**20 Power Questions**

1. Do you have a broker, or do you deal with the company?
2. How long have you been working with him/her?
3. How often do you sit down and go over your objectives with your broker?
4. Are you a gambler?
5. Is this account for gambling or is it for your retirement needs?
6. Did you select these funds or did your broker?
7. Are you aware of the risk associated with these positions?
8. Is it important to you to leave any of this account to your heirs?
9. Would it concern you if the value of this account dropped by 20%?
10. Are you paying taxes on this account?
11. Would this account be utilized if you had a catastrophic medical need?
12. Have you ever seen the value of this account go down?
13. What do you think causes that?
14. Why did you purchase these particulate stocks and mutual funds?
15. What are you trying to accomplish with this account?
16. Are you aware how this account could be impacted if you incurred a large medical bill or you had a catastrophic illness?
17. Is it important to you to recover any of these losses?
18. What is your broker’s plan to recover these losses?
19. Do you believe the volatility and the roller coaster ride of the stock market are over?
20. Do you think the recent corruption we saw on Wall Street is over?