



Fact Finder

Confidential

Personal Information

Please fill out form as completely as possible. Complete disclosure enables us to better make proper recommendations.

Name: _____ Date: _____

Address: _____

Phone (circle preferred): Home: _____ Work: _____ Cell: _____

Job Title: _____ Fax: _____

Employer Name: _____

Employer Address: _____

Date of Birth _____ Age: _____ Marital Status: _____

Preferred Email Address: _____

Number of Children: _____ Children's Ages: _____

If RETIRED, please list previous Employer Information

Spouse's Information:

Name: _____ Date: _____

Phone (circle preferred): Home: _____ Work: _____ Cell: _____

Job Title: _____ Fax: _____

Employer Name: _____

Employer Address: _____

Date of Birth _____ Age: _____ Marital Status: _____

Preferred Email Address: _____

If RETIRED, please list previous Employer Information

Retirement Strategies

How Concerned are you about:

Check the Appropriate Box

	High	Low
Knowing how much income, in today's dollars, you will need upon retirement?.....	<input type="checkbox"/>	<input type="checkbox"/>
Knowing how much income your current plan will provide upon retirement?.....	<input type="checkbox"/>	<input type="checkbox"/>
Having a systematic program for savings and investments?.....	<input type="checkbox"/>	<input type="checkbox"/>
Accumulating retirement funds without paying current taxes on any growth?.....	<input type="checkbox"/>	<input type="checkbox"/>
Reducing current taxation on a portion of your retirement income?	<input type="checkbox"/>	<input type="checkbox"/>
Your savings and investments maintaining their buying power?	<input type="checkbox"/>	<input type="checkbox"/>
	Yes	No
Does your employer provide a retirement plan?	<input type="checkbox"/>	<input type="checkbox"/>
Does your spouse's employer provide a retirement plan?.....	<input type="checkbox"/>	<input type="checkbox"/>
Are you satisfied with your asset diversification?.....	<input type="checkbox"/>	<input type="checkbox"/>
Have you confirmed your Social Security earnings and benefits in the last 12 months?	<input type="checkbox"/>	<input type="checkbox"/>
At what age would you like to retire? _____ Spouse? _____		
In current dollars, what amount will you need monthly? _____ Spouse? _____		



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Accumulation Strategies

Check the Appropriate Box

How concerned are you about:

	High	Low
Providing funds for your children's college education?	<input type="checkbox"/>	<input type="checkbox"/>
Saving for a new or second home?	<input type="checkbox"/>	<input type="checkbox"/>
Saving money for a special vacation?	<input type="checkbox"/>	<input type="checkbox"/>
Saving money for a special project or purchase?.....	<input type="checkbox"/>	<input type="checkbox"/>
Saving money to buy a business or practice?	<input type="checkbox"/>	<input type="checkbox"/>
	Yes	No
Do you know how much money you will need for your accumulation goals? \$	<input type="checkbox"/>	<input type="checkbox"/>

Income Protection Strategies

Check the Appropriate Box

How concerned are you about:

	High	Low
Paying off the mortgage and other debts in the event of death or disability?.....	<input type="checkbox"/>	<input type="checkbox"/>
Providing adequate income for your family in the event of death or disability?.....	<input type="checkbox"/>	<input type="checkbox"/>
Providing long-term care for yourself, your spouse, or your parents?.....	<input type="checkbox"/>	<input type="checkbox"/>
	Yes	No
Does your company provide group term life insurance?.....	<input type="checkbox"/>	<input type="checkbox"/>
Does your company provide survivor's benefits for your spouse?.....	<input type="checkbox"/>	<input type="checkbox"/>
Does your company provide a disability income program?.....	<input type="checkbox"/>	<input type="checkbox"/>
Would you like to review your current insurance coverage?.....	<input type="checkbox"/>	<input type="checkbox"/>
Do you have health care insurance?.....	<input type="checkbox"/>	<input type="checkbox"/>
Will you be relying on investment assets for anticipated and unanticipated health costs?.....	<input type="checkbox"/>	<input type="checkbox"/>

Wealth Preservation Strategies*

Check the Appropriate Box

How concerned are you about:

