

CLIENT #1

AGE \_\_\_\_\_ RETIREMENT AGE \_\_\_\_\_

OCCUPATION \_\_\_\_\_

\$ \_\_\_\_\_ \$ \_\_\_\_\_

NET INCOME [ANNUAL] NET INCOME [MONTHLY]

\$ \_\_\_\_\_ Has a will?  Yes  No

LIFETIME EARNING POTENTIAL \_\_\_\_\_

CLIENT #2

AGE \_\_\_\_\_ RETIREMENT AGE \_\_\_\_\_

OCCUPATION \_\_\_\_\_

\$ \_\_\_\_\_ \$ \_\_\_\_\_

NET INCOME [ANNUAL] NET INCOME [MONTHLY]

\$ \_\_\_\_\_ Has a will?  Yes  No

LIFETIME EARNING POTENTIAL \_\_\_\_\_

**Total Monthly Net Income \$ \_\_\_\_\_**

**ASSETS**

**NON-LIQUID ASSETS**

Equity in home (principal residence) \$ \_\_\_\_\_

Equity in real estate (non-principal residence) \$ \_\_\_\_\_

Business interests (net value) \$ \_\_\_\_\_

Auto 1 (net value) \$ \_\_\_\_\_

Auto 2 (net value) \$ \_\_\_\_\_

Other personal property \$ \_\_\_\_\_

IRA/401(k)/TDA [at age 65 \$ \_\_\_\_\_] \$ \_\_\_\_\_

Pension programs (vested amount) \$ \_\_\_\_\_

Others [at age 65 \$ \_\_\_\_\_] \$ \_\_\_\_\_

TOTAL NON-LIQUID ASSETS \$ \_\_\_\_\_

**LIQUID ASSETS**

Cash and checking accounts \$ \_\_\_\_\_

Savings accounts and CDs \$ \_\_\_\_\_

Stocks, bonds, mutual funds \$ \_\_\_\_\_

Life insurance – cash value (turn over)

[at age 65 \$ \_\_\_\_\_] \$ \_\_\_\_\_

College funds \$ \_\_\_\_\_

Others \$ \_\_\_\_\_

TOTAL LIQUID ASSETS \$ \_\_\_\_\_

**Total Non-Liquid & Liquid Assets \$ \_\_\_\_\_**

**MONTHLY FAMILY EXPENSES/LIABILITIES**

Mortgage payment / rent \$ \_\_\_\_\_

Food \$ \_\_\_\_\_

Utilities \$ \_\_\_\_\_

Household expenses \$ \_\_\_\_\_

Car payment 1 \$ \_\_\_\_\_

Car payment 2 \$ \_\_\_\_\_

Insurance premiums: Auto \$ \_\_\_\_\_

Homeowner \$ \_\_\_\_\_

Life \$ \_\_\_\_\_

Disability \$ \_\_\_\_\_

Other \$ \_\_\_\_\_

Clothing \$ \_\_\_\_\_

Medical/Dental expenses \$ \_\_\_\_\_

Business loans \$ \_\_\_\_\_

Installment loans \$ \_\_\_\_\_

Credit cards and charge accounts \$ \_\_\_\_\_

Child care/support \$ \_\_\_\_\_

Alimony \$ \_\_\_\_\_

Charitable contributions \$ \_\_\_\_\_

Entertainment \$ \_\_\_\_\_

Other \$ \_\_\_\_\_

**Total Monthly Family Expenses \$ \_\_\_\_\_**

**REGULAR MONTHLY SAVINGS**

Savings accounts and CDs \$ \_\_\_\_\_

IRA \$ \_\_\_\_\_

Annuities \$ \_\_\_\_\_

401(k) \$ \_\_\_\_\_

HR-10 / SEP \$ \_\_\_\_\_

Stocks, bonds, mutual funds \$ \_\_\_\_\_

**Total Regular Monthly Savings \$ \_\_\_\_\_**

**Total Monthly Net Income (from above) \$ \_\_\_\_\_**

**Total Monthly Outflow \$ \_\_\_\_\_**