

## CLIENT INFORMATION

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Name: \_\_\_\_\_ Nickname: \_\_\_\_\_ Date of Birth: \_\_\_\_\_

Primary Phone: \_\_\_\_\_ Secondary Phone: \_\_\_\_\_ Cell Phone: \_\_\_\_\_

Business Phone: \_\_\_\_\_ E-Mail: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Time to Call: \_\_\_\_\_ Day to Call: \_\_\_\_\_ Way to Contact: \_\_\_\_\_

Do you have a current will?    Yes    No    Do you have a current living trust?    Yes    No

Do you own life insurance?    Yes    No    Do you own individual stocks?    Yes    No

Do you own mutual funds?    Yes    No    Do you own bonds?    Yes    No

(Planned) Retirement date: \_\_\_\_\_    Do you own your own business?    Yes    No

### Products and Services

Rank the following products and services in order of importance to you, with "1" being the most important.

- \_\_\_\_\_ Estate planning
- \_\_\_\_\_ Tax planning
- \_\_\_\_\_ College funding/educational planning
- \_\_\_\_\_ Retirement planning
- \_\_\_\_\_ Budgeting
- \_\_\_\_\_ Debt management
- \_\_\_\_\_ Trust planning
- \_\_\_\_\_ Socially responsible investing
- \_\_\_\_\_ Accumulation of wealth
- \_\_\_\_\_ Life insurance
- \_\_\_\_\_ Disability insurance
- \_\_\_\_\_ Long-Term care insurance
- \_\_\_\_\_ Nursing home expenses
- \_\_\_\_\_ Alternative investments (limited partnerships, REITs, etc.)
- \_\_\_\_\_ Regular portfolio reviews
- \_\_\_\_\_ Other: \_\_\_\_\_
- \_\_\_\_\_ Other: \_\_\_\_\_



THE WEALTH TRANSITION  
COLLECTIVE

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**Goals**

Rank the following goals in order of importance to you, with “1” being the most important.

- \_\_\_\_\_ Lower income taxes
- \_\_\_\_\_ Hedge against inflation
- \_\_\_\_\_ Plan for retirement
- \_\_\_\_\_ Reduce estate taxes
- \_\_\_\_\_ Avoid probate fees
- \_\_\_\_\_ Reduce insurance premiums
- \_\_\_\_\_ Increase net worth
- \_\_\_\_\_ Increase current income
- \_\_\_\_\_ Assure proper disposition of assets
- \_\_\_\_\_ Organize financial affairs
- \_\_\_\_\_ Peace of mind
- \_\_\_\_\_ Other: \_\_\_\_\_
- \_\_\_\_\_ Other: \_\_\_\_\_

**Desired Investment Features**

Rank the following features in order of importance to you, with “1” being the most important.

- \_\_\_\_\_ Liquidity
- \_\_\_\_\_ Current income
- \_\_\_\_\_ Growth potential
- \_\_\_\_\_ Future income
- \_\_\_\_\_ Tax advantages
- \_\_\_\_\_ Preservation of capital
- \_\_\_\_\_ Other: \_\_\_\_\_
- \_\_\_\_\_ Other: \_\_\_\_\_