



FINANCIAL PLANNING QUESTIONNAIRE

Instructions. Please complete as much of this form as you can before our meeting and bring copies of any requested documents. Additional pages may be added as necessary. It is important that you complete this form thoroughly as our advice will be based on the information you provide. Any material misstatements or omissions may result in improper advice for your situation. The information that you supply on this form will be retained in our file. No information will be released to any person without your prior permission.

We have found that meetings are most productive when you bring the following documents:

- A copy of your previous year's tax return
- A copy of your will and/or living trust
- Financial statements (bank, brokerage, hedge funds, private equity, etc.)
- Employer benefits statements (retirement plans, stock options, insurance, etc.)
- Social Security benefit statement
- Life insurance statements
- Liability information (mortgage, car, student loans, etc.)

A. PERSONAL INFORMATION

- Name: _____
- Social Security Number: ___ - ___ - _____
- Full (Previous) Name(s): _____
- Principal Residence Address: _____
 City: _____
 State: __ ZIP: _____ - _____ Email: _____
 Telephone: ___ - ___ - _____ Fax: ___ - ___ - _____
 Cell Phone: ___ - ___ - _____ Skype: _____
- Birthdate: __ / __ / _____ Age: ___ Birthplace: _____
- Citizenship: _____ U.S. immigration status: _____
- Employer's Name: _____
 Occupation: _____ Position or Title: _____
 Earned Income: _____ Anticipated Retirement Date or Age: _____
 Address: _____
 City: _____
 State: __ ZIP: _____ - _____ Telephone: ___ - ___ - _____
 E-mail: _____
- Preferred method(s) of communication: home phone / work phone / cell phone / email
- Are you married or registered? (If so, complete Parts B & C.) _____
 If not, do you plan to marry or register in the near future? (Complete Parts B & C.) ____
 Have you ever been married or registered before? (If so, complete Part D.) _____
- Have you ever had children? (If so, complete Part E.) _____
 If not, do you plan to have any children? _____
- Other income (pension, interest (taxable/non-taxable), gifts, trust, partnership interests, real estate rentals, Social Security, disability, sale of assets, other: _____

- Stage of Lifecycle (circle one): Wealth creation / Wealth consolidation / Wealth transfer
- Primary Source of Wealth (circle one): Self-made / Corporate executive / Inherit

14. Type of Investor (check one):

- Non-accredited: Non-Qualified Purchaser (Net Worth less than \$1 million)
- Accredited investor (Net Worth greater than \$1 million but less than \$5 million)
- Accredited investor and Qualified Purchaser (Net Worth greater than \$5 million)

B. SPOUSE'S OR PARTNER'S INFORMATION

1. Name: _____
2. Social Security Number: ___ - ___ - _____
3. Full (Previous) Name(s): _____
4. Cell Phone: ___ - ___ - _____ E-mail: _____
5. Birthdate: ___ / ___ / _____ Age: ___ Birthplace: _____
6. Citizenship: _____ U.S. immigration status: _____
7. Employer's Name: _____
Occupation: _____ Position or Title: _____
Earned income: _____ Anticipated Retirement Date or Age: _____
Address: _____
City: _____
State: ___ ZIP: _____ - _____ Telephone: ___ - ___ - _____
E-mail: _____ Skype: _____
8. Have you ever been married or registered before? (If so, complete Part D.) _____
Have you ever had children? (If so, complete Part E.) _____

C. PRESENT MARRIAGE OR REGISTERED DOMESTIC PARTNERSHIP INFORMATION

1. Date of marriage or registration: ___ / ___ / _____
2. Place of marriage or registration (city, state, country): _____
3. Do you have a Prenuptial Agreement or other property agreement? _____
[If so, please provide a copy.]
4. In preparing a financial plan, you must consider how property is owned. Check only one:
 - a. You and your spouse acquired all property together, as "community property." _____
 - b. Either you or your spouse have at least one item that is "separate property." _____
 1. Item(s) [attach a list if necessary]: _____
 2. Spouse who owns item(s): _____
 3. How acquired? Circle one: inheritance, gift, before marriage, by agreement.
 - c. Domestic partners owning "community property" (special planning required) _____
 - d. Domestic partners owning "separate property" (check here and complete item 4b) _____

