Elements Client Facing Onboarding Script

Hi, this video will show you all you need to know to onboard yourself to Elements.

First of all, what is Elements? Elements is a tool composed of 10 to 11 financial metrics that help you and your advisor understand how financially healthy you are.

These measurements answer questions like:

- Are you taking the right amount of risk?
- Are you using your income wisely?
- Do you have the right mix of assets?
- How much wealth do you need to make work optional?

You can think of Elements like the physical vital signs measured at a doctor's office. They give you and your advisor insights into how you are doing financially today and where to focus your time in the future.

Here's how to get started. You should have received an email from your advisor with a link to get onboarded. Click the green "get started" button and choose a password.

Next include your birthday as this is important to your financial plan. If you have a spouse or partner please add them at this time including any children you may have. Hit next.

Then add any sources of income you have and hit next.

Choose the type of cash or investments you have including the estimated value in each of those accounts. If you'd like you can choose round numbers here… no need to be precise. Then include if you are actively saving into any of these accounts.

Next, add any real estate you own whether personally or for investment purposes including the estimated value of each property.

Select any debt items you might have including the outstanding balance. And monthly payment on that loan.

Remember the more detail you give your advisor, the better information they will have to help you make better decisions.

For spending. Take your best guess as to what you think you spend on a monthly basis, including all of your debt payments.

Indicate if you own a business or not. And hit next.

Finally, indicate if you have any insurance, wether you own it or an employer provides it and hit next.

The final screen will give you your element scores. To better understand these scores, click the “view interactive scorecard” button to look into your scores in detail. As a reminder, the top row tells you where risk is going, the middle row shows where your income is going (savings, spending, debt or taxes) and the bottom row indicates how your net worth is divided up to liquid, retirement, and real estate assets.

Be sure to reach out to your financial advisor to better understand your scores and discuss how you can make sure you are on the right track for your goals.

If you want to take this a step further, feel free to download the Elements mobile app and populate any additional information or to connect your accounts.