## YOUR DATA, IN DETAIL

# IN-DEPTH KNOWLEDGE IS A KEY TO A SOLID, COMPREHENSIVE FINANCIAL PLAN

	ď	LILIVI			Ŭ,	J-CLILIN I
Full Name						
Gender		Male		Female	Male	□ Female
Date of Birth						
Marital Status		Single Divorced Widowed		Married Separated	Single Divorced Widowed	<ul><li>☐ Married</li><li>☐ Separated</li></ul>
Email Address						
Employment Status:		Retired Business Owner Not Currently En			Retired Business Owner Not Currently En	
Employment Income	\$				\$	
Other Pre-Retirement Income: (Non-Investment)	\$				\$	
Citizenship						
State of Residence						
Enter children, grandchi a beneficiary or assign c grandchildren and other	wne	rship of an insura				
NAME		DATE O	)F E	BIRTH	RELA1	TIONSHIP
						d □ Other Dependents □ Charity □ Trust
						□ Other Dependents □ Charity □ Trust
						□ Other Dependents □ Charity □ Trust
						d □ Other Dependents □ Charity □ Trust

## **RAYMOND JAMES**®

## YOUR FINANCIAL GOALS

RETIREMENT GOAL							
Goal Importance (circle one)							
10 9 8	7 6	5	4	3	2	1	
Needs		Wants		W	ishes		
Age to retire:		Life	expectancy	<b>/</b> :			
Retirement Living Expenses:							
Enter living expenses for the following re	tirement perio	ds:					
Expense Period 1 — Client retired/Co-Cl	\$		р	er	☐ Month	□ Year	
Expense Period 2 — Co-Client retired/Cl	ient working	\$		р	er	☐ Month	□ Year
Expense Period 3 — Client AND Co-Clie	nt retired	\$		р	er	☐ Month	☐ Year
Expense Period 4 — Client alone		\$		р	er	☐ Month	□ Year
Expense Period 5 — Co-Client alone		\$		р	er	☐ Month	□ Year
Expenses that end during retirement (e.g	., mortgage, lo	an):					
Description	Year Expense Will End		Amo (Current I		ı	li	nflate
		\$	[	□ Month	□ Yea	r □ Ye	s 🗆 No
		\$	[	☐ Month	□ Yea	r □ Ye	s 🗆 No
		\$	[	☐ Month	□ Yea	r □ Ye	s 🗆 No
		\$	[	□ Month	□ Yea	r □ Ye	s 🗆 No
Will this amount inflate? ☐ No ☐ Yes, Base Inflation Rate ☐ Yes, Base Inflation Rate +/- %							
Will you change states in retirement?	□ No □ Ye	s Sta	te where yo	u will mov	e:		
When Will You Move? ☐ Clien	t's Retirement	□ Co-Clier	t's Retirem	ent OR Ye	ar		

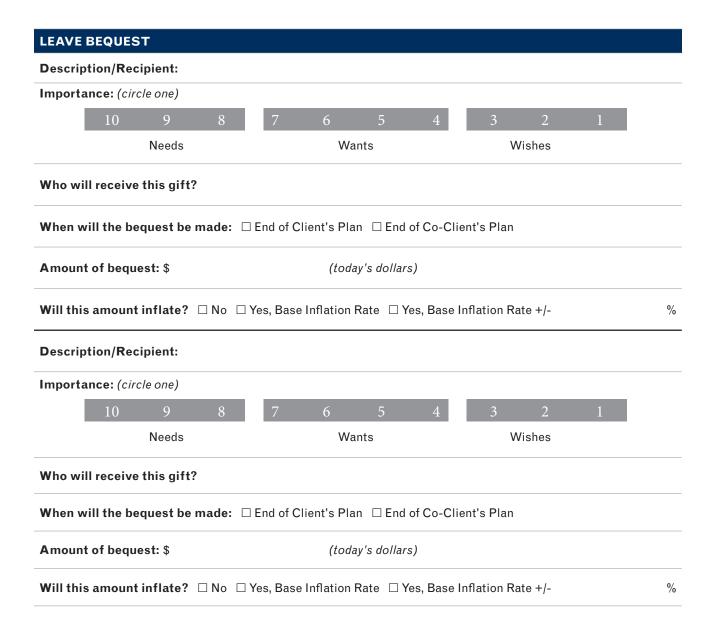
COLLEGE GO	AL							
Child's name:		Year to Start:	# of years of college:					
Goal Importa	nce (circle one)							
10	9 8	7 6 5 4	3 2 1					
	Needs	Wants	Wishes					
Cost Estimate	Cost Estimate: (fill in A, B or C)							
A. My cost esti	A. My cost estimate: \$ (Annual Cost)							
B. Use an aver	age cost:							
☐ Public I	n-State (4-year)	☐ Public Out-of-State (4-ye	ear)					
□ Public I	n-State (2-year)	☐ Public Out-of-State (4-ye	ear)					
☐ Private	(4-year)	□ Average All						
C. Specific col	lege:		☐ Undergraduate ☐ Graduate					
State in wh	ich the college is locate	d:						
Include cost of the following: (Check which to include)								
☐ Tuition	☐ Out-of-State Fees	☐ Room & Board ☐ Books & S	upplies					
Have you	prepaid for college usi	ng a 529 Prepaid Tuition Plan?	No □ Yes					
How many	years of tuition and fees	will be covered for this college?						
Outside fundi	ng for college (optional	()						
Other funding s	sources during college: (	annual amounts)						
Scholarships: \$	\$	Student employn	nent: \$					
Students loans	:: \$	Gifts and other:	\$					
Your own incon	ne: \$	Your loans: \$						
Outside assets (Assets not owned by you that will be used to pay for this college, not including UGMAs, UTMAs or 529 Plans)								
1. Type of asset	t:	Description:						
Current value	e: \$	Annual addition: \$	Growth rate: %					
2. Type of asset	t:	Description:						
Current value	Current value: \$ Annual addition: \$ Growth rate: %							
Will this amou	unt inflate? (Note: the d	efault rate is 6%)						
□ No □ Yes, E	Base Inflation Rate 🛚 Ye	s, Base Inflation Rate +/- %						

Child's name:			Year to Start:	# of years of	college:		
Goal Importan	<b>ce</b> (circle one)						
10	9 8	7 6	5 4	3 2 1			
	Needs	Wan	ts	Wishes			
Cost Estimate	: (fill in A, B or C)						
A. My cost estir	nate: \$	(Annual Co	st)				
<b>B.</b> Use an avera	ge cost:						
□ Public Ir	n-State (4-year)	□ Public C	Out-of-State (4-ye	ear)			
□ Public Ir	n-State (2-year)	□ Public C	Out-of-State (4-ye	ear)			
□ Private (	4-year)	☐ Average	e All				
C. Specific coll	ege:			□ Undergraduate	□ Graduate		
State in whi	ch the college is located	l:					
Include cost of the following: (Check which to include)							
☐ Tuition	☐ Out-of-State Fees	☐ Room & Board	☐ Books & S	upplies   Other Costs			
Have you p	Have you prepaid for college using a 529 Prepaid Tuition Plan? □ No □ Yes						
How many y	ears of tuition and fees	will be covered for	this college?				
Outside fundir	ng for college (optional)						
Other funding s	ources during college: (a	annual amounts)					
Scholarships: \$			Student employm	nent: \$			
Students loans:	\$		Gifts and other: \$	\$			
Your own incom	e: \$		Your loans: \$				
Outside assets (Assets not owned by you that will be used to pay for this college, not including UGMAs, UTMAs or 529 Plans)							
1. Type of asset:			Description:				
Current value	: \$	Annual addi	tion: \$	Growth	rate: %		
2. Type of asset:	. Type of asset: Description:						
Current value	: \$	Annual addi	tion: \$	Growth	rate: %		
Will this amou	nt inflate? (Note: the de	fault rate is 6%)					
$\square$ No $\square$ Yes, Base Inflation Rate $\square$ Yes, Base Inflation Rate +/- $\%$							

PRIVATE SCHO	OL GOAL									
Child's name:					Year t	o Start:	#	f of year	rs of college	e:
Goal Importance (circle one)										
10	9	8	7	6	5	4	3	2	1	
	Needs			Wa	ınts		Wis	shes		
Annual cost: \$			(today's	dollars)						
Will this amount inflate? ☐ No ☐ Yes, Base Inflation Rate ☐ Yes, Base Inflation Rate +/- %										
Child's name:					Year t	o Start:	#	f of year	rs of college	e:
Goal Importance	(circle one	)								
10	9	8	7	6	5	4	3	2	1	
	Needs			Wa	ınts		Wis	hes		
Annual cost: \$			(today's	dollars)						
Will this amount	inflate? [	□No □	Yes, Base	e Inflation	Rate □ Y	es, Base Infl	ation Rate	+/-		%
Child's name:					Year t	o Start:	#	f of year	rs of college	e:
Goal Importance	(circle one	)								
10	9	8	7	6	5	4	3	2	1	
	Needs			Wa	ınts		Wis	shes		
Annual cost: \$			(today's	dollars)						
Will this amount inflate? ☐ No ☐ Yes, Base Inflation Rate ☐ Yes, Base Inflation Rate +/- %										

