

Confidential Questionnaire

Answering this questionnaire will ensure that the time spent with your advisor is efficient and productive.

Personal Information					
Client Last Name	First Name	MI	Date of Birth	State of Birth	Citizenship?
Home Address Street		City	State	Zip	
Home Phone	Home Fax	Home email			
Occupation		Employer			
Work Street Address		City	State	Zip	
Client Work Phone	Work Fax	Work email			
Spouse/Partner Last Name	First Name	MI	Date of Birth	State of Birth	Citizenship?
Spouse Occupation		Spouse Employer			
Spouse Work Phone	Work fax	Work email			

Dependents (please include adult dependents)						
Dependent Last Name	First Name	MI	Date of Birth	State of Birth	Citizenship?	From previous marriage? (y/n)
Dependent Last Name	First Name	MI	Date of Birth	State of Birth	Citizenship?	From previous marriage? (y/n)
Dependent Last Name	First Name	MI	Date of Birth	State of Birth	Citizenship?	From previous marriage? (y/n)
Dependent Last Name	First Name	MI	Date of Birth	State of Birth	Citizenship?	From previous marriage? (y/n)
Dependent Last Name	First Name	MI	Date of Birth	State of Birth	Citizenship?	From previous marriage? (y/n)

Financial Position	Level of Importance of this Area					Level of Satisfaction with Current Results				
	1	2	3	4	5	1	2	3	4	5
Budgeting (living within your means)	1	2	3	4	5	1	2	3	4	5
Amount of emergency cash reserves	1	2	3	4	5	1	2	3	4	5
Safety or rate of return on cash reserves	1	2	3	4	5	1	2	3	4	5
Liquidity of cash reserves	1	2	3	4	5	1	2	3	4	5
Cost of debt	1	2	3	4	5	1	2	3	4	5
Other:	1	2	3	4	5	1	2	3	4	5

Risk Management	<i>Level of Importance of this Area</i>					<i>Level of Satisfaction with Current Results</i>				
Your family's lifestyle in event of death or disability	1	2	3	4	5	1	2	3	4	5
Payment of medical expenses	1	2	3	4	5	1	2	3	4	5
Personal or business liability coverage	1	2	3	4	5	1	2	3	4	5
Replacement of auto, home, or other property in event of loss	1	2	3	4	5	1	2	3	4	5
The level of volatility of your investments	1	2	3	4	5	1	2	3	4	5
Unforeseen costs of caring for an aging or disabled relative	1	2	3	4	5	1	2	3	4	5
Other:	1	2	3	4	5	1	2	3	4	5

Wealth Accumulation	<i>Level of Importance of this Area</i>					<i>Level of Satisfaction with Current Results</i>				
Education for children or grandchildren	1	2	3	4	5	1	2	3	4	5
New or second home	1	2	3	4	5	1	2	3	4	5
Special vacation	1	2	3	4	5	1	2	3	4	5
Weddings, Bar- or Bat-Mitzvahs	1	2	3	4	5	1	2	3	4	5
Purchase of business	1	2	3	4	5	1	2	3	4	5
Liquidity of cash reserves	1	2	3	4	5	1	2	3	4	5
Other:	1	2	3	4	5	1	2	3	4	5

Tax Planning	<i>Level of Importance of this Area</i>					<i>Level of Satisfaction with Current Results</i>				
Taking advantage of all available tax reduction strategies	1	2	3	4	5	1	2	3	4	5
Reducing federal and state income taxes on earned income	1	2	3	4	5	1	2	3	4	5
Reducing federal and state income taxes on investment income	1	2	3	4	5	1	2	3	4	5
Reducing federal and state income taxes on future income	1	2	3	4	5	1	2	3	4	5
Alternative Minimum Tax	1	2	3	4	5	1	2	3	4	5
Sale of highly appreciated or low cost basis asset or real estate	1	2	3	4	5	1	2	3	4	5
Other:	1	2	3	4	5	1	2	3	4	5