D. PREVIOUS MARRIAGE(S) AND/OR REGISTERED DOMESTIC PARTNERSHIP(S)

1. Name of former spouse or registered domestic partner: _____
Date of death or divorce (circle one): ___ / ___ / _____ (estimate if unknown)
2. Name of former spouse or registered domestic partner: _____
Date of death or divorce (circle one): ___ / ___ / _____ (estimate if unknown)
3. Name of former spouse or registered domestic partner: _____
Date of death or divorce (circle one): ___ / ___ / _____ (estimate if unknown)

E. CHILDREN, GRANDCHILDREN AND GREAT-GRANDCHILDREN

1. Children, grandchildren and great-grandchildren of present marriage:
Name: _____
Social Security #: ___ - ___ - _____ Telephone: ___ - ___ - _____
Address: _____
Birthdate: ___ / ___ / _____ Age: ___ Gender: _____

Name: _____
 Social Security #: _____ Telephone: _____
 Address: _____
 Birthdate: __/__/____ Age: ___ Gender: _____

Name: _____
 Social Security #: _____ Telephone: _____
 Address: _____
 Birthdate: __/__/____ Age: ___ Gender: _____

Name: _____
 Social Security #: _____ Telephone: _____
 Address: _____
 Birthdate: __/__/____ Age: ___ Gender: _____

2. Children, grandchildren, and great-grandchildren of prior relationship (please specify).

Name: _____
 Social Security #: _____ Telephone: _____
 Address: _____
 Birthdate: __/__/____ Age: ___ Gender: __

Name: _____
 Social Security #: _____ Telephone: _____
 Address: _____
 Birthdate: __/__/____ Age: ___ Gender: __

F. CURRENT ESTATE PLAN

1. Date of revocable trust: __/__/____ Last restated/amended: __/__/____
2. Date of will: __/__/____ Date of last codicil: __/__/____
3. Does anyone currently hold your power of attorney? _____
 - a. Durable Power of Attorney for Property Matters:
 1. Attorney-in-fact: _____
 2. Date power granted: __/__/____ Expiration date: __/__/____
 - b. Advance Health Care Directive:
 1. Attorney-in-fact: _____
 2. Date power granted: __/__/____ Expiration date: __/__/____
4. Location of original instrument(s): _____

G. TAX CONSIDERATIONS

1. Total taxable gifts made to date: \$_____ Unified tax credit: \$_____
2. Generation-skipping transfer tax exemption used: \$_____
3. Have you used the California property tax parent/child exemption? _____
4. Do you anticipate receiving any substantial gifts/inheritances in the near future? _____
 If so, please describe: _____
5. Filing status (circle one):
 Married filing jointly / Married filing separately / Head of household / Single
 State & local tax rate: _____%

H. OTHER SPECIAL CONSIDERATIONS

1. Do you have any family members who require special schooling, medical attention, etc.?

2. Do you have any other relatives now or likely to later be financially dependent upon you?

3. Do you hold a power of appointment (i.e., power to control the disposition of the estate) under another person's Will or Trust? [If so, provide a copy.] _____
4. Are you currently the trustee or beneficiary of a trust? _____
5. Do you have a shareholder, partnership or buy-sell agreement? [Provide a copy.] _____
6. Are you currently involved in any litigation, or are there any known potential claims that may result in litigation? _____
7. Are you engaged in high risk circumstances that make creditor planning important? _____
8. Expected inflation rate: _____%

I. AGENTS AND ATTORNEYS THAT ADVISOR IS AUTHORIZED TO CONTACT

1. Tax accountant (name and company): _____
Address: _____
Telephone: ___ - ___ - _____ E-mail: _____
2. Estate planning attorney (name and company): _____
Address: _____
Telephone: ___ - ___ - _____ E-mail: _____
3. Life insurance broker (name and company): _____
Address: _____
Telephone: ___ - ___ - _____ E-mail: _____
4. Mortgage loan or account number for primary residence: _____
Firm or company: _____
Address: _____
Telephone: ___ - ___ - _____ E-mail: _____
5. Mortgage loan or account number for other residences: _____
Firm or company: _____
Address: _____
Telephone: ___ - ___ - _____ E-mail: _____
6. Property insurance broker (name and company): _____
Homeowner's insurance policy number: _____
Address: _____
Telephone: ___ - ___ - _____ E-mail: _____

J. YOUR FINANCIAL PLANNING GOALS

Check the appropriate boxes to prioritize your financial planning goals. Include your comments and feel free to attach additional pages. This section is very important.

