**KEY DATES:**

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| Monday, 03/14 | Project Assigned |
| Monday, 04/18 | WRITTEN Project DUE (one paper per group); Late projects NOT ACCEPTED |
| FINAL EXAM | Group PRESENTATION |

**GRADE:**

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| --- | --- |
| 100 | Written Project |
| 75 | Group Presentation |
| 25 | Peer Evaluation |
| **200** | **TOTAL POINTS** |

Your team has been requested by your assigned client to prepare a comprehensive financial plan. Clients have provided some financial information plus their financial goals. As their financial advisor, your team *may* determine that goals are NOT ATTAINABLE or that DIFFERENT GOALS should be prioritized. Using class presentations, course reading, outside research and excel you are to prepare a financial plan for your client then present it to them.

**The written plan should include the following (100 points):**

* Assess clients’ current financial condition by identifying Strengths, Weaknesses, Opportunities and Threats (SWOT)
* Identify and disclose specific assumptions used in analyzing each goal and need. Assumptions will NEED to be made to prepare an effective financial plan.
* Discuss the resolution of any conflicts between the clients’ goals and needs, and the ability to satisfy them due to financial or other constraints. \*Not all client goals are reasonable\*
* Identify the extent to which other professionals are required to implement any of your team’s recommendations
* NOTE: Teams are encouraged to make assumptions where details are not provided – be creative…yet reasonable. Please add data to support your “reasonable” assumptions.
* Excel workbook including formulas, functions, chart(s) plus any other relevant skills to present the current budget and future analysis. Your excel workbook should include: a budget (monthly, quarterly or annual budget), support for income/expenses and at least one chart/graph. Formatting to communicate effectively to client is essential.
* Specific skills to demonstrate in the Excel workbook:

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| * Formatting | * SmartArt |
| * Function(s) | * Import image |
| * Chart/graph | * Multiple worksheets expected |

**The Group Presentation should include the following (75 points):**

* Powerpoint presentation. Slide font should be 22pt minimum
* Slides presenting: Client facts, goals, needs, constraints, budget, SWOT and your conclusions.
* Dress should reflect your role as a personal financial advisor
* Each member of the group should present a portion of the presentation.
* Presentation length should not exceed 15 minutes

**CLIENTS:**

Client #1

Brandon and Erin are in their mid-twenties and have been married two years. Brandon is an Audio Engineer for a local radio station with after-tax monthly salary of $2,600. Erin is an advertising Manager with after-tax monthly salary of $4,000 per month. They currently rent a one-bedroom apartment for $900 per month. They currently contribute nothing to retirement but have $1,000 set aside for an emergency in savings. Brandon drives a 2015 2-door Toyota Tacoma. Erin drives a 2019 Volkswagen Jetta. Both cars are paid for. Erin and Brandon would have 4 goals: 1) buy a house 2) save for retirement 3) pay off debt 4) become a single income family for a while when they have children

Client #2

Steve and Ann are in their early 60s. Steve is a mechanical engineer. Ann currently does not work but has catered social events out of her home and cared for young children part-time in the past. Steve earns $110,000 in salary. He also is retired from his “first career” job as an engineer for a previous company from which he earns $40,000 per year. Steve and Ann built a home at a cost of $90,000 in 1995. There are now two mortgages on the home totaling $200,000. Steve and Ann have credit card bills totaling $175,000 spread over 8 credit cards (schedule below). Steve and Anne have $15,000 in a 401(k). Steve and Ann have two goals: 1) Eliminate debt 2) Save for retirement by 70.

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| Hilton Amex | $98,000; 22% | TJX Visa | $500; 18% |
| Marriott Amex | $50,000; 30% | Macy’s | $6,500; 25% |
| Costco Visa | $4,000; 18% | Doctor | $7,000; 10% |
| Disney Visa | $14,000; 18% | Capital One | $20,000; 15% |

Client #3

Lindsey is 22. She has a great job in marketing with starting salary of $42,000 (before tax) when she graduates in 3 months. Lindsey’s grandparents left her $3,500 to be received at graduation. Lindsey has $13,000 in school debt, $2,000 in credit card debt with interest rate of 18%. The school debt payments are due 6 months after graduation with interest of 5%. Lindsey is driving the Honda Civic her parents bought her before college. Her phone is paid for on her family’s plan. Lindsey is trying to decide where to live, if she needs roommates and what her budget will be. Lindsey has five goals: 1) Figure out how to live on $42,000 2) Decide when and how much to start saving for retirement or if she should wait until she’s 30. 3) Pay off debt in 3 years 4) Lindsey has been dreaming/planning a trip to Europe. The trip will cost her $4,800. 5) Determine what insurance besides health and life (provided by employer) she will need

Client #4

Wes is 21. He’s been working at a local construction firm for three years. Currently, he has an hourly wage of $18. When he’s not working Wes likes to fish. However, Wes is interested in the Electro-Mechanical Technician program at a local community college. With this certification, Wes’ starting salary would be $38,000 progressing to $85,000 in 10 years at a nearby automobile plant. Wes has $1,100 in the bank, lives at home and his car is a 2013. Wes’ goals are: 1) Determine cost and payment plan for additional training 2) Make a plan to move out 3) Other than go to work and go out to eat Wes isn’t familiar with financial goals. 4) Wes would really like a new truck and to go on a fishing trip out west.

Client #5

Tom and Kathy are in their 40s, both employed full-time. Tom and Kathy’s take home pay is $8,500 per month. They have two kids close to college. Tom and Kathy started a college fund when the kids were born but each kid has less than $5,000. One kid wants to attend a big state school and one desires a smaller liberal-arts college. Tom and Kathy have been diligent savers with $10,000 in an emergency fund. Positive stock market performance has grown their retirement savings to $800,000. Their only debt is home mortgage with $90,000 remaining over 10 years. Typical monthly expenses for the couple are shown below. In the next three years Tom and Kathy have 3 goals: 1) Buy car for one kid 2) Figure out how to pay for college 3) Pay off house early

Expenses:

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| --- | --- | --- | --- |
| Savings | 275 | Transportation | 900 |
| Housing | 2,550 | Clothing | 200 |
| Utilities | 425 | Insurance | 1,500 |
| Food | 1,000 | Personal | 400 |
| Charity | 850 | Recreation | 400 |