

# CONFIDENTIAL Questionnaire

GETTING TO KNOW YOU

In order for Segue Financial Services to be able to make appropriate recommendations for your investment portfolio, it is important for us to have a good understanding about a number of non-financial issues as well as your current financial position. To help us in this regard, a number of specific questions are asked below. Feel free to discuss your concerns and priorities fully in your answers. If there is insufficient space to answer the questions fully, please attach a separate sheet.

## Client Information Briefing

Date | \_\_\_\_\_

## Personal Consultation

Date | \_\_\_\_\_ Time | \_\_\_\_\_

## Personal Details

Mr (Partner)

Mrs / Ms / Miss (Partner)

Surname | \_\_\_\_\_ | \_\_\_\_\_

Given Names | \_\_\_\_\_ | \_\_\_\_\_

Date of Birth | \_\_\_\_\_ | \_\_\_\_\_

Date of Retirement | \_\_\_\_\_ | \_\_\_\_\_

Address | \_\_\_\_\_ | \_\_\_\_\_

\_\_\_\_\_ | \_\_\_\_\_ | \_\_\_\_\_

Phone Number | \_\_\_\_\_ | \_\_\_\_\_

Email Address | \_\_\_\_\_ | \_\_\_\_\_

Centrelink / DVA Start Date: | \_\_\_\_\_ | \_\_\_\_\_

Are your parents still alive? | \_\_\_\_\_ | \_\_\_\_\_

Describe your health |  Good  Average  Poor |  Good  Average  Poor

Do you have a family history of longevity? | \_\_\_\_\_ | \_\_\_\_\_

Have you permanently retired? | \_\_\_\_\_ | \_\_\_\_\_

Are your Wills current and up to date? | \_\_\_\_\_ | \_\_\_\_\_

Do you have End. Power of Attorney? | \_\_\_\_\_ | \_\_\_\_\_

Where did you hear about Segue Portfolio Partners? | \_\_\_\_\_ | \_\_\_\_\_

## Personal Items – Value

Home | \$ | Land Size | More than 5 Acres?  Yes  No

Home Contents | \$ | Company Insured with? | \_\_\_\_\_

Motor Vehicle | \$ | Company Insured with? | \_\_\_\_\_

Other : Caravan etc | \$ | Company Insured with? | \_\_\_\_\_

**SEGUE**  
your financial direction

Segue Financial Services Pty Ltd  
ABN 84 078 921 758 AFS Licence 255257

# Confidential Questionnaire

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Segue pronounced Segway

## Income Requirements

How much net income is required to meet your lifestyle needs. | \$ | per week | or | \$ | per annum

How much (net) income would you like in retirement (today's value) | \$ | per week | or | \$ | per annum

If you need an additional lump sum in the next year or so to cover one-off capital items such as replacement of car, overseas trip, clearance of debts etc. please specify | Amount \$ | Comments

Describe your attitude to passing on assets to your children / dependants. At one extreme you can maximise your income in your lifetime to enjoy a higher standard of living whilst leaving your family home as a major part of your estate. At the other extreme you can live frugally whilst building-up your assets for your estate. | Comments

## Are you receiving Super Pensions (State Super, Commonwealth or other)

Type of Pension	Gross per fortnight	Tax per fortnight	M/F
	\$		
	\$		

## Your current salary

Employer	Gross per fortnight	Tax per fortnight	M/F
	\$		
	\$		

## Are you receiving a Social Security or DVA Pension; benefit or allowance

Type of Pension	Gross per fortnight	Tax per fortnight	M/F
	\$		
	\$		

## How can we help you?

How do you think we can help you? | Comment

Have you had any bad investment experiences either with specific investments or with investment advisers? | Comment

## Family Details - Your children's information

Name	Occupation	Date of Birth

Please tick on the diagram below where you see your risk profile:



In thinking about your portfolio, how important is (circle applicable answer).

	Low Priority	Moderate Priority	High Priority
Income	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Growth	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Leaving money to your Estate	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
NOT outliving your capital	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Gaining Social Security	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Avoiding negative returns over the shorter term (6 to 12 months)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Focusing on achieving positive returns over the medium – long term rather than short term volatility	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Having secured your income first, growth investments have	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Having secured your income first, avoiding volatility in the growth assets portfolio has ...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ready access to capital	<input type="checkbox"/> 25%	<input type="checkbox"/> 50%	<input type="checkbox"/> 100%

What are your major needs, objectives and concerns

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