INITIAL CONSULTATION QUESTIONNAIRE

Please complete this form. Then, either scan and submit to **Barbara Shellman** via email: Barbara.Shellman@raymondjames.com or mail: Craig Wealth Advisors, 2915 Garfield Rd. N, Suite A, Traverse City, MI 49686

Your Name _____ Phone _____ Email _____

What is your primary financial concern at this time? (Please check appropriate box)

- ☐ Retiring soon
- ☐ Changing jobs
- ☐ Second opinion
- ☐ Inheritance
- ☐ Getting started
- ☐ College savings

Other

What is your preferred method of communication with the matching information?

Phone

- ☐ Cell _____
- ☐ Work _____
- ☐ Home _____

Email

- ☐ Personal _____
- ☐ Work _____

Do you have special concerns or needs outside of yourself?
Indicate which and note situation (i.e., special needs)

- ☐ Parents _____
- ☐ Grandparents _____
- ☐ Children _____
- ☐ Grandchildren _____

Other

Along the pendulum below, how would you describe your comfort level with investment risk?

☐ LESS RISK ☐ MODERATE RISK ☐ MAXIMUM RISK

CAN'T TOLERATE LOSS OF PRINCIPAL — "I ONLY HIT HOME RUNS"

Rank the following in order of importance (1=most important, 7 least important)

- ____ Retirement planning
- ____ Trust planning
- ____ Social responsibility
- ____ LTC expenses
- ____ Tax planning
- ____ Charitable giving
- ____ Debt management

Do you currently derive income from your "nest egg" to live on?

- ☐ Yes
- ☐ No

Are you expecting a pension?

- ☐ Yes
- ☐ No

Do you expect large expenses from your savings in the next 5 years?

- ☐ Yes, and I have a plan for them
- ☐ Not expecting any
- ☐ Should probably make a separate plan for these

Rank the goals below regarding your investments (1=most important, 6 least important)

- ____ Current income
- ____ Growth potential
- ____ Future income
- ____ Tax advantage
- ____ Preserve capital
- ____ Passing it on

In order to make the best use of your time and provide the most appropriate advice, please forward the following most recent documents prior to our consultation:

- ✔ Investment accounts
- ✔ IRA accounts
- ✔ Employer retirement accounts (401k, 403b, SEP, SIMPLE, defined benefit, defined contribution, etc)
- ✔ Social security estimates (available at ssa.gov)

Thank you for completing this questionnaire. We look forward to meeting with you.

CRAIG Wealth Advisors

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231-331-5500 | PO Box 369 | 10709 Coy St. | Alden, MI 49612 MONDAY & FRIDAY 8:30AM - 4:30PM AND TUESDAY-THURSDAY BY APPOINTMENT

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