

# LifeView<sup>®</sup> Financial Goal Analysis and Financial Plan Client Profile

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## Let's Work Together

We are very pleased you have decided to work with us to create a comprehensive financial strategy. Our relationship begins with a thorough understanding of you — your needs, your lifestyle and family, and your goals for the future. Leveraging our vast resources, including intellectual capital, experience and dedicated service, we can work with you to create a personalized wealth strategy. Over time, we will adapt it to changing circumstances, helping you to achieve your goals and protect what is meaningful to you.

This questionnaire will help us create a personalized strategy for you and can enhance our conversation around your long-term goals.

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Please note, all individuals who are sending or receiving this form via email are to use Morgan Stanley Secure Email (SEM), which provides secure external transmission of Firm Information via encrypted emails and/or attachments. To securely communicate using SEM, the external recipient must register a password via the SEM Server. Once registered, the mail system can send and receive secure messages. To access, please type in "securemail" into your browser.

**Step 1: Getting Started**

**PERSONAL INFORMATION**

Please provide the following information for you and any co-client who will be part of this analysis.

**CLIENT 1**

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**Name**

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**Date of Birth (MM/DD/YYYY)**

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**Marital Status:**     Single    Widow    Married Filing Separately  
 Domestic Partners    Married Filing Jointly

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**Employment Status:**     Retired    Homemaker    Employed  
 Not Currently Employed    Business Owner

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**Employment Income \$**

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**Other Income**

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**State of Residence**

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**CO-CLIENT**

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**Name**

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**Date of Birth (MM/DD/YYYY)**

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**Marital Status:**     Single    Widow    Married Filing Separately  
 Domestic Partners    Married Filing Jointly

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**Employment Status:**     Retired    Homemaker    Employed  
 Not Currently Employed    Business Owner

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**Employment Income \$**

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**Other Income**

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**State of Residence**

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**FAMILY AND OTHER DEPENDENTS**

Please list any children, grandchildren, other relatives or loved ones who depend on you financially as well as trusts or organizations that you fund.

NAME	RELATIONSHIP	DATE OF BIRTH (MM/DD/YYYY)

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## Step 2: Defining Goals

### RETIREMENT

If you are currently retired, please skip this section and proceed to the “Retirement Living Expenses” section.

	CLIENT	CO-CLIENT
<b>Target Retirement Age</b>		
<b>What is your estimated life expectancy?</b>	<input type="checkbox"/> Age <input type="checkbox"/> Help me estimate	<input type="checkbox"/> Age <input type="checkbox"/> Help me estimate
<b>How willing are you to retire later (if necessary) to attain your goals?</b>	<input type="checkbox"/> Very willing <input type="checkbox"/> Somewhat willing <input type="checkbox"/> Slightly willing	<input type="checkbox"/> Very willing <input type="checkbox"/> Somewhat willing <input type="checkbox"/> Slightly willing
<b>What state do you plan on residing in during retirement?</b>		

### RETIREMENT LIVING EXPENSES

List your anticipated annual recurring expenses during retirement and rank their importance. Include essential expenses (e.g., monthly mortgage payment) and some of the nonessentials that feel most important to your desired lifestyle (e.g., general entertainment).

	DESCRIPTION	ANNUAL AMOUNT	IMPORTANCE HIGH—LOW (10 → 1)
10	Basic Living Expenses [Sample]	\$55,000	10
9			
8			
7			
6			
5			
4			
3			
2			
1			

### HEALTHCARE

Please provide details on healthcare coverage in retirement.

**What is your estimated annual healthcare cost?**  \$ \_\_\_\_\_ per year  
 Help me estimate

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**COLLEGE/EDUCATION**

Complete this goal section if you plan to pay for all or part of a college or other educational program for a child, grandchild or other individual. **If applicable, enter multiple education goals (e.g., private school, undergraduate, graduate) as separate goals for each person.**

STUDENT 1	AMOUNT
Name	My Estimated Annual Expense:
Start Year	Based on Average Cost Type of college: <input type="checkbox"/> Public <input type="checkbox"/> Private
Number of Years of College	Location: <input type="checkbox"/> In-state <input type="checkbox"/> Out-of-State
Importance: High–Low (10 → 1)	Based on a Specific College (Name)

STUDENT 2	AMOUNT
Name	My Estimated Annual Expense:
Start Year	Based on Average Cost Type of college: <input type="checkbox"/> Public <input type="checkbox"/> Private
Number of Years of College	Location: <input type="checkbox"/> In-state <input type="checkbox"/> Out-of-State
Importance: High–Low (10 → 1)	Based on a Specific College (Name)

**OTHER FINANCIAL GOALS**

In addition to major goals such as retirement, education and healthcare, you may have other goals that you want to capture. Use this section to list these other needs, wants and wishes.