FINANCIAL GOAL (Major Purchases, Weddings, Travel, New Home, etc.)						
Description:						
Goal Importance:	(circle one)					
10	9 8	7 6 5 4	3 2 1			
	Needs	Wants	Wishes			
Year of goal:		Cost: \$	☐ Month	□ Year		
Will this amount in	nflate? □ No □ Ye	es, Base Inflation Rate 🛚 Yes, Bas	e Inflation Rate +/-	%		
Is this goal recurri	ing? □ No □ Yes	How often will it occur:	Every year(s)			
When will it end?	☐ Client's Retirem☐ End of Co-Client		☐ End of Client's Plan☐ Total Occurrences:			
Description:						
Goal Importance:	(circle one)					
10	9 8	7 6 5 4	3 2 1			
	Needs	Wants	Wishes			
Year of goal:		Cost: \$	☐ Month	☐ Year		
Will this amount in	nflate? □ No □ Ye	es, Base Inflation Rate  ☐ Yes, Bas	e Inflation Rate +/-	%		
Is this goal recurri	ng? □ No □ Yes	How often will it occur:	Every year(s)			
When will it end?	☐ Client's Retirem		☐ End of Client's Plan ☐ Total Occurrences:			
Description:						
Goal Importance:	(circle one)					
10	9 8	7 6 5 4	3 2 1			
	Needs	Wants	Wishes			
Year of goal:		Cost: \$	☐ Month	□ Year		
Will this amount in	nflate? □ No □ Ye	es, Base Inflation Rate  ☐ Yes, Bas	e Inflation Rate +/-	%		
Is this goal recurri	ng? □ No □ Yes	How often will it occur:	Every year(s)			
When will it end?	☐ Client's Retirem☐ End of Co-Client	ent □ Co-Client's Retirement t's Plan □ End of Plan OR	☐ End of Client's Plan☐ Total Occurrences:			

GIFT OR DONAT	ION				
Description:					
Importance: (circle	e one)				
10	9 8	7 6	5 4	3 2	1
	Needs	Want	s	Wishes	
Who is the donor?					
Who will receive t	his gift?				
Year you plan to g	ive this gift or dona	ation?			
Amount of gift or	donation?\$		per □ Month	n □ Year	
Will this amount in	nflate? □No □Ye	s, Base Inflation Ra	ate □ Yes, Base	Inflation Rate +/-	%
Is this goal recurri	ing? □ No □ Yes	How ofter	n will it occur: E	very year(s)	
When will it end?	☐ Client's Retireme		t's Retirement Plan OR	☐ End of Client's Plan☐ Total Occurrences:	
Description:					
Importance: (circle	e one)				
10	9 8	7 6	5 4	3 2	1
	Needs	Want	S	Wishes	
Who is the donor?					
Who will receive t	his gift?				
Year you plan to g	ive this gift or dona	ation?			
Amount of gift or	donation?\$		per □ Month	n □ Year	
Will this amount in	nflate? □ No □ Ye	s, Base Inflation Ra	ate □ Yes, Base	Inflation Rate +/-	%
Is this goal recurri	ng? □ No □ Yes	How ofter	n will it occur: E	very year(s)	
When will it end?	☐ Client's Retirem		t's Retirement	☐ End of Client's Plan	



WIL	LINGNESS TO A	JUST PREFE	RENCES		
1. Hc	ow willing are you to	retire later than	your target retire	ement age?	
	□ Not at All	□ Not at All □ Slightly Willing □			☐ Very Willing
2. In	what order do you p	refer to retire?			
	☐ Both retire in	the same year	☐ Either can r	etire first	
	☐ Client can ret	ire first	☐ Co-Client c	an retire first	
-	ou had to save more ount is above and be			•	e annually to meet your goals? This investment assets.
	\$				
4. Ho	ow willing are you to	save more mone	y?		
	☐ Slightly Willin	ng □ Son	newhat Willing	☐ Very Willing	
	hen considering all o		nave classified a	s <b>NEEDS</b> , how wi	lling are you to reduce your goal
	☐ Slightly Willin	ng □ Son	newhat Willing	☐ Very Willing	
	hen considering all o		nave classified a	s <b>WANTS</b> , how w	villing are you to reduce your goal
	☐ Slightly Willin	ng □ Son	newhat Willing	☐ Very Willing	

## **RETIREMENT INCOME**

Social Security							
		When will you begin	taking Social	Sec	urity?		
		Full Retirement Age (FRA)			Full Retirement Age (FRA)		
		As early as possible			As early as possible		
CLIENT		Retirement	CO-CLIENT		Retirement		
		Age			Age		
		I am ineligible for Social Security benefits			I am ineligible for Social Security benefits		
	о у	ou plan to use a strategy to maximize So	cial Security?	If y	es check the applicable option.		
CLIENT		File and Suspend	CO-CLIENT		File and Suspend		
CLIENT		Restricted Application	CO-CLIENT		Restricted Application		
		Select one option f	or the benefit	am	ount:		
		Use this amount: \$			Use this amount: \$		
		Month   Year (pre-tax, current dollars)			Month $\square$ Year (pre-tax, current dollars)		
CLIENT		Use the planner estimate (based on current employment income)	CO-CLIENT		Use the planner estimate (based on current employment income)		
		Estimate the benefit using my Primary Insurance Amount: \$			Estimate the benefit using my Primary Insurance Amount: \$		
Assign - How to Use: (choose one)							
CLIENT		Fund All Goals	CO-CLIENT		Fund All Goals		
CLIENT		Earmark to One Goal:	CO-CLIENT		Earmark to One Goal:		
		Pe	ension				
Whose pen	sion	: □Client □ Co-Client	Whose pension: □ Client □ Co-Client				
Description	ո։		Description:				
		☐ Client's Retirement  detirement ☐ Receiving Now ☐ Year	Income begins: ☐ Client's Retirement ☐ Co-Client's Retirement ☐ Receiving Now ☐ Year				
Amount of	bene	efit (estimate of pre-tax future value):	Amount of ben	efit (	estimate of pre-tax future value):		
		\$per \( \square\) Month \( \square\) Year		\$_	per □ Month □Year		
		t inflate? □ No □Yes, Base Inflation Rate	Will this amou	nt in	flate? □ No □Yes, Base Inflation Rate		
☐Yes, Base Inflation Rate +/%					on Rate +/%		
		gin in the year payments begin.)	(Note: Inflation will begin in the year payments begin.)				
		t:	Survivor benefit:				
Assign – H	ow to	o Use: (choose one) □ Fund All Goals	Assign – How to Use: (choose one)				
		☐ Earmark to One Goal:	☐ Fund All Goals ☐ Earmark to One Goal:				

Part-Time Employment						
Whose income: ☐ Client ☐ Co-Client	Whose income: ☐ Client ☐ Co-Client					
Description:	Description:					
Income begins: ☐ Client's Retirement ☐ Co-Client's Retirement ☐ Receiving Now ☐ Year	Income begins: ☐ Client's Retirement ☐ Co-Client's Retirement ☐ Receiving Now ☐ Year					
Number of years:	Number of years:					
Income amount (pre-tax, today's dollars): \$per	Income amount (pre-tax, today's dollars): \$per					
Will this amount inflate? ☐ No ☐ Yes, Base Inflation Rate ☐ Yes, Base Inflation Rate +/%  (Note: Inflation will begin in the year payments begin.)	Will this amount inflate? ☐ No ☐ Yes, Base Inflation Rate ☐ Yes, Base Inflation Rate +/%  (Note: Inflation will begin in the year payments begin.)					
Assign – How to Use: (choose one)  ☐ Fund All Goals ☐ Earmark to One Goal:	Assign – How to Use: (choose one)  ☐ Fund All Goals ☐ Earmark to One Goal:					
Annuity	/ Income					
Whose income: ☐ Client ☐ Co-Client	Description:					
Description:	☐ Joint Life Income Guaranty: ☐ Period Certain					
Year annuity payments start:	☐ Lifetime Only ☐ Installment Refund ☐ Cash Refund					
Amount of annuity payments (pre-tax, future value):	If Period Certain, enter years:					
\$per	Income to Co-Client%					
	☐ Single Life Income Guaranty: ☐ Period Certain					
Income growth rate:% Exclusion ratio%  Assign – How to Use: (choose one)	☐ Lifetime Only ☐ Installment Refund ☐ Cash Refund  If Period Certain, enter years:					
☐ Fund All Goals ☐ Earmark to One Goal:	Income to Co-Client%					
	□ Specific Period Enter years:					
	perty Income					
Whose income: ☐ Client ☐ Co-Client	Description:					
Income begins:  ☐ Client's Retirement ☐ Co-Client's Retirement ☐ Receiving Now ☐ Year	Income ends:  ☐ End of Client's Plan ☐ End of Co-Client's Plan ☐ End of Plan ☐ Year					
Amount of net rental income (pre-tax rental income less expenses):						
\$ □ Month □ Year						
Will this amount inflate? ☐ No ☐ Yes, Base Inflation Rate	Assign – How to Use: (choose one)					
☐ Yes, Base Inflation Rate +/%	☐ Fund All Goals					
· ———	☐ Earmark to One Goal:					
Other Retire	ment Income					
Whose income: ☐ Client ☐ Co-Client	Description:					
Income begins:	Income ends:					
☐ Client's Retirement ☐ Co-Client's Retirement ☐ Receiving Now ☐ Year	<ul><li>□ End of Client's Plan</li><li>□ End of Plan</li><li>□ Year</li></ul>					
Amount of income (pre-tax rental income less expenses):  \$	Is this income tax-free? ☐ No ☐ Yes					
Will this amount inflate? ☐ No ☐ Yes, Base Inflation Rate	Assign – How to Use: (choose one)					
☐ Yes, Base Inflation Rate +/%	☐ Fund All Goals					

Other Retire	ment Income
Whose income: ☐ Client ☐ Co-Client	Description:
Income begins:  ☐ Client's Retirement ☐ Receiving Now ☐ Year	Income ends:  ☐ End of Client's Plan ☐ End of Co-Client's Plan ☐ End of Plan ☐ Year
Amount of income (pre-tax rental income less expenses):  \$	Is this income tax-free? ☐ No ☐ Yes
Will this amount inflate? ☐ No ☐ Yes, Base Inflation Rate ☐ Yes, Base Inflation Rate +/%	Assign – How to Use: (choose one)  ☐ Fund All Goals ☐ Earmark to One Goal:
Whose income: ☐ Client ☐ Co-Client	Description:
Income begins:  ☐ Client's Retirement ☐ Receiving Now ☐ Year	Income ends:  ☐ End of Client's Plan ☐ End of Co-Client's Plan ☐ End of Plan ☐ Year
Amount of income (pre-tax rental income less expenses):  \$	Is this income tax-free? ☐ No ☐ Yes
Will this amount inflate? ☐ No ☐ Yes, Base Inflation Rate ☐ Yes, Base Inflation Rate +/%	Assign – How to Use: (choose one)  ☐ Fund All Goals ☐ Earmark to One Goal:
Other Irrevocab	ole Trust Income
Other Irrevocate Whose income: □ Client □ Co-Client	
	Description: Income ends: □ End of Client's Plan □ End of Co-Client's Plan
Whose income: ☐ Client ☐ Co-Client  Income begins: ☐ Client's Retirement ☐ Co-Client's Retirement	Description: Income ends:
Whose income:   Client  Co-Client  Income begins:  Client's Retirement  Receiving Now  Year  Amount of income (pre-tax rental income less expenses):	Description:  Income ends:  □ End of Client's Plan □ End of Co-Client's Plan □ End of Plan □ Year
Whose income:  Client Co-Client  Income begins: Client's Retirement Co-Client's Retirement Receiving Now Year  Amount of income (pre-tax rental income less expenses):  \$ Month Year  Will this amount inflate?  No Yes, Base Inflation Rate	Description: Income ends:
Whose income:  Client Co-Client  Income begins: Client's Retirement Co-Client's Retirement Receiving Now Year  Amount of income (pre-tax rental income less expenses):  \$ Month Year  Will this amount inflate?  No Yes, Base Inflation Rate Yes, Base Inflation Rate +/%	Description: Income ends:
Whose income:  Client Co-Client  Income begins: Client's Retirement Co-Client's Retirement Receiving Now Year  Amount of income (pre-tax rental income less expenses):  \$ Month Year  Will this amount inflate? No Yes, Base Inflation Rate Yes, Base Inflation Rate +/%  Whose income: Client Co-Client  Income begins: Client's Retirement Co-Client's Retirement	Description:  Income ends:  End of Client's Plan

## YOUR INVESTMENTS AND OTHER ASSETS

401(K) PLANS	
Description:	
Whose plan? □Client □Co-Client	Current total value: \$
Current Roth value: \$	After-tax value (non-Roth): \$
Assign – How to Use: (check one)	
□ Fund All Goals	☐ Earmark to One or More Goals:
□ Not Used in Plan	☐ Leave to Estate
Income	
Total income from this employer: \$	
Will this amount inflate? ☐ No ☐ Yes, Base Inflation Rate	e □Yes, Base Inflation Rate +/- %
Your contributions:	
Pre-tax contributions: Enter % of annual income % or	☐ Assume max contribution each year
After-tax contributions (non-Roth):	Roth contributions: %
Roth contributions: \$	Year contributions begin:
Contributions end: ☐ Client's Retirement ☐ Co-Client's R	etirement □Year:
Employer contributions If your employer matches your co	ontributions, complete this section.
Employer will match this % of your contribution:	Up until your contribution reaches this %: %
Then your employer will match this % of your contribution:	%
Up until your contribution reaches this %:	
Employer contributions limit	
Maximum annual dollar limit: \$	
(Some plans also have a maximum limit on the total dollars the emplabove. If your plan has such a limit, enter the amount.)	oyer will contribute in a year, regardless of the percentage limit

401(K) PLANS (cont.)	
Additional employer contributions - Profit sharing	
If your employer makes contributions in addition to those above, enter Only enter those contributions you are confident you will actually reconstructions.	
☐ Contribution as a % of income: %	
☐ Contributions as dollar amount: \$	Grow annually by %
Contributions End: ☐ Client's Retirement ☐ Co-Client's	s Retirement □Year:
EMPLOYER SPONSORED PLANS	
Type of plan:	Description:
Whose plan? □Client □Co-Client	Current total value: \$
Current Roth value: \$	After-tax value (non-Roth): \$
Assign – How to Use: (check one)	
□ Fund All Goals	□ Earmark to One or More Goals:
□ Not Used in Plan	☐ Leave to Estate
Income	
Total income from this employer: \$	
Will this amount inflate? □ No □ Yes, Base Inflation Rat	e □Yes, Base Inflation Rate +/- %
Your contributions:	
Pre-tax contributions: Enter % of annual income % or	☐ Assume max contribution each year
After-tax contributions (non-Roth):	Roth contributions: %
Roth contributions: \$	Year contributions begin:
Contributions end: □ Client's Retirement □ Co-Client's R	etirement □Year:
Employer contributions If your employer matches your co	ontributions, complete this section.
Employer will match this % of your contribution: %	Up until your contribution reaches this %:
Then your employer will match this % of your contribution:	%
Up until your contribution reaches this %:	
Employer contributions limit	
Maximum annual dollar limit: \$	
(Some plans also have a maximum limit on the total dollars the emplabove. If your plan has such a limit, enter the amount.)	oyer will contribute in a year, regardless of the percentage limit
Additional employer contributions - Profit sharing	If your employer makes contributions in addition to those above, enter them here.
☐ Contribution as a % of income: %	Only enter those contributions you are confident you will actually receive.
☐ Contributions as dollar amount: \$ Grow annually	•
Contributions end: □ Client's Retirement □ Co-Client's R	etirement

TRADITIONAL IRAS			
Who is the owner: □Client □Co-Client	Description:		
Current value: \$	After-tax value: \$		
Assign - How to Use: (check one)			
☐ Fund All Goals	☐ Earmark to One or More Goals:		
□ Not Used in Plan	☐ Leave to Estate		
Annual additions: (check one)			
Pre-tax: □ Additions: \$ Inflate? □ No □ Yes	☐ Maximum contribution each year		
After-tax: □ Additions: \$	☐ Maximum contribution each year		
Year additions begin:			
Year additions end: □ Client's Retirement □ Co-Client's F	Retirement 🗆 Year:		
Who is the owner: □Client □Co-Client	Description:		
Current value: \$	After-tax value: \$		
Assign – How to Use: (check one)			
☐ Fund All Goals	☐ Earmark to One or More Goals:		
□ Not Used in Plan	☐ Leave to Estate		
Annual additions: (check one)			
Pre-tax: □ Additions: \$ Inflate? □ No □ Yes	☐ Maximum contribution each year		
After-tax: □ Additions: \$	☐ Maximum contribution each year		
Year additions begin:			
Year additions end: □ Client's Retirement □ Co-Client's Retirement □ Year:			
Who is the owner: □Client □Co-Client	Description:		
Current value: \$	After-tax value: \$		
Assign – How to Use: (check one)			
☐ Fund All Goals	☐ Earmark to One or More Goals:		
□ Not Used in Plan	☐ Leave to Estate		
Annual additions: (check one)			
Pre-tax: □ Additions: \$ Inflate? □ No □ Yes	☐ Maximum contribution each year		
After-tax: □ Additions: \$	☐ Maximum contribution each year		
Year additions begin:			
Year additions end: □ Client's Retirement □ Co-Client's Retirement □ Year:			

TRADITIONAL IRAS (cont.)	
Who is the owner: □Client □Co-Client	Description:
Current value: \$	After-tax value: \$
Assign – How to Use: (check one)	
□Fund All Goals	☐ Earmark to One or More Goals:
□ Not Used in Plan	☐ Leave to Estate
Annual additions: (check one)	
Pre-tax: □ Additions: \$ Inflate? □ No □ Yes	☐ Maximum contribution each year
After-tax: □ Additions: \$	☐ Maximum contribution each year
Year additions begin:	
Year additions end: □Client's Retirement □Co-Client's F	Retirement □Year:
SEP IRA - 72(t)	
Who is the owner: □Client □Co-Client	Description:
Ticker symbol:	Units:
Current value: \$	After-tax value: \$
Assign – How to Use: (check one)	
□ Fund All Goals	☐ Earmark to One or More Goals:
□ Not Used in Plan	☐ Leave to Estate
72(t) distributions:	
Annual distribution amount: \$	Year distribution began:
Who is the owner: □Client □Co-Client	Description:
Ticker symbol:	Units:
Current value: \$	After-tax value: \$
Assign – How to Use: (check one)	
□Fund All Goals	☐ Earmark to One or More Goals:
□Not Used in Plan	☐ Leave to Estate
72(t) distributions:	
Annual distribution amount: \$	Year distribution began:

ROTHIRAS			
Who is the owner: □Client □Co-Client	Description:		
Current value: \$	After-tax value: \$		
Assign - How to Use: (check one)			
□Fund All Goals	☐ Earmark to One or More Goals:		
□ Not Used in Plan	☐ Leave to Estate		
Annual additions: (check one)			
Pre-tax: ☐ Additions: \$ Inflate? ☐ No ☐ Yes	☐ Maximum contribution each year		
After-tax: □ Additions: \$	Year additions begin:		
Year additions end: □ Client's Retirement □ Co-Client's R	Retirement 🗆 Year:		
Who is the owner: □ Client □ Co-Client	Description:		
Current value: \$	After-tax value: \$		
Assign - How to Use: (check one)			
□Fund All Goals	☐ Earmark to One or More Goals:		
□ Not Used in Plan	☐ Leave to Estate		
Annual additions: (check one)			
Pre-tax: ☐ Additions: \$ Inflate? ☐ No ☐ Yes	☐ Maximum contribution each year		
After-tax: □ Additions: \$	Year additions begin:		
Year additions end: ☐ Client's Retirement ☐ Co-Client's R	Retirement 🗆 Year:		
COVERDELL ACCOUNTS (ESA)			
Who is the owner: □Custodial	Description:		
Current value: \$			
Assign - How to Use: (check one)			
□Fund All Goals	☐ Earmark to One or More Goals:		
□ Not Used in Plan	☐ Leave to Estate		
Annual additions: (check one)			
Additions: \$ Inflate? □No □Yes	☐ Maximum contribution each year		
Year additions begin:			
Year additions end: □Client's Retirement □Co-Client's Retirement □Year:			

COVERDELL ACCOUNTS (ESA) (cont.)	
Who is the owner: □ Custodial	Description:
Current value: \$	
Assign – How to Use: (check one)	
□Fund All Goals	□ Earmark to One or More Goals:
□Not Used in Plan	☐ Leave to Estate
Annual additions: (check one)	
Additions: \$ Inflate? □No □Yes	☐ Maximum contribution each year
Year additions begin:	
Year additions end: □ Client's Retirement □ Co-Client's	Retirement □ Year:
529 SAVINGS PLAN	
Who is the owner: □Client □Co-Client	Description:
Beneficiaries/Percentage:	
Estate %	Other: – %
Co-Client %	Other: – %
Current value: \$	Is this asset subject to state taxes? ☐ No ☐ Yes
Assign – How to Use: (check one)	
□Fund All Goals	☐ Earmark to One or More Goals:
□Not Used in Plan	☐ Leave to Estate
Annual additions: (check one)	
Additions: \$ Inflate? □No □Yes	Year additions begin:
Year additions end: □ Client's Retirement □ Co-Client's	Retirement □ Year:
Who is the owner: □Client □Co-Client	Description:
Beneficiaries/Percentage:	
Estate %	Other: – %
Co-Client %	Other: – %
Current value: \$	Is this asset subject to state taxes? $\square$ No $\square$ Yes
Assign – How to Use: (check one)	
☐ Fund All Goals	☐ Earmark to One or More Goals:
□ Not Used in Plan	☐ Leave to Estate
Annual additions: (check one)	
Additions: \$ Inflate? □No □Yes	Year additions begin:
Year additions end: ☐ Client's Retirement ☐ Co-Client's	Retirement □ Year:

ANNUITIES	
Who is the owner: $\Box$ Client $\Box$ Co-Client	Description:
Current value: \$	Cost basis: \$
Assign – How to Use: (check one)	
☐ Fund All Goals	☐ Earmark to One or More Goals:
□ Not Used in Plan	☐ Leave to Estate
Annual additions: (check one)	
□ Additions: \$ Inflate? □ No □ Yes	Year additions begin:
Year additions end: □ Client's Retirement □ Co-Client's F	Retirement 🗆 Year:
Who is the owner: □Client □Co-Client	Description:
Current value: \$	Cost basis: \$
Assign – How to Use: (check one)	
□ Fund All Goals	☐ Earmark to One or More Goals:
□ Not Used in Plan	☐ Leave to Estate
Annual additions: (check one)	
□ Additions: \$ Inflate? □ No □ Yes	Year additions begin:
Year additions end: □ Client's Retirement □ Co-Client's R	Retirement 🗆 Year:
Who is the owner: □Client □Co-Client	Description:
Current value: \$	Cost basis: \$
Assign – How to Use: (check one)	
☐ Fund All Goals	☐ Earmark to One or More Goals:
□ Not Used in Plan	☐ Leave to Estate
Annual additions: (check one)	
□ Additions: \$ Inflate? □ No □ Yes	Year additions begin:
Year additions end: □ Client's Retirement □ Co-Client's R	Retirement 🗆 Year:

CASH VALUE L	IFE: VARIABLE	LIFE					
Who is the owner: □Client □Co-Client □Insured: □Client □Co-Client □1st to Die □2nd to Die							
Name or Descripti	on:						
Beneficiaries:	Estate	%		Co-Client	%		
Other:		_	%	Other:		-	%
Other:		_	%	Other:		_	%
Current value: \$							
Cost basis: \$				Insurance amount: \$			
Assign – How to	Use: (check one	)					
☐ Fund All Goals				☐ Earmark to One or M	ore Goals:		
□ Not Used in Pla	n			☐ Leave to Estate			
Annual additions	s: (check one)						
Pre-tax: □ Additio	ons: \$	Inflate? □	No □Yes	☐ Maximum contributio	n each year		
After-tax: □ Addi	tions: \$			Year additions begin:			
Year additions end	d: □Client's Ret	rement □Co	o-Client's F	Retirement 🗆 Year:			
Who is the owner:	□Client □Co	-Client		Insured: □Client □Co-0	Client □1sttd	o Die □2nd to	Die
Name or Descripti	on:						
Beneficiaries:	Estate	%		Co-Client	%		
Other:		-	%	Other:		-	%
Other:		_	%	Other:		_	%
Current value: \$							
Cost basis: \$				Insurance amount: \$			
Assign – How to	Use: (check one	)					
☐ Fund All Goals				☐ Earmark to One or M	ore Goals:		
□ Not Used in Pla	n			☐ Leave to Estate			
Annual additions	s: (check one)						
Pre-tax: □ Addition	ons: \$	Inflate? □	No □Yes	☐ Maximum contributio	n each year		
After-tax: □ Addi	tions: \$			Year additions begin:			
Year additions end: □ Client's Retirement □ Co-Client's Retirement □ Year:							

OTHER TAX-DEFERRED	
Who is the owner: □Client □Co-Client	Description:
Current value: \$	Cost basis: \$
Assign - How to Use: (check one)	
□Fund All Goals	□ Earmark to One or More Goals:
□ Not Used in Plan	☐ Leave to Estate
Annual additions: (check one)	
□ Additions: \$ Inflate? □ No □ Yes	Year additions begin:
Year additions end: □ Client's Retirement □ Co-Client's F	etirement □Year:
U.S. SAVINGS BOND	
Who is the owner: □Client □Co-Client	Description:
Current value: \$	Cost basis: \$
Assign - How to Use: (check one)	
□Fund All Goals	□ Earmark to One or More Goals:
□ Not Used in Plan	☐ Leave to Estate
Annual additions: (check one)	
□ Additions: \$ Inflate? □ No □ Yes	Year additions begin:
Year additions end: □ Client's Retirement □ Co-Client's F	etirement □Year:
TAXABLE	
Who is the owner: □Client □Co-Client □Joint □Cus	stodial
If Joint, what kind? $\Box$ Survivorship $\Box$ Common $\Box$ Entirety	☐ Community Property
☐ Other w/ Client ☐ Other w/ Co-Client	
Description:	
Ticker symbol:	Units:
Current value: \$	Cost basis: \$
Assign – How to Use: (check one)	
□Fund All Goals	☐ Earmark to One or More Goals:
□ Not Used in Plan	☐ Leave to Estate
Annual additions: (check one)	
□ Additions: \$ Inflate? □ No □ Yes	Year additions begin:
Year additions end: □ Client's Retirement □ Co-Client's F	etirement □Year:

TAXABLE (cont.)		
Who is the owner:	□ Client □ Co-Client □ Joint □ Cus	stodial
If Joint, what kind?	□Survivorship □Common □Entirety	☐ Community Property
	☐ Other w/ Client ☐ Other w/ Co-Client	
Description:		
Ticker symbol:		Units:
Current value: \$		Cost basis: \$
Assign – How to	Use: (check one)	
□ Fund All Goals		☐ Earmark to One or More Goals:
□ Not Used in Plan	1	☐ Leave to Estate
Annual additions	: (check one)	
☐ Additions: \$	Inflate? □No □Yes	Year additions begin:
Year additions end	: □Client's Retirement □Co-Client's F	Retirement 🗆 Year:
TAX-FREE		
Who is the owner:	□Client □Co-Client □Joint □Cus	stodial
If Joint, what kind?	□Survivorship □Common □Entirety	☐ Community Property
	☐ Other w/ Client ☐ Other w/ Co-Client	
Description:		
Ticker symbol:		Units:
Current value: \$		Cost basis: \$
Is this asset subjec	t to state taxes? □No □Yes	
Assign – How to I	Use: (check one)	
□ Fund All Goals		☐ Earmark to One or More Goals:
□ Not Used in Plan	1	□ Leave to Estate
Annual additions	: (check one)	
☐ Additions: \$	Inflate? □No □Yes	Year additions begin:
Year additions end: □ Client's Retirement □ Co-Client's Retirement □ Year:		

TAX-FREE (cont.)	
Who is the owner: □Client □Co-Client □Joint □C	Custodial
If Joint, what kind? □Survivorship □Common □Entire	ety □Community Property
□ Other w/ Client □ Other w/ Co-Clie	nt
Description:	
Ticker symbol:	Units:
Current value: \$	Cost basis: \$
Is this asset subject to state taxes? ☐ No ☐ Yes	
Assign – How to Use: (check one)	
□ Fund All Goals	☐ Earmark to One or More Goals:
□Not Used in Plan	☐ Leave to Estate
Annual additions: (check one)	
□ Additions: \$ Inflate? □ No □ Yes	Year additions begin:
Year additions end: □ Client's Retirement □ Co-Client'	s Retirement
PERSONAL AND BUSINESS ASSETS (Homes, Veh	icles, Personal Property, Business Assets, Real Estate, etc.)
Owner: □Client □Co-Client □Joint □Custodial	
If Joint, what kind? □ Survivorship □ Common □ Entire	ety □ Community Property
□ Other w/ Client □ Other w/ Co-Clie	nt
Description:	Current value: \$
Will the value of this asset increase each year? $\Box$ No $\Box$ Y	/es: %
Do you intend to sell this asset to help fund your goals?	No ☐ Yes: % (If Yes, complete the remaining items)
Year to sell:	Future value (after tax) Low: \$
Future value (after tax) Expected: \$	Future value (after tax) High: \$
Assign - How to Use: (check one)	
☐ Fund All Goals	☐ Earmark to One or More Goals:
□Not Used in Plan	☐ Leave to Estate
Owner: □Client □Co-Client □Joint □Custodial	
If Joint, what kind? □Survivorship □Common □Entire	ety □Community Property
□ Other w/ Client □ Other w/ Co-Clie	nt
Description:	Current value: \$
Will the value of this asset increase each year? $\Box$ No $\Box$ Y	/es: %
Do you intend to sell this asset to help fund your goals?	No ☐ Yes: % (If Yes, complete the remaining items)
Year to sell:	Future value (after tax) Low: \$
Future value (after tax) Expected: \$	Future value (after tax) High: \$
Assign - How to Use: (check one)	
□Fund All Goals	☐ Earmark to One or More Goals:
□Not Used in Plan	☐ Leave to Estate

PERSONAL AND BUSINESS ASSETS (cont.)	
Owner: □Client □Co-Client □Joint □Custodial	
If Joint, what kind? □ Survivorship □ Common □ Entirety	□ Community Property
□ Other w/ Client □ Other w/ Co-Client	
Description:	Current value: \$
Will the value of this asset increase each year? ☐ No ☐ Yes	s: %
Do you intend to sell this asset to help fund your goals? $\Box$ N	No $\square$ Yes: % (If Yes, complete the remaining items)
Year to sell:	Future value (after tax) Low: \$
Future value (after tax) Expected: \$	Future value (after tax) High: \$
Assign – How to Use: (check one)	
□Fund All Goals	☐ Earmark to One or More Goals:
□ Not Used in Plan	☐ Leave to Estate
PENSION - LUMP SUM DISTRIBUTION	
Who is the owner: □Client □Co-Client	Description:
Current value: \$	Year of distribution:
Value of distribution \$	Value is: (check one) □ Pre-tax □ After-tax
Assign – How to Use: (check one)	
□ Fund All Goals	☐ Earmark to One or More Goals:
□ Not Used in Plan	☐ Leave to Estate
DEFERRED COMPENSATION (Receiving Now)	
Who is the owner: □Client □Co-Client	Description:
Current value (today's dollars): \$	
Distribution period	
Number of years:	Annual payment (pre-tax): \$
Assign – How to Use: (check one)	
□Fund All Goals	☐ Earmark to One or More Goals:
□Not Used in Plan	☐ Leave to Estate
Who is the owner: □Client □Co-Client	Description:
Current value (today's dollars): \$	
Distribution period	
Number of years:	Annual payment (pre-tax): \$
Assign – How to Use: (check one)	
□Fund All Goals	☐ Earmark to One or More Goals:
□ Not Used in Plan	☐ Leave to Estate

DEFERRED COMPENSATION (Future)		
Who is the owner: □Client □Co-Client	Description:	
Current value (today's dollars): \$		
Contributions		
Amount – Select method	□None	
☐ Percentage of income – Annual Income: \$	Grow Annually by:	
% Contribution:		
□ Dollar amount – \$	Grow Annually by:	
Period	Start year:	
Year additions end: □Client's Retirement □Co-Client	's Retirement □ Year:	
Value at start of distribution	Rate of return during accumulation:	%
Year distributions begin: □ Client's Retirement □ Co-C	Client's Retirement	
Distribution period		
Number of years:	Annual payment (pre-tax): \$	
Annual distribution	Rate of return during distribution:	%
Assign – How to Use: (check one)		
□ Fund All Goals	□ Earmark to One or More Goals:	
□ Not Used in Plan	☐ Leave to Estate	
Who is the owner: □Client □Co-Client	Description:	
Current value (today's dollars): \$		
Contributions		
Amount - Select method	□None	
☐ Percentage of income – Annual Income: \$	Grow Annually by:	
% Contribution:		
□ Dollar amount – \$	Grow Annually by:	
Period	Start year:	
Year additions end: □ Client's Retirement □ Co-Client	's Retirement □ Year:	
Value at start of distribution	Rate of return during accumulation:	%
Year distributions begin: □ Client's Retirement □ Co-0	Client's Retirement □ Year:	
Distribution period		
Number of years:	Annual payment (pre-tax): \$	
Annual distribution	Rate of return during distribution:	%
Assign - How to Use: (check one)		
□ Fund All Goals	□ Earmark to One or More Goals:	
□ Not Used in Plan	☐ Leave to Estate	

