

Financial Goals Worksheet

	If you have any questions, ple	ase contact	my of	ffice: (631)815-673	7 or (631) 995-8646		
Referred	by Whom?								
PERSON	AL DATA								
	First Name			Last N	ame		Sex	Birthdate	
Client A									
Client B									
Children	Name	Birth	idate	Sex	Will Attend College Y/N	Year to Begin	Current \$ Set Aside	Monthly Additions	
Child 1									
Child 2 Child 3									
HOME ADI	DRESS								
Street			Hom	ne Phon	<u></u> е				
City	State Zip	<u> </u>	Cell Phone						
E-mail Addr	E-mail Address			Alternative E-mail					
EMPLOY	MENT DATA								
Client A: Se	lf Employed?		Clier	nt B: Sel	f Employed?				
Occupation Years			Occupation Years						
Employer's Name			Employer's Name						
Employer's City, State, Zip			Employer's City, State, Zip						
Work Phone	e #		Wor	k Phone	<u></u> #				

If yes, what amount per year?

Personal

Retirement

INCOME DATA DETAIL (Annual)

Are you currently withdrawing from assets? (Yes or No)

If withdrawing from assets, which source of savings?

→ QUICKTIP Enclose your most recent paystub and 1040 tax return.

Type of property T T Market Value T Balance T		If you anticipate a change in future income due to promotion, ref please explain.								
Client A: Retirement Age Do you anticipate working during retirement? If working, expected annual earning? If working, expected annual earning? If working, expected number of years? Pension Income Age it will start Pension Income Age it will start Estimated monthly spendable income needed during retirement in today's dollars? If unsure, we will estimate. ESTATE INFORMATION Do you have wills? Who are the beneficiaries? Do you have the following? (Check all appropriate lines) INVESTMENT DETAIL QUICKTIP Enclose all pages of the most recent monthly or quarterly statements for each separate financial acc (Please indicate all that are applicable) 401(k), 403(b), SEP, and other retirement plans. IRA(s) Brokerage Account(s) Pension Plan(s) Check all appropriate Investments Other Individual Investment(s) EE bonds, individual stocks, etc. REAL ESTATE PORTFOLIO DETAIL Type of property A/b/Jt Market value Balance Monthly Payment Interest Prop Tripicle & Interest Only Rate Ta Home Mortgage Home Mortgage Home Equity Loan Recreation Investment or										
Client A: Retirement Age Do you anticipate working during retirement? Do you anticipate working during retirement? Fworking, expected annual earning? Fworking, expected annual earning? Fworking, expected number of years? Fworking expected number of year										
Client A: Retirement Age Do you anticipate working during retirement? Do you anticipate working during retirement? Fworking, expected annual earning? Fworking, expected annual earning? Fworking, expected number of years? Fworking expected number of year										
Client A: Retirement Age Do you anticipate working during retirement? Do you anticipate working during retirement? Four working, expected annual earning? If working, expected annual earning? If working, expected number of years? Pension Income Age it will start Pension Income Age i										
Client A: Retirement Age Do you anticipate working during retirement? For working, expected annual earning? If working, expected number of years? Pension Income Age it will start Pension Income Age it will s										
Client A: Retirement Age	RETIREMENT (GOALS								
Do you anticipate working during retirement? If working, expected annual earning? If working, expected annual earning? If working, expected number of years? Pension Income Age it will start Estimated monthly spendable income needed during retirement in today's dollars? If unsure, we will estimate. ### When was it last updated? ### On you have wills? ### On you have the following? ### Cheek all appropriate lines) ### QUICKTIP Enclose all pages of the most recent monthly or quarterly statements for each separate financial accompliance in the plans. #### IRA(s) ### Brokerage Account(s) ### Pension Plan(s) ### Cheek all appropriate lines for each separate financial accompliance in the plans. #### IRA(s) ### Brokerage Account(s) ### Pension Plan(s) ### Cheek all appropriate lines for each separate financial accompliance in the plans. #### IRA(s) ### Brokerage Account(s) ### Pension Plan(s) #### Cheek all appropriate lines for each separate financial accompliance in the plans. #### Cheeking & Saving Account(s) #### Cheeking & Saving Account(s) #### Cheeking & Saving Account(s) #### Checking & Saving Account(s) ##### Checking & Saving Account(s) ######## Checking & Saving Account(s) ###################################						Client I	B: Retireme	ent Age		
If working, expected annual earning? If working, expected number of years? Pension Income Age it will start Pension Income Age it will	<u> </u>								retirement?	
Pension Income	If working, expected	d annual earning	ς?							
ESTIMATE INFORMATION Do you have wills? Pamily Friends Charity	If working, expected	l number of yea	rs?			If work	ing, expect	ed number of y	ears?	
Do you have wills?										vill start
