



Financial Intelligence

Level 1

- Open dedicated checking account
- Open dedicated savings (Money Market depending on Interest Rate) account
- Open dedicated credit card with rewards
- Setup system for tracking income and expenses (Quicken/Quickbooks/etc) and use it
- Hire an accountant and a bookkeeper (they should save you more than they cost you)
 - Ask top local agents whose services they recommend
 - Discuss quarterly payments and know where the money will come from...
 - Discuss year end strategies (meeting in early fall is a great way to plan)

Level 2

- Hire a financial planner (meet a few times a year to see how to maximize tax advantages based on income)
- Open IRA/401k retirement account. Talk to financial planner to see what type of account is best for your goals (IRA/Roth/401k).
- Discuss with attorney whether your business should be an corporate entity (C Corp, S Corp, LLC) and the tax advantages with your accountant
- Determine whether you need or have enough insurance:
 - E&O
 - Life (Term/Whole Life/Variable/Last to Die)
 - Medical
 - Long Term/Short Term Disability
 - Auto (your brokerage may have minimums and require they are named on policy)
 - Liability/Umbrella Policy
 - Business Overhead Insurance
- Set goal to have 6 of months of operating funds in savings account
- Determine what year-end expenditures will have the best tax advantages
- Ask accountant about "heavy SUV" benefit
- Consider a business line of credit

Level 3

- Buy investment property. Typically Realtors have an unlimited loss on Investment Property
- In many cases, your retirement account balance can be used at 50% of value to provide proof of reserves for a mortgage loan



- Setup estate plan: Will / Trust(s)
- Setup auto deposit into investment account (IRA/401k from Level 2). Have funds deducted automatically from paychecks by your brokerage or payroll if possible.
- Setup 529k plan for children if applicable