

**FINANCIAL
PLANNING
FOR**

*Mary and Robert
Sample*

Haas Financial Services Incorporated
Donald Ray Haas, CLU, ChFC, CFP®, MSFS, RFC,
RFG, AEP
Registered Financial Gerontologist
1323 Fairway
Birmingham, MI 48009
(248) 645-1638

(DATE)

MARY AND ROBERT SAMPLE

PERSONAL DATA

700 Bloomfield
Birmingham, Michigan 48009

Phone: Home - (101) 644-9999 Fax - (XXX) XXX-XXXX E-Mail -
Robert: Work - (102) 974-9999 Fax - (XXX) XXX-XXXX E-Mail -
Mary: Work - (102) 645-9999 Fax - (XXX) XXX-XXXX E-Mail -

<u>NAME</u>	<u>DATE OF BIRTH</u>	<u>SOCIAL SECURITY NUMBER</u>
Robert	1-1-1962	038-00-9999
Mary	1-1-1962	383-00-9999

CHILDREN

Patricia	1-1-1994
George	1-1-1998

ASSUMPTIONS

Inflation Rate		
2007		3.0%
Long Term	Next 10 Years	3.0%
	Thereafter	3.5%
Investment Growth Rate (Long Term)		7.0%

Life Expectancy:

	Years Remaining
Robert	35.57
Mary	40.20

(DATE)

MARY AND ROBERT SAMPLE

FINANCIAL PLANNING

FINANCIAL OBJECTIVES:

- Comfortable Retirement
- Standard of Living
- College Education
- Survivorship Planning

REASONS FOR FINANCIAL PLANNING:

- Education Funding
- Estate Planning
- Review Insurance
- New Car (2001)

RISK TAKING PROPENSITY:

(SCALE 0 - 23)

Mary #9
Robert #15

MAJOR CONCERNS:

- Inflation Protection
- Current Income (Mary's 1st Choice)
- Future Income
- Tax Control

(DATE)

MARY AND ROBERT SAMPLE

NET WORTH STATEMENT

<u>ITEM</u>	<u>ASSET AMOUNT</u>	<u>LIABILITY AMOUNT</u>	<u>OWNERSHIP</u>
PRIMARY RESIDENCE	\$	\$	JOINT
SECONDARY RESIDENCE			ROBERT
CASH ACCOUNTS			MIXED
ACCOUNTS RECEIVABLE			JOINT
LIFE INSURANCE CASH VALUE			BOTH
STOCK MARKET			JOINT
FIXED ANNUITY			ROBERT
VARIABLE ANNUITY			ROBERT
IRA			ROBERT
IRA			MARY
LIMITED PARTNERSHIPS			JOINT
PRECIOUS METALS			JOINT
COLLECTIBLES			JOINT
PERSONAL PROPERTY			JOINT
	_____	_____	
TOTAL	\$ 0	\$ 0	
NET WORTH	\$ 0		

(DATE)

MARY AND ROBERT SAMPLE

**ITEMIZED INVESTMENTS
REAL ESTATE**

TYPE	Date of Purchase	Purchase Price	Current Market Value	Ownership
		\$ _____	\$ _____	
		\$ _____ 0	\$ _____ 0	

CASH ACCOUNTS

TYPE/NAME	Maturity Date	Current Interest Rate	Current Value	Ownership
			\$ _____	
			\$ _____ 0	

STOCK MARKET

NAME OF COMPANY	Shares	Date of Purchase	Purchase Price	Current Market Value	Ownership
			\$ _____	\$ _____	
			\$ _____ 0	\$ _____ 0	

ANNUITIES

NAME OF COMPANY	Type	Contract Date	Current Interest Rate	Purchase Price	Current Surrender Value	Owner/Beneficiary
				\$ _____	\$ _____	
				\$ _____ 0	\$ _____ 0	

LIMITED PARTNERSHIPS

TYPE/NAME	Shares	Date of Purchase	Purchase Price	Current Market Value	Ownership
			\$ _____	\$ _____	
			\$ _____ 0	\$ _____ 0	

RETIREMENT PLANS

TYPE/NAME	Shares	Maturity Date	Current Interest Rate	Purchase Price	Current Market Value	Ownership
				\$ _____	\$ _____	
				\$ _____ 0	\$ _____ 0	

LIABILITIES

Balance Owed	Due Date	Current Interest Rate	Monthly Payment
\$ _____ 0			\$ _____ 0

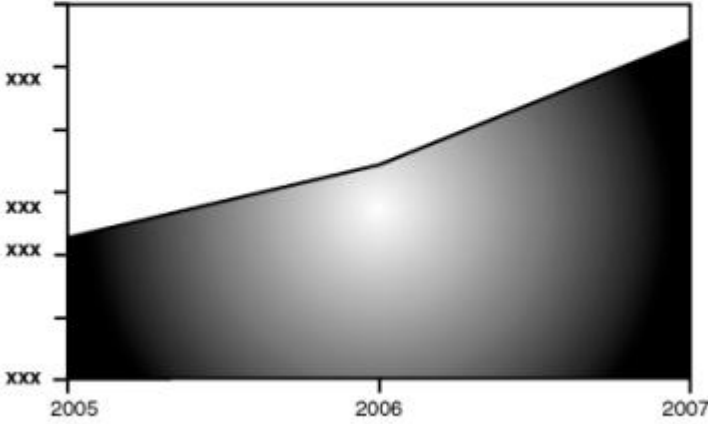
(DATE)

MARY AND ROBERT SAMPLE

HISTORY NET WORTH STATEMENT

ITEM	2005 ASSET AMOUNT	2006 ASSET AMOUNT	2007 ASSET AMOUNT
PRIMARY RESIDENCE	\$		
SECONDARY RESIDENCE			
CASH ACCOUNTS			
ACCOUNTS RECEIVABLE			
LIFE INSURANCE CASH VALUE			
STOCK MARKET			
VARIABLE ANNUITY			
LIMITED PARTNERSHIPS			
IRA - ROBERT			
IRA - MARY			
PRECIOUS METALS			
COLLECTIBLES			
PERSONAL PROPERTY			
TOTAL	\$	0	0

HYPOTHETICAL



(DATE)

MARY AND ROBERT SAMPLE

INCOME TAX INFORMATION

SOURCE OF INCOME	<u>2006</u>	<u>2005</u>	<u>2004</u>
WAGES:			
ROBERT	\$	\$	\$
MARY			
INTEREST			
TAX - EXEMPT INTEREST			
DIVIDENDS			
CAPITAL GAIN (LOSS)			
PENSIONS			
PARTNERSHIPS			
SOCIAL SECURITY			
OTHER			
	<u>\$ 0</u>	<u>\$ 0</u>	<u>\$ 0</u>
IRA	\$	\$	\$
401(k)			
403(b)			
SEP/KEOGH			
TAX			
FEDERAL	\$	\$	\$
MICHIGAN			
CITY			
	<u>\$ 0</u>	<u>\$ 0</u>	<u>\$ 0</u>
SOCIAL SECURITY - ROBERT			
MARY			
	<u>\$ 0</u>	<u>\$ 0</u>	<u>\$ 0</u>
TOTAL TAX	<u><u>\$ 0</u></u>	<u><u>\$ 0</u></u>	<u><u>\$ 0</u></u>
MARG. FEDERAL TAX	%	%	%
SUSPENDED LOSS			
CARRY-OVER	\$	\$	\$

(DATE)

MARY AND ROBERT SAMPLE

INCOME SOURCES

	YEAR	2007	2008	2009
PENSION		\$	\$	\$
ROBERT				
MARY				
SOCIAL SECURITY				
ROBERT				
MARY				
ANNUITY				
WAGES				
TOTAL BASIC INCOME		<u>\$ 0</u>	<u>\$ 0</u>	<u>\$ 0</u>

ADDITIONAL INCOME SOURCES

CASH	\$			
STOCK MARKET				
ANNUITIES				
IRA/401(k)/403(b)				
TOTAL	\$	_____	@ 6% =	

(DATE)

MARY AND ROBERT SAMPLE

CASH MANAGEMENT STATEMENT

ANNUAL EXPENDITURES: FIXED	YEAR	
HOUSING (MORTGAGE/RENT)	\$ _____	
PROPERTY TAXES	_____	
HOUSE UPKEEP/REPAIRS/MAINTENANCE	_____	
UTILITIES & TELEPHONE	_____	
FOOD/GROCERIES	_____	
CLOTHING & CLEANING	_____	
INCOME & SOCIAL SECURITY TAXES	_____	
DEBT REPAYMENT	_____	
TRANSPORTATION (AUTO/COMMUTING)	_____	
AUTO, HOME AND LIABILITY INSURANCE	_____	
MEDICAL/DENTAL/DRUGS-HEALTH INSURANCE	_____	
DISABILITY INCOME INSURANCE	_____	
LIFE INSURANCE	_____	
EDUCATION EXPENSES	_____	
TOTAL FIXED EXPENDITURES		\$ _____
ANNUAL EXPENDITURES: DISCRETIONARY		
VACATION/TRAVEL	\$ _____	
RECREATION/ENTERTAINMENT	_____	
CONTRIBUTIONS	_____	
GIFTS	_____	
HOUSEHOLD FURNISHINGS	_____	
EDUCATION FUND	_____	
PERSONAL CARE	_____	
OTHER	_____	
TOTAL DISCRETIONARY EXPENDITURES		\$ _____
TOTAL ANNUAL EXPENDITURES		\$ _____
SAVINGS	\$ _____	
INVESTMENTS	_____	

TOTAL ANNUAL EXPENDITURES & ACCUMULATIONS		\$ _____
ESTIMATED INCOME		\$ _____

(DATE)

MARY AND ROBERT SAMPLE

PROPERTY AND LIABILITY INSURANCE

HOMEOWNERS

<u>COMPANY</u>	<u>POLICY NUMBER</u>	<u>EXPIRATION DATE</u>
DWELLING		\$
PERSONAL PROPERTY		
LIABILITY		
REPLACEMENT COST DEDUCTIBLE		
ANNUAL PREMIUM \$		0

AUTO

<u>COMPANY</u>	<u>POLICY NUMBER</u>	<u>EXPIRATION DATE</u>
		<input type="text" value="CAR 1"/> <input type="text" value="CAR 2"/>
BODILY INJURY LIABILITY		\$
PROPERTY DAMAGE LIABILITY		\$
COMPREHENSIVE DEDUCTIBLE		
COLLISION (BROAD) DEDUCTIBLE		
PERSONAL INJURY PROTECTION		
ANNUAL PREMIUM		\$ 0 \$ 0
TOTAL ANNUAL PREMIUM		\$ 0

EXCESS LIABILITY

<u>COMPANY</u>	<u>POLICY NUMBER</u>	<u>EXPIRATION DATE</u>
AMOUNT	\$	

REQUIRED UNDERLYING COVERAGE

	<u>BODILY INJURY</u>	<u>PROPERTY DAMAGE</u>	<u>SINGLE LIMIT</u>
AUTO	\$	\$	\$
HOME			
OTHER			
ANNUAL PREMIUM			\$ 0
TOTAL ANNUAL PREMIUM			\$ 0

(DATE)

MARY AND ROBERT SAMPLE

MEDICAL INSURANCE

COMPANY	_____
POLICY NUMBER	_____
POLICY DATE	_____
TYPE	_____

HOSPITAL

ROOM AND BOARD	_____
MISCELLANEOUS EXPENSE	_____
SURGERY	_____
SECOND SURGICAL OPINION	_____
PRE-CERTIFICATION	_____
PRESCRIPTION DRUGS	_____
HOME HEALTH CARE	_____

MAJOR MEDICAL

MAXIMUM	\$ _____
DEDUCTIBLE	_____
CO-INSURANCE %	_____
\$ OUT OF POCKET	_____
TOTAL OUT OF POCKET	_____

DENTAL/VISION

MAXIMUM	\$ _____
DEDUCTIBLE	_____
BENEFITS:	

ANNUAL PREMIUM \$ _____ 0

(DATE)

MARY AND ROBERT SAMPLE

DISABILITY INCOME INSURANCE

COMPANY	_____
POLICY NUMBER	_____
POLICY DATE	_____
TYPE	_____

BENEFITS

MONTHLY	\$ _____
SOCIAL SECURITY SUBSTITUTE	_____
COST OF LIVING RIDER	_____
PARTIAL DISABILITY (RESIDUAL)	_____
ELIMINATION PERIOD	_____
REHABILITATION EXPENSE	_____
TREATMENT OF INJURY	_____

BENEFIT PERIOD

ACCIDENT	_____
SICKNESS	_____

PREMIUMS

BASIC	\$ _____
SOCIAL SECURITY SUBSTITUTE	_____
COST OF LIVING	_____
PARTIAL DISABILITY	_____

TOTAL MONTHLY BENEFIT \$ _____ 0

TOTAL ANNUAL PREMIUM \$ _____ 0

(DATE)

MARY AND ROBERT SAMPLE

LIFE INSURANCE

COMPANY/ NUMBER	BASE POLICY CASH VALUE	PAID UP INS. CASH VALUE	ACCUMULATED DIVIDENDS	LOAN	LOAN INTEREST RATE
--------------------	---------------------------------	----------------------------------	--------------------------	------	--------------------------

ROBERT

\$ _____	\$ _____	\$ _____	\$ _____
\$ _____ 0	\$ _____ 0	\$ _____ 0	\$ _____ 0

MARY

\$ _____	\$ _____	\$ _____	\$ _____
\$ _____ 0	\$ _____ 0	\$ _____ 0	\$ _____ 0

(DATE)

MARY AND ROBERT SAMPLE

PROTECTION RECOMMENDATIONS

EXCESS LIABILITY

HOMEOWNERS

AUTO

MEDICAL

DISABILITY/LONG TERM CARE

LIFE INSURANCE

(DATE)

MARY AND ROBERT SAMPLE

EMERGENCY FUND

PRESENT

CASH ACCOUNTS \$

LIFE INSURANCE CASH VALUE

\$ _____

PROPER

CURRENT BUDGET - INCOME &
SOCIAL SECURITY TAXES x .25 =

\$ _____

RECOMMENDATIONS

(DATE)

MARY AND ROBERT SAMPLE

INVESTMENT PORTFOLIO

Investments	Thousands	Percent	Generic Range	Recommended Percent
CASH	\$		10 - 20%	10%
STOCK MARKET			15 - 25%	25
REAL ESTATE			20 - 25%	25
PRECIOUS METALS			1 - 4%	1
TAX FAVORED			20 - 38%	38
COLLECTIBLES			0 - 5%	1
TOTAL	\$ 0.0	0%	100%	100%

