



Your Financial Planning Questioners

(A) Profile:

Name: _____ Age: _____ Retirement Age. _____

Occupation: _____ Ph No: _____

• **Number of Depending Family members (Purpose for future Investment Planning) :**

Father Mother Spouse Children _____ (No.) Other(s) _____ (No.)

(B) Financial Details/Investment Details:

• **Annual Income (Purpose for Tax planning) :**

Rs 0- 2.5 L Rs. 2.5-3L Rs. 2.5-3.5L Rs. 3.5-5L Rs. 5-7.5L Rs. 7.5-10L

Rs. 10-15L Rs. 15-30L Rs. 30-50L Rs. 50L-1Cr 1 Cr+

• **Spouse Income (Purpose for Tax planning) :**

Below Rs. 5 L Rs. 5-10 L Rs. 10-15L Rs. 15-25L Above Rs. 25 L

• **You have already Invested in:**

Mutual Fund Fixed/Recurring deposit PPF PF Pension Fund NPS
 Direct Equity Insurance Bond Gold Any other _____

• **Please indicate level of Investment accumulated till date:**

Rs. 1-5 L Rs. 5-10 L Rs. 10-25 L Rs. 25-50 L Above 50 L

• **How familiar are you with Investment matter?**

Experienced Investor Interested Amateur Knowing Basic Novice

• **Regular Investment:**

Equity Shares Rs. _____ SIP Rs. _____ EMI Rs. _____
 Lump sum Investment Rs. _____ Pension Fund Rs. _____
 Life Insurance Rs. _____ Mutual Funds Rs. _____

(C) Expenses:

• **Your Expenses (Rs.):**

Monthly _____, Annual _____, One time (In next _____ year) _____

(D) Savings:

• **What level of cash flow would you require?**

Income Stream Tax efficiency Long term wealth creation Transfer of Benefits to spouse, other dependents Other Dependents

(E) Risk Tolerance:

• **What type of Investment do you Like :**

No Risk Low Risk Medium Risk High Risk

- **Assume you had an initial investment portfolio worth Rs.100,000. If, due to market conditions, your portfolio fell to Rs.85,000 within a short period, say a month, would you: (If your portfolio has experienced a drop like this, choose the answer that corresponds to your actual behaviour.)**

- Sell all of the investments. You do not intend to take risks.
- Sell a portion of your portfolio to cut your losses and reinvest into more secure investment sectors
- I will sell my entire portfolio and not invest in the market further.
- Hold the investment and sell nothing, expecting performance to improve.
- Invest more funds to lower your average investment price.

- **Which of the following statement best reflects the manner you wish to invest to achieve your goals?**

- My investments should be absolutely safe and I just cannot run the risk of losing even a single rupee of principal
- I want to create wealth and not current income
- My investments should generate regular income that I can spend
- My investments should grow in value over time but also generate income from time to time
- My investments should generate some current income and also grow in value over time

- **I am willing to accept these best and worst case scenarios for an initial investment of Rs. 10000 for five years.**

- Rs.10050/Rs.10000
- Rs.13000/Rs.9950
- Rs.27000/Rs.7000
- Rs.45000/Rs.4000
- Rs.82000/Rs.2000

(F) Existing Wealth Disposable for Investment:

- **Please indicate level of Investment you want to start:**

- Below Rs.50 Thousand Rs.1 L Rs.1-5 L Rs. 5-10 L Rs.10-20 L
- Above 20L

- **What is the overall time horizon that you have in mind for your Investment?**

- For 1years 1-3 years 3-5 years 5-10 years 10 years or more

(G) Major Goals in future:

- Housing Buying Plan Child Education Plan Car Buying Plan
- Child Marriage Plan Others (Please Specify) _____

Signature: _____

Date: _____

Trading Code: _____ Client ID: _____