Do you have wills? Who are the beneficiaries? Do you have the following? (Check all appropriate lines) INVESTMENT DETAIL QUICKTIP Enclose all pages of the most recent monthly or quarterly statements for each separate financial acc (Please indicate all that are applicable) 401(k), 403(b), SEP, and other retirement plans. IRA(s) Brokerage Account(s) Pension Plan(s) REAL ESTATE PORTFOLIO DETAIL Type of property Owner A/b/Jt Market value Balance Monthly Payment Interest Progracial interest Only Rate Ta Home Mortgage Home Equity Loan Recreation Investment or	Estimated monthly :	spendable incor	ne needed	during re	tirement i	n today	's dollars? <i>l</i>	f unsure, we wi	ll estimate.	
Do you have wills? Who are the beneficiaries? Do you have the following? (Check all appropriate lines) INVESTMENT DETAIL AQUICKTIP Enclose all pages of the most recent monthly or quarterly statements for each separate financial acc (Please indicate all that are applicable) AQ1(k), 403(b), SEP, and other retirement plans. IRA(s) Brokerage Account(s) Pension Plan(s) REAL ESTATE PORTFOLIO DETAIL Type of property Owner A/b/Jt Market value Balance Monthly Payment Principle & Interest Only Rate Ta Home Mortgage Home Equity Loan Recreation Investment or										
Who are the beneficiaries? Family Friends Charity		RMATION								
Do you have the following? (Check all appropriate lines) Simple, All to Surviving Spouse Living Will Living Will Medical Directive	-								t last updated?	
Two - Part Marital Deduction Trust	Who are the benefic	ciaries?		☐ Fam	ily	□ Fr	iends	☐ Charity		
TWO - Part Marital Deduction Trust	Do you have the follow	lowing?		-		rviving Spouse				
INVESTMENT DETAIL QUICKTIP Enclose all pages of the most recent monthly or quarterly statements for each separate financial acceptance (Please indicate all that are applicable) 401(k), 403(b), SEP, and other retirement plans. IRA(s) Education Account(s) – UTMAs, 529s et Brokerage Account(s) Pension Plan(s) EE bonds, individual Investment(s) Pension Plan(s) EE bonds, individual stocks, etc. REAL ESTATE PORTFOLIO DETAIL Type of property A/b/Jt Market value Balance Principle & Interest Property Rate Tale Port Rate Tale P	•	_								
QUICKTIP Enclose all pages of the most recent monthly or quarterly statements for each separate financial access (Please indicate all that are applicable) 401(k), 403(b), SEP, and other retirement plans. Checking & Saving Account(s) IRA(s) Education Account(s) – UTMAs, 529s et al. Brokerage Account(s) Other Individual Investment(s) Pension Plan(s) EE bonds, individual stocks, etc. REAL ESTATE PORTFOLIO DETAIL Type of property Owner A/b/Jt Market value Balance Monthly Payment Principle & Interest Only Rate Ta Home Mortgage Home Equity Loan Recreation Investment or Investment or				☐ Other_		_ Type				
plans. IRA(s) Brokerage Account(s) Pension Plan(s) Checking & Saving Account(s) Education Account(s) – UTMAs, 529s et Other Individual Investment(s) EE bonds, individual stocks, etc. REAL ESTATE PORTFOLIO DETAIL Type of property Owner A/b/Jt Market value Balance Monthly Payment Principle & Interest Only Rate Ta Home Mortgage Home Equity Loan Recreation Investment or	•					ly or qu	arterly stat	ements for eac	h separate fina	ncial account
IRA(s) Brokerage Account(s) Pension Plan(s) EE bonds, individual Investment(s) EE bonds, individual stocks, etc. REAL ESTATE PORTFOLIO DETAIL Type of property Owner A/b/Jt Home Mortgage Home Equity Loan Recreation Investment or			EP, and oth	ner retirer	ment			Checking & Sav	ing Account(s)	
Brokerage Account(s) Pension Plan(s) EE bonds, individual stocks, etc. REAL ESTATE PORTFOLIO DETAIL Type of property Owner A/b/Jt Home Mortgage Home Equity Loan Recreation Investment or						Education Account(s) – UTMAs, 52			s, 529s etc.	
REAL ESTATE PORTFOLIO DETAIL Type of property	В	rokerage Accou	ınt(s)					Other Individua	ıl Investment(s)	
Type of property Owner A/b/Jt Market value Balance Monthly Payment Principle & Interest Only Rate Ta Home Mortgage Home Equity Loan Recreation Investment or	P	ension Plan(s)						EE bonds, indiv	idual stocks, etc	C.
Type of property Owner A/b/Jt Market value Balance Monthly Payment Principle & Interest Only Rate Ta Home Mortgage Home Equity Loan Recreation Investment or	DEAL ESTATE	20250110	DETAIL							
Home Mortgage Home Equity Loan Recreation Investment or							Monthly	, Payment	Interest	Property
Home Equity Loan Recreation Investment or	Type of property		Market	value	Balance	e		-		Taxes
Recreation Investment or Inves	Home Mortgage									
Investment or										
	Home Equity Loan									
Business										1
	Recreation					į.				
OTHER PERSONAL ASSETS	Recreation Investment or									
Estimated values are fine	Recreation Investment or Business	NAL ASSET	·s							
Vehicles Tangible Assets (Jewelry, art and other collectibles)	Recreation Investment or Business OTHER PERSO		S							
	Recreation Investment or Business OTHER PERSO Estimated values a		S			Tangib	le Assets (J	ewelry, art and	other collectibl	es)
Home Furnishings Other	Recreation Investment or Business OTHER PERSO Estimated values a		S				le Assets (J	ewelry, art and	other collectibl	es)

