



A1A Wealth Management, Inc.

CONFIDENTIAL

**DETAILED
QUESTIONNAIRE
INSURANCE
REVIEW**

Personal and Confidential

Complete and return to:
A1A Wealth Management, Inc.
P.O. Box 834 Fernandina Beach, FL 32035-0834
E-mail: planning@A1Awealthmanagement.com
Fax: 800-611-9874
Voice: 904-491-1889

Financial Advisor: Mark Dennis, CFP®

Date: _____

Personal Information

Personal Information

	Client	Spouse
Full Name	_____	_____
Gender	<input type="checkbox"/> Male <input type="checkbox"/> Female	<input type="checkbox"/> Male <input type="checkbox"/> Female
Date of Birth	____ / ____ / ____	____ / ____ / ____
Marital Status	<input type="checkbox"/> Single <input type="checkbox"/> Married <input type="checkbox"/> Divorced <input type="checkbox"/> Separated <input type="checkbox"/> Widowed	<input type="checkbox"/> Single <input type="checkbox"/> Married <input type="checkbox"/> Divorced <input type="checkbox"/> Separated <input type="checkbox"/> Widowed
Email Address	_____	_____
Employment Status	<input type="checkbox"/> Retired <input type="checkbox"/> Employed <input type="checkbox"/> Business Owner <input type="checkbox"/> Homemaker <input type="checkbox"/> Not Currently Employed	<input type="checkbox"/> Retired <input type="checkbox"/> Employed <input type="checkbox"/> Business Owner <input type="checkbox"/> Homemaker <input type="checkbox"/> Not Currently Employed
Employment Income	\$ _____	\$ _____
Other Pre-Retirement Income <i>(non investment)</i>	\$ _____	\$ _____
Citizenship	_____	_____
State of Residence	_____	_____

Enter children, grandchildren, other dependents or any other person whom you will give a Gift, designate as a Beneficiary or assign ownership of an insurance policy. Note: Date of Birth is only required for Children, Grandchildren and Other Dependents.

Name	Date of Birth	Relationship
_____	____ / ____ / ____	<input type="checkbox"/> Child <input type="checkbox"/> Grandchild <input type="checkbox"/> Other Dependent <input type="checkbox"/> Beneficiary/Donee <input type="checkbox"/> Charity <input type="checkbox"/> Trust
_____	____ / ____ / ____	<input type="checkbox"/> Child <input type="checkbox"/> Grandchild <input type="checkbox"/> Other Dependent <input type="checkbox"/> Beneficiary/Donee <input type="checkbox"/> Charity <input type="checkbox"/> Trust
_____	____ / ____ / ____	<input type="checkbox"/> Child <input type="checkbox"/> Grandchild <input type="checkbox"/> Other Dependent <input type="checkbox"/> Beneficiary/Donee <input type="checkbox"/> Charity <input type="checkbox"/> Trust
_____	____ / ____ / ____	<input type="checkbox"/> Child <input type="checkbox"/> Grandchild <input type="checkbox"/> Other Dependent <input type="checkbox"/> Beneficiary/Donee <input type="checkbox"/> Charity <input type="checkbox"/> Trust

Insurance Policies

Cash Value Life Policies owned by the Client or Spouse

Investment Asset *(Variable Life)*Owner: Client SpouseInsured: Client Spouse 1st to Die 2nd to Die

Name or Description: _____

Beneficiaries & Death Benefit

Estate _____% Other - _____% Other - _____%

Spouse _____% Other - _____% Other - _____%

Current Value: \$ _____

Cost Basis: \$ _____

Insurance Amount: \$ _____

Assign – How to Use: *(Check one)* Earmark to One Goal: _____ Earmark to Multiple Goals: _____ Fund All Goals Leave to Estate Not Used in Plan**Annual Additions:** *(Check one)*Pre-Tax: Additions: \$ _____ Inflation? No Yes Maximum contribution each yearAfter-Tax: Additions: \$ _____

Year Additions Begin: _____

Year Additions End: Client Retires Spouse Retires Year _____**Asset Class Distribution:**

CE _____% STB _____% ITB _____% LTB _____% LCVS _____%

LCGS _____% MCS _____% SCS _____% IDS _____% IES _____%

UC _____%

Insurance Policies

Other Asset (Universal/Variable/Whole Life/Other Life)

Owner: Client Spouse

Insured: Client Spouse 1st to Die 2nd to Die

Description: _____ Current Cash Value: \$ _____ (before tax - today's dollars)

Average Annual Growth Rate: _____ (excluding cost of insurance)

Beneficiaries/Percentage

Estate ___% Other - _____ % Other - _____ %

Spouse ___% Other - _____ % Other - _____ %

Death Benefit Amount: _____ Premium Amount: \$ _____ every _____

How long will premiums be paid?

Until insured dies Until policy terminates For this Number of Years _____

When will this policy terminate?

When insured dies Year _____

Do you intend to sell this asset to help fund your Goals? No Yes (If Yes, complete the remaining items)

Year of Withdrawal: _____

Amount of Withdrawal: \$ _____ (Before tax - future dollars) Tax-free withdrawal: \$ _____

Assign - How to Use: (Check one)

Earmark to One Goal: _____

Earmark to Multiple Goals: _____

Fund All Goals

Leave to Estate

Not Used in Plan

Insurance Policies

Cash Value Life Policies owned by Trust or Other Person or Entity

Cash Value Life (Universal/Variable/Whole Life/Other)

Owner: Irrevocable Trust Other Person or Entity

Insured: Client Spouse 1st to Die 2nd to Die

Description/Company: _____ Current Cash Value: \$ _____ (before tax - today's dollars)

Beneficiaries/Percentage

Estate ___% Other - _____ % Other - _____ %

Spouse ___% Other - _____ % Other - _____ %

Death Benefit (deduct policy loans): _____ Premium Amount: \$ _____ every _____

How long will premiums be paid?

Until insured dies Until policy terminates For this Number of Years _____

When will this policy terminate?

When insured dies Year _____

If ownership is of this policy was transferred, enter the year of transfer: _____

Select the original owner of the policy: Client Spouse

Non-Cash Value Life Policies – All Owners

Non-Cash Value Life (Term Life)

Owner: Client Spouse Irrevocable Trust Other Person or Entity

Insured: Client Spouse 1st to Die 2nd to Die

Description/Company: _____

Beneficiaries/Percentage

Estate ___% Other - _____ % Other - _____ %

Spouse ___% Other - _____ % Other - _____ %

Death Benefit Amount: _____ Premium Amount: \$ _____ every _____

How long will premiums be paid?

Until insured dies Until policy terminates For this Number of Years _____

When will this policy terminate?

When insured dies Year _____

If ownership is of this policy was transferred, enter the year of transfer: _____

Select the original owner of the policy: Client Spouse

Non-Cash Value Life (Group Term/Other)

Owner: Client Spouse Irrevocable Trust Other Person or Entity

Insured: Client Spouse

Description/Company: _____

Beneficiaries/Percentage

Estate ___% Other - _____ % Other - _____ %

Spouse ___% Other - _____ % Other - _____ %

Death Benefit Amount: _____

When will this policy terminate?

When insured dies Year _____

If ownership is of this policy was transferred, enter the year of transfer: _____

Select the original owner of the policy: Client Spouse

Insurance Policies

Non-Cash Value Life Policies – All Owners

Non-Cash Value Life (Group Term/Other)

Owner: Client Spouse Irrevocable Trust Other Person or Entity

Insured: Client Spouse

Description/Company: _____

Beneficiaries/Percentage

Estate ___% Other - _____ % Other - _____ %
Spouse ___% Other - _____ % Other - _____ %

Death Benefit Amount: _____

When will this policy terminate?

When insured dies Year _____

If ownership of this policy was transferred, enter the year of transfer: _____

Select the original owner of the policy: Client Spouse

Other Insurance Policies

Disability (Group/Personal/Other)

Insured: Client Spouse

Description/Co: _____

Premium Amount: \$ _____ every _____

Tax Status: Pre-Tax After-Tax

Monthly Benefit Amount: \$ _____

Elimination Period: _____ Months Years

Benefit Period (select one)

Period of Time _____ per _____

Until this Age _____

Inflation Option: (Check One) None Simple Compounded

If you selected Simple or Compounded, enter rate: _____%

Insured: Client Spouse

Description/Co: _____

Premium Amount: \$ _____ every _____

Tax Status: Pre-Tax After-Tax

Monthly Benefit Amount: \$ _____

Elimination Period: _____ Months Years

Benefit Period (select one)

Period of Time _____ per _____

Until this Age _____

Inflation Option: (Check One) None Simple Compounded

If you selected Simple or Compounded, enter rate: _____%

Insurance Policies

Other Insurance Policies

Long Term Care (Home Care Only/Nursing Home Care/Other)

Insured: _____ Description/Co: _____
Premium Amount: \$ _____ per Month Quarter Six Months Year
Benefit Period: (Check # of years or Lifetime) 1 2 3 4 5 6 7 8 9 10 Lifetime
Daily Benefit Amount: \$ _____ Elimination Period: _____ days
Inflation Option: (Check One) None Simple Compounded
If you selected Simple or Compounded, enter rate: _____%

