

Wealth Management Questionnaire – Quick Interview

Your Name(s)

Date

Financial Advisor/Team Name

Financial Advisor/Team Phone Number

Financial Advisor Email

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Are Not FDIC Insured

Are Not Bank Guaranteed

May Lose Value

INCLUDED IN THIS QUESTIONNAIRE:

Personal Information • **page 3**

Income • **page 4**

Assets • **page 5**

Liabilities • **page 5**

Goals & Projected Expenses • **page 6**

Your Goals Matter To Us

Whether you're interested in getting a better understanding of your assets and liabilities, trying to figure out what you can expect when you retire, or looking to help your children pay for college, meeting your financial goals depends on the success of the investment approach you adopt today.

Our approach, Goals-Based Wealth Management (GBWM), puts you, rather than the market, at the center of the wealth management process. Using an understanding of your life as a foundation—your priorities, goals, and resources—your advisor can recommend appropriate financial solutions to help you pursue your goals, assist you as you track progress toward meeting them, and work with you to adjust your financial strategy over time as needed.

This questionnaire will help your advisor gain a deeper understanding of your life by providing them with information about your goals, expenses, income, assets and liabilities. In addition to filling out this questionnaire, it can also be helpful to enroll in My Financial Picture® on MyMerrill®, which allows your advisor to view all of your assets, liabilities, and expenses in one secure place if you choose to share this information with them. He or she may also ask you to complete an Investment Personality Questionnaire to better understand who you are as an investor and what is important to you.

Building upon this foundation, your advisor will work with you to identify, define, and prioritize your goals, including how much risk you're willing to take on to pursue them. This will help him or her recommend an appropriate financial strategy that is aligned with what you want to achieve.

Once you and your advisor have developed a financial strategy tailored to your unique goals and investment personality, it is important you review your progress regularly. This questionnaire gathers information that will help your advisor deliver a review that is focused on your goals and the progress you've made toward pursuing them. It is always important that you inform your advisor of any life events you experience or changes to your financial situation, needs, and goals, so that you can have a conversation about any possible changes to your financial approach that may be needed to help you stay on track.

Personal Information

Client 1

Full Name _____ Gender M F
First, Middle, Last, Suffix

Date of Birth _____
mm/dd/yyyy

Marital Status Single Married Domestic Partnership Separated Divorced Widowed

At what age do you plan to retire? _____

Client 2

Full Name _____ Gender M F
First, Middle, Last, Suffix

Date of Birth _____
mm/dd/yyyy

Marital Status Single Married Domestic Partnership Separated Divorced Widowed

At what age do you plan to retire? _____

Dependents

Name (First and Last)	Date of Birth (mm/dd/yyyy)	Gender	Relationship
_____	_____	M F	_____
_____	_____	M F	_____
_____	_____	M F	_____
_____	_____	M F	_____
_____	_____	M F	_____
_____	_____	M F	_____

Tax Information

Neither Bank of America nor any of its affiliates provide legal, tax or accounting advice. You should consult your legal and/or tax advisors before making any financial decisions.

Please estimate your expected tax rate in retirement.

Income Tax _____% _____%
Current Rate Expected Retirement Rate

Capital Gains Tax _____% _____%
Current Rate Expected Retirement Rate

Financial Assets

Please estimate the values of your investments, whether in or out of a retirement account.

Client 1

Taxable Financial Asset (i.e. investment accounts, bank accounts, CDs, etc.)	\$ _____	_____
	Assets	Annual Contributions
Tax-deferred Financial Assets (i.e. traditional 401(k), 403(b), etc.)	\$ _____	_____
	Assets	Annual Contributions
Tax-free Financial Assets (i.e. Roth IRA, Roth 401(k), etc)	\$ _____	_____
	Assets	Annual Contributions
Home(s) \$ _____		

Client 2

Taxable Financial Asset (i.e. investment accounts, bank accounts, CDs, etc.)	\$ _____	_____
	Assets	Annual Contributions
Tax-deferred Financial Assets (i.e. traditional 401(k), 403(b), etc.)	\$ _____	_____
	Assets	Annual Contributions
Tax-free Financial Assets (i.e. Roth IRA, Roth 401(k), etc)	\$ _____	_____
	Assets	Annual Contributions
Home(s) \$ _____		

Liabilities

Client 1

Mortgage(s) \$ _____

Other Liabilities \$ _____
(i.e. credit cards, LMAs, HELOCs, etc.)

Client 2

Mortgage(s) \$ _____

Other Liabilities \$ _____
(i.e. credit cards, LMAs, HELOCs, etc.)

Do you use My Financial Picture®? Yes No

Goals & Projected Expenses

How do you feel about your financial picture?

Do you feel like you have: *Not enough money* *Just enough money* *More than enough money*

What's important to you?

Your financial advisor will help you make investment-related decisions tailored to your financial circumstances, needs, goals, liquidity requirements, risk tolerance, time horizon, and investment objectives. To create a starting point for a conversation about your goals, think about what's important to you. As you list your needs and concerns by the below categories, talk to your advisor about how you feel about these areas of your life, and how you would prioritize their importance.

 Finances	
 Family	 Work
 Health	 Home
 Leisure	 Giving

Client 1

GOAL INFORMATION

Attach additional sheets if necessary

Goal Name _____

Priority How important is this goal? Plot on the continuum below:

.....
 Essential Important Aspirational

_____ \$ _____
 Goal Owner Start Date and Duration Target Amount or Range
 (Number of Years or Lifetime) (in Today's Dollars)

To pursue this goal, I'd be willing to... (Examples: Retire later, Reduce spending, Save more)

Goal Name _____

Priority How important is this goal? Plot on the continuum below:

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 Essential Important Aspirational

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 Essential Important Aspirational

_____ \$ _____
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 (Number of Years or Lifetime) (in Today's Dollars)

To pursue this goal, I'd be willing to... (Examples: Retire later, Reduce spending, Save more)

Today's Dollars
 Enter the amount of money in today's dollars (not adjusted for inflation) you think you'll need for each goal

Inflation Assumption
 Unless you specify an inflation assumption, your Financial Advisor will use a standard annual inflation rate to adjust both the amount needed to fund your goals and the value of income sources over time. If you are unsure, your Financial Advisor can help you determine an appropriate specific inflation assumption for each of your goals and income sources.

Goals & Projected Expenses

Client 2 How do you feel about your financial picture?

Do you feel like you have: Not enough money Just enough money More than enough money

What's important to you?

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