



Confidential Financial Needs Analysis

This form is designed to assist the agent and potential client in gathering information to determine what financial solution would be suitable for the potential client. Completed forms should be maintained in the agent’s client file.

To be completed with your agent to determine your financial needs and objectives.

A. Personal Identification

Name: _____ Date of Birth: _____

Name: _____ Date of Birth: _____

List Number of Dependents: _____

Dependent ages: _____

Occupation: _____

B. Financial Profile *(For Joint Owners, information may be combined.)*

1. Annual Gross Income

- ____ \$0 - 29,999
- ____ \$30,000 - 49,999
- ____ \$50,000 - 74,999
- ____ \$75,000 - 99,999
- ____ \$100,000 - 149,999
- ____ \$150,000 - 249,999
- ____ \$250,000 - 399,999
- ____ \$400,000 - Over

2. Source of Income: *(Check all that apply)*

- Salary (W2): _____
- Investments: _____
- Social Security: _____
- Pension Plans: _____
- Other: _____

3. Estimated Net Worth: *(Exclude primary residence, furnishings, and automobiles.)*

- ____ \$0 - 74,999
- ____ \$75,000 - 149,999
- ____ \$150,000 - 249,999
- ____ \$250,000 - 449,999
- ____ \$500,000 - 999,999
- ____ \$1,000,000 - Over

4. Current Savings and Investments: *(Liquid Net Worth)*

- ____ Under \$10,000
- ____ \$10,000 - 25,000
- ____ \$25,000 - 50,000
- ____ \$50,000 - 100,000
- ____ \$100,000 - 500,000
- ____ Over \$500,000

5. What type of investments and insurance products do you own?

- Mutual Funds: _____
- Savings Accounts: _____
- Stocks: _____
- Bonds: _____
- CDs: _____
- Life Insurance: _____
- Annuities: _____

6. What are your current financial priorities? *(Rank 1-5 with 1 being highest priority.)*

- ____ Guaranteed Lifetime Income
- ____ Leaving a legacy to loved ones or your favorite charity.
- ____ Safety of Principal
- ____ Tax Deferral
- ____ Stable Growth
- ____ Other: _____

7. What is your Federal Income Tax Bracket:

- ____ 10% ____ 15% ____ 25% ____ 28% ____ 33% ____ 35%

NOTES _____
