

Example Questions for a Finance Scenario

Capital

- Do you have any capital/lump sum savings?
- Who are you saving with?
- What type? (e.g. cash deposit, shares, ISA etc)
- How much do you have invested?
- How long has it been there?
- What purpose?
- Whose name is it in? (e.g. you/partner)

Savings

- Do you save regularly?
- Who with?
- What type of plan is it?
- How much are you saving?
- How often? (e.g. monthly, quarterly)
- What is the plan value?

Retirement

- Do you have any savings for retirement?
- What type? (e.g. pension, buy to let property etc)
- Who are you saving with?
- How much are you saving?
- What is the value of the plan?
- How much pension will you receive?

Employment

- Tell me what you do for a living?
- How do you see your career going over the next 5,10,20 years?
- Tell me about when you plan to retire?

Home

- Tell me about the home you are planning to buy?
- What is the reason/purpose for the move?
- Tell me, do you plan to move again in the future?

Protection

- Do you have any protection plans?
- What type of plan is it? (e.g. term assurance, critical illness, etc)
- What level of benefit does it provide? (e.g. sum assured, monthly payment etc)
- How long is the term of the plan?
- When did you start the plan?
- How much does the plan cost?

Family

- Tell me about your family?
- Do you plan to have more children?
- Are all the family members financially dependent?

Hobbies

- Tell me what like to do in your spare time?
- How do you see changing over next 5,10,20 years?
- Tell me what you would like to do more of?