- _____ Minimize taxes (estate, capital gains, income)
- _____ Generate adequate capital to run and grow your business
- _____ Create a succession plan for your business
- _____ Maintain a comfortable retirement through your retirement years
- _____ Provide for spouse, partner, or dependents in case of your death or disability
- _____ Create an endowment at an educational institution
- _____ Support your interest and commitment to charitable causes
- _____ Purchase a home, vacation home, investment property, or other collectible
- _____ Diversify large single stock or stock option positions, or other liquid assets
- _____ Plan for education of a child or grandchild

- _____ Involve your children and grandchildren in philanthropic pursuits
- _____ Insure that family members with special needs are cared for
- _____ Increase income from current assets

K. CASH FLOW STATEMENT

Cash Sources	Last Year Ended		Current Year Estimate	
	Client	Spouse	Client	Spouse
Salary/Partnership Draw/Pension				
Bonus/Commissions				
Interest Dividends				
Other				
Total Cash Sources				

Cash Uses	Last Year Ended		Current Year Estimate	
	Client	Spouse	Client	Spouse
Income Taxes (Federal, State, Local)				
Real Property Taxes				
Principal Repayments				
Living Expenses				
Charitable Contributions				
Gifts to Family				
Other				
Total Cash Uses				

L. HOW DID YOU LEARN OF BLOSSOM WEALTH MANAGEMENT?

1. Referred by _____
2. Attended seminar at _____
3. Other _____

M. EDUCATION EXPENSES

Name _____ Birth Date _____ Assumed Inflation Rate _____

	Start Age	End Age	Annual Education costs in today's dollars	Institution
Pre-Secondary				
Undergraduate				
Graduate				
Post-Graduate				

Name _____ Birth Date _____ Assumed Inflation Rate _____

	Start Age	End Age	Annual Education costs in today's dollars	Institution
Pre-Secondary				
Undergraduate				
Graduate				
Post-Graduate				

N. PROPERTY INFORMATION

1. Home and other real estate

Property Address	How is it Titled?	Purchase Price	Current Value

2. Bank accounts (checking, savings, CDs, money market, etc.)

Bank & Account Type	How is it Titled?	Account Number	Current Value

3. Equities (stocks, bonds, mutual funds, etc.)

Company	How is it Titled?	Account Number	Current Value

4. Life insurance policies

Company, Insured, Policy Type, Policy Number	Policy Owner	Beneficiary	Cash Value	Death Benefit

5. Retirement accounts (pension, IRA, 401(k), 403(b), 457, profit-sharing, etc.)

Account Type	Owner	Beneficiary	Current Value

6. Business or Partnership Interests [provide a copy of corporate/partnership documents]

Description	How is it Titled?	Purchase Price	Current Value

7. Money owed to you [provide a copy of any promissory note or other contract]

Description	Current Value

8. Personal property

Description	Purchase Price	Current Value
Home furnishings, clothing, tools and equipment, etc.	N/A	
Significant collections (antiques, art, coins, furs, stamps, jewelry, wine, etc.)		
Cars (list by make/model)		
Other vehicles (planes, boats, RVs, etc.)		

9. Debts (mortgages, loans, other substantial debts)

i	Interest Rate	Principal

O. RISK TOLERANCE

1. Individual Risk Tolerance (circle one):

Conservative / Moderate Conservative / Moderate / Moderate Aggressive / Aggressive

Note: Please see definitions below for complete descriptions.

Conservative

The conservative range is designed for the cautious investor, who has a low risk tolerance and/or short time horizon (less than 3 years). This investor seeks stability. His/her main objective is to preserve capital while providing income. He/she is currently dependent upon the investments or expects to need the money in the short term.

Typically, the conservative investor wants a portfolio that will provide an inflation adjusted income stream to pay living expenses. However, when inflation is high, interests rates increase, and the cost of goods rises. As a result, fixed income securities lose value. Thus, investing defensively comes with the risk of the loss of purchasing power.

Fluctuations in the value of portfolios within this range are minor. The typical range of annual returns:

- 3% to +2% in down markets;
- +4% to +6% in flat markets;
- +7% to 9% in up markets.

