

NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

COMMUNICATION

PHONE: \_\_\_\_\_ BUSINESS: \_\_\_\_\_

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**KURT ROSENTRETER**

CA, CFP, CIMA, TEP, FMA

CHARTERED ACCOUNTANT & SENIOR FINANCIAL ADVISOR

- Income Tax Minimization & Advanced Tax Planning
- Tax Smart Investment Strategy & Investment Products
- After-Tax Cash Flow Design/Maintenance & Retirement Planning
- Pre-death Tax Planning & Estate Preservation
- Integrated Personal & Business Net Worth Management
- Comprehensive Family Financial Planning
- Insurance & Investment Products and Services

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BIRTHDATE \_\_\_\_\_

SPOUSE'S NAME: \_\_\_\_\_ SPOUSE'S BIRTHDATE \_\_\_\_\_

# Personal Financial Profile

Developing a professional financial strategy is the process of balancing your financial capabilities with your financial needs and objectives. Completion of this Personal Financial Profile will serve as the starting point in our process. We think you'll find that our process will help you clarify and refine your goals and objectives, lead to an assessment of your current financial situation, and result in the formulation of a focused plan to help you achieve your goals.

The following exercise is designed to:

- Identify and focus your goals
- Determine your investor profile
- Establish your net worth today
- Determine your annual cash flow today

Note: A long version of this questionnaire is also available to collect more information.

## Specific Financial Goals

The starting point of all effective investment planning is to understand your goals. These goals can be long term, such as saving for your retirement, or short term, such as minimizing your taxes. Some goals can be of greater or lesser significance to you, and of course, these goals can change over time.

Here is a list of some goals shared by many investors. Please identify your goals according to the time frame that you have in mind to achieve each goal. Add any other goals that may be relevant to you.

	R E L E V A N T T I M E F R A M E			
	SHORT TERM (0 - 1YR)	MEDIUM TERM (1 - 5YRS)	LONG TERM (5 - 10YRS)	GREATER THAN 10 YEARS
Adequate retirement income	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Saving for your child's education	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Purchasing a home	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Taking a vacation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower taxes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Purchasing a vacation home	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Purchasing a car	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Providing for survivors in event of my death	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Protecting against inflation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Taking early retirement	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Starting a business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

# Your Personal Net Worth

## Assets

### CURRENT VALUE

	YOU	SPOUSE	JOINT
<b>Liquid Assets</b>			
Cash, Chequing & Savings Accounts	\$ _____	\$ _____	\$ _____
Treasury Bills, Term Deposits	_____	_____	_____
Canada Savings Bonds	_____	_____	_____
Other _____	_____	_____	_____
<b>Investments</b>			
Bonds	_____	_____	_____
Stocks	_____	_____	_____
Mutual Funds	_____	_____	_____
Real Estate (Income Property)	_____	_____	_____
Business Assets	_____	_____	_____
Retirement Plans (RRSP, RPP)	_____	_____	_____
Other _____	_____	_____	_____
<b>Personal Assets</b>			
Principal Residence	_____	_____	_____
Recreational Property	_____	_____	_____
Other _____	_____	_____	_____
<b>TOTAL ASSETS</b>	\$ _____	\$ _____	\$ _____

## Liabilities

<b>Current Debt</b>			
Personal Loans Outstanding	\$ _____	\$ _____	\$ _____
Credit Cards	_____	_____	_____
Other _____	_____	_____	_____
<b>Long-term Debt</b>			
Mortgage – Principal Residence	_____	_____	_____
Mortgage – Recreational Property	_____	_____	_____
Other _____	_____	_____	_____
<b>TOTAL LIABILITIES</b>	\$ _____	\$ _____	\$ _____

## TOTAL NET WORTH

<b>TOTAL ASSETS MINUS TOTAL LIABILITIES</b>	\$ _____	\$ _____	\$ _____
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Note: For your investments, we encourage you to attach a recent copy of your investment statements to provide us with details relevant to the planning process.

