# Setting your financial approach in motion

#### Your Name(s)

Date

Financial Advisor/Team Name

Financial Advisor/Team Phone Number

Financial Advisor Email

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# Your Goals Matter To Us

Whether you're interested in getting a better understanding of your assets and liabilities, trying to figure out what you can expect when you retire, or looking to help your children pay for college, meeting your financial goals depends on the success of the investment approach you adopt today.

Our approach, Goals-Based Wealth Management (GBWM), puts you, rather than the market, at the center of the wealth management process. Using an understanding of your life as a foundation—your priorities, goals, and resources—your advisor can offer potential financial solutions to help you pursue your goals, assist you as you track progress toward meeting them, and work with you to adjust your financial approach over time as needed.

This questionnaire will help your advisor gain a deeper understanding of your life by providing them with information about your goals, expenses, income, assets and liabilities. In addition to filling out this questionnaire, it can also be helpful to enroll in My Financial Picture<sup>®</sup> on MyMerrill<sup>®</sup>, which helps your advisor to view all of your assets, liabilities, and expenses in one secure place if you choose to share this information with them. He or she may also ask you to complete an Investment Personality Questionnaire to better understand who you are as an investor and what is important to you.

Building upon this foundation, your advisor will work with you to help identify, define, and prioritize your goals, including how much risk you're willing to take on to pursue them. This will help him or her offer an appropriate financial strategy that is aligned with what you want to achieve.

Once you and your advisor have developed a financial profile tailored to your unique goals and investment personality, it is important you review your progress regularly. This questionnaire gathers information that will help your advisor conduct a review that is focused on your goals and the progress you've made toward pursuing them. It is always important that you inform your advisor of any life events you experience or changes to your financial situation, needs, and goals, so that you can have a conversation about any possible changes to your financial approach that may be needed to help you stay on track.



# Personal Information

Client 1	Full Name	dle, Last, S	uffix				Gender	M	F
	Date of Birth	d/уууу							
	Marital Status S	Single	Married	Domestic Partnership	Separa	ated	Divorced	Widov	wed
	At what age do you	ı plan to	retire?						
Client 2	Full Name	dle, Last, S	uffix		Gend	er I	M F		
	Date of Birth	d/yyyy							
	Marital Status S	Single	Married	Domestic Partnership	Separa	ated	Divorced	Widov	wed
	At what age do you	ı plan to	retire?						
Dependents	Name (First and Last)			Date of Birth (mm/dd/yyyy)	Gende M		Relationship		
						F F			
						F			
					М	F			
					М	F			
					М	F			
	- I			. •					
	I AX I	n	<sup>-</sup> Or	matic	)N				

Neither Bank of America nor any of its affiliates provide legal, tax or accounting advice. You should consult your legal and/or tax advisors before making any financial decisions. Please estimate your expected tax rate in retirement.

Income Tax

Current Rate

\_\_\_\_%

\_%

\_\_\_\_\_% Expected Retirement Rate

Capital Gains Tax

Current Rate

\_\_\_\_\_% Expected Retirement Rate



# **Expenses in Retirement**

Please estimate your expenses, excluding income taxes, in retirement. Essential expenses are the basics you need, such as rent or mortgage, utilities, health care, transportation, food, etc. Important expenses are critical but you may have some flexibility in how or when you pay for them. A good example might be paying for a child's or grandchild's education. Aspirational expenses are "wants" as opposed to "needs," such as entertainment, gifts, travel, or vacation home. Make these estimates based on current prices.

#### Client 1 Yearly Retirement Lifestyle \$

What percentage of this lifestyle is essential, important or aspirational? The percentages that you provide should add to 100%:\_\_\_% is essential; \_\_\_\_% is important;\_\_\_\_\_% is aspirational

Client 2 Yearly Retirement Lifestyle \$ \_\_\_\_\_

What percentage of this lifestyle is essential, important or aspirational? The percentages that you provide should add to 100%:\_\_\_% is essential; \_\_\_\_% is important; \_\_\_\_% is aspirational

## Income

Please estimate your current income and potential social security income Client 1 Annual Salary \$ \_\_\_\_\_ Annual Social Security \$ \_\_\_\_\_ Other Income Annual Amount Duration (in years) (pension, annuity, wages, business & rental income) Client 2 Annual Salary \$ \_\_\_\_\_ Annual Social Security \$ \_\_\_\_\_ Other Income Ş Annual Amount (pension, annuity, wages, business & rental income) Duration (in years)



# Financial Assets

Please estimate the values of your investments, whether in or out of a retirement account.

