

Date: _____

Where Have You Seen Us? (Check all that apply.)

- About.com
- Atlanta Journal Constitution (AJC)
- Facebook
- Fidelity
- Google Ad / Search
- Local Event _____
- "Money Matters" Radio Show
- Referral by _____
- Twitter
- "You Can Retire Sooner Than You Think" by Wes Moss

Client Information

<p>Client A</p> <p>Name: _____</p> <p>Home Address: _____</p> <p>_____</p> <p>_____</p> <p>Home Phone: _____</p> <p>Work Phone: _____</p>	<p>Cell Phone: _____</p> <p>Preferred Email: _____</p> <p>Occupation: _____</p> <p>Employer: _____</p> <p>Birthday: _____</p> <p>Desired Retirement Age: _____</p>
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**CAPITAL
INVESTMENT**
Advisors

Advisor: _____

CALI: _____

Client B	
Name: _____	Occupation: _____
Work Phone: _____	Employer: _____
Cell Phone: _____	Birthday: _____
Preferred Email: _____	Desired Retirement Age: _____

Children:	Age:

Income

	Client A	Client B	Totals
Salary			
Pension			
Social Security			
Other			
Total Income:			



Goals and Objectives

Real Estate

Primary Residence:

Other:

Debt

Credit Card

Auto

Home Equity

Other

Estate plans

Wills?

Trusts?

Insurance (Life, Disability, LTC)

Policy Holder

Type

Amount

Notes



Investments (401K, Roth, IRA, Brokerage, Trust)

Account Holder	Type	Amount	Notes
H or W			
H or W			
H or W			
H or W			
H or W			
H or W			
H or W			

Retirement Income

Estimated monthly needs:

Monthly retirement income:

Shortfall/Surplus:

Risk Tolerance

Discuss risk tolerance with the client.

Explain terms such as Volatility, Loss of Principle, Longevity, Inflation, Time Horizon

After your discussion, indicate the clients risk level based on return expectations below:

Potential Annual Investment Gain	2%	5%	15%	35%	50%
	Conservative		Moderate		Aggressive
Potential Annual Investment Loss	0%	-5%	-10%	-20%	-30%