INSURANCE A	SSETS - CAS	H VALUE (U	niversal/ <b>V</b> a	riable/Whole/Other)					
Owner: □Client	□ Co-Client			Insured: ☐ Client ☐ C	o-Client □1s	t to Die □2nd t	o Die		
Description:									
Current cash valu	ie (before tax – to	oday's dollars):	\$						
Average annual g	rowth rate (exclu	ıding cost of in	surance):						
Beneficiaries &	Death Benefit								
Beneficiaries:	Estate	%		Co-Client	%				
Other:		_	%	Other:		-	%		
Other:		_	%	Other:		_	%		
Death benefit am	ount:			Premium amount: \$		every:			
How long will pre	miums be paid?	☐ Until insure	ed dies □ L	Intil policy terminates	☐ For this nu	mber of years:			
When will this po	licy terminate? [	□ When insur	ed dies 🗆 🗅	ear:					
Do you intend to	sell this asset to	help fund you	r goals? □	No □ Yes (If Yes, compl	ete the remain	ning items)			
Year of withdrawa	al:								
Future cash value of policy (before tax – future dollars): \$ Tax-free withdrawal: \$									
Assign – How to	<b>Use:</b> (check or	ne)							
☐ Fund All Goals	Fund All Goals								
□ Not Used in Pl	an	☐ Leave to Estate							
Owner: □Client	□ Co-Client			Insured: ☐ Client ☐ C	o-Client □1s	t to Die □2nd t	o Die		
Description:									
Current cash valu	ie (before tax – to	oday's dollars):	\$						
Average annual g	rowth rate (exclu	ıding cost of in	surance):						
Beneficiaries &	Death Benefit								
Beneficiaries:	Estate	%		Co-Client	%				
Other:		_	%	Other:		_	%		
Other:		_	%	Other:		_	%		
Death benefit am	ount:			Premium amount: \$		every:			
How long will pre	miums be paid?	☐ Until insure	ed dies □ L	Intil policy terminates	☐ For this nu	mber of years:			
When will this po	licy terminate? [	□ When insur	ed dies 🗆 🗅	ear:					
Do you intend to	sell this asset to	help fund you	r goals? □	No □ Yes (If Yes, compl	ete the remaii	ning items)			
Year of withdrawa	al:								
Future cash value	Future cash value of policy (before tax – future dollars): \$ Tax-free withdrawal: \$								
Assign – How to	<b>Use:</b> (check or	ne)							
□ Fund All Goals	3			□Earmark to One or More Goals:					
□ Not Used in Pl	an			☐ Leave to Estate					

529 SAVINGS PLAN						
Owner: □Client □Co-Client	Description:					
Current value: \$	Annual growth rate:					
Do you intend to sell this asset to help fund your goals? $\Box$ N	o ☐ Yes (If Yes, complete the remaining items)					
Year to sell:	Future value (after tax) Low: \$					
Future value (after tax) Expected: \$	Future value (after tax) High: \$					
Assign - How to Use: (check one)						
□Fund All Goals	☐ Earmark to One or More Goals:					
□ Not Used in Plan	☐ Leave to Estate					
Owner: □Client □Co-Client	Description:					
Current value: \$	Annual growth rate:					
Do you intend to sell this asset to help fund your goals?   No Yes (If Yes, complete the remaining items)						
Year to sell:	Future value (after tax) Low: \$					
Future value (after tax) Expected: \$	Future value (after tax) High: \$					
Assign - How to Use: (check one)						
□Fund All Goals	☐ Earmark to One or More Goals:					
□ Not Used in Plan	☐ Leave to Estate					
FUTURE ASSETS Cash (Inheritance, Gift, Settlement, etc.	:.)					
Owner: □Client □Co-Client □Joint □Custodial						
If Joint, what kind? $\square$ Survivorship $\square$ Common $\square$ Entirety	☐ Community Property					
□ Other w/ Client □ Other w/ Co-Client						
Description:						
	Future value (after tax) Low: \$					
Description:	Future value (after tax) Low: \$ Future value (after tax) High: \$					
Description: Year to receive:						
Description: Year to receive: Future value (after tax) Expected: \$						
Description: Year to receive: Future value (after tax) Expected: \$ Assign - How to Use: (check one)	Future value (after tax) High: \$					
Description:  Year to receive:  Future value (after tax) Expected: \$  Assign – How to Use: (check one)  □ Fund All Goals	Future value (after tax) High: \$  □ Earmark to One or More Goals:					
Description:  Year to receive:  Future value (after tax) Expected: \$  Assign – How to Use: (check one)  □ Fund All Goals  □ Not Used in Plan	Future value (after tax) High: \$  □ Earmark to One or More Goals:  □ Leave to Estate					
Description:  Year to receive:  Future value (after tax) Expected: \$  Assign - How to Use: (check one)  □ Fund All Goals  □ Not Used in Plan  Owner: □ Client □ Co-Client □ Joint □ Custodial	Future value (after tax) High: \$  □ Earmark to One or More Goals:  □ Leave to Estate					
Description:  Year to receive:  Future value (after tax) Expected: \$  Assign - How to Use: (check one)  □ Fund All Goals  □ Not Used in Plan  Owner: □ Client □ Co-Client □ Joint □ Custodial  If Joint, what kind? □ Survivorship □ Common □ Entirety	Future value (after tax) High: \$  □ Earmark to One or More Goals:  □ Leave to Estate					
Description:  Year to receive:  Future value (after tax) Expected: \$  Assign - How to Use: (check one)  □ Fund All Goals  □ Not Used in Plan  Owner: □ Client □ Co-Client □ Joint □ Custodial  If Joint, what kind? □ Survivorship □ Common □ Entirety  □ Other w/ Client □ Other w/ Co-Client	Future value (after tax) High: \$  □ Earmark to One or More Goals:  □ Leave to Estate					
Description:  Year to receive:  Future value (after tax) Expected: \$  Assign - How to Use: (check one)  □ Fund All Goals  □ Not Used in Plan  Owner: □ Client □ Co-Client □ Joint □ Custodial  If Joint, what kind? □ Survivorship □ Common □ Entirety  □ Other w/ Client □ Other w/ Co-Client  Description:	Future value (after tax) High: \$  □ Earmark to One or More Goals:  □ Leave to Estate  □ Community Property					
Description:  Year to receive:  Future value (after tax) Expected: \$  Assign - How to Use: (check one)  □ Fund All Goals  □ Not Used in Plan  Owner: □ Client □ Co-Client □ Joint □ Custodial  If Joint, what kind? □ Survivorship □ Common □ Entirety  □ Other w/ Client □ Other w/ Co-Client  Description:  Year to receive:	Future value (after tax) High: \$  □ Earmark to One or More Goals:  □ Leave to Estate  □ Community Property  Future value (after tax) Low: \$					
Description:  Year to receive:  Future value (after tax) Expected: \$  Assign - How to Use: (check one)  □ Fund All Goals  □ Not Used in Plan  Owner: □ Client □ Co-Client □ Joint □ Custodial  If Joint, what kind? □ Survivorship □ Common □ Entirety  □ Other w/ Client □ Other w/ Co-Client  Description:  Year to receive:  Future value (after tax) Expected: \$	Future value (after tax) High: \$  □ Earmark to One or More Goals:  □ Leave to Estate  □ Community Property  Future value (after tax) Low: \$					

## YOUR STOCK OPTIONS

STOCK OPTIONS PLAN											
Who is the owner: ☐ Client ☐	□ Co-Clie	ent									
Stock Name:											
Market Price: \$											
Last Update:											
Do all options vest at death?	□ No □	Yes									
VESTING SCHEDULE											
Name				%	VESTED	BY YEA	AR .				
Ivaille	1	2	3	4	5	6	7	8	9	10	
Stock Options Grant				Туре:	□ISO	□ NQO					
Grant date:			Grant name:								
Options granted:											
Expiration date:											
Select vesting schedule:											
Stock Options Grant				Type: □ISO □NQO							
Grant date:				Grant name:							
Options granted:				Options already exercised:							
Expiration date:											
Select vesting schedule:											
Stock Options Grant				Type: □ ISO □ NQO							
Grant date:				Grant name:							
Options granted:				Options already exercised:							
Expiration date:				Grant	price:						
Select vesting schedule:											
Stock Options Grant				Туре:	□ISO	□NQO					
Grant date:				Grant name:							
Options granted:				Options already exercised:  Grant price:							
Expiration date:											
Soloct vosting schodulo:											

STOCK OPTIONS PLAN											
Who is the owner: ☐ Client ☐ Co-Client											
Stock Name:											
Market Price: \$											
Last Update:											
Do all options vest at death?	□ No □	Yes									
VESTING SCHEDULE	ULE										
Name					_	BY YEA					
	1	2	3	4	5	6	7	8	9	10	
Stock Options Grant				Tyne	□ISO						
-											
Grant date: Options granted:											
Expiration date:											
Select vesting schedule:											
Stock Options Grant				Type: □ISO □NQO							
Grant date:				Grant name:							
Options granted:				Options already exercised:							
Expiration date:											
Select vesting schedule:											
Stock Options Grant				Type: □ ISO □ NQO							
Grant date:				Grant name:							
Options granted:				Options already exercised:							
Expiration date:				Grant price:							
Select vesting schedule:											
Stock Options Grant				Type: □ ISO □ NQO							
Grant date:				Grant name:							
Options granted:											
Expiration date:				Grant	price: _						
Select vesting schedule:											
Stock Options Grant				Type: □ ISO □ NQO							
Grant date:				Grant name:							
Options granted:				Options already exercised:							
Expiration date:			Grant price:								