Conservative portfolios produce the highest annual income yields - typically in the range of 4% to 7%.

Conservative portfolios produce very little capital gains distributions.

Moderate Conservative

The moderate conservative risk range is appropriate for the investor who seeks both modest capital appreciation and income from a portfolio. This investor has either a moderate time horizon (3-7 years) or a slightly higher risk tolerance than the conservative investor.

While this range is still designed to preserve the investor's capital, fluctuations in the values of portfolios may occur from year to year. The moderate conservative wants a buffer from large downside market fluctuations. In exchange for this protection, he/she will not fully participate when the markets rally.

Returns generally outpace taxes and inflation and might even reach double digits when major markets are increasing. The typical range of annual returns:

- 5% to +2% in down markets;
- +3% to +8% in flat markets;
- +9% to 12% in up markets.

Moderate conservative portfolios produce significant annual income yields - typically in the range of 3% to 5%. Moderate conservative portfolios produce little capital gains distributions.

Moderate

This range will best suit the investor who seeks relatively stable growth offset by a low level of income. An investor in the moderate risk range will have a higher tolerance for risk and/or a longer time horizon than a conservative or moderate conservative investor.

A moderate investors wants good returns and knows that he/she is taking some risk to get those returns. When markets increase, the portfolio should go up - but not as high. When markets decrease, the portfolio should go down - but not as low. The main objective is to achieve steady portfolio growth while limiting fluctuations to less than those of the overall stock markets. A moderate portfolio will hold a balanced mix of asset classes.

Returns generally outpace taxes and inflation and could easily reach double digits when major markets are increasing. The typical range of annual returns:

- 8% to +4% in down markets;
- +5% to +9% in flat markets;
- +10% to 15% in up markets.

Moderate portfolios produce modest annual income yields - typically in the range of 2% to 4%. Moderate portfolios produce a moderate amount of capital gains distributions.

Moderate Aggressive

The moderate aggressive risk range is designed for investors with a relatively high tolerance for risk and a longer time horizon (longer than 7 years). The investor has little need for current income and seeks above-average growth from investable assets.

The main objective of this risk range is capital appreciation. The investor will tolerate moderate portfolio fluctuation. He/she may consider an asset mix with potentially higher volatility in the short-term to achieve capital growth over the mid-long term. Most moderate aggressive investors want to accumulate a significant amount of wealth and are willing to wait for the reward. The investor knows that he/she will lose money if the markets go down, but also expects to profit greatly if the markets increase. More emphasis is placed on making money than preventing its loss.

Long-term returns should outpace taxes and inflation. When the major markets are increasing, the investor expects to realize double-digit returns. The typical range of annual returns:

- 10% to +2% in down markets;
- +3% to +10% in flat markets;
- +11% to 20% in up markets.

Moderate aggressive portfolios produce smaller annual income yields - typically in the range of 0.5% to 2%. Moderate aggressive portfolios produce a high amount of capital gains distributions.

Aggressive

This range is appropriate for the investor who has both a high tolerance for risk and a long investment time horizon (longer than 7 years). The aggressive investor wants to accumulate substantial wealth in the future, has enough income from other sources to fund living expenses, or has time to work and recoup losses.

The main objective of the aggressive risk range is to provide high growth for the investor's assets without providing current income. Portfolios in this range may have substantial fluctuations in value from year to year. The purpose of any cash held is to handle unexpected withdrawals and to take advantage of perceived buying opportunities.

Long-term returns should significantly outpace taxes and inflation. When the major markets are increasing, the investor expects to realize large double-digit returns. The typical range of annual returns:

- 15% to -5% in down markets;
- 2% to +7% in flat markets;
- +15% to 25% in up markets.

Aggressive portfolios produce little-to-no annual income yields - typically in the range of 0.5% to 1%. Aggressive portfolios produce a very high amount of capital gains distributions.

Disclosure Statement

I acknowledge that I have provided accurate information for my financial plan. I understand the risk categories described above and have identified which category reflects my risk. I am aware that past performance is no guarantee of future performance.

Signature

Date

Signature

Date

Disclaimer

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This brochure is not intended to provide advice regarding the investment needs of specific individuals.

Diversification does not guarantee a profit nor protect against loss. Past performance is no guarantee of future results.