Insured: _____ Description/Co: _____
Premium Amount: \$ _____ per Month Quarter Six Months Year
Benefit Period: (Check # of years or Lifetime) 1 2 3 4 5 6 7 8 9 10 Lifetime
Daily Benefit Amount: \$ _____ Elimination Period: _____ days
Inflation Option: (Check One) None Simple Compounded
If you selected Simple or Compounded, enter rate: _____%

Medicare Supplement Insurance Policies

Insured: _____ Description/Co: _____
Type: (Check one) A B C D E F G H I J Other
Premium Amount: \$ _____ per Month Quarter Six Months Year

Insured: _____ Description/Co: _____
Type: (Check one) A B C D E F G H I J Other
Premium Amount: \$ _____ per Month Quarter Six Months Year

Property & Casualty Insurance Policies (Auto, Homeowners, Umbrella/Other)

Description/Co: _____ Policy Expiration Date: _____
Premium Amount: \$ _____ per Month Quarter Six Months Year

Description/Co: _____ Policy Expiration Date: _____
Premium Amount: \$ _____ per Month Quarter Six Months Year

Description/Co: _____ Policy Expiration Date: _____
Premium Amount: \$ _____ per Month Quarter Six Months Year

Description/Co: _____ Policy Expiration Date: _____
Premium Amount: \$ _____ per Month Quarter Six Months Year

Description/Co: _____ Policy Expiration Date: _____
Premium Amount: \$ _____ per Month Quarter Six Months Year

Description/Co: _____ Policy Expiration Date: _____
Premium Amount: \$ _____ per Month Quarter Six Months Year

Liabilities

Liabilities -- Summary Input

(Home & Land Loans, Vehicle Loans, Business Loans, Other Personal Debt)

Description: _____

Whose debt? Client Spouse Joint

If Joint, What kind? _____

Outstanding balance: \$ _____

Monthly Payment: \$ _____

Description: _____

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If Joint, What kind? _____

Outstanding balance: \$ _____

Monthly Payment: \$ _____

Description: _____

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If Joint, What kind? _____

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Outstanding balance: \$ _____

Monthly Payment: \$ _____

Description: _____

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Monthly Payment: \$ _____

Description: _____

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Outstanding balance: \$ _____

Monthly Payment: \$ _____

Description: _____

Whose debt? Client Spouse Joint

If Joint, What kind? _____

Outstanding balance: \$ _____

Monthly Payment: \$ _____

Description: _____

Whose debt? Client Spouse Joint

If Joint, What kind? _____

Outstanding balance: \$ _____

Monthly Payment: \$ _____

Description: _____

Whose debt? Client Spouse Joint

If Joint, What kind? _____

Outstanding balance: \$ _____

Monthly Payment: \$ _____

Liabilities

Liabilities - Detailed Input

(Home & Land Loans, Vehicle Loans, Business Loans, Other Personal Debt)

Description: _____

Whose debt? Client Spouse Joint

If Joint, what kind? Survivorship Common Entirety Community Property
 Other w/ Client Other w/ Spouse

Lender: _____ Outstanding balance: \$ _____

Initial Loan Amount: \$ _____ Date Loan Began: _____ Term: _____

Interest Rate: _____ Monthly Payment: \$ _____ OR Date to Pay Full Balance: _____

Description: _____

Whose debt? Client Spouse Joint

If Joint, what kind? Survivorship Common Entirety Community Property
 Other w/ Client Other w/ Spouse

Lender: _____ Outstanding balance: \$ _____

Initial Loan Amount: \$ _____ Date Loan Began: _____ Term: _____

Interest Rate: _____ Monthly Payment: \$ _____ OR Date to Pay Full Balance: _____

Description: _____

Whose debt? Client Spouse Joint

If Joint, what kind? Survivorship Common Entirety Community Property
 Other w/ Client Other w/ Spouse

Lender: _____ Outstanding balance: \$ _____

Initial Loan Amount: \$ _____ Date Loan Began: _____ Term: _____

Interest Rate: _____ Monthly Payment: \$ _____ OR Date to Pay Full Balance: _____

Description: _____

Whose debt? Client Spouse Joint

If Joint, what kind? Survivorship Common Entirety Community Property
 Other w/ Client Other w/ Spouse

Lender: _____ Outstanding balance: \$ _____

Initial Loan Amount: \$ _____ Date Loan Began: _____ Term: _____

Interest Rate: _____ Monthly Payment: \$ _____ OR Date to Pay Full Balance: _____