Retirement Planning	<i>Level of Importance of this Area</i>					<i>Level of Satisfaction with Current Results</i>				
Level of retirement income	1	2	3	4	5	1	2	3	4	5
Duration of retirement	1	2	3	4	5	1	2	3	4	5
Continuation of retirement income at death or co-client	1	2	3	4	5	1	2	3	4	5
Taxation of retirement (including social security)	1	2	3	4	5	1	2	3	4	5
Maintaining purchasing power during retirement	1	2	3	4	5	1	2	3	4	5
Preparation for nursing home or home care costs for client or co-client	1	2	3	4	5	1	2	3	4	5
Other:	1	2	3	4	5	1	2	3	4	5

Estate Planning	Level of Importance of this Area					Level of Satisfaction with Current Results				
	1	2	3	4	5	1	2	3	4	5
Care of dependents at premature death	1	2	3	4	5	1	2	3	4	5
Disposition of assets at death	1	2	3	4	5	1	2	3	4	5
Reducing estate transfer costs (probate, state and federal death taxes)	1	2	3	4	5	1	2	3	4	5
Legacy for heirs or charity	1	2	3	4	5	1	2	3	4	5
Ease of administration for your executors	1	2	3	4	5	1	2	3	4	5
Financial assistance to your dependents' guardians in the event of your death	1	2	3	4	5	1	2	3	4	5
Other:	1	2	3	4	5	1	2	3	4	5

Other	Level of Importance of this Area					Level of Satisfaction with Current Results				
	1	2	3	4	5	1	2	3	4	5
Charitable Giving	1	2	3	4	5	1	2	3	4	5
Consolidated inventory of assets, accounts and property	1	2	3	4	5	1	2	3	4	5
Understanding your employee benefits package	1	2	3	4	5	1	2	3	4	5
Understanding if your existing financial arrangements will achieve your goals	1	2	3	4	5	1	2	3	4	5
Coordination of and communication between advisors (attorney, CPA, etc.)	1	2	3	4	5	1	2	3	4	5
Having a step-by-step plan to accomplish your goals	1	2	3	4	5	1	2	3	4	5
Other:	1	2	3	4	5	1	2	3	4	5

Anticipated Changes			
Please check all that are likely to occur within the next 12 months.			
<input type="checkbox"/>	Marriage	<input type="checkbox"/>	Make an Investment
<input type="checkbox"/>	Have a child	<input type="checkbox"/>	Inheritance
<input type="checkbox"/>	Graduation	<input type="checkbox"/>	Buy or Sell a home
<input type="checkbox"/>	Divorce	<input type="checkbox"/>	Job change or Promotion
<input type="checkbox"/>	Buy a Business or Practice	<input type="checkbox"/>	Sell a Business
<input type="checkbox"/>	Pay off a loan	<input type="checkbox"/>	Bonus or Salary Increase
<input type="checkbox"/>		<input type="checkbox"/>	Retirement
<input type="checkbox"/>		<input type="checkbox"/>	Increase Savings
<input type="checkbox"/>		<input type="checkbox"/>	Dependent Parent
<input type="checkbox"/>		<input type="checkbox"/>	Obtain a loan
<input type="checkbox"/>		<input type="checkbox"/>	Death of a family member
<input type="checkbox"/>		<input type="checkbox"/>	Return to work
Other:			

Household Income	
<input type="checkbox"/>	Under \$50,000
<input type="checkbox"/>	\$50,000 - \$70,000
<input type="checkbox"/>	\$75,000 - \$100,000
<input type="checkbox"/>	\$100,000 - \$150,000
<input type="checkbox"/>	\$150,000 - \$250,000
<input type="checkbox"/>	\$250,000 - \$500,000
<input type="checkbox"/>	\$500,000 - \$1M
<input type="checkbox"/>	\$1M+