

Data Gathering Form

**Guidelines for filling the form**

Fill out this Questionnaire accurately & completely. Our representative will guide you during the process.

Client Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Place: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Date:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

# Client Personal Details

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Individuals:** |  | **Client 1** | | |  | **Client 2** | | | |  |
| Surname |  |  | | |  |  | | | |  |
| First Names |  |  | | |  |  | | | |  |
| Date of Birth |  |  | | |  |  | | | |  |
| Age Now |  |  | | |  |  | | | |  |
| Gender |  |  | | |  |  | | | |  |
| Bank Name |  |  | | |  |  | | | |  |
| Bank A/c. No. |  |  | | |  |  | | | |  |
| Demat A/c. No. |  |  | | |  |  | | | |  |
| Occupation |  |  | | |  |  | | | |  |
| Company Name |  |  | | |  |  | | | |  |
| Smoker |  |  | | |  |  | | | |  |
| Pan Number |  |  | | |  |  | | | |  |
| **Children:** Name |  |  |  |  |  |  | |  |  |  |
| Birth Date |  |  |  |  |  |  | |  |  |  |
| Gender |  |  |  |  |  |  | |  |  |  |
| **Family Trust/Company:** |  |  | | |  |  |
| Contact Address Home: |  |  | | |  |  | | | |  |
|  |  |  | | |  |  | | | |  |
|  |  |  | | |  |  | | | |  |
| Contact Address Work: |  |  | | |  |  | | | |
|  |  |  | | |  |  | | | |
|  |  |  | | |  |  | | | |
| Telephone (home) |  |  | | |  |  | | | |  |
| (work) |  |  | | |  |  | | | |  |
| (mobile) |  |  | | |  |  | | | |  |
| Email |  |  | | |  |  | | | |  |

**Risk Profile Questionnaire**

Time Horizon

1) My current age is

|  |  |
| --- | --- |
|  | Less than 30 years |
|  | 31-40 years |
|  | 41-50 years |
|  | 51-64 years |
|  | 65 or older |

2) I expect to start drawing income from this investment

|  |  |
| --- | --- |
|  | in over 20 years |
|  | in 11 to 20 years |
|  | in 6 to 10 years |
|  | within 5 years |
|  | immediately |

Long Term Goals & Expectations

1) For this investment my goal is

|  |  |
| --- | --- |
|  | To achieve returns significantly higher than the rate of inflation |
|  | To achieve returns well above the rate of inflation |
|  | To achieve returns marginally above the rate of inflation |
|  | To keep up with inflation |
|  | To avoid losing capital |

2) What is your feeling about losses within your portfolio?

|  |  |
| --- | --- |
|  | I would take the opportunity to increase my investments when the portfolio is in a loss situation. |
|  | I can accept decreases in the value of my portfolio |
|  | I am uncomfortable with a decrease in value, but will accept it |
|  | I would be uncomfortable with a loss |
|  | Any loss is unacceptable |

3) Which of the following statements best expresses your feelings towards returns for the next 10 years?

|  |  |
| --- | --- |
|  | I can accept high volatility in order to achieve high returns |
|  | I can accept above average volatility in order to achieve above average returns |
|  | I am comfortable with a small amount of volatility in order to outperform bank deposits |
|  | Preserving capital is a key priority, but I can accept some volatility to increase my return |
|  | Avoiding any form of risk is more important than pursuing a better return than the bank |

Short term Risk Attitudes

Which of these statements best describes your attitude to the performance of this investment over the next three years?

|  |  |
| --- | --- |
|  | I don't mind if I lose money over this period |
|  | I can tolerate a loss |
|  | I can tolerate a small loss |
|  | I would have a hard time tolerating any losses |
|  | I would need to see at least a little return |

Which of these statements best describes your attitude to the investment's performance over the next three months?

|  |  |
| --- | --- |
|  | One calendar quarter means nothing |
|  | I wouldn't worry about losses in that time frame |
|  | If I suffered a loss of greater than 10%, I would be concerned |
|  | I can only tolerate small short-term losses |
|  | I would have a hard time stomaching any losses |

