



# Your Financial Behavior Report

## Ryan Scott: Reflective Thinker

Provided by your advisor: Sample Advisor

Reflective Thinkers are serious, focused and analytical in their approach to everything they do.

### Your Financial Behavior

Your results show that you take a conservative approach to money. This means you feel comfortable getting your feet wet when it comes to investing. You want to carefully grow your wealth, but at the same time you want to protect it.

### Your Behavioral Biases

These biases may get in the way of wise decision making. Your advisor will discuss strategies to help you manage your instincts in your financial plan.

**Newness Bias** - Likely to give more weight to recent information and ideas.

**Disposition Effect** - May sell winners and hang on to losers for too long.

### Your keys to adopting a plan

- Expect/encourage my out-of-the-box thinking
- Encourage me to brainstorm
- Create a relaxed environment

### The Importance of Understanding Your Financial Behavior

For advisors to provide valuable advice, it is key that they understand you and your goals. Measuring and discussing your financial behavior is a first step for your advisor to get to know you. Your financial behavior describes how you make decisions around money, your communication style, how you react to market events, and what motivates you to achieve your goals. These elements help drive a financial plan that is appropriate and custom for you.

Other factors may influence the investment strategy that is ideal for you such as;

- Amount of time you planned to achieve your goals
- Risk and return required to achieve your financial goals.
- Experiences such as education, upbringing, and life lessons that may have changed your approach to finances throughout your lifetime.

### Share Your Financial DNA With Others

Share your results with family members and other mentors. The below guide illustrates how the 10 unique styles are similar or different to others.



### Risk behavior

*Safely manages risks and able to see pitfalls*  
Higher scores are associated with higher risk takers.



### Financial relationship management

*Delegates to advisors and relationship driven*  
Higher scores indicate the more time and energy you wish to spend working with your financial adviser.



### Financial planning management

*Saver and follows budgets*  
Higher scores are associated with financially organized investors, and indicate tendencies to save money and follow budgets.



### Wealth building motivation

*Pursues goals and is often OK with a content life*  
Higher scores are associated with high goal-setting and ambitious investors who set and ambitiously pursue goals.



### Financial emotional intelligence

*Likely to recognize and balance emotional impulses with logic*  
Higher scores represent emotionally intelligent investors who will be able to more effectively recognize and balance their impulses.