Retirement Fact Finder

Advanced Insurance Marketing Group • Understanding You and Your Retirement

UNDERSTANDING YOU & YOUR RETIREMENT

Use these conversation starters to get to know your client's retirement picture. Jot down notes as you talk through each one.

1. Tell me about your family.

2. Are your parents still living? If so, how old are they? Health? Still living at home?

3. Tell me about your work history. Will you retire with a Pension? 401k? IRA? Roth?

4. Have you reviewed your Social Security earnings? Done any analysis of SSA retirement benefits?

5. What does retirement look like for you in the next 5 years? Trips? Special Events? Vacations?

6. Have you done any cost analysis to determine what your expenses will be in retirement, and if your income will fully support it?

7. Do you have any health concerns as you approach or enter retirement?

8. Are you optimistic, pessimistic or realistic when it comes to retirement?

9. Will you wade into retirement or jump in with both feet?

10. What keeps you up at night? Money? Inflation? Health issues? Family?

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FAMILY INFORMATION

FAMILY MEMBERS

	NAME	DATE OF BIRTH	DOD
You			
Spouse			
Child			
Child			
Child			

CONTACT INFORMATION

RESIDENCE ADDRESS

PHONE | CELL | E-MAIL

Do you have a Will? ☐ Yes ☐ No Last time updated:

Do you have a Trust? ☐ Yes ☐ No Last time updated:

OCCUPATION & FINANCIAL INFORMATION

	CLIENT	SPOUSE
Employer		
Occupation		
Employer Address		
Telephone		
Currently Working?	☐ Yes ☐ No How long:	☐ Yes ☐ No How long:
Annual Income ($)		
Other Income ($)		
Checking Balance ($)		

INVESTMENTS

☐ Mutual Funds:

☐ Stock Brokerage:

☐ Real Estate:

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GENERAL QUESTIONS

HOMEOWNERSHIP

Do you own your home? ☐ Yes ☐ No Mortgage balance ($): Bank:

MONTHLY MORTGAGE PAYMENT ($) | INTEREST RATE | YEARS REMAINING

Pay off mortgage prior to, or concurrent to, retirement? ☐ Yes ☐ No

SAVINGS GOALS

Regularly setting money aside for future needs? ☐ Yes ☐ No

GOAL | AMOUNT ($)

INSURANCE INFORMATION

LIFE INSURANCE POLICIES

Life Insured	Company	Plan Type	Death Benefit	Premium	Cash Value	Date Issued

ANNUITIES

Annuity	Company	Current Value	Surrender Value	When Purchased	Type of Annuity

Do you have health insurance? ☐ Yes ☐ No Source / Benefits:

Reminder: A copy of customer account statements is always helpful in conducting due diligence and past performance review on current financial holdings.

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RETIREMENT ASSETS

Have you engaged in Retirement Income Planning to determine if this is enough? ☐ Yes ☐ No

Account	Have?	How / Where Invested	Current Balance ($)	Contributing?
Client Traditional IRA	☐ Yes ☐ No			☐ Y ☐ N $
Spouse Traditional IRA	☐ Yes ☐ No			☐ Y ☐ N $
Client Roth IRA	☐ Yes ☐ No			☐ Y ☐ N $
Spouse Roth IRA	☐ Yes ☐ No			☐ Y ☐ N $
Client 401k	☐ Yes ☐ No			☐ Y ☐ N $
Spouse 401k	☐ Yes ☐ No			☐ Y ☐ N $
Client Pension	☐ Yes ☐ No	—		☐ Y ☐ N $
Spouse Pension	☐ Yes ☐ No	—		☐ Y ☐ N $

RETIREMENT INCOME NEEDS

	CLIENT	SPOUSE
Desired Retirement Age		
Income Needed Now		
Income Needed at Retirement		
Core, Fixed Expenses at Retirement		
Pension at Retirement	(%)	(%)

SOCIAL SECURITY BENEFITS

Are you currently receiving Social Security Benefits? ☐ Yes ☐ No Monthly benefit ($):

Is your spouse currently receiving Social Security Benefits? ☐ Yes ☐ No Monthly benefit ($):

Past Covered Earnings: *Go to www.ssa.gov/myaccount (My Social Security) to obtain the SSA Earnings Report for a full analysis.*

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NOTES & PLANNING STRATEGIES

NOTES / COMMENTS

PLANNING STRATEGIES — SELECT ALL THAT APPLY

☐ Re-Position Assets ☐ Needs Analysis ☐ SSA Optimization ☐ Other:

☐ Tax-Deferral ☐ Tax-Free Income ☐ LTC / Chronic Care ☐ QLAC ☐ Other:

RETIREMENT BUDGET WORKSHEET

Your Age Current At Retirement **Spouse Age** Current At Retirement

Housing Costs	Current	At Retire.
Mortgage or Rent		
Real Estate Taxes		
Utilities		
Maintenance / Repair		
Insurance (Home / Renters)		
Other		
Total		

Personal Expenses	Current	At Retire.
Groceries		
Clothing		
Grooming		
Medical Insurance		
Prescription Drugs		
Taxes (Personal)		
Personal Debt		
Other		
Total		

Transportation Costs	Current	At Retire.
Auto Payment / Lease		
Auto Insurance		
Fuel / Maintenance		
Public Transportation		
Other		
Total		

Travel / Entertainment	Current	At Retire.
Travel		
Entertainment		
Charitable Giving		
Gifts to Others		
Other		
Other		
Total		

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RISK PROFILE WORKSHEET

For each question, check a box under each client's initials, then enter the matching point value as the score.

C1 C2 | Client 1 | Client 2

(1) What is your primary financial goal?

- ☐☐ Current Income (0)
- ☐☐ Major Purchase (5)
- ☐☐ Retirement Planning (10)
- ☐☐ Wealth Preservation (0)
- ☐☐ Education Funding (5)
- ☐☐ Wealth Accumulation (10)

(2) Which best describes your primary investment objective?

- ☐☐ Increase Current Income (0)
- ☐☐ Grow assets & increase income (10)
- ☐☐ Maintain principal; income not primary (5)
- ☐☐ Substantially grow assets over time (15)

(3) When do you expect to reach your financial goal?

- ☐☐ Less than 5 years (0)
- ☐☐ 5 to 10 years (5)
- ☐☐ 11 to 15 years (10)
- ☐☐ More than 15 years (15)

(4) What is your current age?

- ☐☐ Under 30 (20)
- ☐☐ Age 30 to 40 (15)
- ☐☐ Age 41 to 50 (10)
- ☐☐ Age 51 to 60 (5)
- ☐☐ Over 60 (0)

(5) Which word best describes your past investment experience?

- ☐☐ Minimal (0)
- ☐☐ Extensive (10)
- ☐☐ Moderate (5)

(6) Which best describes your attitude toward investing?

- ☐☐ Most concerned about losing money (0)
- ☐☐ Most concerned about growing in value (10)
- ☐☐ Equally concerned about growth or loss (5)

(7) Which best describes your feelings toward market risk?

- ☐☐ Very uncomfortable with any market risk (0)
- ☐☐ Willing to accept significant risk (10)
- ☐☐ Willing to accept risk with a portion (5)

(8) Which planning strategy is most appropriate for you?

- ☐☐ Income & minimal loss of principal (0)
- ☐☐ Long term growth of assets (10)
- ☐☐ Blended growth and income (5)

TOTAL SCORE

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