**Income Expenditure** **Section (CashFlow)**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  |  | Client 1 | | |  | **Client 2** |  |
| **Income** (annual): |  |  | | |  |  |  |
| Taxable Salary/Wages |  |  | | |  |  |  |
| Non Taxable Allowances |  |  | | |  |  |  |
| Interest & Dividends |  |  | | |  |  |  |
| Real Estate Rents (net) |  |  | | |  |  |  |
| Other |  |  | | |  |  |  |
|  |  |  | | |  |  |  |
| **Expenses** (annual): | | |  |  |  |  |  |
| Car and Transportation Costs | | |  |  |  |  |  |
| Debt/Mortgage Repayments | | |  |  |  |  |  |
| Insurance | | |  |  |  |  |  |
| Rents | | |  |  |  |  |  |
| Education | | |  |  |  |  |  |
| Utilities | | |  |  |  |  |  |
| Food/Household | | |  |  |  |  |  |
| Clothing/Grooming | | |  |  |  |  |  |
| Family Support/Child Care | | |  |  |  |  |  |
| Medical | | |  |  |  |  |  |
| New/Replacement Items | | |  |  |  |  |  |
| Repairs & Maintenance | | |  |  |  |  |  |
| Donations & Gifts | | |  |  |  |  |  |
| Entertainment/Recreation | | |  |  |  |  |  |
| Holidays | | |  |  |  |  |  |
| Subscriptions | | |  |  |  |  |  |
| Pets | | |  |  |  |  |  |

# Asset Liabilities Information (NetWorth)

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Assets |  |  |  |  |  |
| Home |  |  |  |  |  |
| Other Property |  |  |  |  |  |
| Vehicles |  |  |  |  |  |
| Trust |  |  |  |  |  |
| Superannuation |  |  |  |  |  |
| Shares |  |  |  |  |  |
| Savings |  |  |  |  |  |
| Other Assets (to be detailed later) |  |  |  |  |  |
|  |  |  |  |  |  |
| Liabilities |  |  |  |  |  |
| Mortgage (Car) |  |  |  |  |  |
| Mortgage (Investment Property) |  |  |  |  |  |
| Personal Loans |  |  |  |  |  |
| Hire Purchase |  |  |  |  |  |
| Student Loans |  |  |  |  |  |
| Credit Card |  |  |  |  |  |
| Other Debt (please detail) |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |

**Client Goals Analysis**

*Kindly mention your Goals like Retirement, Daughter/Son wedding, buy a car etc.*

(1) Name of the Goal: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Amount (annual) required \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Inflation Rate: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Goal Timelines:

When does this Goal Start?

* By Year \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s retirement age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s life expectancy \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

When does this Goal End ?

* By Year \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s retirement age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s life expectancy \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

How Often is this Goal occurring? (e.g. on every year, every 2 years, every 3 years)\*

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

(2) Name of the Goal: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Amount (annual) required \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Inflation Rate: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Goal Timelines:

When does this Goal Start?

* By Year \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s retirement age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s life expectancy \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

When does this Goal End ?

* By Year \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s retirement age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s life expectancy \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

How Often is this Goal occurring? (e.g. on every year, every 2 years, every 3 years)\*

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

(3) Name of the Goal: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Amount (annual) required \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Inflation Rate: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Goal Timelines:

When does this Goal Start?

* By Year \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s retirement age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s life expectancy \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

When does this Goal End ?

* By Year \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s retirement age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s life expectancy \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

How Often is this Goal occurring? (e.g. on every year, every 2 years, every 3 years)\*

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

(4) Name of the Goal: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Amount (annual) required \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Inflation Rate: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Goal Timelines:

When does this Goal Start?

* By Year \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s retirement age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s life expectancy \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

When does this Goal End ?

* By Year \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s retirement age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s life expectancy \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

How Often is this Goal occurring? (e.g. on every year, every 2 years, every 3 years)\*

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Resources Analysis (Current Investments)**

1. For **Investments** like

Kindly mention your Investment

* + Existing Portfolio
  + Cash
  + Fixed Deposit
  + Employee Provident Fund
  + Life Insurance/ULIP
  + Mutual Funds/SIP
  + NSC/KVP
  + Post Office Saivings
  + Other Govt’ Schemes
  + PPF
  + Others

1) Which Investment? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Current Valuation Amount \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Rate of Return/Maturity \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

How should this resource be used to fund goals?

* Fund All goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Fund Specific Goal \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Exclude from Goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

When can this resource be accessed to fund goals?

* Accessible Now \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By Year \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s retirement age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s life expectancy \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2) Which Investment? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Current Valuation Amount \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Rate of Return/Maturity \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

How should this resource be used to fund goals?

* Fund All goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Fund Specific Goal \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Exclude from Goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

When can this resource be accessed to fund goals?

* Accessible Now \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By Year \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s retirement age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s life expectancy \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

3) Which Investment? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Current Valuation Amount \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Rate of Return/Maturity \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

How should this resource be used to fund goals?

* Fund All goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Fund Specific Goal \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Exclude from Goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

When can this resource be accessed to fund goals?

* Accessible Now \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By Year \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s retirement age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s life expectancy \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

4) Which Investment? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Current Valuation Amount \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Rate of Return/Maturity \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

How should this resource be used to fund goals?

* Fund All goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Fund Specific Goal \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Exclude from Goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

When can this resource be accessed to fund goals?

* Accessible Now \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By Year \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s retirement age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s life expectancy \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. For **Retirement Income** like

Kindly mention your Income

* + Government Pension
  + Work pension
  + Other

1) Which Pension? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Amount \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Frequency: per year etc. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Rate of Return/Maturity \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

When does this Income Start?

* By Year \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s retirement age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s life expectancy \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

When does this Income End?

* By Year \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s retirement age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s life expectancy \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

How should this resource be used to fund goals?

* Fund All goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Fund Specific Goal \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Exclude from Goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2) Which Pension? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Amount \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Frequency: per year etc. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Rate of Return/Maturity \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

When does this Income Start?

* By Year \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s retirement age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s life expectancy \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

When does this Income End?

* By Year \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s retirement age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s life expectancy \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

How should this resource be used to fund goals?

* Fund All goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Fund Specific Goal \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Exclude from Goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

3) Which Pension? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Amount \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Frequency: per year etc. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Rate of Return/Maturity \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

When does this Income Start?

* By Year \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s retirement age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s life expectancy \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

When does this Income End?

* By Year \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s retirement age \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* By person’s life expectancy \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

How should this resource be used to fund goals?

* Fund All goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Fund Specific Goal \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Exclude from Goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. For **Other Assets** like

Kindly mention your Investment

* + Gold
  + Commercial Property
  + Residential Property
  + House Contents
  + Business
  + Car/Two Wheeler
  + Other

1) Which Asset? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Amount \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Rate of Return/Maturity/Growth \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

How should this resource be used to fund goals?

* Fund All goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Fund Specific Goal \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Exclude from Goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2) Which Asset? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Amount \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Rate of Return/Maturity/Growth \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

How should this resource be used to fund goals?

* Fund All goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Fund Specific Goal \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Exclude from Goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

3) Which Asset? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Amount \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Rate of Return/Maturity/Growth \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

How should this resource be used to fund goals?

* Fund All goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Fund Specific Goal \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Exclude from Goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

4) Which Asset? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Amount \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Rate of Return/Maturity/Growth \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

How should this resource be used to fund goals?

* Fund All goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Fund Specific Goal \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Exclude from Goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

5) Which Asset? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Amount \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Rate of Return/Maturity/Growth \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

How should this resource be used to fund goals?

* Fund All goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Fund Specific Goal \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Exclude from Goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

6) Which Asset? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Amount \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Rate of Return/Maturity/Growth \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

How should this resource be used to fund goals?

* Fund All goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Fund Specific Goal \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Exclude from Goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

7) Which Asset? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Amount \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Rate of Return/Maturity/Growth \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

How should this resource be used to fund goals?