OTHER PERSONAL DEBT								
Estimated values	Balance	Rate	Monthly		Balance	Rate	Monthly	
are fine	Balafice	Rate	Payment		вагапсе	Kale	Payment	
Auto Loan				Credit Card(s)				
Auto Loan				Credit Card(s)				
Student Loan				Other Debt				

PERSONAL INSURANCE					
QUICKTIP Enclose a copy of the contract declaration detail page(s) at the beginning of each insurance policy.					
(Please indicate all that are applicable)					
Insurance	Insurance	Insurance			
Disability	Disability	Disability			
Life	Life	Life			
Long-Term Care	Long-Term Care	Long-Term Care			
For all company plans, please include a copy of the fringe benefit report. Please provide a recent quarterly or annual account as					
received from each insurance company.					

MONTHLY EXPENDITURES							
→ QUICKTIP Instead of completing this section, enclose printout from record-keeping software.							
	Rent (not mortgage)		Alimony		Pet Expenses		
	Household Expenses		Vacation		Education		
	Charitable Contributions		Auto Expense		Miscellaneous		
	Child Support		Medical Expenses		Personal Savings (Non-Retirement)		

RISK TOLERANCE						
Please indicate	the best match to your primary Investment objective by placing an "X".	Client A	Client B			
Aggressive	\square Aggressive growth, \square Greater volatility possible, \square 20+year time horizon					
Moderately Aggressive	☐ Significant growth, ☐ Some volatility, ☐ 10-20 year time horizon					
Moderate	☐ Moderate growth, ☐ Emphasis on capital appreciation, ☐ 5-10 year time horizon					
Moderately Conservative	☐ Minimal income needs, ☐ Cautious growth, ☐ Within 5 year time horizon					
Conservative	☐ Income oriented, ☐ Capital preservation, ☐ Immediate income needs					

Place a	n "X" on the line which indicates your most appropriate answer.	Client A	Client B
1.	You have just received a windfall financial. How would you invest it?		
	a. In something that offered moderate current Income and was very conservative		
	b. In something that offered high current Income with a moderate amount of risk		
	c. In something that offered high total return with a moderately high amount of risk		
	d. In something that offered substantial capital appreciation even though It has high risk	ļ	
2.	Which of the following statements would best describe your reaction if the value of your		

portfolio v	were to decline by 15%?		
a. I	would be very concerned because I cannot accept fluctuations in the value of my portfolio		
b. If	f the amount of Income I receive was unaffected, it would not bother me		
c. A	Although I Invest for long-term growth, I would be concerned about even a temporary decline.		
	Because I invest for long-term growth, I would accept temporary fluctuations due to market nfluences		
3. How optir	mistic are you about the long-term prospects for the economy?	□ Very	□ Very
•	, , , , , , , , , , , , , , , , , , , ,	Pessimistic	Pessimistic
		□ Unsure	□ Unsure
		☐ Somewhat	□ Somewhat
		Optimistic	Optimistic
		□ Very	□ Very
		Optimistic	Optimistic
ADDITIONAL	QUESTIONS		
Any upcoming maj	or expenses?		
Can you identify ar	ny long-term or short-term goals?		
Your thoughts on p	past financial management experiences?		
Any other addition	nal notes?		·

This form collects data for informational purposes only and does not supersede any data or information reported on official Cambridge forms. This information is provided by you (the client). If any of the information is incorrect, you should notify your financial advisor. The information provided by you should be reviewed periodically and updated when either the information or your circumstances change."

Check the background of your financial professional on FINRA's **BrokerCheck**

Registered Representative, Securities offered through Cambridge Investment Research, Inc., a Broker/Dealer, member <u>FINRA/SIPC</u>, to residents of: AZ, CA, CO, CT, DC, FL, MD, NC, ND, NJ, NY, and VA. Advisory services offered through Cambridge Investment Research Advisors, Inc., a Registered Investment Advisor.

Cambridge and Conservative Wealth are separate entities.