

# Your Financial Profile

The first step in developing a sound financial plan is to have a clear idea of where you stand today. You can start by collecting the financial information outlined in this profile. It will give you a record of your assets, liabilities, income and expenses. It may be helpful to have your checkbook register at hand to determine household expenses.

Date: \_\_\_\_\_

Client		Second Person	
Name		Name	
Address		Address	
City	State Zip	City	State Zip
Phone		Phone	
SS#	Birthdate	SS#	Birthdate
Occupation		Occupation	
Business name	Phone	Business name	Phone
Dependent(s)			
Name	Name	Name	
SS#	Birthdate	SS#	Birthdate

## Determining your net worth — Assets and liabilities

### Assets

	Owner*	Purpose**	Current value
<b>Personal</b>			
Primary residence	_____	_____	\$ _____
Vacation home/second residence	_____	_____	\$ _____
Automobile(s)	_____	_____	\$ _____
Other personal assets _____	_____	_____	\$ _____
Other personal assets _____	_____	_____	\$ _____
<b>Total personal assets</b>			\$ _____

### Liquid and investment

#### Cash

Cash/checking account(s)	_____	_____	\$ _____
Money market account(s)	_____	_____	\$ _____
CD, credit union, other accounts	_____	_____	\$ _____

#### Fixed

Bonds and bond mutual funds	_____	_____	\$ _____
U.S. government obligations/funds	_____	_____	\$ _____
Net cash surrender value in life insurance plans	_____	_____	\$ _____
Tax-free municipal bonds/funds	_____	_____	\$ _____
Notes receivable	_____	_____	\$ _____

#### Equity

Stocks and stock mutual funds	_____	_____	\$ _____
Stock options	_____	_____	\$ _____
Investment property	_____	_____	\$ _____
Business(es)	_____	_____	\$ _____
Limited partnerships	_____	_____	\$ _____
Other investment assets _____	_____	_____	\$ _____

#### Total liquid and investment assets

\$ \_\_\_\_\_

\* Indicate whether the asset is owned by the client, second person or jointly.

\*\* Indicate whether the purpose of the asset is for cash reserves, education, an accumulation goal or retirement.

## Assets (continued)

	Owner*	Purpose**	Current value
<b>Retirement</b>			
IRA	<i>client</i>		\$ _____
IRA	<i>second person</i>		\$ _____
Keogh (self-employed) plan	<i>client</i>		\$ _____
Keogh (self-employed) plan	<i>second person</i>		\$ _____
Qualified retirement plan (e.g., 401(k))	<i>client</i>		\$ _____
Qualified retirement plan (e.g., 401(k))	<i>second person</i>		\$ _____
Annuities			\$ _____
Other retirement assets _____			\$ _____
<b>Total retirement asset</b>			\$ _____
<b>Total assets</b> (add personal assets, liquid and investment assets, and retirement assets)			\$ _____

\* Indicate whether the asset is owned by the client, second person or jointly.

\*\* Indicate whether the purpose of the asset is for cash reserves, education, an accumulation goal or retirement.

## Liabilities

Personal	Debtor***	Current balance
Mortgage on first residence	_____	\$ _____
Mortgage on second residence	_____	\$ _____
Mortgage on other residences	_____	\$ _____
Auto loans	_____	\$ _____
Bank loans	_____	\$ _____
Charge accounts and credit cards	_____	\$ _____
Investment real estate loans	_____	\$ _____
Business loans	_____	\$ _____
Other liabilities _____	_____	\$ _____
<b>Total liabilities</b>		\$ _____

\*\*\* Indicate whether the debtor of the liability is the client, second person or both

<b>Total assets</b>	\$ _____
<b>Total liabilities</b>	\$ _____
<b>Net worth</b> (assets less liabilities)	\$ _____

## Insurance protection

### Life insurance policies

Company name \_\_\_\_\_  
 Type \_\_\_\_\_  
 Owner \_\_\_\_\_  
 Insured \_\_\_\_\_  
 Primary beneficiary \_\_\_\_\_  
 Current death benefit \$ \_\_\_\_\_  
 Cash surrender value \$ \_\_\_\_\_  
 Outstanding loan value \$ \_\_\_\_\_  
 Annual premium \$ \_\_\_\_\_

