

## WEALTHCARE QUESTIONNAIRE – PERSONAL WEALTHCARE PLAN

CLIENT

SPOUSE / PARTNER

Name: \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_      \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_  
Last      First      MI      Last      First      MI

Date of Birth \_\_\_\_\_      \_\_\_\_\_  
(MM/DD/YYYY)      (MM/DD/YYYY)

Gender: \_\_\_\_\_      State of Primary Residence: \_\_\_\_\_      Gender: \_\_\_\_\_

DEPENDENTS

Name: \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_      Date of Birth \_\_\_\_\_      Gender \_\_\_\_\_  
Last      First      MI      (MM/DD/YYYY)

Name: \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_      Date of Birth \_\_\_\_\_      Gender \_\_\_\_\_  
Last      First      MI      (MM/DD/YYYY)

Name: \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_      Date of Birth \_\_\_\_\_      Gender \_\_\_\_\_  
Last      First      MI      (MM/DD/YYYY)

### ASSETS AND NET WORTH

#### Current Investments by Tax Category

Please list the total value of all investments based on the "Tax Category." You may input the detailed ownership OR simply the "Total Value of Investments," however detailed information may be required for advanced planning.

TAX CATEGORY	TOTAL VALUE OF INVESTMENTS	CLIENT	SPOUSE/PARTNER	JOINT
Taxable Investments:	_____	_____	_____	_____
Retirement Accounts: <small>(401k, IRA, Annuities, ESOP, Cash Value of Variable Life Insurance, or other tax deferred investments)</small>	_____	_____	_____	_____
Tax Exempt (Roth) Accounts:	_____	_____	_____	_____

#### OR List Current Investments by Specific Accounts

Description	Account Number	As of Date	Tax Status	Whose	Cost Basis	Current Balance	Held Here
_____	_____	_____	T/TD/TE	C/S/P	_____	_____	Y/N
_____	_____	_____	T/TD/TE	C/S/P	_____	_____	Y/N
_____	_____	_____	T/TD/TE	C/S/P	_____	_____	Y/N
_____	_____	_____	T/TD/TE	C/S/P	_____	_____	Y/N
_____	_____	_____	T/TD/T-	C/S/P	_____	_____	Y/N
_____	_____	_____	T/TD/TE	C/S/P	_____	_____	Y/N
_____	_____	_____	T/TD/TE	C/S/P	_____	_____	Y/N

**Non-Investment Assets and Liabilities (optional)**

Please list those assets you hold, such as business interests, real estate, and collectibles that were not included in the investment assets above.

Other Assets (Enter approximate value of Homes, personal property, rental property, etc.)

DESCRIPTION	CLIENT	SPOUSE/PARTNER	JOINT
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Liabilities (Enter current amounts for debts, mortgages, loans, etc.)

DESCRIPTION	CLIENT	SPOUSE/PARTNER	JOINT
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

**Profile**

Client Information – Retired: Yes \_\_\_ No \_\_\_ Life Expectancy: \_\_\_\_\_  
Total Annual Earned Income: \_\_\_\_\_

Spouse/Partner Information – Include in Profile: Yes \_\_\_ No \_\_\_ Retired: Yes \_\_\_ No \_\_\_  
Life Expectancy: \_\_\_\_\_ Total Annual Earned Income: \_\_\_\_\_

(Exclude income from investments and required minimum distributions, but include bonuses, commissions, etc. based on GROSS, BEFORE TAX, annual estimated amount).

**Retirement Goals**

1. Ideally, I would like to retire at age \_\_\_\_\_, but if needed to address other more important financial goals, would be willing to work to age \_\_\_\_\_. (input "Now" if already retired)

2. My spouse will retire at the same time as I do: YES or NO. If NO, my spouse/life partner would ideally like to retire at age \_\_\_\_\_, but if needed to address other more important financial goals, would be willing to work to age \_\_\_\_\_. (input "Now" if already retired)

3. If possible, I would like to leave an estate worth at least \$ \_\_\_\_\_, but would be willing to leave as little as \$ \_\_\_\_\_ if necessary to address other more important goals.

4. How would you like us to estimate your basic living expenses in retirement? (check one)

\_\_\_\_\_ I'd like you to estimate my basic living expenses in retirement based on my current income and your estimates of what would be needed to maintain my lifestyle (do not select this option if already retired, input your annual spending needs below).

\_\_\_\_\_ I/We would ideally retire on an annual retirement spending budget of \$ \_\_\_\_\_, BUT in no case less than \$ \_\_\_\_\_.

5. Please tell us which best describes your attitude about Social Security: (check one)

\_\_\_\_\_ I/We would prefer to not be dependent on Social Security in retirement.

\_\_\_\_\_ I/We would like to include estimated Social Security benefits in our Wealthcare Plan.

\_\_\_\_\_ I/We would like to include known Social Security benefits in our Wealthcare Plan: Specify the **annual** amounts for each of the Client: \_\_\_\_\_ and Spouse / Partner: \_\_\_\_\_

### Life Goals

I/We have other specific goals we will need money for and would like to include these expenditures in our Wealthcare plan. (DO NOT include basic living expenses in retirement among these goals. Do include: extraordinary travel, vacation home, gifting, etc.). C/S/P refers to client/spouse/partner. The Ideal and Acceptable ranges for these goals are as follows:

Description	Owner	Plan	Annual Amount	Start Age	End Age	Annual Increase
_____	<u>C/S/P</u>	Ideal	_____	_____	_____	_____
		Acceptable	_____	_____	_____	_____
_____	<u>C/S/P</u>	Ideal	_____	_____	_____	_____
		Acceptable	_____	_____	_____	_____
_____	<u>C/S/P</u>	Ideal	_____	_____	_____	_____
		Acceptable	_____	_____	_____	_____
_____	<u>C/S/P</u>	Ideal	_____	_____	_____	_____
		Acceptable	_____	_____	_____	_____
_____	<u>C/S/P</u>	Ideal	_____	_____	_____	_____
		Acceptable	_____	_____	_____	_____

### Education Goals

I/We have specific education goals we will need money for and would like to include these expenditures in our Wealthcare plan. The Ideal and Acceptable ranges for these goals are as follows:

Description	Owner	Plan	Annual Amount	Start Age	End Age	Annual Increase
_____	_____	Ideal	_____	_____	_____	_____
		Acceptable	_____	_____	_____	_____
_____	_____	Ideal	_____	_____	_____	_____
		Acceptable	_____	_____	_____	_____
_____	_____	Ideal	_____	_____	_____	_____
		Acceptable	_____	_____	_____	_____

## RISK TOLERANCE / ASSET ALLOCATION

Unlike traditional planning methods that position you to experience the most risk you can tolerate, Wealthcare planning assumes you would prefer to avoid risk if possible. Based on your desire to avoid unnecessary investment risk, the portfolio that most closely approximates your ideal tolerance for risk is: Ideal Portfolio \_\_\_\_\_

Sometimes your ideal portfolio may be too conservative to produce returns that would enable you to meet your most important financial goals. If necessary, to manage financial goals you feel are critical, which portfolio has the most risk you could possibly tolerate? Acceptable Portfolio \_\_\_\_\_

	HYPOTHETICAL MEDIAN RETURN	CHANCE OF LOSING MONEY IN ANY ONE YEAR	DOWNSIDE 95%-TILE	WORST RETURN	PERCENT IN STOCKS
Portfolio A	6.6%	1 in 6.4	4.0%	-16%	30%
Portfolio B	7.6%	1 in 5	6.6%	-22%	50%
Portfolio C	8.2%	1 in 4.4	9.2%	-27%	65%
Portfolio D	8.8%	1 in 3.9	11.9%	-32%	80%
Portfolio E	9.4%	1 in 3.6	15.2%	-38%	98%

### Important Disclosures:

The results in the table above are materially affected by the capital market assumptions ("CMAs") used by Wealthcare Capital Management LLC ("Wealthcare"). Please note that the portfolio returns above approximate Hypothetical portfolios and do not represent actual returns of any Wealthcare Portfolios.

