



FINANCIAL SERVICES, INC.

www.sharpfinancialinc.com

"Identify savings on taxes and other financial expenses that most people routinely overpay for but don't know it!"

Personal Asset Optimizer

This comprehensive, personal financial planning summary is designed to help you take inventory and assign realistic values to your personal assets and liabilities. It's the essential first step in identifying potential savings.

Please bring the following documents

- 1. Last year's tax return
2. All brokerage firm statements
3. All life insurance & annuity policies
4. All IRA & retirement statements

FAMILY INFORMATION:

Name _____ Age _____ yrs.

Nickname _____ Date of Birth _____

Spouse's Name _____ Age _____ yrs.

Nickname _____ Date of Birth _____

Address _____

Phone(Home) _____ Phone(Business) _____

Cell Phone _____ Email _____

Health _____

Health of Spouse _____

Table with 3 columns: Children, Age, State of Residence. Two rows of input lines.

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1. Personal Questions

- | | Yes | No |
|--|-----|-----|
| 1. Do you have a financial advisor?
(No stockbrokers, please)
If yes, who? _____ | ___ | ___ |
| 2. Do you have a living trust? | ___ | ___ |
| 3. Do you have a will? | ___ | ___ |
| 4. Do you have income from real estate? | ___ | ___ |
| 5. Do you have an attorney? | ___ | ___ |
| 6. Do you have an accountant? | ___ | ___ |
| 7. Do you expect to care for a child or parent? | ___ | ___ |
| 8. Do you expect an inheritance? | ___ | ___ |
| 9. Any problems with previous stockbrokers? | ___ | ___ |
| 10. Do you have long term care protection? | ___ | ___ |

2. Financial Planning Objectives

Rank the following according to your level of concern.
(Please circle the most appropriate number)

	Not Concerned					Very Concerned				
	1	2	3	4	5	6	7	8	9	10
Planning for Children Grandchildren										
Reducing Current Income Taxes										
Increasing Current Income										
Estate Planning										
Desire for Professional Management										
Maximum Growth										
Combined Growth & Income										

3. Collectibles/Collections (coins, stamps, etc.)

	Estimated Value
_____	_____
_____	_____
_____	_____
_____	_____

4. Real Estate

- Estimated Value of Home \$ _____
- Remaining Mortgage \$ _____
- Equity in Home \$ _____
(market value less mortgage)
- Remaining Mortgage \$ _____
- Total Value of Real Estate \$ _____

5. Sources of Monthly Income

- Wages \$ _____
- SOCIAL SECURITY
- You \$ _____
- Spouse \$ _____
- PENSION
- You \$ _____
- Spouse \$ _____

6. Bank and Credit Union Inventory

(Checking, Savings, Money Market Accounts)

Name of Institution	Average Balance
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____

7. Current Stockbrokers

(Please check any brokerage firm that you have any account with)

- | | |
|--------------------|------------------|
| ___ Merrill Lynch | ___ Paine Webber |
| ___ A.G. Edwards | ___ Prudential |
| ___ Raymond James | ___ Other |
| ___ Charles Schwab | ___ Other |
| ___ Smith Barney | ___ Other |

8. Individual Stocks & Bonds (Please include EE Bonds, but not mutual funds or IRA's here.)

Also, please bring all statements)

Number Of Shares	Name of Company	Original Investment	Market Value	Ownership	Date Acquired
_____	_____	\$ _____	\$ _____	_____	_____
_____	_____	\$ _____	\$ _____	_____	_____
_____	_____	\$ _____	\$ _____	_____	_____
_____	_____	\$ _____	\$ _____	_____	_____
_____	_____	\$ _____	\$ _____	_____	_____
_____	_____	\$ _____	\$ _____	_____	_____
_____	_____	\$ _____	\$ _____	_____	_____
_____	_____	\$ _____	\$ _____	_____	_____

9. Mutual Funds/Limited Partnerships

Number Of Shares	Name of Company	Original Investment	Market Value	Ownership	Date Acquired
_____	_____	\$ _____	\$ _____	_____	_____
_____	_____	\$ _____	\$ _____	_____	_____
_____	_____	\$ _____	\$ _____	_____	_____
_____	_____	\$ _____	\$ _____	_____	_____
_____	_____	\$ _____	\$ _____	_____	_____
_____	_____	\$ _____	\$ _____	_____	_____

10. CD's

Name of Bank	Rate of Return	Amt. Invested	Maturity Date
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

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15. Mortgages/Equity Lines of Credit

Your Residence

Interest Rate _____ Monthly Payments \$ _____ Unpaid Balance \$ _____

2nd Mortgage

Interest Rate _____ Monthly Payments \$ _____ Unpaid Balance \$ _____

Other Properties

Interest Rate _____ Monthly Payments \$ _____ Unpaid Balance \$ _____

Interest Rate _____ Monthly Payments \$ _____ Unpaid Balance \$ _____

Interest Rate _____ Monthly Payments \$ _____ Unpaid Balance \$ _____

Interest Rate _____ Monthly Payments \$ _____ Unpaid Balance \$ _____

NOTES: (to be filled at meeting)