Helping You Solve Your Retirement and Investment Needs Questionnaire

What's Important to You?	Level of Importance (Please Circle)
1. Retirement Income Needs Planning >Funding monthly and annual income requirements	1 2 3 4 5 6 7 8 9 10 Least Most
2. Retirement Asset Protection >Guarantee of principal/fear of outliving your assets	1 2 3 4 5 6 7 8 9 10 Least Most
3. Investment Transfer Planning >Passing assets to loved ones during your lifetime and upon death	1 2 3 4 5 6 7 8 9 10 Least Most
4. Family Liquidity Issues >Are your loved ones protected adequately upon your death?	1 2 3 4 5 6 7 8 9 10 Least Most
5. Estate Tax Overview >A custom review of the issues that apply to your estate	1 2 3 4 5 6 7 8 9 10 Least Most
6. Funding Higher Education Expenses >Tax-favored programs for you children & grandchildren	1 2 3 4 5 6 7 8 9 10 Least Most
7. Long Term Care Needs >Do you have enough assets to support 2 households?	1 2 3 4 5 6 7 8 9 10 Least Most
8. Asset Allocation Planning >Proper diversification reflecting your risk tolerance	1 2 3 4 5 6 7 8 9 10 Least Most
9. Management of Retirement Plan Distributions >Mandatory and elective distributions from IRA's, persons and company plans	1 2 3 4 5 6 7 8 9 10 Least Most
10. Ongoing Plan Maintenance >Staying up to date on current tax law changes that affect your plan >Review and adjust your plan based upon life changes & market fluctuations	1 2 3 4 5 6 7 8 9 10 Least Most
11. Level of Financial Service Currently Receiving >How satisfied are you with your current advisors?	1 2 3 4 5 6 7 8 9 10 Least Most

______________________________ ______________
Client Name Date

______________________________ ______________
Client Name Date

Nick Ray, CLU, RHU, CRFC
______________________________ ______________
Advisor Name Date