Pre-Meeting New Client Confidential Information

In order to make our first meeting as productive as possible, please take a moment to answer the following questions:

Name: ____________________ **Spouse:** ____________________ **Date:** ____________________

Address: ____

Phone: Day ________________ **Evening** ________________ **Email:** ____________________

1. **How did you hear about our firm?**
   ☐ Professional Referral ☐ Radio ☐ Newspaper ☐ Friend ☐ Seminar ☐ Other

2. **Please indicate your date of birth:** ________________ **Spouse's DOB:** ________________

3. **What/Who are you here for?** ☐ Your Parents ☐ Yourself

Please Complete Remaining Info For the Person You Are Here For

4. **Which of the following is in place?**
   ☐ Will ☐ Healthcare Powers ☐ Living Trust ☐ Other Trusts ☐ Retirement Plan or IRA
   ☐ Health Insurance ☐ Life Insurance ☐ Disability Insurance

5. **Topics interested in discussing:**
   ☐ Tax Reduction ☐ Increase Spendable Income ☐ Variable Annuity ☐ Medicaid Planning
   ☐ Fixed Index Account ☐ Stretch IRA ☐ Long Term Care ☐ Life Insurance Audit
   ☐ Estate Conversion ☐ Fixed Annuity ☐ Wealth Transfer ☐ Living Trust ☐ Reverse Mortgage

6. **What is the purpose of today's meeting?** ________________________________

7. **What is the greatest financial concern?** ________________________________

8. **With which investments are you most comfortable?** ________________________________

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   ____

9. **Please circle approximate annual income:**
   Under $10,000 $10,000-$20,000 $20,000-$40,000 $40,000-$100,000 Over $100,000

10. **Please circle approximate net worth: (not including home)**
    Under $25,000 $25,000-$100,000 $101,000-$250,000 More than $250,000

11. **Homeowners:** Value of Home $ ____________ Outstanding mortgage $ ____________

12. **Outstanding home equity loan balance or lien:** $ ____________