

CONFIDENTIAL QUESTIONNAIRE

****Please complete and mail, fax or email to our office prior to your appointment****

Filling out this confidential questionnaire is the first step in developing a strong financial strategy.

Please be assured that your information will be treated with the highest degree of confidentiality. We adhere to all privacy and confidentiality requirements for all entities whose products or services we offer. If you have any questions, do not hesitate to call our office.

What to bring to your appointment:

In order for us to offer a sound financial strategy, we strongly urge you to bring the following documents along with you to your appointment. Your documents will be held in a confidential manner during the time we need to review them, and they will be returned to you as quickly as possible. If you prefer, you may bring duplicate copies.

- ✓ **Income Tax Return(s)** for last year
- ✓ **Paycheck Stub(s)** for you and your significant other showing deductions from gross income
- ✓ **Statements** for each investment you own, where applicable
- ✓ **All Insurance Policies** (*please include declarations of coverage*)
 - Automobile and Homeowners Policies
 - Liability Coverages
 - Life Insurance Policies (for all members of your family)
 - Disability Income Insurance Policy
 - Any other types of insurance policies
- ✓ **Company-provided Group Benefits** for you and your significant other (*please include a printout of specific coverages if available*)
- ✓ **Will and Trust** documents

FAMILY INFORMATION

Today's Date: _____

Family Data	Date of Birth	Birth Place
Your Full Name		
Significant Other Full Name		
Child		

Residence: Address	Home Phone # Your cell # Your partner cell #
City	State Zip

Email Address: Home	Work	Preference for use:
		<input type="checkbox"/> Home <input type="checkbox"/> Work
	Exp. Date	

Employment Data	Occupation/Specialty	Employer	How Long?
You			
Partner			

Your Employer's Address	City	State	Zip	Office Phone No.
Significant Other Employer's Address	City	State	Zip	Office Phone No.

	Base Salary	Estimated Bonus	Other Sources	Other Sources
Your Primary Income				
Significant Other Primary Income				

Wes Morris, Registered Representative offering Securities through NYLIFE Securities, LLC, Member FINRA/SIPC, A Licensed Insurance Agency 265 Brookview Centre Way, Suite 102 Knoxville, TN 37919 865.523.0741
 Wes Morris is an agent licensed to sell insurance through New York Life Insurance Company and may be licensed to sell insurance through various other independent unaffiliated insurance companies.

Financial Goals/Priorities

What are your most important financial goals?

What are your priorities? (please number 1 to 7) # __ Education # __ Retirement
 # __ Second Home # __ Family Security # __ Wealth Accumulation
 # __ Other _____ # __ Other _____

How much more could you save on a regular basis? _____

Is there anything disturbing you about your overall planning? _____

SAVINGS ASSETS

Institution	Account Balance	Account Deposit
Checking Account	\$	\$
Checking Account	\$	\$
Savings Account	\$	\$
Savings Account	\$	\$
Money Market Fund	\$	\$
Credit Union	\$	\$
Savings Bonds (Type) Maturity	\$	\$
Certificate of Deposit	\$	\$
Annuity	\$	\$
I.R.A.	\$	\$
Your Savings Plan at Work (401(k),TSA, 403(b), Profit Sharing)	\$	\$
Significant Other Savings Plan at Work (401(k),TSA, 403(b), Profit Sharing)	\$	\$
Your Pension	\$	\$
Significant Other Pension	\$	\$
Other	\$	\$
Other	\$	\$

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Other	\$	\$
Other	\$	\$

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INVESTMENT ASSETS

Stocks, Bonds, Mutual Funds, etc

Item	# of Shares	Account Balance	Annual Deposit
Mutual Funds		\$	\$
		\$	\$
		\$	\$
		\$	\$
Government Securities		\$	\$
		\$	\$
Corporate Bonds		\$	\$
		\$	\$
Municipal Bonds		\$	\$
		\$	\$
Stocks		\$	\$
		\$	\$
		\$	\$
		\$	\$
Partnerships		\$	\$
		\$	\$
Other		\$	\$
		\$	\$
		\$	\$
		\$	\$
		\$	\$

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	Balance	Monthly Payment	Interest Rate	Insured?
Auto	\$	\$	%	<input type="checkbox"/> Yes <input type="checkbox"/> No
Auto	\$	\$	%	<input type="checkbox"/> Yes <input type="checkbox"/> No
Auto	\$	\$	%	<input type="checkbox"/> Yes <input type="checkbox"/> No
Visa	\$	\$	%	<input type="checkbox"/> Yes <input type="checkbox"/> No
MasterCard	\$	\$	%	<input type="checkbox"/> Yes <input type="checkbox"/> No
Credit Card	\$	\$	%	<input type="checkbox"/> Yes <input type="checkbox"/> No
Credit Card	\$	\$	%	<input type="checkbox"/> Yes <input type="checkbox"/> No
Credit Card	\$	\$	%	<input type="checkbox"/> Yes <input type="checkbox"/> No
Student Loan	\$	\$	%	<input type="checkbox"/> Yes <input type="checkbox"/> No
Student Loan	\$	\$	%	<input type="checkbox"/> Yes <input type="checkbox"/> No
Misc.	\$	\$	%	<input type="checkbox"/> Yes <input type="checkbox"/> No
Misc.	\$	\$	%	<input type="checkbox"/> Yes <input type="checkbox"/> No

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REAL ESTATE & CONSUMER DEBT

Property	Year Purchased	Current Value	Balance of Mortgage	Monthly Payment	Interest Rate	Fixed or Variable
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Loan & Debt *Include personal loans, college loans, home improvement loans, automobile or boat loans, passbook loans, credit card balances, store charges, checking credit lines, etc.*

Your Residence		\$	\$	\$	%	
2 nd Mortgage		\$	\$	\$	%	
Other Home		\$	\$	\$	%	
Land		\$	\$	\$	%	
Land		\$	\$	\$	%	
Other		\$	\$	\$	%	
Other		\$	\$	\$	%	
Other		\$	\$	\$	%	

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PROTECTIONS

Life Insurance

		\$		\$
		\$		\$
		\$		\$
		\$		\$
		\$		\$
		\$		\$

Name of Insurance Co. Family Member Insured Amount of Coverage Type of Insurance Annual Premiums

Disability Income Insurance

Name of Insurance Co.	Family Member Insured	Amount of Coverage	Annual Premiums
		\$	\$
		\$	\$
		\$	\$
		\$	\$

Auto/Homeowners Insurance

			\$	\$
			\$	\$
			\$	\$
			\$	\$
			\$	\$

Name of Insurance Co. Coverage Amount Property Insured Limits of Liability Annual Premiums

How would you rate your knowledge of life, disability income or long term care insurance?

Do you have an umbrella liability policy? _____

How much? _____

What are the deductibles on your homeowners and auto policies? _____ / _____

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ADDITIONAL INFORMATION

Do you have a valid Will or Trust? Yes No

Do you have an Attorney? Yes No

Last time updated _____

Do you have an Accountant? Yes No

Is there anything further you think is important to tell us?

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