

BUSINESS EDITION:

A 60-SECOND FINANCIAL WELLNESS AUDIT FOR REALTORS® LAUNCHING THEIR BUSINESS

To help you establish your new business, the Center for REALTOR® Financial Wellness invites you to take this Wellness Check.

Your responses will help you identify how far along you are in getting off to a successful start.

	YES	NO / UNSURE
Do you know how much money is needed to launch and operate your real estate business and where you will access these funds?	<input type="checkbox"/>	<input type="checkbox"/>
Have you vetted your professional business advisors (<i>tax professional, attorney, banker, financial planner</i>)?	<input type="checkbox"/>	<input type="checkbox"/>
To insulate your personal assets from litigation, have you worked with an attorney to create the most suitable real estate business entity?	<input type="checkbox"/>	<input type="checkbox"/>
Have you created business bank and credit card accounts that are solely for your real estate business?	<input type="checkbox"/>	<input type="checkbox"/>
Do you have bookkeeping in place to organize and benchmark your business?	<input type="checkbox"/>	<input type="checkbox"/>
Do you have necessary business insurances that comply with best practices?	<input type="checkbox"/>	<input type="checkbox"/>
If you are unable to work and earn commissions due to sickness or injury, do you have a plan to replace your income?	<input type="checkbox"/>	<input type="checkbox"/>
Do you know which business expenses can be used as write-offs or deductions against business income and the rules and limits of these deductions?	<input type="checkbox"/>	<input type="checkbox"/>
Have you been exposed to the most current retirement plan strategies that can allow REALTORS® to defer more than the current maximum amount allowed by the IRS?	<input type="checkbox"/>	<input type="checkbox"/>
Do you understand the merits of being a practicing real estate agent and the Qualified Business Income (<i>Section 199A</i>) deduction?	<input type="checkbox"/>	<input type="checkbox"/>
If your business is minority-owned, woman-owned, veteran-owned, or LGBT- owned, have you looked into the tax and financial benefits of Certification?	<input type="checkbox"/>	<input type="checkbox"/>

If you answered [Yes] to all questions, then congratulations! See how you rated on the Financial Wellness Audit chart. Regardless of your score, it is never too late to strengthen your business!

The National Association of REALTORS® proudly introduces the Center for REALTOR® Financial Wellness, an online resource designed to meet the specific financial planning needs of REALTORS®.

This **complimentary** program provides budgeting tools, retirement planning resources, options for investing in real estate and more. Log-in to FinancialWellness.realtor to take an assessment and start planning today!