



THE DATA GATHERING FORM



Thank you for participating in the Data Gathering Form. Unlike other traditional planning processes, this questionnaire is meant to stimulate a deeper level of thinking on your part. While it is important that we understand the complexity of the financial aspect of your wealth, it is just as important that we understand your beliefs and feelings about that wealth. While it may seem unusual to answer some of the following questions, we believe that it is vitally important to gain a deeper understanding of your motivations, dreams and desires. Our intent is to help you clarify and focus so that the later planning truly accomplishes what you want it to accomplish in a manner that you wish to accomplish it. While many advisors only engage clients at the “financial’ level of planning, the advisor who is participating with you now seeks to understand the emotional and spiritual elements of your financial life. By so doing, we can create a plan that will truly reflect your deepest goals for yourself and for your heirs.

If you are married, each spouse should complete the questions individually without comparing answers with the other spouse. We’re very interested in gaining the perspective of each of you and in helping you incorporate and integrate your separate ideas into one cohesive plan. There are no wrong answers and this is not a test. It is each) completed not necessary to write long answers or utilize exquisite grammar. Only give answers that make your point and are clear to you. Once you have (the questions, you may then find it helpful to compare notes with your spouse.

One underlying premise of this questionnaire is that your financial wealth will only be distributed to three different places when you die: (1) to your heirs or family members or friends (2) to charity or charities, or (3) to state and federal governments in the form of taxes. This is an aspect you can control but one that requires careful consideration and planning on your part.

1. Please rank all of the following possible goals in order of importance to you (1=most important, 2=next most important, etc.)
 - _____ Ensure lifetime financial independence
 - _____ Minimize estate taxes
 - _____ Maximize amount to heirs
 - _____ Protect assets from claims of creditors
 - _____ Prepare heirs for their inheritance
 - _____ Create or benefit a charitable organization with a substantial gift
 - _____ Gain personal clarity about my estate planning goals
 - _____ Create a multi-generational plan to assure that wealth is preserved for many generations to come
 - _____ Begin a family project centered on the results of this planning
 - _____ Other _____



2. Estate and wealth transfer planning often requires some level of complexity.

(Check all that apply)

_____ I am used to complexity and view it as necessary and acceptable to accomplishing my goal

_____ I will tolerate some complexity if it will help me achieve my goals

_____ I have little tolerance for complexity but will endure it only if I can understand how it will help me achieve my goals

_____ I have no tolerance for complexity and would give up some of my goals if they make my life too complicated

_____ I understand that complexity is necessary to achieve my goals but would prefer to have someone else handle the details

_____ I want the least amount of complexity possible in my planning

3. If you could change or fix one thing in the world, what would it be?

4. Why?

5. What is the most important for you to understand at the end of the Family Wealth Goal Achiever process? Rank all of the following possible goals in order of importance to you (1=most important, 2=next most important, etc.)

_____ My current financial position

_____ How my spouse will be provided for in my absence

_____ Options for transferring wealth to my heirs

_____ How I can reduce my estate taxes to zero

_____ How I can transfer my values and dreams to my heirs

_____ The best way to give money to charity

_____ How my cash flow allows me to maintain my lifestyle now and in the future

_____ It is easy to see how it all works

_____ How my children will be well provided for

_____ I've accomplished more than I knew I could

6. What amount of annual income (cash flow from all sources) do you require to maintain your current lifestyle? Please disregard cash gifts to your family and income taxes that you pay.

\$ _____/year



7. Under your current estate plan, what is the estimated breakdown of how your wealth would be distributed?

_____ % Heirs
_____ % Taxes
_____ % Charity

8. If the answer to question 7 is not your ideal distribution plan, what would you like it to be? (Reminder: you must select at least two)

_____ % Heirs
_____ % Taxes
_____ % Charity

9. Which of the following aspects of wealth are important to you? (Check all that apply)

_____ Freedom to control my life
_____ Social status and power
_____ Financial security/peace of mind
_____ Ability to help others in the community
_____ Ability to take care of my family
_____ Ability to direct my resources to make the world a better place
_____ Ability to start or invest in a new business
_____ Time to pursue personal interests or hobbies
_____ Other _____

