QUICK SELF-ASSESSMENT

INCOME BUILDER CHECKLIST

Are you building income beyond a single paycheck or business source?

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Clarity today. Confidence tomorrow. Freedom for the future.

A practical checklist from Scott Martin, CFP®

INCOME BUILDER CHECKLIST

Are you building income beyond a single paycheck or business source?

This checklist helps you assess whether your income strategy creates flexibility, resilience, and long-term options.

Current Income

- ■ I know my total income from all sources.
- ■ I know which income is active and which is passive.
- ■ I understand how stable each income source is.
- ■ My income supports my savings goals.
- ■ I know what would happen if my primary income stopped.
- ■ I review income and expenses monthly.

Additional Income Opportunities

- ■ I have identified at least one potential additional income stream.
- ■ I know what skills I could monetize.
- ■ I have considered consulting, coaching, or advisory work.
- ■ I have considered rental or investment income.
- ■ I have evaluated business or side-hustle opportunities.
- ■ I have a realistic timeline for building additional income.

Scaling & Reinvestment

- ■ I reinvest some profits to grow future income.
- ■ I track profitability by income source.
- ■ I understand the taxes associated with additional income.
- ■ I keep business and personal finances separate where appropriate.
- ■ I have reviewed entity structure if needed.
- ■ I know when to outsource or automate.

CONTINUE YOUR SELF-ASSESSMENT

Use this page to identify gaps that may deserve further review.

Freedom & Resilience

- ■ My income plan supports lifestyle flexibility.
- ■ I am not relying only on one source forever.
- ■ I understand how income affects taxes and retirement contributions.
- ■ My income strategy supports retirement goals.
- ■ I have a plan to replace lost income if needed.
- ■ I revisit income goals quarterly.

SELF-ASSESSMENT SCORE

Total boxes checked:	__________ out of __________
Confidence level:	■ Strong ■ Somewhat confident ■ Unsure ■ Concerned
Top 3 items to review:	1. ____________________ 2. ____________________ 3. ____________________

WHAT YOUR ANSWERS MAY MEAN

A checklist does not replace planning. It helps reveal where your plan may need attention.

Additional income is not just about making more money. It is about creating options. Unchecked items may suggest that your future financial freedom is too dependent on one income source.

COMMON BLIND SPOTS

- Relying on one income source without a backup plan.
- Building income without tracking profitability.
- Ignoring tax planning for side income.
- Failing to reinvest in growth.
- Confusing activity with scalable income.

NEXT STEP

If several items were unchecked, the issue may not be effort - it may be that your financial plan has not been fully recalibrated around your current life stage, goals, risks, and future income needs.

Schedule Your Confidential Consultation
30-minute discovery conversation
No obligation. Just a conversation that could help reveal what needs attention.

Book online: Click Here to schedule a Consultation

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