CICCARELLI
ADVISORY SERVICES, INC.

Family Focused Wealth Management

INVESTOR & PLANNING SELF ANALYSIS

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RELATIVE COMFORT SCALE: 0 = NONE, 1 = LOW, 2 = MODERATE, 3 = HIGH, 4 = VERY HIGH

		CLIENT	SPOUSE
INFLATION	Degree of Personal Concern About Inflation	______	______
CONSUMER DEBT	Comfort With Mortgage, Home Equity Loan, Other Consumer Debt	______	______
RISK TAKING	Conservative = 0, Aggressive = 4	______	______
DIVERSIFICATION	Comfort With Current Diversification	______	______
CURRENT RETURN	Satisfactory = 0, Must Be Increased = 4	______	______
INVESTMENT INCOME	Desired Now = 0, Desired Later = 4	______	______
INCOME TAXES	Your Desire For Current Tax Reduction	______	______
AUDIT SENSITIVE	Willingness To Risk An IRS Audit	______	______
ESTATE PLAN	Comfort With Your Present Arrangements	______	______
INSURANCE	Comfort With Your Present Plans	______	______
DISABILITY	Comfort With Present Protection	______	______
RETIREMENT	Comfort With Your Expected Income	______	______
SAVINGS RATE	Satisfaction With Your Present Allocation	______	______

Do You Operate On A Family Budget?______Do You Think You Should? _____________ __
What Is Your Most Important Financial Priority? ___________________________________
What Is Your Most Important Personal Goal? ______________________________________
What Do You Like Best About Your Current Investment Plan? _________________________
What Do You Like Least About Your Current Investment Program? _____________________

What Kind of Overall Annual Return On Your Investment Do You Feel Is Realistic? ______%

Annualized over what time period?____ Is this before or after taxes and inflation? ______ __
What Is Your Tax Bracket? Do You Wish to Decrease It? Yes No____

Are You Satisfied With The Rate You Have Been Saving? ____________________________
Percent Of Income You Would Like To Save? ____________________________________
How Much Additional Would You Like To Invest This Year? __________________________
From Monthly Income From Capital? ____________________

Defining Your Financial Focus

Your money is a very personal asset and your attitude towards your finances, your knowledge of investment opportunities, your desire to actively watch, monitor economic conditions and markets, and stay up to date, determines the type of planning to put into place that could be most comfortable and rewarding for you. This assessment begins to develop where our energies, as your consultant, should be concentrated. Our responsibility is to stay tuned-in with your focus and the priorities you have set forth. Please take a moment to share with us your financial and personal objectives. We will be spending more time on this area when we next meet.