NEXT PLAY WEALTH

Client Alignment & Communication Assessment

Estimated time: 5–6 minutes

"We believe the right financial strategy starts with the right relationship. This short assessment helps us and better match your communication style, values, and decision-making preferences."

SECTION 1: Household Overview

1. Are you completing this as:

- ☐ Individual
- ☐ Married / Partnered (We will send a short companion section to your Spouse / Partner)

If partnered:

2. On a scale of 1–5, how aligned do you feel with your spouse on financial goals?

- ☐ Not aligned
- ☐ Somewhat misaligned
- ☐ Mostly aligned
- ☐ Very aligned
- ☐ Completely aligned

3. Does your Spouse / Partner actively participate in financial decisions?

- ☐ Yes, we decide together
- ☐ They lead most financial decisions
- ☐ I lead most financial decisions
- ☐ We divide responsibilities
- ☐ We avoid financial conversations

4. Who currently handles:
(Select all that apply)

Task	Me	Spouse / Partner	Shared	Outside Advisor
Budgeting	☐	☐	☐	☐
Investing	☐	☐	☐	☐
Taxes	☐	☐	☐	☐
Bill pay	☐	☐	☐	☐
Big financial decisions	☐	☐	☐	☐

5. Is there anything about your financial goals or concerns that you feel is not always fully heard?

SECTION 2: Financial Personality

6. When it comes to money, I would describe myself as (select all that apply):

- ☐ Strategic and long-term focused
- ☐ Detail-oriented and analytical
- ☐ Big-picture thinker, not detail-focused
- ☐ Delegator, I prefer experts to handle it
- ☐ Hands-on and very involved
- ☐ Avoidant, I know I need structure

7. When making financial decisions, I tend to (select all that apply):

- ☐ Move quickly and confidently
- ☐ Research extensively before deciding
- ☐ Ask for professional guidance first
- ☐ Rely heavily on my spouse/partner
- ☐ Delay decisions longer than I should

8. Which statement resonates most?

- ☐ I want an advisor who challenges me
- ☐ I want an advisor who explains everything thoroughly
- ☐ I want an advisor who simplifies and filters for me
- ☐ I want an advisor who is collaborative
- ☐ I want someone I can fully trust and delegate to

SECTION 3: Advisor Style Preference

9. I prefer my advisor to be (select all that apply)**:**

- ☐ Direct and structured
- ☐ Relationship-focused and conversational
- ☐ Analytical and data-driven
- ☐ Big-picture and strategic
- ☐ Accountability-driven (keeps me disciplined)
- ☐ Calm and reassuring

10. How much structure do you want from your advisor?

- ☐ Very structured, I want deadlines and clear next steps
- ☐ Moderate structure with flexibility
- ☐ Light structure, I prefer autonomy

11. When markets or finances feel uncertain, I typically:

- ☐ Stay calm and rational
- ☐ Feel anxious and want reassurance
- ☐ Want detailed explanation and data
- ☐ Prefer to avoid looking at it
- ☐ Look for opportunity

SECTION 4: Values & Alignment

12. What is most important to you financially?
Select your top 3:

- ☐ Wealth preservation
- ☐ Growth and expansion
- ☐ Financial independence
- ☐ Generational wealth building
- ☐ Philanthropy
- ☐ Faith-based stewardship
- ☐ Lifestyle flexibility
- ☐ Impact/community influence/legacy

13. Are faith-based values important in your financial decision-making?

- ☐ Yes, my faith meaningfully influences financial decisions
- ☐ Somewhat, I appreciate values-based discussions
- ☐ No

14. If faith plays a role, what is most important to you (Select all that apply)**?**

- ☐ Stewardship and responsible wealth management
- ☐ Charitable giving / tithing
- ☐ Avoiding certain types of investments
- ☐ Aligning investments with personal values
- ☐ Long-term legacy and generational impact
- ☐ I would prefer to discuss this privately

SECTION 5: Communication Preferences

15. Preferred communication method:

- ☐ Email
- ☐ Text
- ☐ Phone call

16. Best time of day to reach you:

- ☐ Early morning (7–9am)
- ☐ Late morning (9–12pm)
- ☐ Afternoon (12–3pm)
- ☐ Evening (3–6pm)

17. When receiving financial updates, I prefer:

- ☐ Executive summary (quick and concise)
- ☐ Moderate detail
- ☐ Full breakdown with analysis

SECTION 6: Behavioral Tendencies

18. I am most likely to (Select all that apply)**:**

- ☐ Increase spending as income rises
- ☐ Save aggressively
- ☐ Invest quickly when I see opportunity
- ☐ Wait too long to invest
- ☐ Hold investments even when they decline
- ☐ Sell quickly when markets drop

19. I am comfortable delegating financial decisions:

- ☐ Completely
- ☐ With oversight
- ☐ Rarely

20. Please add any additional remarks that are valuable to you: