



CONFIDENTIAL PROFILE

This comprehensive, personal wealth planning summary is designed to help you take inventory and assign realistic values to your personal assets and liabilities.

FAMILY INFORMATION

First Name	MI	Last Name	Nick Name	Age	Birth Date	Social Security # (Optional)
Spouse's First Name	MI	Last name	Nick Name	Age	Birth Date	Social Security # (Optional)
Wedding Date						
1st Child Name	1st Child DOB	3rd Child Name	3rd Child DOB	5th Child Name	5th Child DOB	
2nd Child Name	2nd Child DOB	4th Child Name	4th Child DOB	6th Child Name	6th Child DOB	
Residence Address			City	State	Zip Code	
Mailing Address			City	State	Zip Code	
Home Phone	Cell #1	Cell #2	Fax			
Email #1			Email #2			
Referred By: <input type="checkbox"/> TV <input type="checkbox"/> Radio <input type="checkbox"/> Print Publication <input type="checkbox"/> Client (Name) _____						

OCCUPATION

Your Job Title	Employer (last, if retired)	# of Years	Work Phone	Retirement Date
Spouse's Job Title	Employer (last, if retired)	# of Years	Work Phone	Retirement Date

PERSONAL ADVISORS

FINANCIAL	Accounting
Financial Advisor's Name:	Accountant's Name:
Firm:	Firm:
Length of Relationship: Phone: Email:	Length of Relationship: Phone: Email:
Are you committed to working with this advisor? <input type="checkbox"/> Yes <input type="checkbox"/> No	Are you committed to working with this advisor? <input type="checkbox"/> Yes <input type="checkbox"/> No
LEGAL	INSURANCE
Attorney's Name:	Insurance Agent's Name:
Firm:	Firm:
Length of Relationship: Phone: Email:	Length of Relationship: Phone: Email:
Are you committed to working with this advisor? <input type="checkbox"/> Yes <input type="checkbox"/> No	Are you committed to working with this advisor? <input type="checkbox"/> Yes <input type="checkbox"/> No

BALANCE SHEET

ASSETS

Investments (Non-Retirement)

Stocks \$ _____
 Bonds \$ _____
 Mutual Funds \$ _____
 Other \$ _____

Investments (Retirement)

IRA \$ _____
 Roth-IRA \$ _____
 401(k)/403(b) \$ _____
 Defined Benefit \$ _____
 Profit Sharing \$ _____
 Other \$ _____

Business

Business Value \$ _____
 Entity Type \$ _____

Real Estate

Residence \$ _____
 2nd Home \$ _____
 Rental Property \$ _____
 Land \$ _____
 Other \$ _____

LIABILITIES

Short - Term

Interest Rate

Credit Cards, Notes \$ _____
 Personal Loan \$ _____

Long - Term

Home Mortgage \$ _____
 Second Mortgage \$ _____
 Business \$ _____
 Additional Property \$ _____

Other

\$ _____
 Please explain.

INCOME STATEMENT

ANNUAL INCOME

Client Income

Earned \$ _____
 Investment \$ _____
 Social Security \$ _____
 Pension \$ _____
 Other \$ _____
Total \$ _____

Spouse Income

Earned \$ _____
 Investment \$ _____
 Social Security \$ _____
 Pension \$ _____
 Other \$ _____
Total \$ _____

ANNUAL EXPENSES

Expenses

Fixed \$ _____
 Variable \$ _____
Total \$ _____

PLANNING FACTORS

MONEY IMPORTANCE

What Is Important About Money To Each Of You?

1) Your Most Important

1) Spouse's Most Important

2) Your Second Most Important

2) Spouse's Second Most Important

3) Your Third Most Important

3) Spouse's Third Most Important

INVESTMENT PHILOSOPHY

Do You Have An Investment Philosophy?

Please share that here.

WEALTH PLANNING

Wealth Planning

At Wagner Wealth Management, we focus on holistic Wealth Planning which also encompasses non-financial objectives. A Wealth Plan is a GPS designed to aid in guide you toward your life goals.

What do you value most in life?

What do you ultimately want to achieve in your life?

What is the vision for your future?

OBJECTIVES & CONCERNS



GENERAL

General

Are you anticipating any major lifestyle changes? (i.e., marriage, divorce, retirement, move, etc.) Yes No Uncertain

If yes, what changes are you expecting and when? _____

Are you comfortable with your current cash flow? Yes No Uncertain

RETIREMENT PLANNING

Retirement Planning

What minimum after-tax income will you need at retirement (in today's dollars)? \$ _____

If you plan on working during retirement, estimate your anticipated income: \$ _____

Are you contributing to a traditional IRA? Yes No Uncertain

Are you contributing to a Roth-IRA? Yes No Uncertain

Are you covered by any company retirement plans? Yes No Uncertain

Type of company retirement plan, value, and annual contribution? _____ \$ _____ \$ _____
Type Value Annual Contribution

PROTECTION INSURANCE

Protection Insurance

Do you have adequate disability coverage? Yes (Amount? \$ _____) No Uncertain

Do you have adequate personal liability coverage? Yes (Amount? \$ _____) No Uncertain

Do you have enough life insurance? Yes (Amount? \$ _____) No Uncertain

Do you have long-term care insurance for home health care? Yes (Amount? \$ _____) No Uncertain

Do you have long-term care insurance for assisted living? Yes (Amount? \$ _____) No Uncertain

Is employer-provided health insurance available during retirement? Yes (Amount? \$ _____) No Uncertain

ESTATE PLANNING

Estate Planning

When were your current wills/trusts signed? _____

Have you established any trusts? Yes No Uncertain

Are you the beneficiary of any trusts? Yes No Uncertain

Have you adequately planned for estate taxes? Yes No Uncertain

Have you provided adequate estate liquidity for your heirs? Yes No Uncertain

Have you planned your legacy? Yes No Uncertain

CONCERNS

Concerns

Please list your current concerns, financial or otherwise:

RISK PROFILE

RISK PROFILE

Please check the appropriate response for each question.

