

Lotzer & Co., Inc.

Capital Needs Planning Questionnaire

A capital needs projection represents a snapshot at a single point in time. The analysis requires the use of assumptions relating to your future financial needs and expected growth rates in investments and inflation. Although these elements will likely change over time, the analysis provides you with a starting point for your future decisions. Your answers to the questions below are needed to develop your analysis.

Your Name: _____ Birth date _____

Spouse's Name: _____ Birth date _____

Children _____ Birth dates _____

Future Income Requirements:

1. How much monthly income (in present day dollars) will you need for \$ _____ retirement. State what you anticipate needing in spendable, after-tax dollars (*do not include funds needed to pay your mortgage or taxes*)

2. How much monthly income is needed to meet your mortgage payment \$ _____
In what year will your mortgage be paid off?

3. At what age do you want to retire? Self _____ Spouse _____

4. Maximum age to which you might live? Self _____ Spouse _____
(*we recommend using a life span of 95 or longer*)

Planning for educational costs:

5. How much do you anticipate needing (to come from assets, not income) each year?

<i>College</i>	Child 1	Child 2	Child 3	Child 4
▪ Number of years	_____	_____	_____	_____
▪ Starting what year?	_____	_____	_____	_____
▪ Cost per year?	\$ _____	\$ _____	\$ _____	\$ _____

Private high school	Child 1	Child 2	Child 3	Child 4
▪ Number of years	_____	_____	_____	_____
▪ Starting what year?	_____	_____	_____	_____
▪ Cost per year?	\$ _____	\$ _____	\$ _____	\$ _____
Private elementary	Child 1	Child 2	Child 3	Child 4
▪ Number of years	_____	_____	_____	_____
▪ Starting what year?	_____	_____	_____	_____
▪ Cost per year?	\$ _____	\$ _____	\$ _____	\$ _____

Your Current Financial Picture:

	You	Spouse
6. Investment Account Balances		
▪ Current balance – retirement plans:	\$ _____	\$ _____
▪ Current balance – taxable investment accounts:	\$ _____	\$ _____
▪ What is your tax basis in your taxable accounts: <i>(How much was your original investment plus any re-invested dividends and capital gains).</i>	\$ _____	\$ _____
▪ Current balance – annuities:	\$ _____	\$ _____
7. Do you have any funds (other than those noted above) set aside for education?	\$ _____	\$ _____
8. Investment / Savings Contributions		
▪ Annual contributions to retirement plans:	\$ _____	\$ _____
▪ Annual contributions to taxable accounts:	\$ _____	\$ _____
▪ Annual contributions to annuities:	\$ _____	\$ _____
9. Annual pre-tax rate of return expected on your investments: <i>(Average return over your remaining lifetime)</i>	_____ %	
10. Rental Real Estate <i>(ignore if not applicable)</i>	1st property	2nd property
Annual gross income generated from real estate:	\$ _____	\$ _____
Expected annual cash operating expenses:	\$ _____	\$ _____

Purchase price plus cost of improvements:	\$ _____	\$ _____
Year of Purchase	_____	_____
Rental mortgage - original loan amount	\$ _____	\$ _____
Date loan was originated	___ / ___ / ___	___ / ___ / ___
Interest Rate	_____ %	_____ %
Term (# months/years of loan)	_____	_____
	Self	Spouse
11. How much life insurance do you currently hold?	\$ _____	\$ _____
12. Should we plan for any insurance benefit at the death of the first spouse – if so, how much?	\$ _____	\$ _____
13. Would you like us to include an amount for anticipated inheritance?		Yes / No
If so, how much inheritance do you expect?	\$ _____	\$ _____
In what year do you expect to receive it?	_____	_____
14. Do you expect any other new capital in the future? (e.g. sale of business, downsizing of home, gifts, etc)?		Yes / No
How much do you expect? (<i>after taxes</i>)	\$ _____	\$ _____
In what year do you expect to receive it?	_____	_____
Retirement Income Sources:		
15. Charitable Remainder Trust Income	Self	Spouse
Current trust balance	\$ _____	\$ _____
Annual distribution amount	\$ _____	\$ _____
Is it a flat \$ amount or a % of assets?	_____	_____
16. Pension Benefits		
Amount expected at retirement?	\$ _____	\$ _____

Age at which your benefit will begin _____

Will your pension be adjusted for inflation? Yes / No Yes / No

What percent will be available to spouse at your death? _____

17. Earned Income in Retirement Self Spouse

Do you expect to earn income after you retire? Yes / No Yes / No

Amount you expect to earn \$ _____ \$ _____

To what age will this income continue? _____

18. Other Income Sources

Income amount expected from other sources? \$ _____ \$ _____

When will this begin? _____

To what age will this continue? _____

Source? _____

Client Signature: _____ Date: _____

Client Signature: _____ Date: _____