Select vesting schedule:

STOCK OPTIONS PLAN	
Stock Options Grant	Type: □ ISO □ NQO
Grant date:	Grant name:
Options granted:	Options already exercised:
Expiration date:	Grant price:
Select vesting schedule:	
Stock Options Grant	Type: ☐ ISO ☐ NQO
Grant date:	Grant name:
Options granted:	Options already exercised:
Expiration date:	Grant price:
Select vesting schedule:	
Stock Options Grant	Type: □ISO □NQO
Grant date:	Grant name:
Options granted:	Options already exercised:
Expiration date:	Grant price:
Select vesting schedule:	
Stock Options Grant	Type: □ ISO □ NQO
Grant date:	Grant name:
Options granted:	Options already exercised:
Expiration date:	Grant price:
Select vesting schedule:	
Stock Options Grant	Type: ☐ ISO ☐ NQO
Grant date:	Grant name:
Options granted:	Options already exercised:
Expiration date:	Grant price:
Select vesting schedule:	
Stock Options Grant	Type: □ISO □NQO
Grant date:	Grant name:
Options granted:	Options already exercised:
Expiration date:	Grant price:
Select vesting schedule:	
Stock Options Grant	Type: □ ISO □ NQO
Grant date:	Grant name:
Options granted:	Options already exercised:
Expiration date:	Grant price:
Select vesting schedule:	

**Stock Options - Cash Receipt Schedule:** As an alternative to letting the program calculate the future value of Stock Options, enter the after-tax, future cash amount(s) below.

#### **Stock Options** Name of grant: Future value (after tax) Low: \$ Year cash received: Future value (after tax) Expected: \$ Future value (after tax) High: \$ \_\_\_ Name of grant: Future value (after tax) Low: \$ Year cash received: Future value (after tax) Expected: \$ Future value (after tax) High: \$ Name of grant: Future value (after tax) Low: \$ Year cash received: Future value (after tax) Expected: \$\_\_\_\_ Future value (after tax) High: \$ Name of grant: Future value (after tax) Low: \$ Year cash received: Future value (after tax) Expected: \$\_\_\_\_\_ Future value (after tax) High: \$ Name of grant: Future value (after tax) Low: \$ Year cash received: Future value (after tax) Expected: \$ Future value (after tax) High: \$\_ Name of grant: Future value (after tax) Low: \$ Year cash received: Future value (after tax) Expected: \$\_\_\_\_ Future value (after tax) High: \$ Name of grant: \_\_\_ Future value (after tax) Low: \$ Year cash received: Future value (after tax) Expected: \$\_\_\_\_ Future value (after tax) High: \$ Name of grant: Future value (after tax) Low: \$ Year cash received: Future value (after tax) Expected: \$ Future value (after tax) High: \$ \_\_\_ Name of grant: Future value (after tax) Low: \$ \_ Year cash received: Future value (after tax) Expected: \$\_\_\_ Future value (after tax) High: \$ Name of grant: Future value (after tax) Low: \$ Year cash received: Future value (after tax) Expected: \$\_\_\_\_ Future value (after tax) High: \$ \_

Who is the owner: ☐ Client ☐ Co-Client											
Ticker:											
Stock Name:											
Market Price: \$											
Last Update:											
Do all options vest at death?	□ No □	Yes									
VESTING SCHEDULE											
Name				%	VESTE	BY YEA	R				
Name	1	2	3	4	5	6	7	8	9	10	
Restricted Stock Grant											
Grant date:				Grant	name:						
Shares granted:					ıg Schedu						
-											
Restricted Stock Grant											
Grant date:				Grant name:							
Shares granted:											
•											
Restricted Stock Grant											
Grant date:				Grant name:							
Shares granted:				Vesting Schedule:							
Restricted Stock Grant											
Grant date:				Grant name:							
Shares granted:				Vesting Schedule:							
Restricted Stock Grant											
Grant date:				Grant name:							
Shares granted:											
Restricted Stock Grant											
Grant date:				Grant	name:						
Shares granted:					ıg Schedu						
Restricted Stock Grant											
Grant date:				Grant name:							
Shares granted:											

**Restricted Options - Cash Receipt Schedule:** As an alternative to letting the program calculate the future value of Restricted Stock, enter the after-tax, future cash amount(s) below.

#### **Restricted Stock Grants**

Future value (after tax) Low: \$
Future value (after tax) Expected: \$
Future value (after tax) High: \$
Future value (after tax) Low: \$
Future value (after tax) Expected: \$
Future value (after tax) High: \$
Future value (after tax) Low: \$
Future value (after tax) Expected: \$
Future value (after tax) High: \$
Future value (after tax) Low: \$
Future value (after tax) Expected: \$
Future value (after tax) High: \$
Future value (after tax) Low: \$
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Future value (after tax) Expected: \$
Future value (after tax) High: \$
Future value (after tax) Low: \$
Future value (after tax) Expected: \$
Future value (after tax) High: \$
Future value (after tax) Low: \$
Future value (after tax) Expected: \$
Future value (after tax) High: \$
Future value (after tax) Low: \$
Future value (after tax) Expected: \$
Future value (after tax) High: \$

## YOUR INSURANCE POLICIES AND ESTATE DOCUMENTS

CASH VALUE LIFE POLICIE	CASH VALUE LIFE POLICIES OWNED BY THE CLIENT OR CO-CLIENT				
Investment Asset (Variable Life	<del>)</del>				
Owner: □ Client □ Co-Client	Insured: ☐ Client ☐ Co-Client ☐ 1st to Die	☐ 2 <sup>nd</sup> to Die			
Name or Description:					
Beneficiaries & Death Benefit					
Estate % Other -	% Other -	%			
Co-Client % Other -	% Other -	%			
Current Value: \$	Cost Basis: \$				
Insurance Amount: \$					
Assign – How to Use: (check or	ne)				
□ Fund All Goals □ Earmark to One or More Goals:					
□ Not Used in Plan □ Leave to Estate					
Annual additions: (check one)					
Pre-tax: □Additions: \$	Inflate? ☐ No ☐ Yes				
☐ Maximum contribut	ion each year				
After-Tax: □Additions: \$					
Year additions begin:					
Year additions end: ☐ Client's Retirement ☐ Co-Client's Retirement ☐ Year:					
Other Asset (Universal Variable	Whole Life Other Life)				
Owner: □ Client □ Co-Client	Insured: ☐ Client ☐ Co-Client ☐ 1st to Die	□ 2 <sup>nd</sup> to Die			
Description:	Current cash value: \$	(before tax - today's dollars)			
Average annual growth rate: (excluding cost of insurance)					

## CASH VALUE LIFE POLICIES OWNED BY THE CLIENT OR CO-CLIENT Beneficiaries & Death Benefit % Other -% Estate % Other -Co-Client % Other -% Other -% Death benefit amount: \$ Premium amount: \$ every: How long will premiums be paid? ☐ Until insured dies ☐ Until policy terminates ☐ For this number of years: When will this policy terminate? $\Box$ When insured dies $\Box$ Year: Do you intend to sell this asset to help fund your goals? $\square$ No $\square$ Yes (If Yes, complete the remaining items) Year of withdrawal: Amount of withdrawal: \$ (before tax - future dollars) Tax-free withdrawal: \$ Assign - How to Use: (check one) ☐ Fund All Goals ☐ Earmark to One or More Goals: ☐ Not Used in Plan ☐ Leave to Estate **Cash Value Life** (Universal|Variable|Whole Life|Other) Owner: Irrevocable Trust Other Person or Entity Insured: ☐ Client ☐ Co-Client ☐ 1st to Die ☐ 2nd to Die Description/ Company: Current cash value: \$ (before tax - today's dollars) Beneficiaries & Death Benefit Estate % Other -% % Other -Co-Client % Other -% Other -% Death benefit amount (deduct policy loans): \$ Premium amount: \$ every: How long will premiums be paid? ☐ Until insured dies ☐ Until policy terminates ☐ For this number of years: When will this policy terminate? $\Box$ When insured dies $\Box$ Year: If ownership of the policy was transferred, enter the year of transfer: Select the original owner of the policy: ☐ Client ☐ Co-Client

