

REYES

FINANCIAL ARCHITECTURE™

Client Profile Questionnaire

This comprehensive, personal financial summary is designed to help you take inventory and assign realistic values to your personal assets and liabilities. It is the essential first step in organizing your financial future. At Reyes Financial Architecture, our goal is to help you make the right decisions for your financial future. The information you provide in this questionnaire will assist us in making sound recommendations with confidence.

BASIC INFORMATION:

Your Name	Nickname	Age	Birth date (mm/dd/yyyy)	
Spouse's Name	Nickname	Age	Birth date (mm/dd/yyyy)	
Residence Address	City	State	Zip	
Mailing Address	City	State	Zip	
Home Phone	Cell Phone	Fax	E-mail Address	Spouse E-mail Address
How did you hear about Reyes Financial Architecture?			Wedding Anniversary	(mm/dd/yyyy)

CHILDREN:

Name	Age
Name	Age
Name	Age
Name	Age

OCCUPATION:

Your Job Title	Employer (last, if retired)	# of Years	Retirement Date
Spouse's Job Title	Employer (last, if retired)	# of Years	Retirement Date

FAMILY ASSETS:

PERSONAL	Owner*	Purpose**	Current Value
Primary residence	_____	_____	\$ _____
Vacation home/second residence	_____	_____	\$ _____
Rental #1	_____	_____	\$ _____
Rental #2	_____	_____	\$ _____
Other personal assets _____	_____	_____	\$ _____
Total personal assets			\$ _____
LIQUID AND INVESTMENT			
Cash	_____	_____	\$ _____
Fixed			
Bonds and bond mutual funds	_____	_____	\$ _____
Bonds and bond mutual funds	_____	_____	\$ _____
Equity			
Stocks and stock mutual funds	_____	_____	\$ _____
Stocks and stock mutual funds	_____	_____	\$ _____
Other investment assets _____	_____	_____	\$ _____
Total liquid and investment assets			\$ _____
RETIREMENT			
	Owner*	Purpose**	Current Value
IRA	_____	_____	\$ _____
IRA	_____	_____	\$ _____
Qualified retirement plan (e.g., 401(k))	_____	_____	\$ _____
Qualified retirement plan (e.g., 401(k))	_____	_____	\$ _____
Annuities	_____	_____	\$ _____
Other retirement assets _____	_____	_____	\$ _____
Total retirement assets			\$ _____
TOTAL ASSETS			\$ _____
(add personal assets, liquid and investment assets, and retirement assets)			

* Indicate whether the asset is owned by you, a second person, or jointly.

** Indicate whether the purpose of the asset is for cash reserves, education, an accumulation goal, or retirement.

FAMILY LIABILITIES:

	Current balance	Mortgage Payment
Mortgage on first residence	\$ _____	\$ _____
Mortgage on second residence	\$ _____	\$ _____
Mortgage on Rentals	\$ _____	\$ _____
Other liabilities	\$ _____	\$ _____
TOTAL LIABILITIES	\$ _____	

FAMILY INCOME:

ANNUAL INCOME	Head of Household	Spouse
Employment (wages, salaries, bonuses)	\$ _____	\$ _____
Self-employment/business income	\$ _____	\$ _____
Social Security benefits	\$ _____	\$ _____
IRA Distributions	\$ _____	\$ _____
Taxable investment income	\$ _____	\$ _____
Nontaxable investment income	\$ _____	\$ _____
Pensions (if currently receiving)	\$ _____	\$ _____
Rental Income _____	\$ _____	\$ _____
Other income _____	\$ _____	\$ _____
Total annual income	\$ _____	\$ _____
COMBINED TOTAL ANNUAL INCOME		\$ _____

FAMILY EXPENSES:

Fixed _____	Estimated cash flow needed for retirement _____
Variable _____	
TOTAL _____	

GENERAL:

Are you anticipating any major lifestyle changes? ☐ Yes ☐ No ☐ Uncertain

(i.e., marriage, divorce, retirement, moving, etc.)

If so, what changes are you expecting? _____

Are you comfortable with your current cash flow? ☐ Yes ☐ No ☐ Uncertain

Do you anticipate any significant changes in your cash flow? ☐ Yes ☐ No ☐ Uncertain

Do you anticipate any major expenditures in the near future? ☐ Yes ☐ No ☐ Uncertain

If so, what expenditures are you expecting? _____

LIFE INSURANCE & ANNUITIES:

COMPANY	INSURED	OWNER	BENEFICIARY	CONTINGENT BENEFICIARY	FACE AMOUNT	CASH VALUE

VALUES:

If working with Reyes Financial Architecture as an advisory firm were to be a happy experience, what would need to happen?

What does the word conservative mean to you?

What financial concerns cause you to lose sleep at night?

PROTECTION:

Do you have any current health problems?

☐ Yes ☐ No ☐ Uncertain

Do you have adequate medical coverage?

☐ Yes ☐ No ☐ Uncertain

Do you have disability coverage?

☐ Yes ☐ No ☐ Uncertain

Do you have personal liability coverage?

☐ Yes ☐ No ☐ Uncertain

Amount? _____

Do you feel you have enough life insurance?

☐ Yes ☐ No ☐ Uncertain

Do you have an emergency fund (money set aside in savings)?

☐ Yes ☐ No ☐ Uncertain

ESTATE PLANNING:

Do you have updated/adequate wills?	☐ Yes	☐ No	☐ Uncertain
Have you established any trusts?	☐ Yes	☐ No	☐ Uncertain
Will you be receiving a significant inheritance?	☐ Yes	☐ No	☐ Uncertain
Have you adequately considered estate taxes?	☐ Yes	☐ No	☐ Uncertain
Have you provided adequate estate liquidity for your heirs?	☐ Yes	☐ No	☐ Uncertain
Is proper titling a concern?	☐ Yes	☐ No	☐ Uncertain
Do you have long-term health care coverage?	☐ Yes	☐ No	☐ Uncertain

CURRENT ADVISORS:

CPA/Accountant: _____ Phone: _____ Email: _____

Financial Planner: _____ Phone: _____ Email: _____

Estate Planning Attorney: _____ Phone: _____ Email: _____

Stock Broker: _____ Phone: _____ Email: _____

Insurance Advisor: _____ Phone: _____ Email: _____

CONCERNS:

Please list any other concerns you may have:

GOALS:

What are your major objectives?

- | | |
|---|---|
| ☐ Income Tax Reduction | ☐ Not outliving my retirement assets |
| ☐ Estate Tax Reduction | ☐ Increasing my investment returns |
| ☐ Legacy Planning | ☐ Keeping up with inflation |

Describe your main goals: _____

Investment Goals	Low Priority					High Priority				
Return should exceed inflation rate	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5	☐ 6	☐ 7	☐ 8	☐ 9	☐ 10
Principal should be safe	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5	☐ 6	☐ 7	☐ 8	☐ 9	☐ 10
Investments should be liquid (immediately accessible)	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5	☐ 6	☐ 7	☐ 8	☐ 9	☐ 10
Diversification is important	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5	☐ 6	☐ 7	☐ 8	☐ 9	☐ 10
I want to reduce my taxable income	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5	☐ 6	☐ 7	☐ 8	☐ 9	☐ 10
I want to build tax-free income	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5	☐ 6	☐ 7	☐ 8	☐ 9	☐ 10
I am interested in long-term growth	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5	☐ 6	☐ 7	☐ 8	☐ 9	☐ 10
I am interested in short-term profits	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5	☐ 6	☐ 7	☐ 8	☐ 9	☐ 10