A PERSONAL FINANCIAL ANALYSIS

Lifetime Service For Lifetime Clients

- You complete the Financial Data Organizer
  - List and prioritize your financial goals and objectives
  - Gather your financial statements and financial documents
- I evaluate your assets and liabilities
  - Review tax returns, estate documents, insurance plans, employee benefits, retirement plans, savings, and investments
- I prepare and deliver a written financial analysis
- You decide which recommendations to implement
- We meet periodically to review the plan's performance in light of your updated goals, objectives, resources, and liabilities.

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Darrell C. Claytor, Registered Representative

Getting Started

Your completion of the **Financial Data Organizer** is the most critical element in the development of a **Personal Financial Analysis.**

- Please complete the Financial Data Organizer, save the Adobe file, and e-mail the file as an attachment to **darrell.claytor@securitiesamerica.com**. Have the supporting documents available for our conference.

OR

- Please complete and print the Financial Data Organizer, and have the supporting documentation available for our next conference.

** CONFIDENTIAL **

PERSONAL FINANCIAL DATA

From

(First Name / Middle Initial) (Last Name)

(Spouse First Name / Middle Initial) (Last Name)

(Address)

City (State) (Zip Code)

Home Phone: _____

Cell Phone: _____

Business Phone: _____

E-Mail Address: _____

Spouse
Cell Phone: _____

Business Phone: _____

E-Mail Address: _____

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FAMILY INFORMATION

(First Name / Middle Initial) (Last Name)

(Social Security Number) ###-##-### (Date Of Birth) ##/##/#### (Overall Health)

(Spouse First Name / Middle Initial) (Last Name)

(Social Security Number) ###-##-### (Date Of Birth) ##/##/#### (Overall Health)

Dependent Children:

(First Name / Middle Initial) (Last Name)

(Date Of Birth) ##/##/####

(First Name / Middle Initial)

(Date Of Birth) ##/##/####

(First Name / Middle Initial) (Last Name)

(Date Of Birth) ##/##/####

(First Name / Middle Initial) (Last Name)

(Date Of Birth) ##/##/####

Do you have any adult children who you financial support?

PERSONAL FINANCIAL GOALS & OBJECTIVES

Indicate your short-term and long-term goals and objectives:

_____
_____
_____

Additional information, questions, comments, etc.:

_____
_____
_____

What do you want a Personal Financial Analysis to accomplish for you?

_____
_____
_____

Current Monthly Savings (including payroll deductions: $_____
Please indicate any anticipated changes:

_____

Monthly Household Expenses: $_____

Please indicate any anticipated changes:

_____

PERSONAL FINANCIAL GOALS & OBJECTIVES
(Continued)

Indicate your current priorities for each of the following:

LIVING BENEFITS	**N/A**	**Low**	**Medium**	**High**
Increase the yield on my savings	------	------	------	------
Start a college savings plan	------	------	------	-------
Have adequate income if I become disabled	-------	------	------	-------
Accumulate cash for a new home, car, etc.	-------	------	------	-------
Start a "rainy" day fund	-------	------	------	-------
Reduce debt	-------	-------	-------	-------
Other: _____	-------	-------	-------	-------

EMPLOYMENT BENEFITS	**N/A**	**Low**	**Medium**	**High**
Gain a better understanding of my present benefit package	------	------	------	------
Review my retirement savings plans	------	------	------	-------
Other: _____	-------	------	------	-------

ESTATE OBJECTIVES	**N/A**	**Low**	**Medium**	**High**
Provide cash for final expenses	------	------	------	------
Have my estate settled quickly and efficiently	------	------	------	-------
Have adequate resource for my family	-------	------	------	-------
Make a bequest to my church and/or a charity	-------	------	------	-------
Provide professional money management For my heirs	-------	------	------	-------
Other: _____	-------	-------	-------	-------

FINANCIAL PROFILE

Employer: _____

Occupation: _____

Annual Salary: $_____

Monthly Pension And Social Security Income (if retired) $_____

Spouse

Employer: _____

Occupation: _____

Annual Salary: $_____

Monthly Pension And Social Security Income (if retired) $_____

Please note any significant changes in occupation or salary:

_____

_____

Please describe your relationship with your current financial advisors:

_____

_____

ASSETS

SAVINGS & INVESTMENTS PLANS	ACCOUNT VALUE
Checking Accounts	_____
Savings Accounts	_____
Certificates Of Deposit	_____
Mutual Funds	_____
Stocks & Bonds	_____
Retirement Plans	_____
_____	_____
_____	_____

Please include account statements.

OTHER ASSETS	CURRENT VALUE
Residence	_____
Rental Property	_____
_____	_____
_____	_____

DEBTS

	MONTHLY PAYMENT	OUTSTANDING BALANCE
Charge Accounts & Credit Cards		
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
Student Loan (1)	_____	_____
Student Loan (2)	_____	_____
Automobile Loan (1)	_____	_____
Automobile Loan (2)	_____	_____
Residential Mortgage	_____	_____
Equity Credit Line	_____	_____
Rental Property Mortgage	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

IMPORTANT DOCUMENTS

The following documents contain information vital to the completion of your Personal Financial Analysis. Unless otherwise instructed, please return the applicable documents (or a photocopy) with the organizer.

Estate documents
(Wills, Durable Power-Of Attorney, Trust, and Health Care Directives)

Life and Disability Insurance Policies
Employee Benefits Booklets
Savings and Investment Statements
Most Recent Tax Returns
Divorce Settlements
Business Agreements

ADVISORS

Attorney: _____

Phone: _____

Tax Preparer: _____

Phone: _____

Insurance Agent: _____

Phone: _____

Investment Advisor: _____

Phone: _____

Executor of Will: _____

Phone: _____

Trustee: _____

Phone: _____