10. How important is it for you to complete the planning process? Rank 1 to 10 (1=least, 10=urgent)

11. Why? _____

12. How well are your heirs prepared to manage an inheritance? Rank 1 to 10 (1=not well, 10=excellent)

13. Do you feel an obligation to prepare your heirs to manage an inheritance?

_____ Yes _____ No

14. Describe each of your children, briefly.



15. Describe your relationship with each of your children, briefly.

16. Which of the following values are most important to you currently? Select the 5 most important.

- Art, music and travel
- Financial responsibility, frugality, savings and stewardship
- Study, self-improvement, academic achievement, life-long learning
- Compassion, kindness and generosity
- Honesty, fairness and justice
- Social standing, possessions, rank and title
- Modesty, loyalty, and independence
- Volunteerism, donations and community service
- Health, relaxation, appearance and vitality
- Citizenship, community involvement and public service
- Sports, leisure time, hobbies and family vacations
- Faith, religious commitments, spirituality and inner peace
- Family, friends and colleagues
- Effort, competence and success

17. If you could pick three things that your family would remember about you, what would they be?

1.

2.

3.

18. Which of the following statements best describes your beliefs?

- I do not wish to disclose or discuss the family's finances with my heirs
- I wish to be completely open with my heirs regarding the family wealth and their future inheritance
- I will disclose my plans to my heirs after they reach age _____
- I will disclose my plans to my heirs after they display more financial responsibility

19. What is your biggest fear about leaving an inheritance to your children?



20. Are you able to visualize
- One year into the future?
 - Three years into the future?
 - Five years into the future?

21. I am able to work with
- My existing team of advisors who work in harmony
 - My existing advisors with a team leader as a contact point
 - Some of my advising team with some changes

22. My most trusted advisor is my
Financial Advisor because _____

Attorney because _____

CPA because _____

23. I trust my advisor(s) to refer me to the best known professional that they have access to
whether or not I have prior knowledge of that professional. _____

- They should be a specialist in helping families like ours
- They have a process for achieving the goals and objectives that we have set forth
- Has a proven track record of assisting families with the degree of wealth and complex issues that may arise today and in the future
- Be objective



Goals and Objectives

Please answer the following questions carefully:

How much (% or \$) of your estate, as it is currently valued, would you like to leave to:

- a. Children _____
- b. Other loved ones _____
- c. Grandchildren _____
- d. Charities _____
- e. Estates taxes _____

How much cash flow do you want us to factor in each year for lifestyle spending? This is not necessarily the exact amount you will spend, but an estimate. It should not include gifts to family, gifts to charity or income taxes. \$_____

How much (if any) do you give annually to:

- a. Children _____
- b. Other loved ones _____
- c. Grandchildren _____
- d. Charities _____

How much cash do you like to keep on hand? \$_____



Client #1

Last Name _____

First Name _____

Middle Initial _____

Nickname _____

Birthdate (MM/DD/YYYY) _____

Home Address _____

City, State, Zip _____

Employer _____

Position _____

_____ Married _____ Divorced _____ Widowed

_____ Single _____ US Citizen

_____ Living in the following states: CA, WA, NV, AZ, NM, TX, ID, LA or WI

Annual Earned Income \$ _____

Increase in Annual Earned Income _____ %

Years Income is Expected _____

Annual Social Security Income \$ _____

Annual Pension Income \$ _____

Distributions in Excess of RMD's \$ _____

Additional Qualified Plan Contributions \$ _____

Years to Continue Contributions _____

Prior Taxable Gifts Made \$ _____

Cumulative Gift Tax Paid \$ _____



Client #2

Last Name _____

First Name _____

Middle Initial _____

Nickname _____

Birthdate (MM/DD/YYYY) _____

Home Address _____

City, State, Zip _____

Employer _____

Position _____

_____ Married _____ Divorced _____ Widowed

_____ Single _____ US Citizen

_____ Living in the following states: CA, WA, NV, AZ, NM, TX, ID, LA or WI

Annual Earned Income \$ _____

Increase in Annual Earned Income _____ %

Years Income is Expected _____

Annual Social Security Income \$ _____

Annual Pension Income \$ _____

Distributions in Excess of RMD's \$ _____

Additional Qualified Plan Contributions \$ _____

Years to Continue Contributions _____

Prior Taxable Gifts Made \$ _____

Cumulative Gift Tax Paid \$ _____



Family Information

Children's Names	Birthdate (MM/DD/YYYY)	Married (Y or N)
------------------	------------------------	------------------

