



**Living Wealth**  
**PERSONAL FINANCIAL ASSESSMENT**

**Intentions for Financial Advice**

**IMPORTANCE**

	<b><u>High</u></b>	<b><u>Medium</u></b>	<b><u>Low</u></b>
What are your hopes for working with a financial advisor?  _____  _____  _____			
How important are the following areas to you now?			
Budgeting and planning daily expenditures			
Designing a savings program			
Preparing a plan of action for your financial life			
Planning for retirement with the life style you choose			
Setting aside an education funding for children or grandchildren			
Establishing risk protection through insurance and other means			
Estate planning - structuring how to leave money to heirs			
Tax planning - to minimize taxes now and in the future			
Help with small business planning or changing careers			

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INCOME GENERATION (indicate Client A or B)	Yes	No	Unsure	Not appl
1 Are you satisfied with your career?				
2 Are you planning to make a major change in your career in the next 1-3 years that will affect income generation?				
3 Do you have significant sources of unearned income?				
4 What rate of increase/decrease in your earned income do you project over the next 1-3 years?				
5 Do you expect to receive large inheritances or other windfalls in the future? Please indicate how much and when.				
6 Do you have hobbies that could be turned into significant income generators?				
7 Do you own or have an interest in owning your own business?				
8 What do you like to do for fun? _____ _____ _____				
9 Please describe (Client A and Client B) the role money plays in your life, in your decisions, in your emotions, and in your relationships.				

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<b>RECORDKEEPING</b>	<b>Yes</b>	<b>No</b>	<b>Unsure</b>	<b>Not appl</b>
1 Do you have a personal record keeping system that is simple enough to use, yet comprehensive enough to be useful?				
2 Do you regularly track your expenses on a computer or other system? Do you spend according to a budget?				
3 Do you periodically prepare a personal balance sheet, i.e. a listing of your assets and liabilities?				
4 Do you conduct periodic reviews of income and expenses?				
5 Do you have a comprehensive and up-to-date inventory of your household furnishings and possessions?				
6 Do you have a safe deposit box or safe for storing valuable papers and possessions?				

<b>INSURANCE (indicate client A or B)</b>	<b>Yes</b>	<b>No</b>	<b>Unsure</b>	<b>Not appl</b>
1 Have you reviewed your insurance coverage and rates within the last year?				
2 Do you believe your life insurance coverage is adequate in amount and appropriate in type?				
3 Do you believe you have adequate property and causality insurance?				
4 Do you have adequate medical insurance?				
5 Do you have adequate automobile insurance?				
6 Do you have sufficient disability insurance?				
7 Do you have long term care insurance?				
8 Do you have umbrella or additional liability insurance?				

<b>BORROWING AND CREDIT</b>	<b>Yes</b>	<b>No</b>	<b>Unsure</b>	<b>Not appl</b>
1. Have you established credit through borrowing?				
2 Are you aware of your personal credit rating?				
3 Do you have any problems with your credit rating?				
4 Do you maintain an unpaid balance on your credit cards? If so, how much?				
5 Have you have a mortgage on your residence?				
6 Do you have a second mortgage on your residence?				
7 Have you considered refinancing your home?				
8 Have you ever declared bankruptcy?  If so, how long ago? _____				

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<b>RETIREMENT, SAVINGS AND LIQUID INVESTMENTS (indicate client A or B)</b>	<b>Yes</b>	<b>No</b>	<b>Unsure</b>	<b>Not appl</b>
1 Are you currently enrolled in a company pension plan?				
2 Do you make maximum payments to a 401k plan? How much per year?				
3 Do you participate in your employer's stock purchase plan?				
4 Do you save through payroll withholding or other regular savings programs (not including 401k)?				
5 Do you have a Keogh plan or Simplified Employee Pension plan?				
6 Do you make payments to an IRA each year?				
7 Do you feel knowledgeable about retirement planning?				
8 Do you make speculative investments from time to time (e.g. stock options, commodity futures, speculative stocks, junk bonds, limited partnerships)?				
9 Do you have an emergency fund equal to at least three months' salary?				
10 What is your approximate total savings and investments, including direct contribution (401[k]) retirement plans _____? Indicate approximate amounts:  Stocks: _____ Bonds: _____  Mutual Funds: _____  Savings Accounts: _____  Government Securities: _____  Partnerships: _____				
11 Do you have an investment philosophy? Describe?				
12 Do you have a substantial amount of your stock market investments in the stock of one or very few companies?				
13 Do you or your spouse expect to receive inheritances in excess of \$50,000 some time in the future?				
14 Do you consider yourself knowledgeable about investing and the latest concepts in portfolio management?				

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<b>REAL ESTATE</b>	<b>Yes</b>	<b>No</b>	<b>Unsure</b>	<b>Not appl</b>
1 Do you own a house or condominium?				
2 Do you plan to buy a house or condominium in the future? When?				
3 Do you have a substantial amount of equity in your home?				
4 Are you considering any major home improvements?				
5 Do you own a second home?				
6 Are you considering purchasing a second home?				
7 Do you own any investment real estate?				
8 Are you considering investing in income-producing real estate?				

<b>TAX PLANNING</b>	<b>Yes</b>	<b>No</b>	<b>Unsure</b>	<b>Not appl</b>
1 Do you have someone prepare your tax return?				
2 Do you consider yourself knowledgeable about tax-saving techniques and the latest changes in the tax laws?				
3 Is your personal record keeping system adequate to be useful in preparing your tax return?				
4 When you file your return, do you owe taxes or do you usually get a refund?				
5 Are you familiar with the potential benefits of owning your own business?				
6 Are you aware of the relative tax benefits of retirement accounts, capital gains, like-kind exchanges?				

<b>RETIREMENT PLANNING (indicate client A or B)</b>	<b>Yes</b>	<b>No</b>	<b>Unsure</b>	<b>Not appl</b>
1 At what age do you think you will retire? _____				
2 Do you expect to work part time after you retire?				
3 Do you know how to figure future monthly expenses?				
4 Do you expect your lifestyle and standard of living to change when you retire?				
5 Do you have an estimate of how much you'll need to live in the style to which you would like to be accustomed?				
6 Have you considered alternative places for living when you retire, i.e. assisted living or a planned retirement community?				

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<b>RETIREMENT PLANNING</b>	<b>Yes</b>	<b>No</b>	<b>Unsure</b>	<b>Not appl</b>
7 Do you know what your expected pension benefits will be?				
8 Will you have the option of taking a lump-sum pension payment instead of an annuity at retirement?				
9 Have you recently checked with Social Security on what your retirement benefits will be?				
10 Is someone else besides your partner/spouse dependent on you for income? Now or in the future?				

<b>ESTATE PLANNING</b>	<b>Yes</b>	<b>No</b>	<b>Unsure</b>	<b>Not appl</b>
1 Do you have a valid will?				
2 If so, does it reflect your current wishes?				
3 Have you appointed a financial guardian for your dependent children (i.e. a responsible person who will oversee the financial affairs of your children)?				
4 Do you have a letter of instructions (i.e. a readily available document that provides your survivors with pertinent information about your insurance policies, investments, bank accounts and funeral wishes)?				
5 Have you discussed the contents and whereabouts of your will and other documents with your immediate family?				
6 Do you have a legal document delegating medical and life support decisions?				
7 Do you have a legal document delegating financial decisions in case you are unable to make them?				
8 Have you set up or are you considering setting up trusts as part of your estate planning?				
9 Have you set up a charitable trust or made charitable gifts as part of your planning?				
10 Do you have real estate or other business interests in more than one state?				
11 Have you evaluated the most advantageous way to title the owners of your investments and real estate i.e. community property vs. joint tenancy?				
12 Are the beneficiaries of your life insurance, retirement plans, property and wills current?				

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<b>INVESTMENT OBJECTIVES</b>
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Indicate the relative importance to you of the following typical investment objectives. Check off no more than two items as rating High, Medium or Low:	<u>High</u>	<u>Medium</u>	<u>Low</u>
Current income – to support current living expenses			
Capital Preservation – to protect the buying power/capital from erosion due to inflation			
Liquidity – ability to turn investments into cash quickly			
Stability – investments that do not fluctuate in value			
Safety – protecting the absolute dollar value of the investment from loss			
Tax shelter – investments that have current and/or longer-term tax advantages			
What is your investment philosophy, worries, desires?			