



QUICK

Data Input Form

(Explanations posted on the second page)

Date: _____

Advisor: _____

Personal Information & Income

Primary ☐ Male ☐ Female

First Name _____
Last Name _____
Date of Birth _____
Desired Retirement Age _____
Life Expectancy _____ (default is age 90)
Total Monthly Income \$ _____ (per month)
Address: Street _____ City _____ State _____ Zip _____

Spouse ☐ Male ☐ Female

First Name _____
Last Name _____
Date of Birth _____
Desired Retirement Age _____
Life Expectancy _____ (default is age 90)
Total Monthly Income \$ _____ (per month)
State _____ Zip _____

Non-Retirement Assets

Home Market Value \$ _____
Other Real Estate \$ _____
Personal Property \$ _____

Non-Retirement Investments \$ _____
Cash Accounts \$ _____

Retirement Assets

How much monthly household income will you need at retirement in today's dollars? \$ _____ (per month)

Primary Retirement Assets \$ _____

Spouse Retirement Assets \$ _____

Primary Monthly Contribution \$ _____ (per month)

Spouse Monthly Contribution \$ _____ (per month)

Debt

Total Mortgage Debt \$ _____ (Total of first or second mortgages on real estate)
Total Fixed Debt \$ _____ (Automobile, installment, student loans, etc.)
Total Revolving Debt \$ _____ (Total of all credit card debts)

Life Insurance Needs

Primary Life Insurance

In the event of your untimely death:

Do you want money set aside to pay your debts? ☐ Yes ☐ No
Do you want money set aside to pay your mortgage? ☐ Yes ☐ No
Do you want money set aside to send your children to college?
☐ Yes ☐ No

No. of Children _____ Type of School: ☐ Public – in state

Amount to cover your final expenses (funeral)? \$ _____

How much monthly income will your family need in the event of your untimely death? \$ _____

How many years? _____ ☐ Spouse Life Expectancy ☐ Unlimited

Spouse Life Insurance

In the event of your untimely death:

Do you want money set aside to pay your debts? ☐ Yes ☐ No
Do you want money set aside to pay your mortgage? ☐ Yes ☐ No
Do you want money set aside to send your children to college?
☐ Yes ☐ No

☐ Public – out of state ☐ Private

Amount to cover your final expenses (funeral)? \$ _____

How much monthly income will your family need in the event of your untimely death? \$ _____

How many years? _____ ☐ Spouse Life Expectancy ☐ Unlimited

IMPORTANT NOTE: For a thorough and complete financial review, all current account statements, policy details, and debt statements should be available to the financial advisor before entering the data in the Money Trak system.

The following disclosures are applicable for the reports generated by the Money Trak:

- The reports enclosed within are from information you provided to your financial representative or what you inputted into the system. Projections are based on commonly accepted rates of return and assumptions used in the industry and vary from a 0% rate of return to a maximum of 12% rate of return.
- The results contained within may vary with each use and over time.
- The reports generated do not determine, select, or contain any specific securities other than what your financial representative may recommend on the Action Plan report. Any recommendation naming a specific investment must be preceded or accompanied by a current prospectus. The prospectus contains detailed information about the investments, including charges, expenses, investment objectives and operating policies, so please read it carefully before you invest any money.

IMPORTANT: The projections or other information generated by the Money Trak regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results and are not guarantees of future results."

(Explanations are posted on the second page)

Explanations for Money Trak Quick Input Form

Personal Information & Income: The report can be run as an individual or as a couple. The address is optional.

Desired Retirement Age is a required field to run the report. This value can be different for the primary and spouse.

Life Expectancy is a required field to run the report and is the age the client is expected to live to. This value can be different for the primary and spouse. It is generally accepted in planning for retirement to assume this age much further in the future than family history may dictate to allow for continuous retirement income throughout a person's lifetime.

Total Monthly Income represents total gross income from all sources for a month, i.e., salary, wages, commissions, part-time income, etc. Remember to adjust weekly, bi-weekly, or semi-monthly paychecks to represent one month.

Non-Retirement Assets are assets which are not inside company or individual retirement programs or earmarked for retirement. The entries for Assets and Debts will determine the client's Net Worth on the **Current Position** report, which represents the accumulation or "financial scorecard" for a client at a point in time.

Home Market Value: The appraised value of the client's primary residence. If the client rents, this would be zero.

Other Real Estate: The appraised value of any Real Estate other than the client's primary residence. Examples would be Rental Property, Commercial Property, Vacation Homes, Land, Time-Shares, etc.

Personal Property: The total value of Automobiles, Motorcycles, Boats, Recreational Vehicles, Furniture, Clothes and jewelry, Household goods, collectibles, etc.

Non-Retirement Investments would include any assets that are not real estate, personal property or cash....and are **NOT** earmarked for retirement. Examples include Individual Stocks, Brokerage accounts, Mutual Funds, Corporate Bonds, Municipal Bonds, Government Securities such as Treasury Notes, Bills, and Bonds, Savings Bonds, etc.

Cash Accounts would generally include money held in accounts that earn regular interest or which could be quickly accessed with minimal early withdrawal penalty. Examples include Checking Accounts, Savings Accounts, Credit Union Accounts, Money Markets, Liquid Income Funds, Coins and Currency, etc.

Retirement Assets can be Individual and/or company sponsored Retirement Accounts which includes Traditional IRA, Roth IRA, 401-k, Roth 401-k, 403-b, 457, SEP-IRA, Simple IRA, Variable Annuity, Fixed and Indexed Annuity, Employee Stock Ownership Plan (ESOP), or any accounts earmarked for retirement.

Retirement Income Need is the amount of household monthly income sought for retirement in today's dollars. The program will project the amount needed (future dollars) at the desired retirement age based on the inflation rate set in the advisor preferences.

Retirement Monthly Contribution is the total amount set aside each month for retirement including both individual and employer contributions.

Debt is the total amount owed to creditors and includes three major types: Mortgages, Fixed debts (such as automobiles, installment loans, etc.), and Revolving debts (credit card balances carried over to the next month).

Life Insurance Needs: There are 4 major needs to be considered upon a premature death of a breadwinner. The acronym we use is the **DIME**: **D** for Debts, **I** for Income Replacement, **M** for Mortgages, and **E** for Education (of the children). Answering "Yes" or "No" on the Debt, College and Mortgage questions dictates whether or not these categories will be included on the Protection Needs (DIME) page. For education, the program will populate the average nationwide costs for public (both in-state and out-of-state) and private schools.

Action Plan is an additional section (not shown on the input form) for the advisor to analyze all the reports and come up with action points to help the client accomplish their goals and dreams and win financially.

IMPORTANT NOTE: For a thorough and complete financial review, all current account statements, policy details, and debt statements should be available to the financial advisor before entering the data in the MoneyMap system.