Thomas J. Perrone, CLU,CIC
New England Consulting Group of Guilford, Inc. 2514 Boston Post Rd C-2 Guilford, CT 06437

Information Form (*Fill in only white boxes)* *Senior Workshop*

WORKSHOP DATE : ___/___/____

Planning Client: -_____ Birth Date: _____ Age: _____

Spouse/Partner: _____ Birth Date: _____ Age: _____

Address: _____

City: _____ State: _____ Zip: _____ _____

Daytime Phone: _____**Email: _____# Grandchildren _____**

CHILDREN	BIRTH DATE	THIS MARRIAGE	PRIOR MARRIAGE Husband	Wife
1. _____	_____	◘	◘	◘
2. _____	_____	◘	◘	◘
3. _____	_____	◘	◘	◘
4. _____	_____	◘	◘	◘
5. _____	_____	◘	◘	◘

	Assets *Fill in white sections only*	Market Value Estimate	LIABILITY Mortgage Debt	Consumer Debt	Owner [1]	Growth [2]	Liquid[3]	For Planner Input As to probate
	Residence	$	$					
	Other Real Estate	$						
	Stocks & Bonds-NON IRA	$	Notes/Remarks:					
	Annuity (Non-IRA)	$						
	CD's (Non IRA)	$						
	Cash in Banks (SAVINGS)	$						
	Notes Receivable	$						
	IRA, 403B, 401K	$						
	Long Term Ins- Daily Benefit	$	**Note: Client**	**2nd Insured:**				
	Life Insurance Death Benefits	$	Notes/Remarks:					
	IRA	$						
		$						
		$						
		$						
	TOTAL VALUES	$						

FINANCIAL (circle Yes or No)

1. Do you have a Financial Advisor? Yes No
2. Do you have a living trust? Yes No
3. Do you have a will? Yes No (If yes, when was it executed _____)
4. Do you have an Estate or Elder Planning attorney? Yes No
5. Any problems with financial advisors? Yes No
6. Can you afford to lose money in your investments? Yes No.

7. **Social Security income (monthly)** H_____ W_____

[1] JT for Joint Tenancy; H for Husband; W for Wife
[2] Enter the rate at which you feel the asset will increase in value. For example: Cash in Bank-%5; Home-8%; Auto-0%
[3] Enter a Y if the asset could be easily and quicky sold for its true market value and the proceeds used to pay estate settlement costs.

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Pension Income (monthly)[4] H_____ W _____ (Exclude RMD from IRA'S)
Other Income [5] H_____ W _____(Example: rental income, disability)

8. How much income over your current sources listed above do you need? (Monthly) $_____
9. Will past market losses on your portfolio cause you to run out of money sooner? Yes No Not Sure
10. Would you like to increase your current income without taking any risk with your portfolio? Yes No
11. Would you like to explore safe money instruments to increase your income? Yes No
12. Do you want to avoid excessive taxes on your IRA, 401K funds upon your death? Yes No
13. Do you need your current IRA required distribution income for living expenses? Yes No
14. What rate of return do you try to achieve in your portfolio? ____%. Why this rate of return? _____
15. Do you feel you need to be in the market and take risk? Yes No If yes, why_____
16. If you can obtain a service that would review all aspects of your finances annually so that you are always aware of your planning and on top of the financial areas of your life; would you be interested in this type of service if it was economically feasible for you to purchase? Yes No
17. If you have a pension payout does it have a survivorship payout or is it life income only? _____

LEGACY AND ASSET PROTECTION QUESTIONS

1. Do you have a desire to develop a Medicaid strategy to protect your assets? Yes No Explain_____
2. Do you desire to avoid excessive probate fees at your death? _____
3. Is it important to you to reduce your death tax obligation if applicable? _____
4. Are you interested in bequests to charity? (College, hospital, church and other)
5. Would you like to discuss a gift program or a **"HOLD IT FOR ME GIFT"** to your children to protect assets? Yes No
6. Do you feel you are paying too much in income taxes? Yes No
7. Are you concerned about running out of money? Yes No
8. Would you be interested in exploring the distribution of your assets to make sure they go to the right family members? Yes No
9. Have you consided who would receive your assets should your children predecease you? Yes No
10. Would you like to protect your life insurance from Medicaid spend down? Yes No
11. What do you like the best about the planning you have done? _____
12. What is the most disappointing part of your planning? _____
13. What is your major and most important financial concern? _____
14. Do you feel a competent planner can be of help to you if they understand your financial philosophies? Yes No

Financial Objectives: (Rate 1-5 as to importance, 5 as the highest concern)

1. Planning for Children/Grandchild___ 1 2 3 4 5
2. Reducing Current Income Taxes _____ 1 2 3 4 5
3. Increasing Current Income _____ 1 2 3 4 5
4. Legacy and Asset Protection Planning_____ 1 2 3 4 5
5. Professional Management of Assets _____ 1 2 3 4 5
6. Using Safe money to achieve your financial goals _____ 1 2 3 4 5
7. Stay abreast of all the financial areas on an annual basis _____ 1 2 3 4 5
8. Create a relationship for planning after your death for spouse _ 1 2 3 4 5
9. Other: _____ 1 2 3 4 5

Use for additional Notes and Comments

[4] Example; From a company pension payout
[5] Consistant income, not from investments.

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