Client 1 Taxable Financial Asset (i.e. investment accounts, bank accounts, CDs, etc.) Assets Annual Contributions Tax-deferred Financial Assets (i.e. traditional 401(k), 403(b), etc.) \$ Assets Annual Contributions Tax-free Financial Assets (i.e. Roth IRA, Roth 401(k), etc) \$ Assets Annual Contributions Home(s) \$ \_\_\_\_ Client 2 Taxable Financial Asset (i.e. investment accounts, bank accounts, CDs, etc.) \$ Assets Annual Contributions Tax-deferred Financial Assets (i.e. traditional 401(k), 403(b), etc.) \$ Annual Contributions Assets \$ \_\_\_\_\_ Assets Tax-free Financial Assets (i.e. Roth IRA, Roth 401(k), etc) Annual Contributions

Home(s) \$ \_\_\_\_\_

# Liabilities

Client 1 Mortgage(s) \$ \_\_\_\_\_

Other Liabilities \$ \_\_\_\_\_\_ (i.e. credit cards, LMAs, HELOCs, etc.)

Client 2 Mortgage(s) \$ \_\_\_\_\_

Do you use My Financial Picture<sup>®</sup>? Yes No



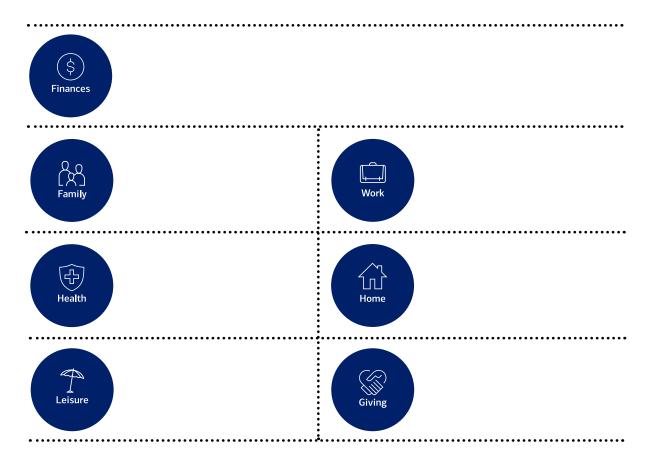
# Goals & Projected Expenses

### How do you feel about your financial picture?

Do you feel like you have: Not enough money Just enough money More than enough money

### What's important to you?

Your financial advisor will help you make investment-related decisions tailored to your financial circumstances, needs, goals, liquidity requirements, risk tolerance, time horizon, and investment objectives. To create a starting point for a conversation about your goals, think about what's important to you. As you list your needs and concerns by the below categories, talk to your advisor about how you feel about these areas of your life, and how you would prioritize their importance.





#### Client 1

#### Attach additional sheets if necessary

### **GOAL INFORMATION**

#### Today's Dollars

Enter the amount of money in today's dollars (not adjusted for inflation) you think you'll need for each goal

#### Inflation Assumption

Unless you specify an inflation assumption, your Financial Advisor will use a standard annual inflation rate to adjust both the amount needed to fund your goals and the value of income sources over time. If you are unsure, your Financial Advisor can help you determine an appropriate specific inflation assumption for each of your goals and income sources.

Priority How important is this goal? Plot on the continuum below:				
Essential	Important	Aspiration		
Goal Owner	Start Date and Duration (Number of Years or Lifetime)	Ş Target Amount or Range (in Today's Dollars)		
To pursue this goal, I'd be	willing to (Examples: Retire later, Reduce spe	nding, Save more)		
Goal Name				
Priority How important is	this goal? Plot on the continuum below:			
Essential	Important	Aspiration		
Goal Owner	Start Date and Duration (Number of Years or Lifetime)	\$ Target Amount or Range (in Today's Dollars)		
To pursue this goal, I'd be	willing to (Examples: Retire later, Reduce spe	ending, Save more)		
Goal Name				
Priority How important is	this goal? Plot on the continuum below:			
Essential	Important	Aspirationa		
	Important Start Date and Duration (Number of Years or Lifetime)	Aspiration \$ Target Amount or Range (in Today's Dollars)		
Essential Goal Owner To pursue this goal, I'd be	Start Date and Duration	\$ Target Amount or Range (in Today's Dollars)		