The target risk allocations illustrated are comprised of a mixture of domestic equities (all Large Cap), 10-year U.S. Treasuries and cash (3 month T-bill yield). This table is intended to help you select your target risk allocation. The actual implementation of your risk allocation - your asset allocation policy and active risk policy - is addressed elsewhere. Research has shown that risk allocation explains 75% or more of your investment experience (source: *"The Equal Importance of Asset Allocation and Active Management," Xiong, Ibbotson, Idzorek & Chen, Financial Analysts Journal, March/April 2010. CFA INSTITUTE.*)

Downside risk reflects the 95<sup>th</sup> percentile return. This measure of downside risk indicates that for any given 12 month period, only 1 out of 20 periods would, probabilistically, have a negative return in excess of the calculated 95th percentile downside risk statistic. It does not mean that an investor might encounter such a loss only once in 20 years. The Hypothetical Median Return is the median geometric return of the allocation. The Odds of Losing figure represents the chance of the allocation losing money in any given year. The Worst Return is the annual return the allocation has only a 1 in 10,000 chance to achieve in a given year. Return and risk of loss estimates are calculated based on return and risk assumptions anchored in historical market experience. NOTE: The highest hypothetical portfolio returns typically have the greatest risk of losses. Actual losses may be greater than illustrated.

The Exposure to Stocks figures reflect the percentage of equities in each portfolio. Not shown in the chart is the percentage in Taxable Bonds for Portfolios A through E, which, in descending order, respectively, are 65%, 48%, 33%, 18% and 0%, with the remainder of each portfolio, after taking the equity percentage into account, allocated to cash.

Source of data analyzed to create the Wealthcare CMA assumptions: For domestic equities, Center for Research in Security Prices ("CRSP"), Graduate School of Business, The University of Chicago. Used with permission. All rights reserved. crsp.uchicago.edu.

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## SAVINGS

To estimate the likelihood of meeting your goals, we need to know how much you are saving each year to your 401(k), SEP, 403(b), IRA, Taxable Accounts, Roth IRA and the like. If you do not have detailed information for items like matching employer contributions, matches on deferred compensation, etc., please provide your best estimate for the amount. T/ TD/TE refers to taxable, tax-deferred and tax exempt, C/S/P refers to client/spouse/partner. The Current savings amount and Ideal and Acceptable savings are as follows:

Description	Adds to Cost Basis	Tax Status	Owner	Amount Type	Referenced Cash flow
	<u>Y/N</u>	<u>T/TD/TE</u>	<u>C/S/P</u>	<u>\$ Amount/% of flow</u>	
Plan	Annual Amount	Start Age	End Age	Annual Increase	
Ideal	_____	_____	_____	_____	
Current	_____	_____	_____	_____	
Acceptable	_____	_____	_____	_____	
	<u>Y/N –</u>	<u>T/TD/TE</u>	<u>C/S/P</u>	<u>\$ Amount/% of flow</u>	
Plan	Annual Amount	Start Age	End Age	Annual Increase	
Ideal	_____	_____	_____	_____	
Current	_____	_____	_____	_____	
Acceptable	_____	_____	_____	_____	
	<u>Y/N</u>	<u>T/TD/TE</u>	<u>C/S/P</u>	<u>\$ Amount/% of flow</u>	
Plan	Annual Amount	Start Age	End Age	Annual Increase	
Ideal	_____	_____	_____	_____	
Current	_____	_____	_____	_____	
Acceptable	_____	_____	_____	_____	

## PRIORITIES

The GDX360 process relies on adjusting our basic planning levers to ensure we are accounting for the trade-offs a client is willing to make. While all clients have unique personalized goals and priorities, these levers generally apply to everyone's financial plan (unless the client is already retired). That said, all these levers are weighted differently by each client. Some clients want to retire as soon as possible. Others want to minimize risk as much as possible, even if it requires saving more and retiring later.

For each additional goal, we want to know if you would compromise other goals (or perhaps more accurately, if you don't view it as compromise) to achieve that goal. Rank all goals/priorities in order of importance using #'s 1-6, with #1 as most important and #6 as least important. Because it's likely you will have more than six goals, it's OK for multiple goals to have the same ranking (ie... retiring early and paying off the mortgage could both be ranked as #1).

### **Basic Planning Levers (IF APPLICABLE)**

\_\_\_ Spend more in retirement

\_\_\_ Reduce the amount I'm saving in order to spend more today

\_\_\_ Minimize investment risk

\_\_\_ Retire at an earlier age

\_\_\_ Leave a larger estate to heirs

### **Other Goals (education, mortgage, travel, medical expenses, etc...)**

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