* Fund All goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Fund Specific Goal \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Exclude from Goals \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Debt Management Analysis**

1) Type of Liability: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Current Outstanding Amount \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Annual Interest Rate \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Loan Details:-

Interest Frequency (kindly tick) i) Monthly ii) Weekly iii) Fortnightly

Installment Start Date \_\_\_\_\_\_\_\_\_\_\_\_\_\_ Years

Principal Amount \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2) Type of Liability: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Current Outstanding Amount \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Annual Interest Rate \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Loan Details:-

Interest Frequency (kindly tick) i) Monthly ii) Weekly iii) Fortnightly

Installment Start Date \_\_\_\_\_\_\_\_\_\_\_\_\_\_ Years

Principal Amount \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

3) Type of Liability: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Current Outstanding Amount \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Annual Interest Rate \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Loan Details:-

Interest Frequency (kindly tick) i) Monthly ii) Weekly iii) Fortnightly

Installment Start Date \_\_\_\_\_\_\_\_\_\_\_\_\_\_ Years

Principal Amount \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Life Insurance Needs Analysis**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Immediate Cash Needs in the Event of Death | | | | | | |
|  |  | **Client 1** |  | **Client 2** |  |
| Funeral Expenses |  |  |  |  |  |
| Legal/Medical/Admin Costs |  |  |  |  |  |
| Mortgage |  |  |  |  |  |
| Other Loans/Debt |  |  |  |  |  |
| Education of Children |  |  |  |  |  |
| Other Cash Needs |  |  |  |  |  |
| After tax income (annual) that you would like to provide for your dependents | |  |  |  |  |
| Duration of income for dependents |  |  |  |  |  |

**Replacement Income**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Please enter the income required by spouse/dependents in the event of death & duration: | | | | |  |
| Amount (per year etc.) |  |  |  |  |  |
| For how long this income will this be required? (year/s) |  |  |  |  |  |

**Debt Repayment**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Select any liabilities that you would wish to paid off in the event of death: | | | | |
| Liability Name |  |  |  |  |
| Amount |  |  |  |  |
| Pay this Debt or Keep this debt |  |  |  |  |

**Surplus Asset Sales**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Select any assets that would be surplus to requirements following death that you would wish to sell: | | | | |
| Asset Name |  |  |  |  |
| Amount |  |  |  |  |
| Sell this Debt or Keep this Asset |  |  |  |  |

**Current Policies Data:-**

Please include copies of any existing life insurance policies that you may have so that this can be properly reviewed.

|  |  |
| --- | --- |
| Do you have any existing medical conditions that may affect your eligibility for cover? (This can be discussed in detail at a later stage). | Yes/No |

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | |  |  | |  | |  | |  | | |
| Type | Provider | | | Premium | | Policy Amount (Sum Assured) | | Lives Covered | |  |
|  |  | | |  | |  | |  | |  |
|  |  | | |  | |  | |  | |  |
|  |  | | |  | |  | |  | |  |
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|  |  | | |  | |  | |  | |  |
|  |  | | |  | |  | |  | |  |

**Declaration:**

I hereby declare that any information supplied in this questionnaire is correct and I understand that this information will be used to give me financial planning advice. I indemnify the company from any liability that may arise from this information being incorrect, or my failure to implement any recommendations, which are made from this information. I understand that it is my responsibility to choose to or not to implement any recommendations made as a result of this plan, or to formally engage the company to implement these recommendations for me. I understand that any financial planning advice will only remain valid while my situation does not change or while I am progressing on a recommended course of action.

I agree to a charge of Rs.\_\_\_\_\_\_\_\_\_ for the preparation of a financial plan by the company for my given situation and objectives.

Signed:

Date:

Signed:

Date:

*The statutory environment in this country may change from time to time therefore it is important that a client should review any financial planning recommendations made to ensure that these remain valid. A client should also review their plans from time to time to ensure that their objectives or situation have not changed dramatically necessitating an alteration of their plans.*

# Customer Service Team.

# 

# +919397998765

# +919985398765

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# [customerservice@sanghiconsultancy.com](mailto:customerservice@sanghiconsultancy.com)

# Facebook : Sanghi Consultancy

# Skype Id : Sanghi Consultancy

# [www.sanghiconsultancy.com](http://www.sanghiconsultancy.com)

# Your Personal Financial Planner

**Sanghi Consultancy**