NON-CASH VALUE LIFE POLICIES - ALL OWNERS						
Non-Cash Value Life (Term Life)						
Owner: ☐ Client ☐ Co-Client ☐ Irrevocable Trust ☐ Other Person or Entire	ty					
Insured: $\square$ Client $\square$ Co-Client $\square$ 1st to Die $\square$ 2nd to Die						
Description/Company:						
Beneficiaries & Death Benefit						
Estate % Other - % Other -	0/0					
Co-Client % Other - % Other -	. %					
Death benefit amount: \$	every:					
How long will premiums be paid? ☐ Until insured dies ☐ Until policy termina	ates					
When will this policy terminate? ☐ When insured dies ☐ Year:						
If ownership of the policy was transferred, enter the year of transfer:						
Select the original owner of the policy: ☐ Client ☐ Co-Client						
Non-Cash Value Life (Group Term Other)						
Owner: □ Client □ Co-Client □ Irrevocable Trust □ Other Person or Entity						
Insured: ☐ Client ☐ Co-Client						
Description/Company:						
Beneficiaries & Death Benefit						
Estate % Other - % Other -	%					
Co-Client % Other - % Other	- %					
Death benefit amount:						
When will this policy terminate? ☐ When insured dies ☐ Year:						
If ownership of the policy was transferred, enter the year of transfer:						
Select the original owner of the policy: ☐ Client ☐ Co-Client						
Non-Cash Value Life (Group Term Other)						
Owner: ☐ Client ☐ Co-Client ☐ Irrevocable Trust ☐ Other Person or Entire	ty					
Insured: ☐ Client ☐ Co-Client						
Description/Company:						

NON-CASH VALUE LIFE POLICIES - ALL OWN	IERS	
Beneficiaries & Death Benefit		
Estate % Other -	% Other -	%
Co-Client % Other -	% Other -	%
Death benefit amount: \$		
When will this policy terminate? $\qed$ When insured di	es □ Year:	
If ownership of the policy was transferred, enter the year	ear of transfer:	
Select the original owner of the policy: ☐ Cli	ent 🗆 Co-Client	
OTHER INSURANCE POLICIES		
Disability (Group Personal Other)		
Insured: ☐ Client ☐ Co-Client ☐	Description/Company:	
Premium amount: \$ every	Γax Status: □ Pre-Tax □ After-Tax	
Monthly benefit amount: \$	Elimination period:   Months   Years	
Benefit period (select one) ☐ Period of Time	per 🗆 Until this age:	
Inflation option (check one) □ None □ Simple □	Compounded	
If you selected Simple or Compounded, ente	er rate: %	
Insured: ☐ Client ☐ Co-Client [	Description/Company:	
Premium amount: \$ every	「ax Status: □ Pre-Tax □ After-Tax	
Monthly benefit amount: \$	Elimination period:   Months  Years	
Benefit period (select one)	per ☐ Until this age:	
Inflation option (check one) □ None □ Simple □	Compounded	
If you selected Simple or Compounded, ente	errate: %	
Long Term Care ( Home Care Only   Nursing Home C	Care   Other)	
Insured:	Description/Company:	
Premium amount: \$	er □ Month □ Quarter □ Six Months □ Year	
Benefit period: (check # of years or Lifetime) □ 1 □	2	

OTHER INSURANCE POLICIES					
Daily benefit amount: \$	Elimination period:	days			
Inflation option (check one) ☐ None ☐ Simple	☐ Compounded				
If you selected Simple or Compounded, e	enter rate: %				
Insured:	Description/Company:				
Premium amount: \$	per □ Month □ Quarter	☐ Six Months ☐ Year			
Benefit period: (check # of years or Lifetime) □ 1	□2 □3 □4 □5 □6	□7 □8 □9 □10 □ Lifetime			
Daily benefit amount: \$	Elimination period:	days			
Inflation option (check one) ☐ None ☐ Simple	☐ Compounded				
If you selected Simple or Compounded, e	enter rate: %				
Medicare Supplement Insurance Policies					
Insured:	Description/Company:				
Type: (check one) □ A □ B □ C □ D □ E □	□F □G □H □I □J	□ Other			
Premium amount: \$	per ☐ Month ☐ Quarter	☐ Six Months ☐ Year			
Insured:	Description/Company:				
Type: (check one) □ A □ B □ C □ D □ E	□F □G □H □I □J	□ Other			
Premium amount: \$	per □ Month □ Quarter	☐ Six Months ☐ Year			
Property & Casualty Insurance Policies (Auto, Homeowners, Umbrella Other)					
Description/Company:	Policy expiration date:				
Premium amount: \$	per □ Month □ Quarter	☐ Six Months ☐ Year			
Description/Company:	Policy expiration date:				
Premium amount: \$	per □ Month □ Quarter	☐ Six Months ☐ Year			
Description/Company:	Policy expiration date:				

OTHER INSURANCE F	POLICIES						
Premium amount: \$		per □ Month □ Quarter □ Six Months □ Year					
Description/Company:		Policy expiration date:					
Premium amount: \$		per □ Month □ Quarter □ Six Months □ Year					
Description/Company:		Policy expiration date:					
Premium amount: \$		per □ Month □ Quarter □ Six Months □ Year					
Description/Company:		Policy expiration date:					
Premium amount: \$		per □ Month □ Quarter □ Six Months □ Year					
ESTATE DOCUMENTS							
	Client	Co-Client					
Will	□ No □ Yes	□ No □ Yes					
Includes Bypass Trust	□ No □ Yes	□ No □ Yes					
Date Last Reviewed							
Medical Directive	□ No □ Yes	□ No □ Yes					
Power of Attorney	□ No □ Yes	□ No □ Yes					

## YOUR DEBT AND OTHER LIABILITIES

LIABILITIES SUMMARY INPUT (Home & Land Loans, Vehicle Loans, Business Loans, Other Personal Debt)							
Description:							
Whose debt? ☐ Client ☐ Co-Client		Joint	If Joint, what kind? :				
Outstanding balance: \$			Monthly payment: \$				
Description:							
Whose debt? ☐ Client ☐ Co-Client		Joint	If Joint, what kind? :				
Outstanding balance: \$			Monthly payment: \$				
Description:							
Whose debt? ☐ Client ☐ Co-Client		Joint	If Joint, what kind? :				
Outstanding balance: \$			Monthly payment: \$				
Description:							
Whose debt? ☐ Client ☐ Co-Client		Joint	If Joint, what kind? :				
Outstanding balance: \$			Monthly payment: \$				
Description:							
Whose debt? ☐ Client ☐ Co-Client		Joint	If Joint, what kind? :				
Outstanding balance: \$			Monthly payment: \$				
Description:							
Whose debt? ☐ Client ☐ Co-Client		Joint	If Joint, what kind? :				
Outstanding balance: \$			Monthly payment: \$				
Description:							
Whose debt? ☐ Client ☐ Co-Client		Joint	If Joint, what kind? :				
Outstanding balance: \$			Monthly payment: \$				

LIABILITIES SUN	ЛΜА	RY INPUT (Hom	ie & L	and Loans, Vehicle Loans, Busi	ness Loans, Other Personal Del	bt)		
Description:								
Whose debt?		Client	☐ Co-Client ☐ Joint					
If Joint, what kind?   Surv		Survivorship	□ Common □ Entirety □ Community Property					
		Other w/Client		Other w/Co-Client				
Lender:			Outstanding Balance: \$					
Initial Loan Amount:		Out	tstanding Balance: \$	Term:				
Interest Rate:			Мо	nthly Payment: \$	OR Date to Pay in Full:			
Description:								
Whose debt?		Client		Co-Client   Joint				
If Joint, what kind?	nat kind? 🗆 Survivorship			□ Common □ Entirety □ Community Property				
		Other w/Client		Other w/Co-Client				
Lender:			Out	tstanding Balance: \$				
Initial Loan Amount:		Outstanding Balance: \$		Term:				
Interest Rate:		Мо	nthly Payment: \$	OR Date to Pay in Full:				
Description:								
Whose debt?		Client		Co-Client   Joint				
If Joint, what kind?		Survivorship	$\square$ Common $\square$ Entirety $\square$		Community Property			
		Other w/Client		Other w/Co-Client				
Lender:			Out	tstanding Balance: \$				
Initial Loan Amount:		Out	tstanding Balance: \$	Term:				
Interest Rate:		Мо	nthly Payment: \$	OR Date to Pay in Full:				
Description:								
Whose debt?		Client		Co-Client   Joint				
If Joint, what kind?		Survivorship	$\square$ Common $\square$ Entirety $\square$		Community Property			
		Other w/Client		Other w/Co-Client				
Lender:			Out	tstanding Balance: \$				
Initial Loan Amount:		Outstanding Balance: \$		Term:				
Interest Rate:			Мо	nthly Payment: \$	OR Date to Pay in Full:			

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