

## **How To Use the Aggressive Withdrawal Form**

The Aggressive Withdrawal Form is used for clients who are taking high percentage withdrawals from their investments on a consistent basis and may run out of money before they should. These clients are a risk to their representative. If their money runs out prior to their need for money runs out, they may look toward the rep as a reason for their dilemma. The Aggressive Withdrawal Form is one way to protect a representative from any recourse by a client in the event that they do blame the rep for the problem.

For example: A client, age 60, has decided to retire early. She has recently lost her spouse and now lives alone. Her entire portfolio, including the house, is worth about \$1 million. Over the next five years, she spends more than 40% of her money and doesn't seem to be slowing down. The client seems to be on a course to spend all of the money before her need for money will end. The representative contacts the client and informs her that she should slow down her spending. Over the next two years, the client continues to use her money up at a rapid pace and is now down to \$400,000. This is time to use the Aggressive Withdrawal Form.

The preceding example can be used with any amount of money. If a client is spending their money too quickly, it is in the client's and representative's best interest to inform the client of that fact. The Aggressive Withdrawal Form is one way to inform the client of the rep's concern for their future fiscal wellness and to protect the rep from unfounded complaints.

The Aggressive Withdrawal Form is never required by Harbour. It is merely a tool for you to use to protect yourself from complaints by clients who have not followed your advice.