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Grandchildren's Names	Birthdate (MM/DD/YYYY)	Married (Y or N)
-----------------------	------------------------	------------------

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____
13. _____
14. _____
15. _____



Other Loved Ones

Names	Birthdate (MM/DD/YYYY)	Married (Y or N)
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____
4. _____	_____	_____
5. _____	_____	_____
6. _____	_____	_____
7. _____	_____	_____
8. _____	_____	_____
9. _____	_____	_____
10. _____	_____	_____
11. _____	_____	_____
12. _____	_____	_____
13. _____	_____	_____
14. _____	_____	_____
15. _____	_____	_____

Other goals and objectives

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____



Marketable Securities - Equities

Institution/Type/Account #	Client #1	Client #2	Joint	Yield	Growth
	\$ _____	\$ _____	\$ _____	_____	_____
	\$ _____	\$ _____	\$ _____	_____	_____
	\$ _____	\$ _____	\$ _____	_____	_____
	\$ _____	\$ _____	\$ _____	_____	_____
	\$ _____	\$ _____	\$ _____	_____	_____
	\$ _____	\$ _____	\$ _____	_____	_____
	\$ _____	\$ _____	\$ _____	_____	_____
	\$ _____	\$ _____	\$ _____	_____	_____
	\$ _____	\$ _____	\$ _____	_____	_____
	\$ _____	\$ _____	\$ _____	_____	_____
	\$ _____	\$ _____	\$ _____	_____	_____
	\$ _____	\$ _____	\$ _____	_____	_____
	\$ _____	\$ _____	\$ _____	_____	_____
	\$ _____	\$ _____	\$ _____	_____	_____
	\$ _____	\$ _____	\$ _____	_____	_____
	\$ _____	\$ _____	\$ _____	_____	_____
	\$ _____	\$ _____	\$ _____	_____	_____
	\$ _____	\$ _____	\$ _____	_____	_____
	\$ _____	\$ _____	\$ _____	_____	_____
	\$ _____	\$ _____	\$ _____	_____	_____



Marketable Securities - Fixed Income

Institution/Type/Account #	Client #1	Client #2	Joint	Yield	Growth
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____



Other Investments

Note: These include hedge funds, non-traded securities, oil and gas interests, third party real estate partnerships, notes owed to you and other passive interests

Entity/Type/% of Ownership	Client #1	Client #2	Joint	Yield	Growth
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____



Closely Held Businesses

Entity/Type/% of Ownership	Client #1	Client #2	Joint	Yield	Growth
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____



Investment Real Estate

Entity/Location/% of Ownership	Client #1	Client #2	Joint	Yield	Growth
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	\$ _____	\$ _____	\$ _____	_____	_____



Residential Real Estate

Location/Description	Client #1	Client #2	Joint	Growth
_____	\$ _____	\$ _____	\$ _____	_____
_____	\$ _____	\$ _____	\$ _____	_____
_____	\$ _____	\$ _____	\$ _____	_____
_____	\$ _____	\$ _____	\$ _____	_____
_____	\$ _____	\$ _____	\$ _____	_____
_____	\$ _____	\$ _____	\$ _____	_____
_____	\$ _____	\$ _____	\$ _____	_____
_____	\$ _____	\$ _____	\$ _____	_____
_____	\$ _____	\$ _____	\$ _____	_____
_____	\$ _____	\$ _____	\$ _____	_____
_____	\$ _____	\$ _____	\$ _____	_____
_____	\$ _____	\$ _____	\$ _____	_____
_____	\$ _____	\$ _____	\$ _____	_____
_____	\$ _____	\$ _____	\$ _____	_____
_____	\$ _____	\$ _____	\$ _____	_____
_____	\$ _____	\$ _____	\$ _____	_____
_____	\$ _____	\$ _____	\$ _____	_____
_____	\$ _____	\$ _____	\$ _____	_____
_____	\$ _____	\$ _____	\$ _____	_____
_____	\$ _____	\$ _____	\$ _____	_____
_____	\$ _____	\$ _____	\$ _____	_____
_____	\$ _____	\$ _____	\$ _____	_____
_____	\$ _____	\$ _____	\$ _____	_____
_____	\$ _____	\$ _____	\$ _____	_____
_____	\$ _____	\$ _____	\$ _____	_____
_____	\$ _____	\$ _____	\$ _____	_____
_____	\$ _____	\$ _____	\$ _____	_____



