

About You

Client A	
Name	
Date of Birth (MM/DD/YYYY)	
Occupation	
Province of Residence	
Citizenship	

Client B	
Name	
Date of Birth (MM/DD/YYYY)	
Occupation	
Province of Residence	
Citizenship	

About Your Parents

	Client A's Parents		Client B's Parents	
	Parent 1	Parent 2	Parent 1	Parent 2
Name				
Date of Birth (MM/DD/YYYY)				
Occupation				
Province of Residence				
Citizenship				

About Your Family

	Child 1	Child 2	Child 3
Name			
Date of Birth (MM/DD/YYYY)			
Dependent			
School / Occupation			
Province of Residence			
Citizenship			

About Your Goals – refer to page 3 for goal descriptions

List your most important goals in order of priority
1
2
3

About Your Net Worth

	Client A's Investable Assets (\$)			Client B's Investable Assets (\$)		
	Market Value	Cost base	Growth %	Market Value	Cost base	Growth %
Non-Registered						
RSP						
RIF						
LIRA / LIF / LRIF						
Convert to / Jurisdiction						
Holding/Operating Co. Inv. assets						

	Client A's Life Style Assets (\$)		Client B's Life Style Assets (\$)	
Principal Residence				
Secondary Residence				
Location of Secondary Residence				
Investment Real Estate				

	Client A's Liabilities (\$)		Client B's Liabilities (\$)	
	Balance	Amortization/Term (Yrs)	Balance	Amortization/Term (Yrs)
Mortgage				
Personal Loans				
Investment Loans				

Family Cash Flow

	Client A	Client B
Annual Gross Employment Income (\$)		
Annual After-Tax Living Expenses (\$)*		
Annual Donation (\$)		
	Client A's Annual Savings (\$)	Client B's Annual Savings (\$)
Non-Registered		
RSP		
Defined Contribution Pension		
RESP / Other		

*Assumption: Lifestyle Expenses Exclude Savings, Tax & Donation

Estate Planning

	Client A	Client B
Do you have an up-to-date Will?		
Do you have an up-to-date Power of Attorney?		
Will you be an executor of someone's estate?		
Who will be the executor of your estate?		

Insurance Coverage

	Client A		Client B	
Do you have Disability Insurance?				
Do you have Critical Illness Insurance?				
Do you have Long Term Care Insurance?				
Life Insurance Coverage	Type	Death Benefit (\$)	Type	Death Benefit (\$)
Life Policy #1				
Life Policy #2				
Life Policy #3				
Life Insurance Coverage	Beneficiary	Cease Date	Beneficiary	Cease Date
Life Policy #1				
Life Policy #2				
Life Policy #3				

Retirement Goal

	Client A	Client B
Are you already retired?		
If not, age you would like to retire?		
Annual Pension Adjustment (\$)?		
Amount of unused RSP room (\$)?		
Expected CPP/QPP Monthly Benefit (%/)?	(%) or (\$)	(%) or (\$)
Expected OAS Monthly Benefit (%/)?	(%) or (\$)	(%) or (\$)
Assumed life expectancy?		
Anticipated annual expenses in retirement (in today's \$)?		

Pension Plan

	Client A	Client B
Estimated Annual Benefit (future \$)?		
Expected Survivor Benefit (%)?		
Indexation Rate (%)?		
Will pension be reduced at age 65?		
If yes, amount of reduction?		
Pension start date?		

Additional Notes:

About Your Goals – what matters most to you?

Reference sheet for the “About Your Goals” section of the questionnaire

CASH FLOW & MAJOR PURCHASES

You wish to ensure that you have convenience & choice for your purchases.

BUILDING EQUITY

You wish to ensure that you are building and protecting your net worth.

LEVERAGING CREDIT

You wish to ensure that you are properly managing your existing debts.

RETIREMENT

You wish to ensure adequate retirement income to fund your retirement needs.

EDUCATION

You wish to fund your child/children's higher education.

PERFORMANCE / DIVERSIFICATION

You wish to ensure that your asset mix is in line with your investor profile & risk tolerance.

INCOME TAXES

You wish to ensure that you minimize your annual income taxes now and in the future.

LIFE INSURANCE

You wish to ensure your family is properly provided for should you die.

DISABILITY INSURANCE

You want to provide for your family if you are unable to work due to illness or injury.

ESTATE TRANSFER

You wish to ensure that your estate is transferred in the most tax efficient manner.

LEGACY PLANNING

You wish to ensure gifting of specific bequests upon your death (special needs individuals/charitable organizations).

ESTATE PRESERVATION

You wish to ensure that the value of your estate is maintained upon your death.

BUSINESS PLANNING

You wish to ensure that a proper succession plan is in place in order for your beneficiaries to enjoy the full benefits of your business efforts.