CASH

\$ _____
\$ 0.0

STOCK MARKET

\$ _____
\$ 0.0

REAL ESTATE

\$ _____
\$ 0.0

PRECIOUS METALS

\$ _____
\$ 0.0

TAX FAVORED

\$ _____
\$ 0.0

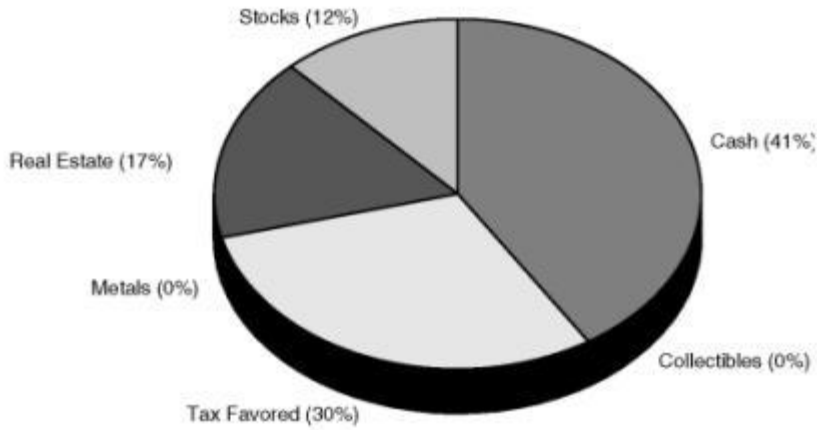
COLLECTIBLES

\$ _____
\$ 0.0

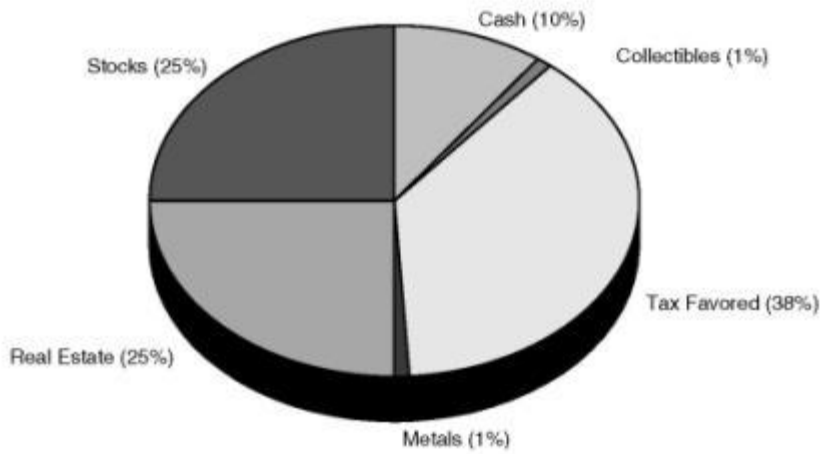
(DATE)

MARY AND ROBERT SAMPLE

CURRENT INVESTMENT PORTFOLIO



SPECIFIC RECOMMENDED PERCENTAGE



(DATE)

MARY AND ROBERT SAMPLE

INVESTMENT RECOMMENDATIONS

CASH

STOCK MARKET

REAL ESTATE

PRECIOUS METALS

TAX FAVORED

COLLECTIBLES

(DATE)

MARY AND ROBERT SAMPLE

ESTATE ANALYSIS

1) ASSET	ROBERT	MARY	JOINT	
PRIMARY RESIDENCE	\$	\$	\$	
SECONDARY RESIDENCE				
CASH ACCOUNTS				
STOCK MARKET				
FIXED ANNUITY				
VARIABLE ANNUITY				
LIMITED PARTNERSHIPS				
IRA				
PRECIOUS METALS				
COLLECTIBLES				
PERSONAL PROPERTY				
LIFE INSURANCE				
TOTAL	\$ _____ 0	\$ _____ 0	\$ _____ 0	\$ _____ 0

2) There would be zero death taxes at either death (one death)

3) The following taxation would occur when both of you have died:

ESTATE TAXATION

Assumes First to Die is:

	PRESENT	PROPOSED	2009
GROSS ESTATE	\$	\$	\$
EXPENSES			
TAXABLE ESTATE	\$ _____	\$ _____	\$ _____
GROSS TAX	\$	\$	\$
FEDERAL CREDIT	(780,800)	(780,800)	(1,455,800)
TOTAL TAX	\$ _____	\$ _____	\$ _____

**Plus Income Tax on All Retirement Plans*

RECOMMENDATIONS

(DATE)

MARY AND ROBERT SAMPLE

RETIREMENT PLAN ASSET ALLOCATION
CASH

\$ _____
\$ 0.0

BONDS

\$ _____
\$ 0.0

STOCK MARKET

\$ _____
\$ 0.0

REAL ESTATE

\$ _____
\$ 0.0
\$ 0.0

	PRESENT		PROPOSED	
CASH	\$ 0.0	0%	\$ 0.0	0%
BONDS	0.0	0	0.0	0
STOCK MARKET	0.0	0	0.0	0
REAL ESTATE	0.0	0	0.0	0
TOTAL	<u>\$ 0.0</u>	<u>0%</u>	<u>\$ 0.0</u>	<u>0%</u>

RECOMMENDATIONS

(DATE)

MARY AND ROBERT SAMPLE

RETIREMENT CASH FLOW ANALYSIS (cont'd)

YEAR	AGE		REQUIRED INCOME	MORTGAGE PAYMENT	SOCIAL SECURITY	OTHER INC (EXPENSES)	PENSION		AMT NEEDED FROM CAPITAL	REMAINING CAPITAL	SHORTFALL
	1	2					ROBERT	MARY			
2043	90	90	247,525	0	56,247	0	0	0	191,277	3,710,840	0
2044	91	91	257,426	0	57,935	0	0	0	199,491	3,800,237	0
2045	92	92	267,723	0	59,673	0	0	0	208,050	3,887,684	0
2046	93	93	278,432	0	61,463	0	0	0	216,969	3,973,267	0
2047	94	94	289,569	0	63,307	0	0	0	226,262	4,055,816	0
2048	95	95	301,152	0	65,206	0	0	0	235,946	4,134,898	0
2049	96	96	313,198	0	67,162	0	0	0	246,036	4,209,812	0
2050	97	97	325,726	0	69,177	0	0	0	256,549	4,279,787	0
2051	98	98	338,755	0	71,252	0	0	0	267,502	4,343,967	0
2052	99	99	352,305	0	73,390	0	0	0	278,915	4,401,413	0
2053	100	100	366,397	0	75,592	0	0	0	290,805	4,451,088	0

This analysis is based on the accuracy and consistency of the data and assumptions you have provided in items 1 through 11 and is not guaranteed. The figures shown are valid only as long as the data and assumptions remain unchanged. To maintain accuracy of this analysis, periodic updating is necessary to reflect changes as they occur.

(DATE)

MARY AND ROBERT SAMPLE

RETIREMENT CASH FLOW ANALYSIS (cont'd)

YEAR	AGE		REQUIRED INCOME	MORTGAGE PAYMENT	SOCIAL SECURITY	OTHER INC (EXPENSES)	PENSION		AMT NEEDED FROM CAPITAL	REMAINING CAPITAL	SHORTFALL
	1	2					ROBERT	MARY			
2043	90	90	292,529	0	56,247	0	0	0	236,282	1,890,336	0
2044	91	91	304,230	0	57,935	0	0	0	246,296	1,785,415	0
2045	92	92	316,400	0	59,673	0	0	0	256,727	1,661,253	0
2046	93	93	329,056	0	61,463	0	0	0	267,593	1,515,856	0
2047	94	94	342,219	0	63,307	0	0	0	278,911	1,347,057	0
2048	95	95	355,906	0	65,206	0	0	0	290,701	1,152,493	0
2049	96	96	370,143	0	67,162	0	0	0	302,981	929,593	0
2050	97	97	384,948	0	69,177	0	0	0	315,771	675,558	0
2051	98	98	400,346	0	71,252	0	0	0	329,094	387,345	0
2052	99	99	416,360	0	73,390	0	0	0	342,970	61,643	0
2053	100	100	433,015	0	75,592	0	0	0	64,109	0	293,314

This Analysis Is Based On The Accuracy And Consistency Of The Data And Assumptions You Have Provided In Items 1 Through 11 And Is Not Guaranteed. The Figures Shown Are Valid Only As Long As The Data And Assumptions Remain Unchanged. To Maintain Accuracy Of This Analysis, Periodic Updating Is Necessary To Reflect Changes As They Occur.

(DATE)

MARY AND ROBERT SAMPLE

MISCELLANEOUS

1.

2.

3.

4.

5.

6.

7.

(DATE)

MARY AND ROBERT SAMPLE

MORTGAGE REFINANCING CONSIDERATIONS

PROPER SIZE OF MORTGAGE

\$	(Value of House) x .80	=	\$
\$	(Total Investments) x .25	=	\$
		=	\$

PROPER MONTHLY PAYMENT

MAXIMUM	\$	(Income) x .25 ÷ 12	=	\$
IDEAL	\$	(Income) x .15 ÷ 12	=	\$

CONSIDERATIONS

1.	Refinance Mortgage	\$		
			MONTHLY	ANNUAL
2.	Mortgage Payments 15 years @ 8%	\$		\$

USE OF FUNDS

Pay Off Present Mortgage	\$
Cost Of New Mortgage	
Cash Reserves	
Investments	

(DATE)

MARY AND ROBERT SAMPLE

EDUCATIONAL FUNDING

**PATRICIA
AGE 13**

Starting Balance	Net Growth	Annual Deposit	Withdrawal	Fund(s) Ending Balance	Year
\$5,300	\$371	\$8,660	\$0	\$14,331	2007
14,331	1,003	8,660	0	23,994	2008
23,994	1,680	8,660	0	34,334	2009
34,334	2,403	8,660	0	45,397	2010
45,397	3,178	6,791	0	57,235	2011
57,235	4,006	8,660	0	69,901	2012
69,901	4,893	8,660	12,044	71,410	2013
71,410	4,999	8,660	24,811	60,258	2014
60,258	4,218	8,660	26,299	46,837	2015
46,837	3,279	8,660	27,877	30,899	2016
30,899	2,163	0	15,205	17,856	2017
					2018
					2019
					2020

**GEORGE
AGE 9**

Starting Balance	Net Growth	Annual Deposit	Withdrawal	Fund(s) Ending Balance	Year
\$1,900	\$133	\$6,881	\$0	\$8,914	2007
8,914	624	6,881	0	16,419	2008
16,419	1,149	6,881	0	24,449	2009
24,449	1,711	6,881	0	33,042	2010
33,042	2,313	6,881	0	42,236	2011
42,236	2,956	6,881	0	52,073	2012
52,073	3,645	6,881	0	62,559	2013
62,559	4,382	6,881	0	73,862	2014
73,862	5,170	6,881	0	85,914	2015
85,914	6,014	6,881	15,205	83,603	2016
83,603	5,852	6,881	31,323	65,014	2017
65,014	4,551	6,881	33,202	43,243	2018
43,243	3,027	6,881	35,194	17,957	2019
17,957	1,257	0	19,196		2020

TOTAL \$86,600 \$106,237

\$89,453 \$134,121

ASSUMPTIONS

2007 ANNUAL COST \$18,000
 EDUCATION INFLATION RATE 6.00%
 AFTER-TAX GROWTH RATE IS 7.00%

(DATE)

MARY AND ROBERT SAMPLE

ACTION ITEMS

COMMENTS

ITEM

1.

2.

3.

4.

5.

6.

7.

8.

FINANCIAL PLAN UPDATE

Name

Today's Date

Appointment: Call for an appointment as soon as you have mailed this information to me

Review with:

- Advisor's Name** (Hourly Fee: \$) **Advisor's Name** (Hourly Fee: \$)

MAIL the following information:

1. Enclosed pages with current information **(1)**
2. Brokerage Account Statements **(if NOT purchased through our office)**
3. **Anniversary Statements** for Life Insurance and Annuities **(All policies)**
4. List newly acquired assets or liabilities (if any) on the reverse side of this page
5. Mortgage Balance \$ Interest Rate
 Monthly Payment \$ Date of Final Payment
 (Principal & Interest Only)
6. Current Income
7. Completed Financial Planning Update forms *(enclosed)*
8. Please provide copy of driver's license and expiration date **(for each of you)**

BRING the following to the meeting:

9. 2004, 2005, and 2006 income tax returns
10. All current homeowners, automobile, and excess liability insurance policies

Please call me if you have any questions ((XXX) XXX-XXXX).

Sincerely,

Lori Gilbert
Financial Plan Coordinator
Technology Specialist

(1) These pages do NOT show products purchased through this office. I will update these for you.

Continued on next page .
..

BIG TICKET ITEMS DURING THE NEXT 5 YEARS

ITEM	WHEN	COST
		\$

LIST OF ITEMS TO DISCUSS