Priority How important is this goal? Plot on the continuum below:

Essential	Important	Aspirational
Goal Owner	Start Date and Duration (Number of Years or Lifetime)	\$ Target Amount or Range (in Today's Dollars)
To pursue this goal, I'd be wil	ling to (Examples: Retire later, Reduce sp	ending, Save more)



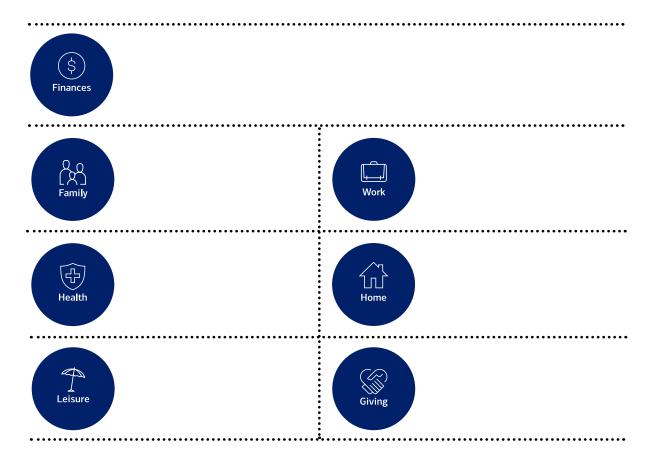
# Goals & Projected Expenses

### Client 2 How do you feel about your financial picture?

Do you feel like you have: Not enough money Just enough money More than enough money

### What's important to you?

Your financial advisor will help you make investment-related decisions tailored to your financial circumstances, needs, goals, liquidity requirements, risk tolerance, time horizon, and investment objectives. To create a starting point for a conversation about your goals, think about what's important to you. As you list your needs and concerns by the below categories, talk to your advisor about how you feel about these areas of your life, and how you would prioritize their importance.





### Client 2

### Attach additional sheets if necessary

### GOAL INFORMATION

Tod	lay'	s D	ol	ars

Enter the amount of money in today's dollars (not adjusted for inflation) you think you'll need for each goal

#### Inflation Assumption

Unless you specify an inflation assumption, your Financial Advisor will use a standard annual inflation rate to adjust both the amount needed to fund your goals and the value of income sources over time. If you are unsure, your Financial Advisor can help you determine an appropriate specific inflation assumption for each of your goals and income sources

Essential	Important	Aspirationa
		\$
Goal Owner	Start Date and Duration (Number of Years or Lifetime)	Target Amount or Range (in Today's Dollars)
To pursue this goal, I'd be w	illing to (Examples: Retire later, Reduce spe	nding, Save more)
Goal Name		
	is goal? Plot on the continuum below:	
Essential	Important	Aspiration
		\$
Goal Owner	Start Date and Duration	Target Amount or Range
	(Number of Years or Lifetime)	(in Today's Dollars)
To pursue this goal, I'd be w	(Number of Years or Lifetime) villing to (Examples: Retire later, Reduce sp	(in Today's Dollars)
To pursue this goal, I'd be w  Goal Name		(in Today's Dollars)
Goal Name		(in Today's Dollars)
Goal Name	illing to (Examples: Retire later, Reduce spo is goal? Plot on the continuum below:	(in Today's Dollars)
Goal Name Priority How important is th	illing to (Examples: Retire later, Reduce sponteness of the continuum below:	(in Today's Dollars) ending, Save more)   Aspirationa
Goal Name Priority How important is th	illing to (Examples: Retire later, Reduce spo is goal? Plot on the continuum below:	(in Today's Dollars) ending, Save more)
Goal Name Priority How important is th Essential Goal Owner	illing to (Examples: Retire later, Reduce spo is goal? Plot on the continuum below: Important Start Date and Duration	(in Today's Dollars) ending, Save more) Aspiration (in Today's Dollars)

Essential	Important	Aspirational
Goal Owner	Start Date and Duration (Number of Years or Lifetime)	ξ Target Amount or Range (in Today's Dollars)
To pursue this goal, I'd be willing to	(Examples: Retire later, Reduce spei	nding, Save more)

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