## Investment Questionnaire

1. What is the length of your investment horizon?

- Less than 5 Years
- 5 – 10 Years
- 10 – 25 Years
- Over 25 Years

2. What period of time should we set for purposes of creating an investment plan and evaluating its progress? Note this is not your entire investing time horizon as answered in Question 1.

- 1 Years
- 2 Years
- 3 Years
- 4 Years
- 5 Years
- 10 Years

3. What is the lowest acceptable return in any one year that you would accept?

- + 10%
- + 5%
- 0%
- - 5%
- -10%
- -15% or Lower

4. Over the length of the planning horizon established in Question 2 above, what minimum average return would you tolerate?

- Negative
- Zero - No Return
- Low Return
- Less than Expected
- Equals Expected

5. What percentage of your investment portfolio do you need to have available as a cash lump sum for expenditures in the near future (less than two years)?

- None
- 3%
- 6%
- 9%
- 12%
- 15% +

6. What percentage of your investment portfolio do you need to have available for annual pre-tax income during the investing time horizon stated in Question 2?

- None
- 3%
- 6%
- 9%
- 12%
- 15+%

7. How many dependents do you support?

- None
- One
- Two
- More than Two

8. Please provide an estimate of your overall net worth, excluding the value of your home.

- < \$50,000
- \$50,000 - \$200,000
- \$200,000 - \$500,000
- \$500,000 - \$1,000,000
- >\$1,000,000

9. How would you rate your willingness and ability to manage your investments?

- None
- Some Involvement
- Fairly Active
- Very Active

10. How would you describe your health?

- Poor
- Some Problems
- Good

11. Please select all of the types of income you will earn in your time horizon identified in Question 2:

- Employment
- Pension
- Rental
- Investments

12. Please estimate the amount of life insurance you have currently:

- < \$50,000
- \$50,000 - \$200,000
- \$200,000 - \$500,000
- \$500,000 - \$1,000,000
- > \$1,000,000

13. Please select the statement below that best describes your level of investment knowledge:

- I have had little investment experience and have correspondingly a limited understanding of investment products, the markets and their functions.
- I have a portfolio of investments with a number of different investments. I understand basic investment terminology and basic investment strategies. I read the financial section of the newspaper and understand some of the content.
- I have a widely diversified portfolio of investments. I understand the terminology of the investment industry as well as complex investment strategies. I read the financial section of the newspaper and understand and can comment on all content.

14. Which of the following statements would best correspond to your investment objective for this portfolio?

- I want a large proportion of my portfolio to be invested in stocks to take advantage of the long-term growth potential they offer
- I want a balanced portfolio of stocks and bonds so that my desire for growth is balanced against my need for safety while ensuring my on-going income needs are met.
- I want a portfolio of bonds so that my risk of loss is reduced and I have access to on-going income to meet my cash flow needs.
- I have been invested primarily in GIC's in the past and I am confident in these investment choices, as there is great security in holding GIC's.

## Cash Flow Planning

### Income

	CURRENT ANALYSIS	
	YOU	SPOUSE
Salary	\$	\$
Bonus	\$	\$
Self-employed Income		
Pension Income		
Commission Income		
Investment Income		
Rental Income		
Other Sources (i.e. Insurance proceeds, alimony)		
_____		
_____		
_____		
<b>TOTAL</b>	\$	\$

### Specific Expenses

Annual RRSP savings	\$	\$
Annual debt payment totals		
Annual non-RRSP savings		
Other		
_____		
_____		
<b>TOTAL</b>	\$	\$

### Net Income (TOTAL INCOME MINUS TOTAL EXPENSES)

	\$	\$
What is your desirable retirement age?		
How much disability insurance do you have?		
Do you have a current will?		
Do you have elderly parents?		
Do you have young children or grandchildren?		
Do you own foreign real estate or investments?		

Please use the area below to describe any other significant information you feel we should know in assessing your financial situation.

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(e.g. of information to include: desirable estate value, upcoming large cash expenditures, inheritances, desired retirement lifestyle.)



**BERKSHIRE SECURITIES INC.\***  
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\*Member: CIPF