

## 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 meet 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: \_\_\_\_\_. If NO, my spouse/life partner would ideally like to retire at age \_\_\_\_\_, but if needed to meet 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 meet 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 meet financial goals you feel are critical, which portfolio has the most risk you could possibly tolerate? Acceptable Portfolio \_\_\_\_\_

	HYPOTHETICAL MEDIAN RETURN	ODDS OF LOSING MONEY IN ANY ONE YEAR	DOWNSIDE 95% - TILE	WORST RETURN	PERCENT IN STOCKS
Portfolio A	9.7%	1 in 3.6	-16%	-39%	100%
Portfolio B	9.4%	1 in 3.7	-14%	-36%	90%
Portfolio C	9.1%	1 in 3.9	-12%	-33%	80%
Portfolio D	8.4%	1 in 4.5	-9%	-26%	60%
Portfolio E	7.7%	1 in 5.2	-6%	-22%	45%
Portfolio F	7.0%	1 in 6.0	-5%	-17%	30%

### 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 F, which, in ascending order, respectively, are 0%, 10%, 18%, 37%, 50% and 60%, 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](http://crsp.uchicago.edu).

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U.S. Patents 6,947,904, 7,562,040, 7,650,303, 7,765,138, 7,991,675.

## 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

To design the optimal set of the hundreds of potential choices, we need to prioritize your goals to identify those alternatives that make the most sense for what you want to accomplish. Please complete the following:

1. Investment risk (volatility or risk of losing money) is something we all wish to avoid if possible. With Wealthcare we can often take less than our maximum tolerance for risk by making relatively minor modifications to our other goals. Please answer the following question: *I would be willing to do the following to design a plan that takes less risk than my maximum risk tolerance indicates (check all that apply):*
  - a.  Save more each year than I'm currently saving
  - b.  Retire later than my ideal retirement age
  - c.  Leave a smaller estate than my ideal estate
  - d.  Lower my basic living expenses in retirement
  
2. Saving money is usually necessary to achieve your financial goals. However, it may also mean you are making sacrifices in your current lifestyle to achieve future goals. Please answer the following question:  
*If possible, I would like to reduce my current annual savings by \$\_\_\_\_\_ a year so I can improve my current lifestyle. To meet this goal I would be willing to modify the following goals (check all that apply):*
  - a.  Take more risk than my maximum risk tolerance indicates
  - b.  Retire later than my ideal retirement age
  - c.  Leave a smaller estate than my ideal estate
  - d.  Lower my basic living expenses in retirement
  
3. When you plan to retire can have a significant impact on the probability of achieving your financial goals, because it is the age when you stop saving and begin withdrawals from investments. Please complete the following question: *To retire at my ideal retirement age, I would be willing to modify the following goals (check all that apply):*
  - a.  Take more risk than my maximum risk tolerance indicates
  - b.  Save more annually than I'm currently saving
  - c.  Leave a smaller estate than my ideal estate
  - d.  Lower my basic living expenses in retirement
  
4. Many people have charitable desires or wish to pass wealth on to their family to provide financial security. Doing so can mean compromising other goals. Please answer the following question: *To achieve my ideal estate or charitable goals, I would be willing to modify the following goals (check all that apply):*
  - a.  Take more risk than my maximum risk tolerance indicates
  - b.  Retire later than my ideal retirement age
  - c.  Save more each year than I'm currently saving
  - d.  Lower my basic living expenses in retirement
  
5. Your lifestyle in retirement is dependent both on the resources you have available and your personal preferences. Most people would like to have a comfortable retirement income and lifestyle. Please answer the following question: *To maximize my spending budget in retirement, I would be willing to modify the following goals (check all that apply):*
  - a.  Take more risk than my maximum risk tolerance indicates
  - b.  Retire later than my ideal retirement age
  - c.  Save more than my ideal savings amount
  - d.  Leave a smaller estate than my ideal estate
  
6. You may have specified one or more life goals above. Most people would make such goals a priority. Please answer the following question: *To achieve my specific life goals, I would be willing to modify the following goals (check all that apply):*
  - a.  Take more risk than my maximum risk tolerance indicates
  - b.  Retire later than my ideal retirement age
  - c.  Save more than my ideal savings amount
  - d.  Leave a smaller estate than my ideal estate
  - e.  Lower my basic living expenses in retirement to more modest levels.
  
7. You may have specified one or more education goals above. We would like to understand the relative priority of these goals. Please answer the following question: *To fund the specified education goals, I would be willing to modify the following goals (check all that apply):*
  - a.  Take more risk than my maximum risk tolerance indicates
  - b.  Retire later than my ideal retirement age
  - c.  Save more than my ideal savings amount
  - d.  Leave a smaller estate than my ideal estate
  - e.  Lower my basic living expenses in retirement to more modest levels.

**NOTES ON GOALS AND PRIORITIES**

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**Sources of Income**

I/We have other sources of income, such as pensions, rental income, etc. we would like to include in our Wealthcare Plan. (Please do not include income from stocks, bonds, mutual funds or other investment accounts included in the investment assets below. Do not include Social Security if selected or entered above). These sources are as follows:

Description	Owner	Gross/Net	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	_____	_____	_____	_____

Tax Filing Status: Single \_\_\_\_\_ Joint \_\_\_\_\_ Head of Household \_\_\_\_\_

**Advisor Information**

Name: \_\_\_\_\_

Requested by: \_\_\_\_\_

Fee: \_\_\_\_\_ Date of Next Meeting: \_\_\_\_\_