# ClearWealth® Confidential Questionnaire

## Private Client Group

JOHNSON FINANCIAL GROUP®
BANKING WEALTH INSURANCE

This questionnaire, in combination with a personal interview, will help form the basis of a customized investment and retirement plan designed for your financial needs. By evaluating your investments, business interests, real estate, cash, income requirements, risk tolerance and other factors, we can offer a strategy that is suited to your particular needs.

You are under no obligation by completing this form. We use this information to complete your retirement evaluation and present a proposal. There is no cost for this service. As your situation changes, we will continually assist you in reevaluating your objectives.

Please complete this form as thoroughly as possible and include copies of applicable documents: Brokerage, IRA and 401(k) account statements, Pension and Social Security statements, and any other documents which will give us a clear picture of your financial needs. Documents can be mailed in the enclosed postage paid envelope or send to: 100 East Wisconsin Avenue, Suite 2400 Milwaukee, WI 53202.

**All information is strictly confidential.**

## PERSONAL INFORMATION

| BASIC INFORMATION | | | |
|---|---|---|---|
| Full Name | | Birthdate | |
| Address | | Phone | |
| City, State, Zip | | Email | |
| Relationship Status | Single Married Divorced | Full Name *(Spouse)* | |
| **EMPLOYER INFORMATION** | | | |
| Employer | | Employer *(Spouse)* | |
| Current Salary | | Current Salary *(Spouse)* | |
| Expected Retirement Date | | Expected Retirement Date *(Spouse)* | |

| CHILDREN/GRANDCHILDREN | | | | | |
|---|---|---|---|---|---|
| Name | Birthdate | Married? | Name | Birthdate | Married? |
| | | Yes No | | | Yes No |
| | | Yes No | | | Yes No |

## CURRENT ASSETS

| Asset | You | Spouse | Trust/Joint/Other |
|---|---|---|---|
| Checking/Savings | | | |
| Employer 401(k) | | | |
| IRA | | | |
| Roth IRA | | | |
| Other Investment Assets | | | |
| Life Insurance (Cash Value) | | | |
| Real Estate (Primary Residence) | | | |
| Other Real Estate | | | |
| Personal Property | | | |
| Other Assets: | | | |
| Total | | | |

*If possible, please provide copies of brokerage account, IRA & 401(k) statements.

## CURRENT LIABILITIES

| Liability | Balance Due | Start Date/Length (years) | Rate |
|---|---|---|---|
| Mortgage (primary) | | | |
| Mortgage (other) | | | |
| Automobile | | | |
| Other: | | | |
| Total | | | |

## RETIREMENT INCOME CONTRIBUTIONS

| **I/WE CONTRIBUTE THE FOLLOWING:** | | | |
|---|---|---|---|
| Contributor | Account Type* | Per Month | Per Year |
| Employer 401(k) | 401(k) | | |
| Employer 401(k) *(Spouse)* | 401(k) | | |
| Other: | | | |

*401(k), Roth IRA, Savings Account

| **I/WE HAVE OTHER INCOME SOURCES*:** (Don't include portfolio income or previously listed investments.) | | | |
|---|---|---|---|
| Description | Monthly | Annual | Starting Age/Date |
| Social Security | | | |
| Social Security *(Spouse)* | | | |
| Other: | | | |
| Other: | | | |

*If possible, please provide copies of account statements.

## RETIREMENT INCOME NEEDS

| **MONTHLY & ANNUAL INCOME** | | |
|---|---|---|
| How much will you need to assure a comfortable retirement? (Don't include special one-time purchases.) | | |
| Income | Per Month | Per Year |
| Gross | | |
| Net | | |

| **OTHER EXPENDITURES** | | | |
|---|---|---|---|
| Outside of your annual income needs, do you anticipate additional retirement spending on other goals or special one-time purchases? | | | |
| Description | Annual Amount | Starting Age | Ending Age |
| | | | |
| | | | |
| | | | |

## RETIREMENT INCOME NEEDS

Ideally, I would like to retire at age_____________, but in order to meet important financial goals, I would be willing to work to age______________.

My spouse/partner and I will retire at the same time (circle one): YES NO

If no, my spouse/partner would like to retire at age____________, but in order to meet financial goals, would be willing to work to age__________.

If possible, I/we would like to leave an estate worth $________________________, but would be willing to leave as little as $_____________________.

Ideally, I/we would like an annual retirement spending amount of $_____________________, but in no case less than $_________________________.

## ASSET ALLOCATION RISK PROFILE

Assuming you prefer to avoid unnecessary investment risk, which Portfolio best fits your ideal tolerance risk? *(Most conservative)* ______________

If necessary to meet critical financial goals, which Portfolio has the largest risk tolerance you find acceptable? *(Most volatile)* __________________

| Portfolio Stocks/Bonds | Potential Average Return | Odds of Losing Money in Any One Year | Worst Year Since 1926 | Percent in Stocks |
|---|---|---|---|---|
| Portfolio A | 11.50% | 1 in 4 | -40% | 100% |
| Portfolio B | 11.10% | 1 in 4 | -37% | 90% |
| Portfolio C | 10.60% | 1 in 4 | -33% | 80% |
| Portfolio D | 9.50% | 1 in 5 | -26% | 60% |
| Portfolio E | 8.60% | 1 in 6 | -20% | 50% |
| Portfolio F | 7.60% | 1 in 8 | -15% | 30% |

| **SIGNATURE** | |
|---|---|
| Signature | Date |