

Robshaw & Julian Associates, Inc.
Financial Planning Questionnaire

Personal Information

Today's date: _____
 Name on cover page: _____

Contact Information

Client's full name: _____
 Age: _____ Date of Birth: _____ Retirement age: _____

Spouse's full name: _____
 Age: _____ Date of Birth: _____ Retirement age: _____

Address & Employment (Optional)

Client's Email: _____ Phone: (_____) _____
 Home Address: _____ City: _____ State: _____ Zip: _____

Client's Employer: _____ Employment Period: _____
 Work Address: _____ City: _____ State: _____ Zip: _____
 Work Phone: (_____) _____ Work Email: _____

Spouse's Email: _____ Phone: (_____) _____
 Home Address: _____ City: _____ State: _____ Zip: _____

Spouse's Employer: _____ Employment Period: _____
 Work Address: _____ City: _____ State: _____ Zip: _____
 Work Phone: (_____) _____ Work Email: _____

Risk

Risk Profile

Investment Attitude: __ Very Conservative __ Conservative __ Moderate __ Aggressive __ Very Aggressive
 Investment Experience: __ None __ Very Little __ Moderate __ Significant __ Extensive

Insurance

Insurance Information You may need to review your insurance policies in order to get this information.

	Client	Spouse
Permanent life insurance:	\$ _____	\$ _____
Term life insurance:	\$ _____	\$ _____
Cash values (less loans):	\$ _____	\$ _____
Long-term care insurance:	\$ _____	\$ _____

Pension, Earned Income & Social Security

Defined Benefit Pension(s) Include information on pension plans that provide an annual income level (i.e.: military pension, state pension, etc.)				
	Client Pension 1	Client Pension 2	Spouse Pension 1	Spouse Pension 2
Anticipated <u>annual</u> amount:	\$ _____	\$ _____	\$ _____	\$ _____
Starting age:	_____	_____	_____	_____
Increase rate before retirement:	_____ %	_____ %	_____ %	_____ %
Increase rate after retirement:	_____ %	_____ %	_____ %	_____ %
Survivor benefit (%):	_____ %	_____ %	_____ %	_____ %
Current Annual Income				
	Client	Spouse		
Earned income now:	\$ _____	\$ _____		
Social Security				
	Client	Spouse		
Age to start benefit:	_____	_____		
Anticipated annual increase rate:	_____ %	_____ %		
Anticipated or current annual benefit:	\$ _____	\$ _____		

Expenses

Estimate annual figures for expenses related to shelter, food, clothing, transportation, insurance, loans, etc. <u>Do not include taxes.</u>	
You may want to use the Budget Calculation Worksheet on the last page to better estimate your expenses.	
Annual Living Expenses (today's dollars)	Annual inflation rates for living expenses
Now: \$ _____	Before Retirement: _____ %
Current Surviving Household: \$ _____	Surviving Household: _____ %
During Retirement: \$ _____	During Retirement: _____ %
Single Retiree Survivor: \$ _____	Single Retiree Survivor: _____ %

Special Income/Expenses

Special Income/Expense List any other sources of income or special expenses to be paid from your capital accounts.

Description	Annual amount	Annual increase rate	Starting year	Number of years
_____	\$ _____	_____ %	_____	_____
_____	\$ _____	_____ %	_____	_____
_____	\$ _____	_____ %	_____	_____
_____	\$ _____	_____ %	_____	_____
_____	\$ _____	_____ %	_____	_____
_____	\$ _____	_____ %	_____	_____
_____	\$ _____	_____ %	_____	_____
_____	\$ _____	_____ %	_____	_____

Education Funding

Children's Education and Fund Expenses

Name of child	Date of birth or Age	Age to start college	Cost per year*	# of years	Current college fund
_____	_____	_____	\$ _____	_____	\$ _____
_____	_____	_____	\$ _____	_____	\$ _____
_____	_____	_____	\$ _____	_____	\$ _____
_____	_____	_____	\$ _____	_____	\$ _____
_____	_____	_____	\$ _____	_____	\$ _____
_____	_____	_____	\$ _____	_____	\$ _____

Inflation rate to use for college planner: _____ %

Rate of return on college funds: _____ %

College fund account types (529,UGMA,Ect): _____

**In today's dollars*

Assets

List capital assets including banking accounts, investment accounts, vested assets in company retirement plans, stocks, bonds, mutual funds, business interests and other financial assets.

No.	Asset name	Current value*	Annual Additions	Account description (i.e. stock, 401k, bank account, etc)	Owner (Client, Spouse or Joint)
1	_____	\$ _____	\$ _____	_____	_____
2	_____	\$ _____	\$ _____	_____	_____
3	_____	\$ _____	\$ _____	_____	_____
4	_____	\$ _____	\$ _____	_____	_____
5	_____	\$ _____	\$ _____	_____	_____
6	_____	\$ _____	\$ _____	_____	_____
7	_____	\$ _____	\$ _____	_____	_____
8	_____	\$ _____	\$ _____	_____	_____
9	_____	\$ _____	\$ _____	_____	_____
10	_____	\$ _____	\$ _____	_____	_____
11	_____	\$ _____	\$ _____	_____	_____
12	_____	\$ _____	\$ _____	_____	_____
13	_____	\$ _____	\$ _____	_____	_____
14	_____	\$ _____	\$ _____	_____	_____
15	_____	\$ _____	\$ _____	_____	_____
16	_____	\$ _____	\$ _____	_____	_____
17	_____	\$ _____	\$ _____	_____	_____
18	_____	\$ _____	\$ _____	_____	_____
19	_____	\$ _____	\$ _____	_____	_____
20	_____	\$ _____	\$ _____	_____	_____
21	_____	\$ _____	\$ _____	_____	_____
22	_____	\$ _____	\$ _____	_____	_____
23	_____	\$ _____	\$ _____	_____	_____
24	_____	\$ _____	\$ _____	_____	_____
25	_____	\$ _____	\$ _____	_____	_____

Additional Assets/Debts

Other Asset Values		Owner	Other Debts/Liabilities		Owner
Residence value:	\$ _____	_____	Residence mortgage:	\$ _____	_____
Personal property:	\$ _____	_____	Credit card balances:	\$ _____	_____
Autos:	\$ _____	_____	Autos loans:	\$ _____	_____
Boats, RVs, etc:	\$ _____	_____	Boats, RVs, etc. loans:	\$ _____	_____
Other assets:	\$ _____	_____	Other loans:	\$ _____	_____

**In today's dollars*

Risk Assessment Questionnaire

Your name _____

Check the boxes next to statements with which you agree

1. I am more concerned about protecting my assets than about growth.
2. I prefer the ease of using an investment advisor to the uncertainty of trying to pick winning stocks.
3. Professional advisors may achieve higher growth than I can.
4. I am comfortable with investments that promise slow, long term appreciation and growth.
5. I don't brood over bad investment decisions I have made.
6. I feel comfortable with aggressive growth investments.
7. I do not like surprises.
8. I am optimistic about my financial future.
9. My immediate concern is for income rather than growth opportunities.
10. I am a risk taker.
11. I make investment decisions comfortably and quickly.
12. I like predictability and routine in my daily life.
13. I usually pick the tried and true, the slow, safe but sure investments.
14. I need to focus my investment efforts on reserve funds and insurance rather than growth.
15. I prefer predictable, steady returns on my investments, even if the return is low.