Description: _____

Whose debt? Client Spouse Joint

If Joint, what kind? Survivorship Common Entirety Community Property
 Other w/ Client Other w/ Spouse

Lender: _____ Outstanding balance: \$ _____

Initial Loan Amount: \$ _____ Date Loan Began: _____ Term: _____

Interest Rate: _____ Monthly Payment: \$ _____ OR Date to Pay Full Balance: _____

Insurance Needs Analysis

Life Insurance Needs Analysis

If Client Dies		If Spouse Dies
\$ _____	Existing Life Insurance to Include	\$ _____
\$ _____	Additional Death Benefit	\$ _____
	Amounts to be Paid at Death	
\$ _____	Liabilities	\$ _____
\$ _____	Final Expenses	\$ _____
\$ _____	Bequests	\$ _____
\$ _____	Other Payments	\$ _____
	Living Expenses for Survivors	
\$ _____	Current Annual Amount (after tax)	\$ _____
_____	Cover Expense until Spouse is this Age	_____
\$ _____	Future Annual Amount (after tax)	\$ _____
_____	Cover Expense until Spouse is this Age <i>(Life Expectancy)</i>	_____

Financial Goals

If you die, there might be Goals in your Plan that you won't want to fund. Deleting these would reduce the amount of Life Insurance you need. List any goals that you wouldn't want to fund if your spouse died.

Sell Other Assets

If Clients Dies

\$ _____

Enter the total after-tax amount of Personal and Business Assets that would be sold at death.

If Spouse Dies

\$ _____

Other Income

\$ _____

No Yes

From Now Until Retirement

Annual Other Income Amount
(current dollars, pre tax)

Will this amount inflate?

\$ _____

No Yes

After Retirement

Check the types of your Retirement Income that would continue at your death.

Pension Annuity Income Rental Income Royalties Other

Spouse Employment

If your spouse is not currently employed and would seek employment if you died, enter the following: Start Year: _____ Stop Year: _____

Annual Income: \$ _____ Inflate? No Yes

Dependents

List any dependents that would NOT be eligible for Social Security Survivor benefits:

Insurance Needs Analysis

Disability Needs Analysis for Client

Do you want to include Social Security Disability Benefits in the analysis? No Yes

Spouse Employment

If your spouse isn't currently employed and would seek employment if you were disabled, enter the following:

Start Year: _____ Stop Year: _____ Annual Income: \$ _____ Inflate? No Yes

Income

Enter any income you would continue to receive if you were disabled.

(Do not include your spouse's employment income.)

Start Year: _____ Stop Year: _____ Annual Income: \$ _____ Inflate? No Yes

Income Needed – (Select One Option)

A: Enter the pre-tax amount you would need if you were disabled.

Time Period	Monthly Amount
Year 1, Month 1	\$ _____
Year 1, Months 2-3	\$ _____
Year 1, Months 4-5	\$ _____
Year 1, Months 6-12	\$ _____
Year 2	\$ _____
Year 3-5	\$ _____
Year 6 to Age 65	\$ _____

B: Use a Percentage of Income Needed: _____%

Disability Needs Analysis for Spouse

Do you want to include Social Security Disability Benefits in the analysis? No Yes

Spouse Employment

If your spouse isn't currently employed and would seek employment if you were disabled, enter the following:

Start Year: _____ Stop Year: _____ Annual Income: \$ _____ Inflate? No Yes

Income

Enter any income you would continue to receive if you were disabled.

(Do not include your spouse's employment income.)

Start Year: _____ Stop Year: _____ Annual Income: \$ _____ Inflate? No Yes

Income Needed – (Select One Option)

A: Enter the pre-tax amount you would need if you were disabled.

Time Period	Monthly Amount
Year 1, Month 1	\$ _____
Year 1, Months 2-3	\$ _____
Year 1, Months 4-5	\$ _____
Year 1, Months 6-12	\$ _____
Year 2	\$ _____
Year 3-5	\$ _____
Year 6 to Age 65	\$ _____

B: Use a Percentage of Income Needed: _____%

Insurance Needs Analysis

Long-Term Care Needs Analysis

Cost of Long-Term Care

Type of Long-Term Care

- Nursing Home
 Assisted Living
 Home Care – 4hr/day
 Home Care – 8hr/day
 Home Care – 12hr/day

- Nursing Home
 Assisted Living
 Home Care – 4hr/day
 Home Care – 8hr/day
 Home Care – 12hr/day

Inflation Rate for LTC Expenses

_____ %

_____ %

Long-Term Care Period

Age at which care is needed

Number of years of LTC

Expense Adjustments

Reduce expenses during Care
Period by this amount each year:

\$ _____

\$ _____

Estate Analysis

Estate Documents

	Client	Spouse
Will	<input type="checkbox"/> No <input type="checkbox"/> Yes	<input type="checkbox"/> No <input type="checkbox"/> Yes
Includes Bypass Trust	<input type="checkbox"/> No <input type="checkbox"/> Yes	
Date Last Reviewed	_____	
Medical Directive	<input type="checkbox"/> No <input type="checkbox"/> Yes	<input type="checkbox"/> No <input type="checkbox"/> Yes
Power of Attorney	<input type="checkbox"/> No <input type="checkbox"/> Yes	<input type="checkbox"/> No <input type="checkbox"/> Yes

Budget

Personal and Family Expenses

Category	Monthly Budget Amount	
	Current	Alt 1 / Retirement
Alimony		
Bank Charges		
Books/Magazine		
Business Expense		
Care for Parent/Other		
Cash - Miscellaneous		
Cell Phone		
Charitable Donations		
Child Activities		
Child Allowance/Expense		
Child Care		
Child Support		
Child Tutor		
Clothing - Client		
Clothing - Spouse		
Clothing - Children		
Club Dues		
Credit Card Debt Payment		
Dining		
Education		
Entertainment		
Gifts		
Groceries		
Healthcare - Dental		
Healthcare - Medical		
Healthcare - Prescription		
Healthcare - Vision		
Hobbies		
Household Items		
Laundry/Dry Cleaning		
Personal Care		
Personal Loan Payment		
Pet Care		
Public Transportation		
Recreation		
Self Improvement		
Student Loan Payment		
Vacation/Travel		
Other		

Personal Insurance Expenses

Category	Monthly Budget Amount	
	Current	Alt 1 / Retirement
Disability for Client		
Disability for Spouse		
Life for Client		
Life for Spouse		
LTC for Client		
LTC for Spouse		
Medical for Client		
Medical for Spouse		
Umbrella Liability		
Other		

Taxes

Category	Monthly Budget Amount	
	Current	Alt 1 / Retirement
Client FICA		
Client Medicare		
Spouse FICA		
Spouse Medicare		
Federal Income		
State Income		
Local Income		
Other		

Income

Category	Monthly Budget Amount	
	Current	Alt 1 / Retirement
Employment		
Other		

Budget

Home Expenses

Description: _____

Category	Monthly Budget Amount	
	Current	Alt 1 / Retirement
First Mortgage		
Second Mortgage		
Equity Line		
Real Estate Tax		
Rent		
Homeowner's Insurance		
Association Fees		
Electricity		
Gas/Oil		
Trash Pickup		
Water/Sewer		
Cable/Satellite TV		
Internet		
Telephone (land line)		
Lawn Care		
Maintenance - Major Repair		
Maintenance - Regular		
Furniture		
Household Help		
Other		

Vehicle Expenses

Description: _____

Category	Monthly Budget Amount	
	Current	Alt 1 / Retirement
Loan Payment		
Lease Payment		
Insurance		
Personal Property Tax		
Fuel		
Repairs/Maintenance		
Parking/Tolls		
Docking/Storage		
Other		

Vehicle Expenses

Description: _____

Category	Monthly Budget Amount	
	Current	Alt 1 / Retirement
Loan Payment		
Lease Payment		
Insurance		
Personal Property Tax		
Fuel		
Repairs/Maintenance		
Parking/Tolls		
Docking/Storage		
Other		

Budget

Home Expenses

Description: _____

Category	Monthly Budget Amount	
	Current	Alt 1 / Retirement
First Mortgage		
Second Mortgage		
Equity Line		
Real Estate Tax		
Rent		
Homeowner's Insurance		
Association Fees		
Electricity		
Gas/Oil		
Trash Pickup		
Water/Sewer		
Cable/Satellite TV		
Internet		
Telephone (land line)		
Lawn Care		
Maintenance - Major Repair		
Maintenance - Regular		
Furniture		
Household Help		
Other		

Vehicle Expenses

Description: _____

Category	Monthly Budget Amount	
	Current	Alt 1 / Retirement
Loan Payment		
Lease Payment		
Insurance		
Personal Property Tax		
Fuel		
Repairs/Maintenance		
Parking/Tolls		
Docking/Storage		
Other		

Vehicle Expenses

Description: _____

Category	Monthly Budget Amount	
	Current	Alt 1 / Retirement
Loan Payment		
Lease Payment		
Insurance		
Personal Property Tax		
Fuel		
Repairs/Maintenance		
Parking/Tolls		
Docking/Storage		
Other		