Company name \_\_\_\_\_  
 Type \_\_\_\_\_  
 Owner \_\_\_\_\_  
 Insured \_\_\_\_\_  
 Primary beneficiary \_\_\_\_\_  
 Current death benefit \$ \_\_\_\_\_  
 Cash surrender value \$ \_\_\_\_\_  
 Outstanding loan value \$ \_\_\_\_\_  
 Annual premium \$ \_\_\_\_\_

## Expenses

	Monthly total	Annual total
<b>Committed expenses</b>		
<b>Household expenses</b>		
Mortgage payments	\$ _____	\$ _____
Year mortgage payment ends _____		
Real estate taxes	\$ _____	\$ _____
Rent	\$ _____	\$ _____
Telephone/other utilities	\$ _____	\$ _____
Homeowner's insurance premiums	\$ _____	\$ _____
Other household _____	\$ _____	\$ _____
<b>Total household expenses</b>	\$ _____	\$ _____
<b>Food/clothing/transportation expenses</b>		
Food	\$ _____	\$ _____
Clothing/laundry/dry cleaning	\$ _____	\$ _____
Auto maintenance (gas, oil, filters, etc.)	\$ _____	\$ _____
Auto insurance premiums	\$ _____	\$ _____
Auto loan payments	\$ _____	\$ _____
Other transportation _____	\$ _____	\$ _____
<b>Total food/clothing/transportation expenses</b>	\$ _____	\$ _____
<b>Other committed expenses</b>		
Adult/other education	\$ _____	\$ _____
Personal care	\$ _____	\$ _____
Medical/dental care/prescriptions	\$ _____	\$ _____
Dependent care/child daycare	\$ _____	\$ _____
Alimony payments	\$ _____	\$ _____
Other loan payments	\$ _____	\$ _____
Charge account payments	\$ _____	\$ _____
Life insurance premiums	\$ _____	\$ _____
Disability income insurance premiums	\$ _____	\$ _____
Medical insurance premiums	\$ _____	\$ _____
Other insurance premiums	\$ _____	\$ _____
Other committed expenses _____	\$ _____	\$ _____
<b>Total other committed expenses</b>	\$ _____	\$ _____
<b>Total committed expenses</b>	\$ _____	\$ _____
(add household expenses, food/clothing/transportation expenses and other committed expenses)		



**Expenses (continued)**

	Monthly total	Annual total
<b>Discretionary expenses</b>		
Entertainment/dining	\$ _____	\$ _____
Recreation/travel/hobbies	\$ _____	\$ _____
Cash charitable contributions	\$ _____	\$ _____
Gifts	\$ _____	\$ _____
Home improvements	\$ _____	\$ _____
Miscellaneous purchases	\$ _____	\$ _____
Other discretionary expenses _____	\$ _____	\$ _____
<b>Total discretionary expenses</b>	<b>\$ _____</b>	<b>\$ _____</b>
<b>Savings and investments</b>		
Systematic asset additions/reinvested earnings	\$ _____	\$ _____
Contributions to client IRAs	\$ _____	\$ _____
Contributions to second person IRAs	\$ _____	\$ _____
Employee contributions to client qualified retirement plans	\$ _____	\$ _____
Employee contributions to second person qualified retirement plans	\$ _____	\$ _____
<b>Total savings and investments</b>	<b>\$ _____</b>	<b>\$ _____</b>
<b>Income taxes</b>		
Federal income tax withholding and estimated payments — client	\$ _____	\$ _____
Federal income tax withholding and estimated payments — second person	\$ _____	\$ _____
State and local income tax withholding — client	\$ _____	\$ _____
State and local income tax withholding — second person	\$ _____	\$ _____
FICA (Social Security) tax	\$ _____	\$ _____
<b>Total income taxes</b>	<b>\$ _____</b>	<b>\$ _____</b>
<b>Total expenses</b> (add committed expenses, discretionary expenses, savings and investments, and income taxes)	<b>\$ _____</b>	<b>\$ _____</b>

**Combined total annual income**

\$ \_\_\_\_\_

**Total annual expenses**

\$ \_\_\_\_\_

**Annual discretionary income**

\$ \_\_\_\_\_

(Subtract annual expenses from annual income. This is what you may save or spend each year. Additional discretionary income may be obtained by reducing discretionary expenses.)

% of discretionary income that can be used to meet goals

\_\_\_\_\_ %