

| Financial Position | <i>Level of Importance of this Area</i> (1 = Low, 5=High) | | | | | <i>Level of Satisfaction with Current Results</i> | | | | |
|---|--|---|---|---|---|---|---|---|---|---|
| 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 |
| 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 |
| Purchase of a vehicle or other major asset | 1 | 2 | 3 | 4 | 5 | 1 | 2 | 3 | 4 | 5 |
| Purchase of a business | 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/state income taxes on earned income | 1 | 2 | 3 | 4 | 5 | 1 | 2 | 3 | 4 | 5 |
| Reducing federal/state income taxes on investment income | 1 | 2 | 3 | 4 | 5 | 1 | 2 | 3 | 4 | 5 |
| Reducing federal/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 a highly appreciated (low basis) asset incl. 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 for 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 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 | <i>Level of Importance of this Area</i> | | | | | <i>Level of Satisfaction with Current Results</i> | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| 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/fed death tax) | 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 support to dependents' guardians in event of 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 current plans will achieve your goals | 1 | 2 | 3 | 4 | 5 | 1 | 2 | 3 | 4 | 5 |
| Coordination of advisors (tax, legal, financial, 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 |

| Other | | | | | |
|---|----------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 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"/> | Retirement |
| <input type="checkbox"/> | Have a child | <input type="checkbox"/> | Inheritance | <input type="checkbox"/> | Increase Savings |
| <input type="checkbox"/> | Graduation | <input type="checkbox"/> | Buy or Sell a home | <input type="checkbox"/> | Dependent Parent |
| <input type="checkbox"/> | Divorce | <input type="checkbox"/> | Job change or Promotion | <input type="checkbox"/> | Obtain a loan |
| <input type="checkbox"/> | Buy a Business or Practice | <input type="checkbox"/> | Sell a Business | <input type="checkbox"/> | Death of a family member |
| <input type="checkbox"/> | Pay off a loan | <input type="checkbox"/> | Bonus or Salary Increase | <input type="checkbox"/> | Return to work |