|  |  |
| --- | --- |
| Richard G. Hana, CLU, ChFC, AIF®  Mary L. Cousineau, CRPC, AIF®  Stephanie A. Williams, FPQP®  [office@HFGwealthadvisors.com](mailto:office@HFGwealthadvisors.com)  [www.HFGwealthadvisors.com](http://www.HFGwealthadvisors.com) | HFG Wealth Advisors  3206 Sawgrass Village Circle  Ponte Vedra Beach, FL 32082  phone: 904.285.7900  fax: 904.285.7556 |



1. **CONFIDENTIAL CLIENT INFORMATION**

*Legal* Name: DOB: Cell #:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ SS#: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Email:

Best way to contact:

*Legal* Name: DOB: Cell#: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Email:

Best way to contact:

Home Phone #:

Mailing Address:

Physical (legal) Address:

Marital Status: Number of Dependents:

1. **EMPLOYMENT INFORMATION**

Client Employers Name & Address:

Work Phone: Occupation:

Best time to call: Best day to call:

Best way to contact:

Spouse Employers Name & Address:

Work Phone: Occupation:

Best time to call: Best day to call:

Best way to contact:

Annual Income: Federal Tax Bracket:

Net Worth: Investable Assets:

(exclusive of residence)

1. **BENEFICIARY INFORMATION – over the age of 18 -**

Primary Beneficiary:

Relationship:

DOB: SSN: ­­­­­­­­­­­­­­­­­\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ %:

Address:

Phone #:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Email Address: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Contingent Beneficiary:

Relationship:

DOB: SSN: ­­­­­­­­­­­­­­­­­\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ %:

Address:

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| INCOME  *From all sources* | ESTIMATED NET WORTH  *Excluding primary residence* | | INVESTABLE/LIQUID ASSETS  *Including cash and securities* | | FEDERAL TAX BRACKET |
| UNDER $25,000 | UNDER $50,000 | | UNDER $50,000 | | 0%–15% |
| $25,000–$50,000 | $50,000–$100,000 | | $50,000–$100,000 | | 16%–25% |
| $50,001–$100,000 | $100,001–$500,000 | | $100,001–$500,000 | | 26%-30% |
| $100,001–$250,000 | | $500,001–$1M | | $500,001–$1M 31%-35% | |
| $250,001–$500,000 | | $1M–$5M | | $1M–$5M Over 35% | |
| OVER $500,000 | | OVER $5M | | OVER $5M | |
| $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | | $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | | $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | |
| ACCOUNT FUNDING SOURCE | ANNUAL EXPENSES | | SPECIAL EXPENSES | | TIME FRAME |
|  | *Recurring* | | *Future & nonrecurring* | | *Required for special expenses* |
| ASSET APPRECIATION | UNDER $50,000 | | $0–$50,000 | | 0–2 YEARS |
| BUSINESS REVENUE | $50,000–$100,000 | | $50,001–$100,000 | | 3–5 YEARS |
| INHERITANCE | $100,001–$250,000 | | $100,001–$250,000 | | 6–10 YEARS |
| LEGAL/INSURANCE SETTLEMENT | $250,001–$500,000 | | OVER $250,000 | | $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| SALE OF ASSETS | | OVER $500,000 | | $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | |
| SAVINGS FROM EARNINGS | | $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | | | |
| OTHER: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | |  | |  | |
|  | | | | | |

Phone #:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Email Address: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. **HOUSEHOLD QUESTIONS**

Do you have a current will? Y , signed N

Do you have a current living trust? Y , signed N

Do you have a current durable power of attorney? Y , signed N

Do you own life insurance? Y N

Do you own individual stocks? Y N

Do you own mutual funds? Y N   
Do you own bonds? Y N

Do you own your own business? Y N

What is your (planned) retirement date?

How did you hear about us?

Rank the following products/services in order of importance to you, with “1” being the most important:

Estate Planning Trust Planning

Tax Planning Budgeting

College Funding Retirement Planning

Life Insurance Disability Insurance

Debt Management Long-Term Care Insurance

Socially Responsible Investing Nursing Home Expenses

Accumulation of Wealth Regular Portfolio Reviews

Alternative Investments (limited partnerships, REITs, etc.)

1. **POST RETIREMENT INCOME**

Annual Income Required: *Planned* Major Purchases:

Social Security (what age to begin?):

62: FRA: 70:

Ex-Spouse annual primary insurance amount:

Pension Plan Distribution:

Deferred Compensation:

Trust Income:

Alimony:

Rental Income:

Other: