



THE RAZOR

FINANCIAL OPPORTUNITY ANALYSIS

Confidential Client Questionnaire



Prepared for

Prepared by

Date



1 Contact Information

This financial analysis is based primarily on the age of "Client A". For this reason, we recommend that the primary wage earner's information be entered as Client A.

Client A

Name

DOB

Male Female

Address

Client B

Name

DOB

Male Female

Phone A

Home Work Cell

Phone B

Home Work Cell

Email A

Email B

2 Employment Income

Please enter the **earned income** that you anticipate reporting on your tax return for the current taxation year. Do not include investment income such as interest, dividends or capital gains in this amount.

Client A

Annual Income \$

Occupation

Employer

Client B

Annual Income \$

Occupation

Employer

3 Other Income

In addition to the earned income on which you pay tax, you may also be responsible for generating other income such as corporate earnings that are not paid to you directly but that benefit you financially.

You may also be a stay at home parent. If this is the case, estimate an annual amount of supplementary income to assist your spouse, should you die prematurely.

Please enter the value of other income for which you are responsible, and the age to which you anticipate this income will continue.

Client A

Annual Amount \$

To Age

Client B

Annual Amount \$

To Age



4 Retirement Income Needs

Please enter your expected retirement age and **after-tax** retirement income goals in today's dollars.

When estimating the amount of income that you will need in retirement, you may want to allocate additional funds in the early years when you will be more likely to travel (**Active Age**), and less funds in the later years when you will be less likely to travel (**Passive Age**).

Client A

Active Age

Monthly Income \$

Passive Age

Monthly Income \$

Client B

Active Age

N/A

N/A

N/A

5 Goals and Objectives

Please summarize the other goals and objectives that you have for your family. You may want to include things that you would like to accomplish before you retire, during your retirement and the distribution of your estate.

Goal 1

Goal 2

Goal 3

Goal 4

Goal 5

6 Working in Retirement

Today, many people plan to transition into retirement by continuing to work for a number of years as a consultant or by simply taking a part-time position doing something they enjoy.

Do you expect to earn an income while in retirement? Yes No

If so, in **today's dollars** please enter the income that you expect to earn and the length of time, during which, you anticipate receiving it.

Client A

Monthly Amount \$

Starting Age Ending Age

Client B

Monthly Amount \$

Starting Age Ending Age

7 Pension Income

Many companies offer their employees pensions that provide a monthly income, based on the employee's years of service and age. Other options may include survivor benefits expressed as a percentage of the basic pension amount.

Does your employer provide you with a pension plan? Yes No

Continued on page 3...



7 Pension Income (Con't)

If so, in **today's dollars**, please enter the monthly pension income that you expect to earn in retirement from your current and/or past Canadian employers and any survivor benefits provided.

Client A

Monthly Amount \$

Starting Age Survivor

Indexed Full Partial %

Client B

Monthly Amount \$

Starting Age Survivor

Indexed Full Partial %

As of 2013, the Canada Pension Plan (CPP) provides a maximum monthly pension of \$1,012.50 to contributors aged 65 and older. The amount of your pension will depend on how much and for how long you have contributed to the CPP.

CPP benefits are based on the contributions made over your lifetime, up to the Yearly Maximum Pensionable Earnings. In 2013, this amount was \$51,100. Contributions are not made on earnings above this amount.

8 Canadian Pension Plan

Do you feel that CPP benefits will be needed to supplement your retirement goals? Yes No

If so, enter the monthly amount that you are currently receiving or the % of maximum CPP payable that you expect to receive.

Client A

Current Monthly Benefits \$

Expected % of Maximum %

Client B

Current Monthly Benefits \$

Expected % of Maximum %

9 Old Age Security

The Old Age Security program provides you with a modest pension at the age of 65 if you have lived in Canada for at least 10 years. If you lived in Canada for 40 years or more after you turned 18, you will receive the maximum pension benefit of \$546.07 per month as of 2013.

Do you feel that you meet the requirements above to qualify for Old Age Security benefits?

Client A

Yes No

Client B

Yes No

10 Other Retirement Income

In addition to the retirement income discussed previously, you may receive income in retirement from other sources, such as a rental property or an annuity.

Do you expect to receive any other sources of income in retirement? Yes No

If so, please enter the monthly amount that you expect to receive in **today's dollars**.

Client A

Source

Monthly Amount \$ Indexed

Starting Age Ending Age

Client B

Source

Monthly Amount \$ Indexed

Starting Age Ending Age

Continued on page 4...



11 Retirement Investments (RRSP, RRIF, Locked-In Plans...)

A Registered Retirement Savings Plan (RRSP) is an investment account that is designed to help you save for your retirement. Contributions are tax deductible and grow tax-free until you withdraw it from your plan. The amount that you can contribute for 2013 is 18% of your 2012 earned income.

Retirement Investments include any RRSPs, RRIFs and Locked-In Pension Plans.

Do you currently have any retirement investments? Yes No

If so, enter the total value of your retirement investments (RRSP, RRIF, Locked-In Plans, etc.) and any contributions that you plan to make.

Client A

Total Amount \$
Contributions \$ Indexed
Frequency Monthly Annual

Client B

Total Amount \$
Contributions \$ Indexed
Frequency Monthly Annual

12 Cash Investments and TFSA (all investments not included in retirement investments)

Cash investments include any other investment accounts outside of RRSP's and Pensions. This can include Savings Accounts, Cash Investments and Tax Free Savings Accounts (TFSA).

Do you currently have any Cash Investments and/or TFSA amounts? Yes No

If so, please enter the total value of all of your savings and cash investments (including any amounts in a TFSA) and any amounts you plan to save in the future.

Client A

Total Amount \$
Savings \$ Indexed
Frequency Monthly Annual
Cost Base \$

Client B

Total Amount \$
Savings \$ Indexed
Frequency Monthly Annual
Cost Base \$

Joint Accounts

Total Amount \$
Savings \$ Indexed
Frequency Monthly Annual
Cost Base \$



13 Real Estate Holdings

For many people, their home represents the largest investment that they will ever make. In addition to your home, you may also own other real estate for investment or personal use, such as a cottage or another recreational property that will provide additional security in retirement.

Please enter the value of all your personal real estate holdings and any associated mortgage balance.

Principal Residence

Current Value \$

Mortgage Balance \$ Interest Rate % Monthly Pmt. \$

Recreational Property

Current Value \$ Cost Base \$

Mortgage Balance \$ Interest Rate % Monthly Pmt. \$

Investment/Rental Property

Current Value \$ Cost Base \$

Mortgage Balance \$ Interest Rate % Monthly Pmt. \$

14 Inheritance

It has been estimated that Canadian baby boomers will inherit approximately \$1 trillion over the next twenty years. Unfortunately, unexpected income taxes, rising health care costs and increased life expectancy indicate that the dollar amount that many baby boomers ultimately receive may be much less than anticipated.

With this in mind, please enter the value of any inheritance that you anticipate receiving in the future.

Client A

Amount \$ Age

Amount \$ Age

Client B

Amount \$ Age

Amount \$ Age

15 Other Assets

Please enter the value and cost base of any other assets that you own personally.

Assets that will increase in value at a rate equal to inflation.

Current Value \$ Cost Base \$

Assets that will increase in value at your investment rate of return.

Current Value \$ Cost Base \$

Assets that you **do not** anticipate will increase in value.

Current Value \$ Cost Base \$



Additional Notes

If you do not own any corporate assets, no further data is required

17 Corporate Investments and Securities

If you are a major shareholder of a private corporation, you will want to include the value of any assets owned by the corporation in your financial planning. Please enter the total value of all corporate investment accounts as well as any future deposits.

Total Amount \$ Cost Base \$ Savings \$ Indexed [] Frequency Monthly [] Annual []

18 Corporate Real Estate

Please enter the value of all corporate real estate holdings and any associated mortgage balances.

Current Value \$ Cost Base \$ Mortgage Balance \$ Interest Rate % Monthly Pmt. \$

19 Business Operations and Good Will

In addition to investments and real estate, your business may also have considerable value in the "good will" of the day to day operations. The total value of your business includes all assets, investments, real estate and good will. Please enter the value of business operations and good will.

Current Value \$

20 Share Value

The Fair Market Value (FMV) of the shares you own is calculated as "Total Corporate Assets" less "Total Corporate Liabilities". At your death, the FMV of your shares less the Adjusted Cost Base (ACB) of your shares represent the capital gains that will be taxable. Generally, 50% of the capital gain (FMV less ACB) is taxable when you dispose of your shares. Please enter the ACB of your shares.

Cost Base \$



21 Additional
Notes