

## Mapping Your Financial Future

The best way to achieve financial security and peace of mind is to follow a disciplined process that involves identifying your goals and exploring financial strategies.

These six steps will help you map your financial future:

- 1. Define Goals** Identify your financial goals and prioritize them
- 2. Gather Information** Collect facts and figures based on your current situation
- 3. Assess Options** Explore various strategies to achieve goals
- 4. Design a Solution** Choose financial strategies that work for you and your family
- 5. Implement** Start immediately so that savings have time to accumulate
- 6. Review** Regularly review progress and adjust

The purpose of this questionnaire is to help gather data and prepare for a meeting with your financial representative. By taking the time to strategize now, you will be able to lay out a path to help assure your future financial security.

Please take the time to complete this questionnaire the best you can. If you can't answer a question or need more help, just make a note in the margin. Let your financial representative know of the areas where you had questions so you can discuss them during your meeting together.

***Remember: A sound strategy can add more to  
your net worth than a lifetime of work!***

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Client A Name (please print)

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Client B Name (please print)

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Date Completed

**Personal Information**

Client A Name \_\_\_\_\_ Date of Birth \_\_\_\_\_  
 Client B Name \_\_\_\_\_ Date of Birth \_\_\_\_\_  
 Marital Status    Single    Married    Domestic Partner  
 Home Address \_\_\_\_\_  
 City \_\_\_\_\_ State/Zip \_\_\_\_\_  
 Phone # \_\_\_\_\_ E-mail \_\_\_\_\_  
 Alternate # \_\_\_\_\_

**Children & Education**

Child's Name	Date of Birth	College to Attend
_____	_____	_____
_____	_____	_____
_____	_____	_____

Current Savings for Education Goals

Total saved to date	Monthly Savings	Average Rate of Return
\$ _____	\$ _____	_____ %

Average College Cost 2007 – 2008: Public College \$13,589; Private College \$32,307

Source: Trends in College Pricing. Copyright © 2007 The College Board. All rights reserved

**Retirement**

At what age do you plan to retire? \_\_\_\_\_

What percent of your total monthly income do you need for retirement? \_\_\_\_\_ %

OR

What dollar amount will you spend in retirement? (today's dollars) \$ \_\_\_\_\_

**Needs in the Event of Death**

What percent of your income would be needed for survivor needs?

    With dependents at home? (e.g., 70%) \_\_\_\_\_ %

    Without dependents at home? (e.g., 50%) \_\_\_\_\_ %

In the event of death, should your children's education be funded?    Yes    No

**Life Insurance Policies**

Name of Insured	Insurance Benefit	Insurance Company	Type*
_____	\$ _____	_____	_____
_____	\$ _____	_____	_____

\*Insurance types include: **Group**, **Term**, **Whole Life**, **Universal Life**, and **Other**

I have no life insurance policies.

**Earnings**

Client A Annual Employment Income      \$ \_\_\_\_\_      \$ \_\_\_\_\_  
 Client B Annual Employment Income      \$ \_\_\_\_\_      \$ \_\_\_\_\_

**Residence and Mortgage**

Indicate if you rent or own your residence.

Rent - Monthly Rent      \$ \_\_\_\_\_  
 Own - Mortgage Amount      \$ \_\_\_\_\_      Approximate Market Value of Home      \$ \_\_\_\_\_

Lender	Current Liability	Monthly Payment	Interest Rate
_____	\$ _____	\$ _____	_____ %

**Other Liabilities**

List your liabilities in detail or the total. Include your car loans, credit cards, student loans and lines of credit. If you've attached your account statements you can skip this section.

Liability	Type	Owner	Balance Due	Monthly Payment	Interest Rate
_____	_____	_____	\$ _____	\$ _____	_____ %
_____	_____	_____	\$ _____	\$ _____	_____ %
Total Liabilities			\$ _____	\$ _____	_____ %

**Retirement Funds**

List your retirement plans in detail or the total. Include your 401(k)s, IRAs, and variable annuities. If you've attached your account statements you can skip this section.

Account Name	Type	Owner	Market Value	Monthly Savings	Employer Match	Expected Return
_____	_____	_____	\$ _____	\$ _____	\$ _____	_____ %
_____	_____	_____	\$ _____	\$ _____	\$ _____	_____ %
_____	_____	_____	\$ _____	\$ _____	\$ _____	_____ %
Total Retirement Plans			\$ _____	\$ _____	\$ _____	_____ %

**Bank Accounts and Investments**

List your investment accounts in detail or the total. Include your checking, savings, CDs, money market accounts, stocks, bonds, mutual funds, and real estate. If you've attached your account statements you can skip this section.

Account Name	Type	Owner	Market Value	Monthly Savings	Expected Return
_____	_____	_____	\$ _____	\$ _____	_____ %
_____	_____	_____	\$ _____	\$ _____	_____ %
_____	_____	_____	\$ _____	\$ _____	_____ %
Total Investments			\$ _____	\$ _____	_____ %

Documents Needed

The following documents will be needed to properly study, analyze, and prepare a strategy for you. This material will be treated confidentially and returned when the process is completed, or earlier if requested.

- From Your: Personal Files, Latest Income tax return & W2, Loan documents, Trust agreements, Wills
Employer, Payroll or other income statements, Pension plans, Retirement savings plans, Employee benefits booklets
Bank or Credit Union, Checking account statements, Credit card statements, Savings / CDs / Money Market account statements
Broker or Mutual Fund Company, Latest statements
Insurance Company, Latest life insurance / annuity account statements, Long-term care policy information, Health insurance and major medical policy information, Disability Income Insurance policy information

Notes

Declaration

I declare that I have reviewed the information collected in this questionnaire and that it is correct to the best of my knowledge.

Client A Printed Name, Signature, Date

Client B Printed Name, Signature, Date