

## FACT-FINDING QUESTIONNAIRE

### Required: For use with individual qualified plan account advice

Targeting financial comfort in retirement requires planning. This questionnaire is designed to help us create an appropriate action plan that will help you pursue your retirement goals.

### Personal Information

#### Client Information

Name: \_\_\_\_\_

Date of Birth: \_\_\_\_\_

Social Security Number: \_\_\_\_\_

Driver License/ID Number: \_\_\_\_\_

State: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

E-Mail Address: \_\_\_\_\_

Home Phone: \_\_\_\_\_

Work Phone: \_\_\_\_\_

Cell Phone: \_\_\_\_\_

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

Marital Status:  Married  Single  Divorced

Wedding Anniversary Date: \_\_\_\_\_

Employment Status:

Employed  Retired  Not Employed

Occupation: \_\_\_\_\_

Employer's Name: \_\_\_\_\_

Employer's Address: \_\_\_\_\_  
\_\_\_\_\_

Estimated Retirement Age: \_\_\_\_\_

#### Joint Client Information

Name: \_\_\_\_\_

Date of Birth: \_\_\_\_\_

Social Security Number: \_\_\_\_\_

Driver License/ID Number: \_\_\_\_\_

State: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

E-Mail Address: \_\_\_\_\_

Home Phone: \_\_\_\_\_

Work Phone: \_\_\_\_\_

Cell Phone: \_\_\_\_\_

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

Marital Status:  Married  Single  Divorced

Wedding Anniversary Date: \_\_\_\_\_

Employment Status:

Employed  Retired  Not Employed

Occupation: \_\_\_\_\_

Employer's Name: \_\_\_\_\_

Employer's Address: \_\_\_\_\_  
\_\_\_\_\_

Estimated Retirement Age: \_\_\_\_\_

**FACT-FINDING QUESTIONNAIRE** *continued*

**Beneficiary Information**

**Primary Beneficiary(s)**

Name: \_\_\_\_\_

Date of Birth: \_\_\_\_\_

Social Security Number: \_\_\_\_\_

Relationship: \_\_\_\_\_

Share Percentage: \_\_\_\_\_ %  Per Stirpes

Name: \_\_\_\_\_

Date of Birth: \_\_\_\_\_

Social Security Number: \_\_\_\_\_

Relationship: \_\_\_\_\_

Share Percentage: \_\_\_\_\_ %  Per Stirpes

Name: \_\_\_\_\_

Date of Birth: \_\_\_\_\_

Social Security Number: \_\_\_\_\_

Relationship: \_\_\_\_\_

Share Percentage: \_\_\_\_\_ %  Per Stirpes

Name: \_\_\_\_\_

Date of Birth: \_\_\_\_\_

Social Security Number: \_\_\_\_\_

Relationship: \_\_\_\_\_

Share Percentage: \_\_\_\_\_ %  Per Stirpes

**Contingent Beneficiary(s)**

Name: \_\_\_\_\_

Date of Birth: \_\_\_\_\_

Social Security Number: \_\_\_\_\_

Relationship: \_\_\_\_\_

Share Percentage: \_\_\_\_\_ %  Per Stirpes

Name: \_\_\_\_\_

Date of Birth: \_\_\_\_\_

Social Security Number: \_\_\_\_\_

Relationship: \_\_\_\_\_

Share Percentage: \_\_\_\_\_ %  Per Stirpes

Name: \_\_\_\_\_

Date of Birth: \_\_\_\_\_

Social Security Number: \_\_\_\_\_

Relationship: \_\_\_\_\_

Share Percentage: \_\_\_\_\_ %  Per Stirpes

Name: \_\_\_\_\_

Date of Birth: \_\_\_\_\_

Social Security Number: \_\_\_\_\_

Relationship: \_\_\_\_\_

Share Percentage: \_\_\_\_\_ %  Per Stirpes

**FACT-FINDING QUESTIONNAIRE** *continued*

SUITABILITY: FINANCIAL POSITION				
<b>ANNUAL INCOME</b> <i>From all sources</i> <input type="checkbox"/> UNDER \$25,000 <input type="checkbox"/> \$25,000–\$50,000 <input type="checkbox"/> \$50,001–\$100,000 <input type="checkbox"/> \$100,001–\$250,000 <input type="checkbox"/> \$250,001–\$500,000 <input type="checkbox"/> OVER \$500,000 \$ _____	<b>ESTIMATED NET WORTH</b> <i>Excluding primary residence</i> <input type="checkbox"/> UNDER \$50,000 <input type="checkbox"/> \$50,000–\$100,000 <input type="checkbox"/> \$100,001–\$500,000 <input type="checkbox"/> \$500,001–\$1M <input type="checkbox"/> \$1M–\$5M <input type="checkbox"/> OVER \$5M \$ _____	<b>INVESTABLE/LIQUID ASSETS</b> <i>Including cash and securities</i> <input type="checkbox"/> UNDER \$50,000 <input type="checkbox"/> \$50,000–\$100,000 <input type="checkbox"/> \$100,001–\$500,000 <input type="checkbox"/> \$500,001–\$1M <input type="checkbox"/> \$1M–\$5M <input type="checkbox"/> OVER \$5M \$ _____	<b>FEDERAL TAX BRACKET</b> <input type="checkbox"/> 0%–15% <input type="checkbox"/> 16%–25% <input type="checkbox"/> 26%–30% <input type="checkbox"/> 31%–35% <input type="checkbox"/> OVER 35%	
<b>ACCOUNT FUNDING SOURCE</b> <input type="checkbox"/> ASSET APPRECIATION <input type="checkbox"/> BUSINESS REVENUE <input type="checkbox"/> INHERITANCE <input type="checkbox"/> LEGAL/INSURANCE SETTLEMENT <input type="checkbox"/> SALE OF ASSETS <input type="checkbox"/> SAVINGS FROM EARNINGS <input type="checkbox"/> OTHER: _____	<b>ANNUAL EXPENSES</b> <i>Recurring</i> <input type="checkbox"/> UNDER \$50,000 <input type="checkbox"/> \$50,000–\$100,000 <input type="checkbox"/> \$100,001–\$250,000 <input type="checkbox"/> \$250,001–\$500,000 <input type="checkbox"/> OVER \$500,000 \$ _____	<b>SPECIAL EXPENSES</b> <i>Future and nonrecurring</i> <input type="checkbox"/> \$0–\$50,000 <input type="checkbox"/> \$50,001–\$100,000 <input type="checkbox"/> \$100,001–\$250,000 <input type="checkbox"/> OVER \$250,000 \$ _____	<b>TIME FRAME</b> <i>Required for Special Expenses</i> <input type="checkbox"/> 0–2 YEARS <input type="checkbox"/> 3–5 YEARS <input type="checkbox"/> 6–10 YEARS	
SUITABILITY: INVESTMENT PROFILE				
<b>INVESTMENT OBJECTIVE</b> Please choose your investment objective for this account. Definitions of the investment objectives may be found in the attached Customer Agreement.  <input type="checkbox"/> INCOME WITH LIMITED GROWTH <input type="checkbox"/> PRIMARILY GROWTH <input type="checkbox"/> INCOME WITH MODERATE GROWTH <input type="checkbox"/> GROWTH <input type="checkbox"/> GROWTH AND INCOME		<b>INVESTMENT TIME HORIZON</b> <input type="checkbox"/> NEAR TERM (less than 1 year) <input type="checkbox"/> INTERMEDIATE (6–10 years) <input type="checkbox"/> VERY SHORT (1–3 years) <input type="checkbox"/> LONG (10+ years) <input type="checkbox"/> SHORT (3–5 years)		
<b>GENERAL INVESTMENT KNOWLEDGE</b> <input type="checkbox"/> LIMITED <input type="checkbox"/> GOOD <input type="checkbox"/> EXTENSIVE	<b>INVESTMENT PURPOSE</b> <input type="checkbox"/> SAVE FOR EDUCATION <input type="checkbox"/> SAVE FOR SHORT-TERM GOAL(S) <input type="checkbox"/> SAVE FOR RETIREMENT <input type="checkbox"/> OTHER: _____			
SUITABILITY: PRODUCT KNOWLEDGE				
INVESTMENT PRODUCT KNOWLEDGE: CHECK EITHER NONE, LIMITED, GOOD, OR EXTENSIVE BASED ON YOUR KNOWLEDGE OF THE FOLLOWING.				
	NONE	LIMITED	GOOD	EXTENSIVE
STOCKS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
BONDS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
MUTUAL FUNDS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
VARIABLE CONTRACTS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
LIMITED PARTNERSHIPS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
ALTERNATIVE INVESTMENTS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
ANNUITIES	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
ADDITIONAL SUITABILITY INFORMATION				
ASSETS HELD AWAY PROVIDE TOTAL VALUE OF ASSETS HELD AWAY AND PERCENTAGES FOR EACH TYPE OF ASSET. TOTAL OF ALL PERCENTAGES MUST EQUAL 100%.				
TOTAL VALUE OF ASSETS HELD AWAY: \$ _____				
STOCKS _____%	BONDS _____%	SHORT-TEM _____%	ANNUITIES _____%	
MUTUAL FUNDS _____%	OPTIONS _____%	VARIABLE CONTRACTS _____%	OTHER _____%	
LIMITED PARTNERSHIPS _____%	ALTERNATIVE INVESTMENTS _____%			
			<b>TOTAL</b> _____%	