	High	Low
Having an up-to-date will	<input type="checkbox"/>	<input type="checkbox"/>
Revocable Living Trust	<input type="checkbox"/>	<input type="checkbox"/>
Financial Power of Attorney	<input type="checkbox"/>	<input type="checkbox"/>
Medical Power of Attorney	<input type="checkbox"/>	<input type="checkbox"/>
Advanced Medical Directive	<input type="checkbox"/>	<input type="checkbox"/>
Medical Releases	<input type="checkbox"/>	<input type="checkbox"/>
Reducing estate taxes your heirs may have to pay	<input type="checkbox"/>	<input type="checkbox"/>
Providing for the efficient transfer of assets to your heirs	<input type="checkbox"/>	<input type="checkbox"/>
Managing an inheritance or potential inheritance?.....	<input type="checkbox"/>	<input type="checkbox"/>
	Yes	No
Would you consider starting a gifting program to reduce the size of your estate?.....	<input type="checkbox"/>	<input type="checkbox"/>
Would you consider making charitable gifts?.....	<input type="checkbox"/>	<input type="checkbox"/>

Other Strategies

Check the Appropriate Box

	Yes	No
Do you have <u>written</u> financial goals?.....	<input type="checkbox"/>	<input type="checkbox"/>
Have you implemented a plan for achieving your goals?.....	<input type="checkbox"/>	<input type="checkbox"/>
Do you have a current inventory of your major assets?.....	<input type="checkbox"/>	<input type="checkbox"/>
Would you like a review of existing financial arrangements?.....	<input type="checkbox"/>	<input type="checkbox"/>
Is it important for you to have access to a team of financial professionals?.....	<input type="checkbox"/>	<input type="checkbox"/>
Would you like a comprehensive financial analysis?.....	<input type="checkbox"/>	<input type="checkbox"/>
If not, is there one or several areas that you would like to focus on?.....	<input type="checkbox"/>	<input type="checkbox"/>

*Mason & Associates, LLC does not provide legal, accounting, or tax advice. You should consult your own legal, accounting, or tax professional for such advice.



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Anticipated Changes

Check ALL that are likely to occur in the **NEXT 12 MONTHS**

- Marriage.....
- Have a Child.....
- Graduation.....
- Divorce.....
- Care for Dependent Parent(s).....
- Obtain a Loan.....
- Pay off a Loan.....
- Increase Savings.....

- Make an Investment.....
- Receive an Inheritance.....
- Buy or Sell a Home.....
- Job Change or Promotion.....
- Bonus or Salary Increase.....
- Buy a Business or Practice.....
- Sell a Business or Practice.....
- Retire.....

Financial Overview

Annual Household Income

- \$0 - \$50,000.....
- \$50,001 - \$75,000.....
- \$75,001 - \$100,000.....

- \$100001 - \$250,000.....
- \$250,001 - \$500,000.....
- \$500,001 - or more.....

Types of Assets or Insurance

- Home.....
- Second Home.....
- Investment or Rental Real Estate.....
- Savings Accounts / CD's.....
- Money Market Accounts.....
- Stocks / Bonds.....
- Mutual Funds.....
- Other

- Annuities.....
- Permanent / Variable Life Insurance.....
- Term Life.....
- Business / Practice.....
- Traditional IRA - All Deductible.....
- Traditional IRA - Non Deductible.....
- Roth IRA.....

Investment Experience

- Stocks..... Years
- Bonds..... Years
- Mutual Funds..... Years
- Investment Real Estate..... Years
- Annuities..... Years
- Other..... Years

Total Liabilities

- Under \$50,000.....
- \$50,000 - \$100,000.....
- \$100,000 - \$150,000.....
- \$150,000 - \$250,000.....
- \$250,000 - \$500,000.....
- Over \$500,000.....

Net Worth

- Cash..... \$
- Stocks..... \$
- Bonds..... \$
- Mutual Funds..... \$
- Investment Real Estate..... \$
- Annuities..... \$
- TSP..... \$
- Total**..... \$ -

Personal Residence

- Market Value of Home..... \$
- Current Mortgage Balance..... \$
- Loan Duration / Years Left.....
- Interest Rate.....
- 2nd Mortgage or HELOC..... \$
- Loan Duration / Interest Rate.....

Annual Income

- Self..... \$
- Spouse..... \$
- Total**..... \$ -

*Exclude Primary Residence