**Include goals that:**

- Are one-time, extraordinary expenses
- Reoccur, but not annually
- Are expenses that will end before the analysis/plan does

**Do not include goals that:**

- Are already accounted for in the “Retirement Living Expenses” section
- Occur prior to retirement and are covered by earned income

DESCRIPTION	TIMING	TARGET AMOUNT	IMPORTANCE HIGH — LOW (10 1)
Travel [Sample]	Beginning at retirement; every 5 years	\$20,000	→ 7

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### Step 3: LifeView® Risk Tolerance Questionnaire

**THIS QUESTIONNAIRE WILL GUIDE OUR ANALYSIS BY HELPING US TO DEFINE AND UNDERSTAND YOUR TOLERANCE TO RISK.**

**Questions 1–4.** Please rank the following Investment Objectives from Most Important (1) to Least Important (4).

\_\_\_\_\_ Income      \_\_\_\_\_ Aggressive Income      \_\_\_\_\_ Capital Appreciation      \_\_\_\_\_ Speculation

**Questions 5.** Please choose the risk tolerance below that best describes your attitude towards investing.

Conservative     Moderate     Aggressive

**Questions 6.** Please choose the Primary Financial Need for the assets included in this analysis.

Wealth Accumulation     Retirement     Major Purchase     Education Planning  
 Current Income     Health Care/Long Term Care     Estate/Legacy Planning     Charitable

**Questions 7.** In approximately how many years do you expect to begin withdrawing funds for your Primary Financial Need?

Immediately     Less than 2 Years     2–5 Years     6–10 Years     11–20 Years     More than 20 Years

**Questions 8.** Once you begin to withdraw funds for your Primary Financial Need, over how long of a period do you anticipate the withdrawals to continue?

Immediately     Less than 2 Years     2–5 Years     6–10 Years     11–20 Years     More than 20 Years

### Step 4: Identifying Resources

#### RETIREMENT INCOME

Please provide details on the sources of income you expect to receive in retirement.

#### Social Security Benefits

	CLIENT	CO-CLIENT
Are you eligible?	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
What is your annual benefit amount?	\$ _____ Per Year <input type="checkbox"/> Help me estimate	\$ _____ Per Year <input type="checkbox"/> Help me estimate
If currently employed, when will benefits begin?	<input type="checkbox"/> At retirement <input type="checkbox"/> At full eligibility <input type="checkbox"/> At age _____	<input type="checkbox"/> At retirement <input type="checkbox"/> At full eligibility <input type="checkbox"/> At age _____

#### Pension and/or Annuity Income

DESCRIPTION	OWNERSHIP	ANNUAL AMOUNT	YEAR IT BEGINS	YEAR IT ENDS	% SURVIVOR BENEFIT	WILL THIS BENEFIT INCREASE WITH INFLATION?
						<input type="checkbox"/> Yes <input type="checkbox"/> No
						<input type="checkbox"/> Yes <input type="checkbox"/> No
						<input type="checkbox"/> Yes <input type="checkbox"/> No

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**Other Income (e.g., trust income, part-time work, rental property income)**

Do not include interest or dividend income from your future investment.

DESCRIPTION	ANNUAL AMOUNT	YEAR IT BEGINS	YEAR IT ENDS	% SURVIVOR BENEFIT	WILL THIS BENEFIT INCREASE WITH INFLATION?
					<input type="checkbox"/> Yes <input type="checkbox"/> No
					<input type="checkbox"/> Yes <input type="checkbox"/> No
					<input type="checkbox"/> Yes <input type="checkbox"/> No

**INVESTMENT ASSETS**

Please list any investment accounts, employer sponsored retirement accounts such as a 401(k), 403(b), profit sharing, 457, SEP, SARSEP and/or IRA accounts held away from Morgan Stanley below.

DESCRIPTION	OWNER	ACCOUNT TYPE	VALUE	ANNUAL SAVINGS/ CONTRIBUTIONS	EMPLOYER MATCH
XYZ Brokerage Account [Sample]	Joint	Taxable	\$564,000	\$10,000	N/A
XYZ Company 401k Plan [Sample]	John	401k	\$775,000	Max	100% of 3%

**Optional Savings**

If your current assets and income sources fall short of your goals, let's explore some ways you could make up the difference.

Could you save more to fund your goals?  Yes \$ \_\_\_\_\_ year  No

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Please rank (1–3) potential ways to generate additional savings with 1 being most likely.

\_\_\_\_\_ Work longer  
 \_\_\_\_\_ Save more  
 \_\_\_\_\_ Spend less

**Other Assets**

Please provide information for other non-investment assets.

**PRIMARY RESIDENCE**

What is the current value? \$ \_\_\_\_\_

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Do you intend to sell your primary residence to help fund goals?  Yes \_\_\_\_\_ year  
 \$ \_\_\_\_\_ cash anticipated (after taxes)  
 No

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**NON-INVESTMENT ASSETS AVAILABLE TO FUND GOALS**

For example, do you plan to sell a piece of real estate or any collectibles? Are you expecting to receive an inheritance?

DESCRIPTION	CURRENT VALUE	ORIGINAL PURCHASE PRICE	LIKELIHOOD TO SELL
			<input type="checkbox"/> Very <input type="checkbox"/> Somewhat <input type="checkbox"/> Not
			<input type="checkbox"/> Very <input type="checkbox"/> Somewhat <input type="checkbox"/> Not
			<input type="checkbox"/> Very <input type="checkbox"/> Somewhat <input type="checkbox"/> Not

**NON-INVESTMENT ASSETS NOT AVAILABLE TO FUND GOALS**

For example, there may be a family home that you would never sell, or cherished jewelry or artwork that you want to keep in the family, no matter its worth.

DESCRIPTION	CURRENT VALUE
	\$
	\$
	\$

**Liabilities**

Please list any outstanding liabilities you may have (e.g., home mortgages, credit card debt, car loans, student loans, personal loans, etc.).

LOAN TYPE/DESCRIPTION	INSTITUTION HELD	INITIAL AMOUNT	START DATE	BALANCE	INTEREST RATE %	TERM	MONTHLY PAYMENT
Mortgage [Sample]	ABC Bank	\$2M	2005	750k	3%	30 Year	\$4,750

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