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# CONFIDENTIAL FINANCIAL PROFILE

	ntarget.com					
<b>Personal</b>	Information:	Client	P	Personal In	nformation	1: Spouse
First Name Middle	Last		First Name	Middle	Last	
Preferred Name			Preferred Na	ame		
Gender Date of Birth	Age Social Se	ecurity #	Gender D	ate of Birth	Age Soc	cial Security#
	0	5			0	5
Driver's License Number	DL Iss DI	L Exp Date	Driver's Lice	ense Number	DL Iss	DL Exp Date
		I Imp Dute			22100	DI Inp Dute
Marital Status	Anniversa	ury Date	Marital State	15	Anniv	ersary Date
MaritarStatus	711111VCI Sc	ily Date	MaritarState	45	7111117	cisary Date
Home Address			Home Addre	255		
Home Address			Home Addre			
City	State	Zin	City		State	Zip
City	State	Zip	City		State	Zīp
ות זז		0.1				0.1
Home Phone	Cell Phone	Other	Home Phone	5	Cell Phone	Other
Email Address			Email Addre	ess		
Employer (last if retired)	Hire Date	Retire Date	Employer (la	ast if retired)	Hire D	ate Retire Date
Occupation	Business	Туре	Occupation		Busine	ss Type
Work Address			Work Addre	SS		
City	State	Zip Code	City		State	Zip
Work Phone	Work Fax		Work Phone	<u>.</u>	Work Fa	IX
Work Email	Website		Work Email		Website	2

Children						
First Name	Middle	Last	Gender	Date of Birth	Age	Social Security Number

Notes: \_

Investment advisory services offered through Cambridge Investment Research Advisors, a Registered Investment Advisor. Cambridge and On Target Financial are not affiliated.



Financial Information						
Refers to: 🔶 Pr	imary Client 🛛 🔘 I	Household				
Annual Income: 🤇	><\$20,000 🔘 \$20	),000-\$50,000 🔘 :	\$50,000-\$100,000			
	◯ \$100,000-\$200	,000 🔘 \$200,000	-\$500,000 🔘 >\$50	0,000		
Net Worth: 🔘 <\$	50,000 must specify	🔘 \$50	,000-\$100,000			
	5100,000-\$250,000 <	⊃ \$250,000-\$500,	000 🔵 \$500,000-\$	1 million		
\$1 million - \$2 million >\$2 million must specify						
<b>Federal Tax Brack</b>	et Percentage:					
Net Investable Ass	ets: \$					
<b>Annual Expenses:</b>	\$					
Risk Tolerance and Primary Investment Objective						
Conservative	Moderate-	Moderate	Moderate-	Aggressive		
	Conservative		aggressive			

	Conservative		aggressive	
Current Income	Current Income	Current Income	O High Current	O High Current
			Income	Income
O High Current	🔵 High Current	🔵 High Current	C Growth &	O Growth &
Income	Income	Income	Income	Income
O Growth &	C Growth &	C Growth &	C Growth	🔘 Growth
Income	Income	Income		
Growth	Growth	Growth	Speculation	Speculation

#### **Investment Experience**

Use one number to signify investment experience for each investment category

1 - None 2 - Occasional 3 - Frequent 4 - Extensive

Stocks	Bonds	Options
Commodities	Real Estate	Mutual Funds
Insurance/Annuities	REITs/DPPs/LPs	Other:

Please list current holdings outside Cambridge. For insurance/annuities, please use cash value. If there are no outside assets, mark None. For real estate investments, please do not include primary residence.

None

Stocks: \$	Bonds: \$	Options: \$
Commodities: \$	Real Estate: \$	Mutual Funds: \$
Insurance/Annuities: \$	<b>REIT/DPP/LP: \$</b>	Cash/Bank Products: \$
Unspecified:	Interval Funds: \$	Other: \$



### **PLANNING NEEDS & PRIORITIES**

#### CHANGES – In the next 1 – 2 years, I/we expect to:

Marry	Have a child	Buy a home
Borrow money	Receive an inheritance	Receive a promotion
Purchase property	Save/invest more money	Pay off a loan
Sell property	Review my financial plan	Change employment
Start a business	Chg to a one-income family	Make a will/living trust
Expand a business	Chg to a two-income family	Retire
Sell a business	Begin a retirement plan	Other:

\_\_\_\_\_ Emergency funds for my/our family

Current income from investments

\_\_\_\_ College/education funding

\_\_\_\_ IRA Analysis

\_\_\_\_\_ Business planning

\_\_\_\_ Wills/Living Trust

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#### DISCUSSION ITEMS -- The items of immediate importance to me/us are:

\_\_\_\_\_ Budgeting & cash flow management

- \_\_\_\_\_ Personal insurance review
- \_\_\_\_\_ Retirement planning

\_\_\_\_\_ Income tax planning/projection

\_\_\_\_\_ Investment review/planning

- \_\_\_\_ Long-term care needs/insurance
- FINANCIAL ATTITUDES
- 1. What level of liquid cash reserves do you feel is adequate? \$\_\_\_\_
- 2. What inflation rate do you expect to see over the next 10-20 years? \_\_\_\_\_\_
- 3. What do you feel is a reasonable rate of growth on your investments over the long term?\_\_\_\_\_
- 4. How would you describe your "risk attitude?"
  - \_\_\_\_\_ Conservative -- Everything is "safe" and "guaranteed"
  - \_\_\_\_\_ Moderate -- Willing to take some risk for higher return
  - \_\_\_\_\_ Aggressive -- Mostly moderate, but with some speculation
- 5. Do you have any investment preferences or prejudices?\_

On Target FINANCIAL

CASH FLOW				Page 4
INCOME	Monthly	Annually	(+/-)	Notes
Salary/Self-Employment - Client				
Salary/Self-Employment - Spouse				
Interest & Dividends				
Rents or Royalties Income				
Pensions & Annuities				
Social Security				
Other				
TOTAL INCOME				

ONGOING ADDITIONS TO	Monthly	Ammuollu	(1)	Notos
SAVINGS & INVESTMENTS	Monthly	Annually	(+/-)	Notes
Savings and Investments				
IRA/Keogh Client				
IRA/Keogh Spouse				
Deferred Comp/TSA Client				
Deferred Comp/TSA Spouse				
Education/Other				
TOTAL SAVING/ INVESTMENTS				



### **ASSETS & LIABILITIES**

A. FIXED ASSETS (Savings, Money Mkt Fds, CD's, Bonds, Fixed Annuities, Bond Mutual Fds, Etc)

	τ υ,	5	F	<i>· ·</i>			<i>, ,</i>	
Own C/S/J	Description	Cur Value	Date Prch	Original Invstmnt	# Units Owned	Current Price/Unit	% Int or Ann Div	Notes
-1-11	<b>F</b>							

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B. VARIA	B. VARIABLE ASSETS (Stocks, Stock Mutual Fds, Variable Annuities, Rental Real Est, Prec Metals, LP's)							
Own C/S/J	Description	Current Value	Date Prch	Original Investment	# Units Owned	Current Price/Unit	% Int or Ann Div	Notes

ON TARGET FINANCIAL

ASSETS & LIABILITIES (Cont'd) Page								
C. PERSONAL USE and OTHER ASSETS	Market Value	Cost	Notes					
Client Pension (Estate Value)								
Spouse Pension (Estate Val)								
Residence								
Personal Property								
Automobiles								
Business/Practice								
Other:								
Other:								

D. LIFE INSURANCE	Client	Spouse	Children	Notes
Group Term Face Amt				
Individual Term Face Amt				
Whole Life/Universal Face Amt				
Cash Values				
Dividend Accumulations				
Outstanding Loans				
Cash Value & Div @ Retirement				

E. LIABILITIES	Current Bal	Monthly Pyt	Int Rate	Original Amt	Notes
Home Mortgage					
Investment Mtg					
Credit Cards					
Auto Loan					
Auto Loan					
Other Debt					
Other Debt					
Other Debt					
Other Debt					

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PECIFIC CONCERNS	Page 7
SHORT AND INTERMEDIATE-RANGE OBJECTIVES	
(These are things I want to accomplish within the next 1-5 years)	
•	
•	
·	
LONG-RANGE OBJECTIVES	
(These are things I want to accomplish over the next 5 years or longer)	
•	
•	
•	

## **SPECIFIC GOALS**

1. I (We) wish to retire at age
I (We) want monthly income (in today's dollars) of
2. In the event of client's death, income desired for spouse is
In the event of spouse's death, income desired for client is
3. In the event of disability, amount of family income desired is
4. Education for our children: We estimate college costs for one year to be
We wish to pay this percentage (%) of the costs
This form collects data for informational nurposes only and does not supersede any data or information reported on official Cambridge forms. This information is

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 professional. The information provided by you should be reviewed periodically and updated when either the information or your circumstances change.