Other Personal Assets

Art (See Art Questionnaire on Page)	Client #1	Client #2	Joint	Growth
_____	\$ _____	\$ _____	\$ _____	_____ %
_____	\$ _____	\$ _____	\$ _____	_____ %
_____	\$ _____	\$ _____	\$ _____	_____ %
Jewelry	Client #1	Client #2	Joint	Growth
_____	\$ _____	\$ _____	\$ _____	_____ %
_____	\$ _____	\$ _____	\$ _____	_____ %
_____	\$ _____	\$ _____	\$ _____	_____ %
Furnishings	Client #1	Client #2	Joint	Growth
_____	\$ _____	\$ _____	\$ _____	_____ %
_____	\$ _____	\$ _____	\$ _____	_____ %
_____	\$ _____	\$ _____	\$ _____	_____ %
Autos	Client #1	Client #2	Joint	Growth
_____	\$ _____	\$ _____	\$ _____	_____ %
_____	\$ _____	\$ _____	\$ _____	_____ %
_____	\$ _____	\$ _____	\$ _____	_____ %
Other Personal Property	Client #1	Client #2	Joint	Growth
_____	\$ _____	\$ _____	\$ _____	_____ %
_____	\$ _____	\$ _____	\$ _____	_____ %
_____	\$ _____	\$ _____	\$ _____	_____ %



Personal Liabilities

Personal Liability/Corresponding Asset

Client #1

Client #2

Joint

_____	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____
_____	\$ _____	\$ _____	\$ _____



Insurance

Note: If term insurance, please include expiration date of the policy

Company/

Type of Insurance	Insured	Policy #	Beneficiary	Premium	Cash Value	Death Benefit
-------------------	---------	----------	-------------	---------	------------	---------------

Policies owned by client #1

_____	_____	_____	_____	\$ _____	\$ _____	\$ _____
_____	_____	_____	_____	\$ _____	\$ _____	\$ _____
_____	_____	_____	_____	\$ _____	\$ _____	\$ _____
_____	_____	_____	_____	\$ _____	\$ _____	\$ _____
_____	_____	_____	_____	\$ _____	\$ _____	\$ _____

Policies owned by client #2

_____	_____	_____	_____	\$ _____	\$ _____	\$ _____
_____	_____	_____	_____	\$ _____	\$ _____	\$ _____
_____	_____	_____	_____	\$ _____	\$ _____	\$ _____
_____	_____	_____	_____	\$ _____	\$ _____	\$ _____
_____	_____	_____	_____	\$ _____	\$ _____	\$ _____

Policies owned by others

_____	_____	_____	_____	\$ _____	\$ _____	\$ _____
_____	_____	_____	_____	\$ _____	\$ _____	\$ _____
_____	_____	_____	_____	\$ _____	\$ _____	\$ _____
_____	_____	_____	_____	\$ _____	\$ _____	\$ _____
_____	_____	_____	_____	\$ _____	\$ _____	\$ _____

Policies owned by ILIT

_____	_____	_____	_____	\$ _____	\$ _____	\$ _____
_____	_____	_____	_____	\$ _____	\$ _____	\$ _____
_____	_____	_____	_____	\$ _____	\$ _____	\$ _____
_____	_____	_____	_____	\$ _____	\$ _____	\$ _____
_____	_____	_____	_____	\$ _____	\$ _____	\$ _____



Data and Document Checklist

Personal Documents

- Personal Income Tax Returns (most recent 2 years)
- Wills
- Trusts
- Powers of Attorney
- Pre-Nuptial Agreements
- Investment Account Statements
- Basis Information
- Employee Benefit Plans
- Deferred Compensation Agreements

Business Documents

- Business Income Tax Returns (most recent 2 years)
- Recent Business Balance Sheet
- Recent Business Cash Flow Statement
- Business Operating Agreements
- Business Basis Information
- Buy Sell Agreements
- Employee Benefit Plans