

## About You

Client A	
Name	
Date of Birth (MM/DD/YYYY)	
Occupation	
Province/Country of Residence	
Citizenship	

Client B	
Name	
Date of Birth (MM/DD/YYYY)	
Occupation	
Province/Country of Residence	
Citizenship	

## About Your Parents

	Client A's Parents		Client B's Parents	
	Parent 1	Parent 2	Parent 1	Parent 2
Name				
Date of Birth (MM/DD/YYYY)				
Occupation				
Country of Residence				
Citizenship				

## About Your Family

	Child 1	Child 2	Child 3
Name			
Date of Birth (MM/DD/YYYY)			
Dependent			
School / Occupation			
Country of Residence			
Citizenship			

## About Your Goals

List your most important goals in order of priority	
1	
2	
3	

## About Your Net Worth

	Client A's Investable Assets (\$)			Client B's Investable Assets (\$)		
	Market Value	Cost base	Growth %	Market Value	Cost base	Growth %
Non-Registered						
RSP						
RIF						
LIRA / LIF / LRIF						
Convert to / Jurisdiction						
Holding/Operating Co. Inv. assets						
	Client A's Life Style Assets (\$)			Client B's Life Style Assets (\$)		
Principal Residence						
Secondary Residence						
Location of Secondary Residence						
Investment Real Estate						
	Client A's Liabilities (\$)			Client B's Liabilities (\$)		
	Balance	Amortization/Term (Yrs)		Balance	Amortization/Term (Yrs)	
Mortgage						
Personal Loans						
Investment Loans						

## Family Cash Flow

	Client A	Client B
Annual Gross Employment Income (\$)		
Annual After-Tax Living Expenses (\$)*		
Annual Donation (\$)		
	Client A's Annual Savings (\$)	Client B's Annual Savings (\$)
Non-Registered		
RSP		
Defined Contribution Pension		
RESP / Other		

\*Assumption: Lifestyle Expenses Exclude Savings, Tax & Donation

## Estate Planning

	Client A	Client B
Do you have an up-to-date Will?		
Do you have an up-to-date power of attorney?		
Will you be an executor of someone's estate?		
Who will be the Executor of your estate?		

## Insurance Coverage

	Client A		Client B	
Do you have Disability Insurance?				
Do you have Critical Illness Ins.?				
Do you have Long Term Care Ins.?				
Life Insurance Coverage	Type	Death Benefit (\$)	Type	Death Benefit (\$)
Life Policy #1				
Life Policy #2				
Life Policy #3				
Life Insurance Coverage	Beneficiary	Cease Date	Beneficiary	Cease Date
Life Policy #1				
Life Policy #2				
Life Policy #3				

## Retirement Goal

	Client A	Client B
Are You Already Retired?		
If Not, Age You Would Like To Retire?		
Annual Pension Adjustment (\$)?		
Amount of Unused RSP Room (\$)?		
Expected CPP/QPP Monthly Benefit (%/\$)?	(%) or (\$)	(%) or (\$)
Expected OAS Monthly Benefit (%/\$)?	(%) or (\$)	(%) or (\$)
Assumed Life Expectancy?		
Anticipated Annual Expenses in Retirement (in Today's \$)?		

## Pension Plan

	Client A	Client B
Estimated Annual Benefit (Future \$)?		
Expected Survivor Benefit (%)?		
Indexation Rate (%)?		
Will Pension be Reduced at Age 65?		
If Yes, Amount of Reduction?		
Pension Start Date?		

Additional Notes:

# About Your Goals – What Matters Most to You?

Reference sheet for the “About Your Goals” section of the questionnaire

## CASH FLOW & MAJOR PURCHASES

You wish to ensure that you have convenience & choice for your purchases.

## BUILDING EQUITY

You wish to ensure that you are building and protecting your net worth.

## LEVERAGING CREDIT

You wish to ensure that you are properly managing your existing debts.

## RETIREMENT

You wish to ensure adequate retirement income to fund your retirement needs.

## EDUCATION

You wish to fund your child/children’s higher education.

## PERFORMANCE / DIVERSIFICATION

You wish to ensure that your asset mix is in line with your investor profile & risk tolerance.

## INCOME TAXES

You wish to ensure that you minimize your annual income taxes now and in the future.

## LIFE INSURANCE

You wish to ensure your family is properly provided for should you die.

## DISABILITY INSURANCE

You want to provide for your family if you are unable to work due to illness or injury.

## ESTATE TRANSFER

You wish to ensure that your estate is transferred in the most tax efficient manner.

## LEGACY PLANNING

You wish to ensure gifting of specific bequests upon your death (special needs individuals/charitable organizations).

## ESTATE PRESERVATION

You wish to ensure that the value of your estate is maintained upon your death.

## BUSINESS PLANNING

You wish to ensure that a proper succession plan is in place in order for your beneficiaries to enjoy the full benefits of your business efforts.