1. What is your investment experience with stocks or stock mutual funds?

- None Limited Moderate Extensive

2. What is your investment experience with bonds or bond mutual funds?

- None Limited Moderate Extensive

3. What is your investment goal?

- Retirement Saving for Major Purchase
 More Current Income Other

4. How many years do you have until your expected retirement?

- < 1 yr 1–3 yrs 4–7 yrs 8–10 yrs > 10 yrs

5. What do you expect to be your next major expenditure?

- Buying a house \$_____ / Amount Timing
- Paying for a college education \$_____ / Amount Timing
- Capitalizing a new business \$_____ / Amount Timing
- Providing for retirement \$_____ / Amount Timing
- Other _____

6. What are your major objectives for your investments, in order of importance? (Rank 1 to 5)

- Current and Future Income Speculation
 Hedge Short Term Gain Growth

7. When do you expect to use the bulk of the money you are accumulating in your investments?

- 0 to 1 year 1 to 5 years 5 to 10 years 10 to 20 years

8. Over the next several years, do you expect your household annual income to:

- Stay about the same Decrease Moderately
 Grow Moderately Decrease Substantially
 Grow Substantially

9. I am expecting an inheritance of approximately \$_____ in

- 0 to 5 years 5 to 10 years 10 to 15 years >15 years

10. Due to a general market correction, one of your investments loses 25% of its value a short time after you buy it. What do you do?

- Sell the investment Wait for it to climb back up, then sell
 Hold it Buy more at the new lower price

11. Some people need their investment portfolio to generate current income to meet on-going needs. This may tilt the investment portfolio toward bonds and dividend paying stocks. How accurately does this describe your objectives?

- Very Accurate Moderately Accurate
 Slightly Accurate Not Accurate at all

12. You have just reached the \$10,000 plateau on a TV game show. Now you must choose between quitting with the \$10,000 in hand or betting the entire \$10,000 on one of the three scenarios below. Which do you choose?

- Take the money and run
 A 20% chance of winning \$75,000
 A 50% chance of winning \$50,000
 A 5% chance of winning \$100,000

13. How large of a temporary decline in your portfolio are you willing to accept before changing your investment strategy, assuming you start with \$100,000?

- 10% decline (portfolio value is \$90,000)
 15% decline (portfolio value is \$85,000)
 20% decline (portfolio value is \$80,000)
 25% decline or greater (portfolio value is \$75,000 or less)
 50% decline or greater (portfolio value is \$50,000 or less)

SIGNATURE

Sign Here

Signature _____

Print _____

Date _____

RISK PROFILE

How can we help you? On a scale of 1 to 10 (1 being low and 10 being high) please rate the following:

- _____ Increase my net worth by _____%
- _____ Reduce my tax burden
- _____ Pay education expenses for my children
- _____ Potentially grow retirement assets
- _____ Purchase real estate
- _____ Plan for long-term care
- _____ Provide for my family in the event of my (or my spouse's) disability or death
- _____ Minimize the cost of probate and estate taxes
- _____ Control the distribution of assets to my heirs
- _____ Fund a charitable endeavor

List other goals

- 1) _____
- 2) _____
- 3) _____

If you could change three things about your current financial situation, what would you change?

- 1) _____
- 2) _____
- 3) _____

Investment Goals

Priority Level

- | | | | | | |
|--|-------------------------------|------------------------------|---------------------------------|-------------------------------|---------------------------------|
| Return should exceed inflation rate | <input type="checkbox"/> None | <input type="checkbox"/> Low | <input type="checkbox"/> Medium | <input type="checkbox"/> High | <input type="checkbox"/> Urgent |
| Principle value is a priority | <input type="checkbox"/> None | <input type="checkbox"/> Low | <input type="checkbox"/> Medium | <input type="checkbox"/> High | <input type="checkbox"/> Urgent |
| Investments should be liquid
(immediately accessible) | <input type="checkbox"/> None | <input type="checkbox"/> Low | <input type="checkbox"/> Medium | <input type="checkbox"/> High | <input type="checkbox"/> Urgent |
| Diversification is important | <input type="checkbox"/> None | <input type="checkbox"/> Low | <input type="checkbox"/> Medium | <input type="checkbox"/> High | <input type="checkbox"/> Urgent |
| Professional asset management | <input type="checkbox"/> None | <input type="checkbox"/> Low | <input type="checkbox"/> Medium | <input type="checkbox"/> High | <input type="checkbox"/> Urgent |
| Reduce my taxable income | <input type="checkbox"/> None | <input type="checkbox"/> Low | <input type="checkbox"/> Medium | <input type="checkbox"/> High | <input type="checkbox"/> Urgent |
| Build tax-free income | <input type="checkbox"/> None | <input type="checkbox"/> Low | <input type="checkbox"/> Medium | <input type="checkbox"/> High | <input type="checkbox"/> Urgent |
| Long - term growth | <input type="checkbox"/> None | <input type="checkbox"/> Low | <input type="checkbox"/> Medium | <input type="checkbox"/> High | <input type="checkbox"/> Urgent |
| Short - term profits | <input type="checkbox"/> None | <input type="checkbox"/> Low | <input type="checkbox"/> Medium | <input type="checkbox"/> High | <input type="checkbox"/> Urgent |

- Risk Tolerance** **Low** **Moderate** **High** **Speculative**