



Estate Planning Questionnaire

PART ONE: FAMILY DATA

1. Basic Information

| | Name | Date of Birth | Social Security No. | Status of Health |
|---------|-------|---------------|---------------------|------------------|
| Husband | _____ | _____ | _____ | _____ |
| Wife | _____ | _____ | _____ | _____ |

2. Residence

Permanent Home Address _____

Business Address (Husband) _____

Business Address (Wife) _____

Other temporary residences _____

(Possibility of treatment as permanent residence?)

Period of residence in present state _____

Prior residences _____

(e.g., community property states?)

3. Citizenship

Husband U.S. Other: _____

Wife U.S. Other: _____

4. Children, Grandchildren, and Other Dependents

| Name | Address | Date of Birth | Status |
|-------|---------|---------------|--------|
| _____ | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ |

5. Martial History

Date of marriage _____

Prior marriages & divorces, including terms of settlements _____

Estate Planning Questionnaire

PART TWO: INCOME DATA – PRESENT CASH FLOW – FUTURE REQUIREMENTS

I. Present Income Data

| | Husband | Wife | Others |
|---|---------|-------|--------|
| A. Income Sources | | | |
| Salaries | _____ | _____ | _____ |
| Other Compensation | _____ | _____ | _____ |
| Dividends | _____ | _____ | _____ |
| Interest | _____ | _____ | _____ |
| Net Rents | _____ | _____ | _____ |
| Royalties | _____ | _____ | _____ |
| Business Profits | _____ | _____ | _____ |
| Trusts | _____ | _____ | _____ |
| Other | _____ | _____ | _____ |
| Total | _____ | _____ | _____ |
| B. Current Expenditures | | | |
| Living Expenses | _____ | _____ | _____ |
| Insurance Premiums | _____ | _____ | _____ |
| Tax Liabilities | _____ | _____ | _____ |
| Mortgage & Other Debt Payments | _____ | _____ | _____ |
| Other | _____ | _____ | _____ |
| Total | _____ | _____ | _____ |
| C. Amount Available for Savings (Income Sources less Current Expenditures) | _____ | _____ | _____ |

II. Future Annual Cash Requirements

| | Husband | Wife | Others |
|---|---------|-------|--------|
| A. Future Income Sources (after retirement) | | | |
| Dividends | _____ | _____ | _____ |
| Interest | _____ | _____ | _____ |
| Other Investment Income | _____ | _____ | _____ |
| Annuities & Insurance | _____ | _____ | _____ |
| Social Security | _____ | _____ | _____ |
| Employee Retirement Benefits | _____ | _____ | _____ |

Estate Planning Questionnaire

| | | | |
|--|--|--|--|
| Other Employee Benefits (e.g., Deferred Compensation Arrangements) | | | |
| Trusts | | | |
| Other | | | |
| Total | | | |
| B. Future Income Needs (after retirement) | | | |
| Living Expenses | | | |
| Tax Liabilities | | | |
| Other Obligations | | | |
| C. Amount Available for Savings (Future Income Sources less Future Income Needs) | | | |
| | | | |

PART THREE: SUMMARY OF ASSETS & LIABILITIES

I. Assets

| | Husband | Wife (Identify Contributor) | Joint |
|--|---------|--------------------------------|-------|
| A. Cash and Bank Accounts (see Attachment A) | | | |
| B. Notes, Accounts Receivables, Mortgages (see Attachment A) | | | |
| C. Bonds (see Attachment A) | | | |
| D. Stocks and Mutual Funds (see Attachment A) | | | |
| E. Closely-Held Business Interests (see Attachment B) | | | |
| F. Real Estate (see Attachment C) | | | |
| G. Insurance (see Attachment D) | | | |
| H. Employee Benefits (see Attachment E) | | | |
| I. Miscellaneous (e.g., personal effects, collections, patents, trademarks, copyrights, etc.) (see Attachment F) | | | |
| Total | | | |

Estate Planning Questionnaire

| II. Liabilities (see Attachment G) | Husband | Wife (Identify Contributor) | Joint |
|------------------------------------|---------|--------------------------------|-------|
| A. Real Estate Mortgages | _____ | _____ | _____ |
| B. Notes to Financial Institutions | _____ | _____ | _____ |
| C. Loans on Insurance Policies | _____ | _____ | _____ |
| D. Other Obligations | _____ | _____ | _____ |
| E. Charitable Pledges | _____ | _____ | _____ |
| F. Tax Liabilities | _____ | _____ | _____ |
| Total | _____ | _____ | _____ |
| III. Net Worth | _____ | _____ | _____ |

PART FOUR: ESTATE PLANNING OBJECTIVES

- A. Retirement Objectives _____
- B. Provision for Spouse at Death _____
- C. Provision for Children at Death _____
- D. Gift Program for Spouse & Children _____
- E. Gifts to Charities _____

Estate Planning Questionnaire

PART FIVE: CHECKLIST OF DOCUMENTS & FAMILY ADVISORS

A. Safe Deposit Box Location:

B. Present Documents (if any)

1) Will: dated _____

2. Trusts: _____

 i) created by client _____

 ii) created for client by others: _____

3. Gift Tax Returns – filed? location? _____

4. Income Tax Returns – filed? location? _____

5. Other pertinent documents _____

C. Advisors (names & addresses)

Accountant _____

Trust Officer _____

Commercial Banker _____

Investment Advisor _____

Stockbroker _____

Life Insurance Agent _____

Casualty Insurance Agent _____

Estate Planning Questionnaire

Attachment "A"

LIQUID INTANGIBLE ASSETS

A. Cash and Bank Accounts

Amount

| | Bank | Husband | Wife | Joint |
|----------------------|-------|---------|-------|-------|
| Cash | _____ | _____ | _____ | _____ |
| Checking Account (1) | _____ | _____ | _____ | _____ |
| Checking Account (2) | _____ | _____ | _____ | _____ |
| Savings Account (1) | _____ | _____ | _____ | _____ |
| Savings Account (2) | _____ | _____ | _____ | _____ |

B. Accounts Receivables, Notes & Mortgages

| Debtor | Nature of Debt | Security | Maturity | Face Amount | Present Value |
|--------|----------------|----------|----------|-------------|---------------|
| _____ | _____ | _____ | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ | _____ | _____ |

C. Bonds

| Description | Ownership | Face Value | Cost | Current Value | Current Yield |
|-------------|-----------|------------|-------|---------------|---------------|
| _____ | _____ | _____ | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ | _____ | _____ |

D. Stocks

| Description | Ownership | Cost | Current Value | Current Yield |
|-------------|-----------|-------|---------------|---------------|
| _____ | _____ | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ | _____ |

E. Mutual Fund Shares

| Description | Ownership | Cost | Current Value | Current Yield |
|-------------|-----------|-------|---------------|---------------|
| _____ | _____ | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ | _____ |

Estate Planning Questionnaire

Attachment "B"

CLOSELY HELD BUSINESS INTERESTS

A. Basic Information

1. Name of Business _____
2. Business Address _____
3. Type of Business (e.g., C-Corporation, S-Corporation, Partnership, Solde Proprietorship) _____
4. Business Advisors, accountants, etc... _____

B. Capitalization (if corporation)

| | Common | Preferred | Debentures |
|---------------|--------|-----------|------------|
| Outstanding | _____ | _____ | _____ |
| Authorized | _____ | _____ | _____ |
| Dividend Rate | _____ | _____ | _____ |

C. Distribution of Ownership

| | Common | Preferred | Debentures |
|-------------------|--------|-----------|------------|
| Client | _____ | _____ | _____ |
| Spouse | _____ | _____ | _____ |
| Children | _____ | _____ | _____ |
| Unrelated parties | _____ | _____ | _____ |

D. Buy-Sell Agreement

1. Does buy-sell agreement exist? _____
2. If so, what type? (e.g., cross-purchase, stock redemption, combination). _____
3. How funded and, if so, amount _____
4. Method for determining value (e.g., book value, earnings multiple, appraisal, agreed value) _____

E. Other Commitments of the Business

1. Stock option agreement _____
2. Deferred compensation agreement _____
3. Other employee benefit plans _____
4. Key-man insurance _____

F. Anticipated Disposition of Stock (assuming no buy-sell agreement)

Estate Planning Questionnaire

Attachment "C"

REAL ESTATE

(including cooperative apartments and condominiums)

| | Parcel One | Parcel Two |
|--|------------|------------|
| A. Basic Information | | |
| 1. Location | _____ | _____ |
| 2. Type of property (e.g., residential, commercial, unimproved land) | _____ | _____ |
| 3. Form of ownership | _____ | _____ |
| 4. If joint property, contribution by each joint tenant | _____ | _____ |
| 5. Date acquired | _____ | _____ |
| 6. Income Tax | _____ | _____ |
| 7. Present fair market value | _____ | _____ |
| B. Mortgage Obligation | | |
| 1. Original mortgage amount | _____ | _____ |
| 2. Current amount of mortgage | _____ | _____ |
| 3. Maturity and payment schedules | _____ | _____ |
| C. Cash Flow | | |
| 1. Annual gross income | _____ | _____ |
| 2. Annual maintenance costs | _____ | _____ |
| 3. Annual real estate taxes | _____ | _____ |
| 4. Annual tax depreciation | _____ | _____ |
| 5. Annual mortgage payments (principal and interest) | _____ | _____ |
| 6. Net positive (or negative) cash flow | _____ | _____ |
| D. Farm | | |
| 1. Farm machinery and equipment | _____ | _____ |
| 2. Excess of value of land over value as operating farm | _____ | _____ |

Estate Planning Questionnaire

Attachment "D"
LIFE INSURANCE

A. Policies Owned by Client on his Life

| Company & Policy Number | Face Value | Type of Policy | Annual Premium | Cash Surrender Value | Designated Beneficiary | Settlement Option |
|----------------------------|------------|-------------------|----------------|-------------------------|---------------------------|----------------------|
| _____ | _____ | _____ | _____ | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ | _____ | _____ | _____ |

B. Policies Owned by Others on Client's Life

| Company & Policy Number | Face Value | Type of Policy | Annual Premium | Cash Surrender Value | Designated Beneficiary | Settlement Option |
|----------------------------|------------|-------------------|----------------|-------------------------|---------------------------|----------------------|
| _____ | _____ | _____ | _____ | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ | _____ | _____ | _____ |

Incidents of ownership held by client in these policies?

C. Policies Owned by Client on Lives of Others

| Company & Policy Number | Face Value | Type of Policy | Annual Premium | Cash Surrender Value | Designated Beneficiary | Settlement Option |
|----------------------------|------------|-------------------|----------------|-------------------------|---------------------------|----------------------|
| _____ | _____ | _____ | _____ | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ | _____ | _____ | _____ |

Estate Planning Questionnaire

Attachment "E"

EXECUTIVE COMPENSATION AND EMPLOYEE BENEFITS

Employer's name and address _____

| | Retirement Benefit | Amount Vested | Death Benefits |
|--|--------------------|---------------|------------------|
| A. Type of Plan | | | |
| 1. Pension | _____ | _____ | _____ |
| 2. Profit-sharing | _____ | _____ | _____ |
| 3. Deferred Compensation Arrangement | _____ | _____ | _____ |
| 4. Individual Retirement Account (IRA) | _____ | _____ | _____ |
| 5. Other | _____ | _____ | _____ |
| B. Stock Option Plan | Option Price | Current Value | Summary of Terms |
| 1. Incentive Stock Plan | _____ | _____ | _____ |
| 2. Nonqualified Stock Option Plan | _____ | _____ | _____ |
| C. Other Benefits | Company | Benefits | Beneficiary |
| 1. Group term life insurance | _____ | _____ | _____ |
| 2. Disability income | _____ | _____ | _____ |
| 3. Health and medical insurance | _____ | _____ | _____ |
| 4. Other | _____ | _____ | _____ |

Estate Planning Questionnaire

Attachment "F"

MISCELLANEOUS ASSETS

(at current fair market value)

| | Client | Spouse | Joint |
|--|--------|--------|-------|
| A. Personal Effects | | | |
| 1. Clothing | _____ | _____ | _____ |
| 2. Furs | _____ | _____ | _____ |
| 3. Jewelry | _____ | _____ | _____ |
| 4. Home furnishings | _____ | _____ | _____ |
| 5. Other | _____ | _____ | _____ |
| B. Other Tangible Personal Property | | | |
| 1. Collections (e.g., art, books, stamp, coin) | _____ | _____ | _____ |
| 2. Automobiles | _____ | _____ | _____ |
| 3. Other (e.g., boats, aircraft, office contents) | _____ | _____ | _____ |
| C. Patent, Trademark, and Copyright Ownership, and Royalty Arrangements | _____ | _____ | _____ |
| D. Limited Partnership Interests | _____ | _____ | _____ |
| E. Mineral Interests | | | |
| 1. Oil and gas | _____ | _____ | _____ |
| 2. Coal | _____ | _____ | _____ |
| 3. Other | _____ | _____ | _____ |
| F. Estates and Trusts | _____ | _____ | _____ |
| 1. Anticipated benefits under estates and trusts | _____ | _____ | _____ |
| 2. Powers of appointment (general or limited?) | _____ | _____ | _____ |
| G. Social Club Memberships, Bonds and stock | _____ | _____ | _____ |
| H. Cemetery Plot | _____ | _____ | _____ |

Estate Planning Questionnaire

Attachment "G"

PERSONAL LIABILITIES

| | Obligee | Amount | Interest Rate |
|---|---------|--------|---------------|
| A. Real estate mortgages | _____ | _____ | _____ |
| | _____ | _____ | _____ |
| B. Promissory notes owing to financial institutions | _____ | _____ | _____ |
| | _____ | _____ | _____ |
| C. Loans on insurance policies | _____ | _____ | _____ |
| | _____ | _____ | _____ |
| D. Other obligations | _____ | _____ | _____ |
| | _____ | _____ | _____ |
| E. Charitable pledges | _____ | _____ | _____ |
| | _____ | _____ | _____ |
| F. Tax liabilities | _____ | _____ | _____ |
| | _____ | _____ | _____ |
| G. Contingent liabilities | _____ | _____ | _____ |