

Discovery Agreement

A discovery agreement documents what the client wants to accomplish. It encapsulates the needs, goals and objectives that we have uncovered. It's not a page of recommendations: rather it is a restatement of your objectives based upon what you have articulated to us. The following is a sample of what you might see in a discovery agreement.

Bob & Carol's Discovery Agreement

You said that you would like to retire in seven years when Jim turns 62. You are planning to move into a townhouse in Cherry Creek. Your children are spread throughout the country and you want the freedom to travel without the concerns of home upkeep.

After reading *Younger Next Year*, you have decided to re-commit yourselves to fitness and social engagement. Recognizing that you are never old until you stop learning, you've decided to learn something new. Jim, you always wanted to cook a gourmet meal so you'd like to take cooking classes. Carol, you said you enjoy golfing and would like to join a league.

You both expressed a desire to make contributions to the greater good of your community. You would like our help in exploring philanthropic opportunities.

You said that you felt it was important for your family to receive a good education. You told me that you felt the college education your children received gave them a better understanding of the world and that you now want to provide that opportunity to your grandchildren. You mentioned that both Alex and Cindy are doing well in school and believe a higher education will be necessary and valuable as they start out in life. You mentioned that you don't want them to feel entitled to this gift, but rather that they understand how fortunate they are to have it available to them. To this end, you feel that they should participate in the funding of their own educations.

You each have one parent still living and you see potential need to contribute financially to the comfort and happiness of their later years.