

FINANCIAL PROFILE QUESTIONNAIRE

Name: _____
Address: _____
Phone: Daytime: _____ Evening _____
 Best Time to Call: _____

FINANCIAL CONCERNS

Place an "x" in the boxes corresponding to your major financial concerns:

- The high rate of taxes
- Inflation / the rising cost of living
- Choosing the right mix of assets
- Low current yields on retirement savings
- Doubts about traditional sources of retirement funds
- Risk associated with stock and bond markets
- Having access to your money for emergencies
- Outliving your income sources
- Having enough life insurance
- Own a life insurance policy that is no longer needed or you can no longer afford the premium

Do you own any CDs?

Amount(s): _____
 Interest Rate(s): _____
 Maturity Date(s): _____

Select YES or NO for the following: YES NO

Satisfied with Rate of Return?

| | |
|--|--|
| | |
|--|--|

 Do you use the interest?

| | |
|--|--|
| | |
|--|--|

 If "Yes", for what purpose?

PLANNING CONCERNS

Place an "x" in the box with the appropriate answer:

- Do you have a will?
- Do you have a living will?
- Have you signed a Power of Attorney (POA) letter?
- Have you reviewed policy beneficiary designations in the last three years?

| | YES | NO |
|--|-----|----|
| | | |
| | | |
| | | |
| | | |

TAX RATE

Place an "x" in the box that is approximately your federal tax rate

15 28 31 35

FINANCIAL OBJECTIVES / TIME HORIZON

Which choice would best describe your financial objective for purposes of this proposal?

- A To generate more income now; if your answer is "A" how long do you wish your income stream to last? (minimum of 5 years) _____ years
- B To build wealth for retirement; if your answer is "B" how long do you expect to withdraw your money? (minimum of 5 years) _____ years

RISK COMFORT LEVEL

The following questions are intended to measure your attitude toward risk as it applies to your financial goals.

Please place an "x" in one box for each statement below:

| | Strongly Agree | Agree | Disagree | Strongly Disagree |
|---|--------------------------|--------------------------|--------------------------|--------------------------|
| • I am prepared to sacrifice some safety in exchange for higher returns. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| • I am willing to accept some risk in an effort to stay ahead of inflation. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| • I am prepared to accept fluctuating returns in order to achieve my goal. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |