CLIENT GOALS & DATA TOOL

The first step in any planning process is to learn as much as possible about our client. We do this with you through data gathering and goal setting. We provide a goal setting and data gathering tool to help in this process.

InKnowVision, LLC

Planning Goals & Objectives Workbook

Instructions

- ✓ This guide is designed to help you clarify your goals and objectives so that your planning accomplishes what *you* want it to accomplish.
- ✓ Each person should complete the questions individually.
- ✓ There are no wrong answers.
- ✓ Only give answers that make your point and are clear to you.

When you have completed the workbook and you are ready to send it to us:

- ✓ Mail to:

  InKnowVision, LLC

  715 Enterprise Dr.

  Oak Brook, IL 60523
- ✓ Email to: kyle@ikvllc.com
- ✓ Fax to: (801) 697-2371

Please rank all of the following possible goals in order of importance to you

_______Ensure lifetime financial independence (Protect Cash Flow)

_______Reduce Income Taxes

_______Protect my assets

_______Minimize estate taxes

_______Plan for disability

_______Maximize the amount I pass to my heirs

_______Reduce estate taxes

_______Prepare my heirs for their inheritance

_______Plan for an orderly business succession or transition

_______Make sure my heirs do not have to sell assets to pay estate taxes

_______Create or benefit a charitable organization

_______Create a plan to assure that wealth is preserved for many generations to come

_______Other ______________________________________

____

Which statements best reflect your thinking?

(Check all that apply)

_______I am used to complexity and view it as necessary and acceptable to accomplishing my goals.

_______I will tolerate some complexity if it will help me achieve my goals.

_______I have little tolerance for complexity but will endure it only if I can understand how it will help me achieve my goals.

_______I have no tolerance for complexity and would give up some of my goals if they make my life too complicated.

_______I understand that complexity is necessary to achieve my goals but would prefer to have someone else handle the details.

_______I want the least amount of complexity possible in my planning.

Which of the following aspects of wealth are important to you?

(Check all that apply)

________Freedom to control my life

________Financial security/peace of mind

________Ability to help others in the community

________Ability to take care of my family

________Ability to direct my resources to make the world a better place

________Ability to start or invest in a new business

________Time to pursue personal interests or hobbies

________Other ____

How well are your heirs prepared to manage an inheritance?

Rank 1 to 5 (1=could not manage 3= could use more help 5=could manage)

1 2 3 4 5

Name	*Rank*

Which of the following statements best reflects your thinking?

________I do not wish to disclose or discuss the family's finances with my heirs.

________I wish to be completely open with my heirs regarding the family wealth and their future inheritance.

________I will disclose my plans to my heirs after they reach age ________.

________I will disclose my plans to my heirs after they display more financial responsibility.

Life Style and Spending

Approximately how much do you spend after tax each year?

____

Do you see yourself spending some other amount in the future?

____

If so, what would the future amount be?

____

What other information do think would be important for us to know?

Data Gathering Form

Client #1

Last Name ____

First Name ____

Middle Initial ____

Nickname ____

Birthdate (MM/DD/YYYY) ___________________________________

Home Address____

City, State, Zip____

Employer ____

Position ____

____________Married __________Divorced _________Widowed

___________Single______US Citizen

______Living in the following states: CA, WA, NV, AZ, NM, TX, ID, LA or WI

Annual Earned Income $________

Increase in Annual Earned Income______%

Years Income is Expected _______

Annual Social Security Income $________

Annual Pension Income $________

Distributions in Excess of RMD's $______

Additional Qualified Plan Contributions $______

Years to Continue Contributions _______

Prior Taxable Gifts Made $______

Cumulative Gift Tax Paid $______

Client #2

Last Name ____

First Name ____

Middle Initial ____

Nickname ____

Birthdate (MM/DD/YYYY) ____________________________________

Home Address____

City, State, Zip____

Employer ____

Position ____

____________Married ___________Divorced __________Widowed

___________Single_______US Citizen

______Living in the following states: CA, WA, NV, AZ, NM, TX, ID, LA or WI

Annual Earned Income $_________

Increase in Annual Earned Income_______%

Years Income is Expected ________

Annual Social Security Income $_________

Annual Pension Income $_________

Distributions in Excess of RMD's $_______

Additional Qualified Plan Contributions $_______

Years to Continue Contributions ________

Prior Taxable Gifts Made $_______

Cumulative Gift Tax Paid $_______

Family Information

Children's Names Birthdate (MM/DD/YYYY) Married (Y or N)

1. ______________________________
2. ______________________________
3. ______________________________
4. ______________________________
5. ______________________________
6. ______________________________
7. ______________________________
8. ______________________________
9. ______________________________
10. ______________________________

Grandchildren's Names Birthdate (MM/DD/YYYY) Married (Y or N)

1. ______________________________
2. ______________________________
3. ______________________________
4. ______________________________
5. ______________________________
6. ______________________________
7. ______________________________
8. ______________________________
9. ______________________________
10. ______________________________
11. ______________________________
12. ______________________________
13. ______________________________
14. ______________________________
15. ______________________________

Other Loved Ones

Names Birthdate (MM/DD/YYYY) Married (Y or N)

1. ______________________________
2. ______________________________
3. ______________________________
4. ______________________________
5. ______________________________
6. ______________________________
7. ______________________________
8. ______________________________
9. ______________________________
10. ______________________________
11. ______________________________
12. ______________________________
13. ______________________________
14. ______________________________
15. ______________________________

Cash, Savings and CDs

You can alternatively provide copies of statements

Institution/Type/Account #	Client #1	Client #2	Joint	Yield
______________________	$__________	$__________	$______	______
______________________	$__________	$__________	$______	______
______________________	$__________	$__________	$______	______
______________________	$__________	$__________	$______	______
______________________	$__________	$__________	$______	______
______________________	$__________	$__________	$______	______
______________________	$__________	$__________	$______	______
______________________	$__________	$__________	$______	______
______________________	$__________	$__________	$______	______
______________________	$__________	$__________	$______	______

Marketable Securities - Equities

Institution/Type/Account #	Client #1	Client #2	Joint	Yield	Growth
______________________	$________	$________	$________	________	________
______________________	$________	$________	$________	________	________
______________________	$________	$________	$________	________	________
______________________	$________	$________	$________	________	________
______________________	$________	$________	$________	________	________
______________________	$________	$________	$________	________	________
______________________	$________	$________	$________	________	________
______________________	$________	$________	$________	________	________
______________________	$________	$________	$________	________	________
______________________	$________	$________	$________	________	________

Marketable Securities – Fixed Income

Institution/Type/Account #	Client #1	Client #2	Joint	Yield	Growth
______________________________	$__________	$__________	$__________	__________	_________
______________________________	$__________	$__________	$__________	__________	_________
______________________________	$__________	$__________	$__________	__________	_________
______________________________	$__________	$__________	$__________	__________	_________
______________________________	$__________	$__________	$__________	__________	_________
______________________________	$__________	$__________	$__________	__________	_________
______________________________	$__________	$__________	$__________	__________	_________
______________________________	$__________	$__________	$__________	__________	_________
______________________________	$__________	$__________	$__________	__________	_________
______________________________	$__________	$__________	$__________	__________	_________

Non-Taxable Marketable Securities

Institution/Type/Account #	Client #1	Client #2	Joint	Yield
______________________________	$_____________	$_____________	$________	________
______________________________	$_____________	$_____________	$________	________
______________________________	$_____________	$_____________	$________	________
______________________________	$_____________	$_____________	$________	________
______________________________	$_____________	$_____________	$________	________
______________________________	$_____________	$_____________	$________	________
______________________________	$_____________	$_____________	$________	________
______________________________	$_____________	$_____________	$________	________
______________________________	$_____________	$_____________	$________	________
______________________________	$_____________	$_____________	$________	________

Annuities/Deferred Compensation

Institution/Type/Account #	Client #1	Client #2	Joint	Basis	Total Return
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________

Other Investments

Note: These include hedge funds, non-traded securities, oil and gas interests, third party real estate partnerships, notes owed to you and other passive interests

Entity/Type/% of Ownership	Client #1	Client #2	Joint	Yield	Growth
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________

Closely Held Businesses

Entity/Type/% of Ownership	Client #1	Client #2	Joint	Yield	Growth
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________
______________________	$__________	$__________	$__________	__________	__________

Retirement Plans

Entity/Type/Account #	Client #1	Client #2	Total Return
______________________	$____________	$____________	__________
______________________	$____________	$____________	__________
______________________	$____________	$____________	__________
______________________	$____________	$____________	__________
______________________	$____________	$____________	__________
______________________	$____________	$____________	__________
______________________	$____________	$____________	__________
______________________	$____________	$____________	__________
______________________	$____________	$____________	__________
______________________	$____________	$____________	__________

Investment Real Estate

Entity/Location/% of Ownership	Client #1	Client #2	Joint	Yield	Growth
	$	$	$		
	$	$	$		
	$	$	$		
	$	$	$		
	$	$	$		
	$	$	$		
	$	$	$		
	$	$	$		
	$	$	$		
	$	$	$		

Residential Real Estate

Location/Description	Client #1	Client #2	Joint	Growth
	$	$	$	
	$	$	$	
	$	$	$	
	$	$	$	
	$	$	$	
	$	$	$	
	$	$	$	
	$	$	$	
	$	$	$	
	$	$	$	

Other Personal Assets

Art (See Art Questionnaire on Page)	Client #1	Client #2	Joint	Growth
____________________	$__________	$__________	$______	______%
____________________	$__________	$__________	$______	______%
____________________	$__________	$__________	$______	______%

Jewelry	Client #1	Client #2	Joint	Growth
____________________	$__________	$__________	$______	______%
____________________	$__________	$__________	$______	______%
____________________	$__________	$__________	$______	______%

Furnishings	Client #1	Client #2	Joint	Growth
____________________	$__________	$__________	$______	______%
____________________	$__________	$__________	$______	______%
____________________	$__________	$__________	$______	______%

Autos	Client #1	Client #2	Joint	Growth
____________________	$__________	$__________	$______	______%
____________________	$__________	$__________	$______	______%
____________________	$__________	$__________	$______	______%

Other Personal Property	Client #1	Client #2	Joint	Growth
____________________	$__________	$__________	$______	______%
____________________	$__________	$__________	$______	______%
____________________	$__________	$__________	$______	______%

Personal Liabilities

Personal Liability/Corresponding Asset	Client #1	Client #2	Joint
______________________________	$____________	$____________	$_______
______________________________	$____________	$____________	$_______
______________________________	$____________	$____________	$_______
______________________________	$____________	$____________	$_______
______________________________	$____________	$____________	$_______
______________________________	$____________	$____________	$_______
______________________________	$____________	$____________	$_______
______________________________	$____________	$____________	$_______
______________________________	$____________	$____________	$_______
______________________________	$____________	$____________	$_______

Commercial Liabilities

Commercial Liability/Corresponding Asset	Client #1	Client #2	Joint
______________________________	$____________	$____________	$_______
______________________________	$____________	$____________	$_______
______________________________	$____________	$____________	$_______
______________________________	$____________	$____________	$_______
______________________________	$____________	$____________	$_______
______________________________	$____________	$____________	$_______
______________________________	$____________	$____________	$_______
______________________________	$____________	$____________	$_______
______________________________	$____________	$____________	$_______
______________________________	$____________	$____________	$_______

Insurance

Note: If term insurance, please include expiration date of the policy

Company/ Type of Insurance	Insured	Policy #	Beneficiary	Premium	Cash Value	Death Benefit
Policies owned by client #1						
______	______	______	______	$______	$______	$______
______	______	______	______	$______	$______	$______
______	______	______	______	$______	$______	$______
______	______	______	______	$______	$______	$______
______	______	______	______	$______	$______	$______
Policies owned by client #2						
______	______	______	______	$______	$______	$______
______	______	______	______	$______	$______	$______
______	______	______	______	$______	$______	$______
______	______	______	______	$______	$______	$______
______	______	______	______	$______	$______	$______
Policies owned by others						
______	______	______	______	$______	$______	$______
______	______	______	______	$______	$______	$______
______	______	______	______	$______	$______	$______
______	______	______	______	$______	$______	$______
______	______	______	______	$______	$______	$______
Policies owned by ILIT						
______	______	______	______	$______	$______	$______
______	______	______	______	$______	$______	$______
______	______	______	______	$______	$______	$______
______	______	______	______	$______	$______	$______
______	______	______	______	$______	$______	$______

Data and Document Checklist

Personal Documents

- ☐ Personal Income Tax Returns (most recent 2 years)
- ☐ Wills
- ☐ Trusts
- ☐ Powers of Attorney
- ☐ Pre-Nuptial Agreements
- ☐ Investment Account Statements
- ☐ Employee Benefit Plans
- ☐ Deferred Compensation Agreements

Business Documents

- ☐ Business Income Tax Returns (most recent 2 years)
- ☐ Recent Business Balance Sheet
- ☐ Recent Business Cash Flow Statement
- ☐ Business Operating Agreements
- ☐ Business Basis Information
- ☐ Buy Sell Agreements
- ☐ Employee Benefit Plans