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FINANCIAL

Help us learn a little more about you.

	You	**Spouse**
First Name		
Last Name		
Age		
Cell Phone		
Email		
Marital Status		
Dependents/Children		

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Let's make sure we understand where you are at today financially so we can design a financial strategy to achieve your goals.

	You	**Spouse**
Checking/Savings/Money Market		
CD's		
Savings Bonds		
Stock Mutual Funds/SMA's		
Bond Mutual Funds/SMA's		
Other Funds/SMA's		
Qualified Retirement Accounts (401K, 403B, TSA)		
Total		

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	You	Spouse
Home Value		
Vacation Homes		
Rental Properties		
Lump Sum Pension		
Annuities		
Long-Term Care Insurance		
Life Insurance		
Business Interest		
Other Assets		
Total		

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Your Needs (Non-Discretionary)

	Total
Estimated Monthly Expenses	
Estimated Annual Expenses	

Your Healthcare Needs

	Total
Estimated Monthly Expenses	
Estimated Annual Expenses	

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The Wants (Discretionary)

	Total
Monthly Expenses Total	
Annual Expenses Total	

Your Dreams – What do you want retirement that we can help you achieve?

	Total
Incremental Monthly Expenses	
Incremental Annual Expenses	
One Time Expenses	
Maintain the Same Lifestyle	

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Help us understand what you value most and need help with today?

1. Would you like to generate more income from your assets today?	
2. How Important is Your Legacy in Terms of Leaving and Inheritance	
3. Would you like to generate enough income without spending down the principle?	
4. Do You currently have a Will/POA/Living Will or Trust in Place Today?	
5. Are you expecting to receive an inheritance in the future?	
6. Would you consider yourself and partner/spouse financially savvy or sophisticated investors?	
7. At this stage in life which type of investor would best classify you in terms your risk preference	

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We are nearly finished. Tell us what is top of mind and keeps you up at night when you think about your money in retirement.

1. What is Your Biggest Concern in either preparing for or in Retirement?	
2. Being Able to Fully Retire Without Working?	
3. Generating Income Without Risking Principle?	
4. Outliving My Money?	
5. Growing My Nest Egg to Leave a Large Inheritance?	
6. Being Able to Enjoy My Retirement Without Spending Down My Principle	
7. Experiencing a Major Loss in the Stock or Bond Market?	
8. Are you currently working with a financial advisor today?	

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We are nearly finished. Tell us what is top of mind and keeps you up at night when you think about your money in retirement.

1. What is the estimated value of your investable financial assets			
2. When you think of the word "risk" in a financial context, which word best describes your thinking?			
3. When faced with a major financial decision, on which outcome are you most focused?			
4. After you have made a major financial decision, how do you typically feel?			
5. During market declines, you typically sell portions of your riskier assets and invest the money in safer assets.			
6. What percentage of loss over the course of a year would make you AWARE, WORRIED, and ALARMED?	Aware	Worried	Alarmed
7. How much money could you lose in total before needing to adjust your life-style spending?			

Signature	Signature	Date