit card statements.
- ◆ When it comes time to file their income tax return, they want to be more organized so it is not such a time-consuming process and to ensure that they are claiming all allowable tax deductions.

Proposed Concept

- ◆ Husband and wife will meet with a financial planning professional to initiate the financial planning process and to discuss their concerns.
- ◆ The financial planning professional will assist them through the financial planning process with the first emphasis being on establishing financial and nonfinancial goals and objectives.
- ◆ Husband and wife will collect a minimum of six months of income/inflows and expenditures/outflows data.

- ◆ The financial planning professional will analyze the financial data, develop long-term cash flow projections, and identify areas of over spending.
- ◆ Husband, wife, and the financial planning professional will then meet to develop realistic strategies to adjust their cash flow, including:
 - Determining major future expenditures and the estimated timing of such expenditures.
 - Establishing “targeted” expenditure amounts in each expense category.
 - Determining how much to save for future expenditures and the frequency of such savings.
 - Determining the appropriate budget forms and recordkeeping software program.
- ◆ All parties will agree to the appropriate regularity of their financial planning meetings.





Petrocelli Financial Services LLC

Robert Petrocelli

Phone: (212) 261-9530

Fax: (212) 261-9529

Email: rpetrocelli@ft.newyorklife.com

Website: <http://www.RobertPetrocelli.com>

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