

# AXA Discovery Survey

## Contact Information

\* Required fields

First Name: \*

Last Name: \*

Address:

City:

State:

Zip:

Phone: \*

E-mail Address: \*

Date of Birth:

Occupation:

Employer:

Business Address:

Business City:

Business State:

Business Zip:

Business Phone:

Marital Status:

- single
- married
- partnered
- divorced
- widowed

Number of Dependents:

Children's Ages:

Tax Bracket:

If you're not sure, check with your tax advisor or find your bracket on your most recent tax return<sup>1</sup>.

- 15%
- 25%
- 28%
- 33%
- 35%

1. AXA Advisors does not provide legal, accounting or tax advice.

## Retirement Strategies

How concerned are you about:

High Low

Knowing how much income, in today's dollars, you will need upon retirement?

Knowing how much income your current plan will provide upon retirement?

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Having a systematic program for savings and investments?	<input type="radio"/>	<input type="radio"/>
Accumulating retirement funds without paying current taxes on any growth?	<input type="radio"/>	<input type="radio"/>
Reducing current taxation on a portion of your retirement income?	<input type="radio"/>	<input type="radio"/>
Your savings and investments maintaining their buying power?	<input type="radio"/>	<input type="radio"/>
	<b>Yes</b>	<b>No</b>
Does your company provide a retirement plan?	<input type="radio"/>	<input type="radio"/>
Does your spouse's company provide a retirement plan?	<input type="radio"/>	<input type="radio"/>
Are you satisfied with the amount of your current savings and investments?	<input type="radio"/>	<input type="radio"/>
Are you satisfied with your asset diversification?	<input type="radio"/>	<input type="radio"/>
Have you confirmed your Social Security earnings and benefits in the last 12 months?	<input type="radio"/>	<input type="radio"/>
At what age would you like to retire?		
At what age would your spouse like to retire?		
In <b>current dollars</b> , what amount will you need monthly?		
What amount will your spouse need monthly?		

## Accumulation Strategies

<b>How concerned are you about:</b>	<b>High</b>	<b>Low</b>
Providing funds for your children's college education?	<input type="radio"/>	<input type="radio"/>
Saving for a new or second home?	<input type="radio"/>	<input type="radio"/>
Saving for a special vacation?	<input type="radio"/>	<input type="radio"/>
Saving for a special project or purchase?	<input type="radio"/>	<input type="radio"/>
Saving to buy a business or practice?	<input type="radio"/>	<input type="radio"/>
	<b>Yes</b>	<b>No</b>
Do you know how much money you will need for your accumulation goals?	<input type="radio"/>	<input type="radio"/>

## Income Protection Strategies

<b>How concerned are you about:</b>	<b>High</b>	<b>Low</b>
Paying off the mortgage and other debts in the event of death or disability?	<input type="radio"/>	<input type="radio"/>
Providing adequate income for your family in the event of death or disability?	<input type="radio"/>	<input type="radio"/>
Providing long-term care for yourself, your spouse or your parents?	<input type="radio"/>	<input type="radio"/>
	<b>Yes</b>	<b>No</b>
Does your company provide group term life insurance?	<input type="radio"/>	<input type="radio"/>

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Does your company provide survivor's benefits for your spouse?	<input type="radio"/>	<input type="radio"/>
Does your company provide a disability income program?	<input type="radio"/>	<input type="radio"/>
Would you like to review your current insurance coverage?	<input type="radio"/>	<input type="radio"/>
Do you believe you may have to support a parent or other family member?	<input type="radio"/>	<input type="radio"/>
Are there any special needs situations?	<input type="radio"/>	<input type="radio"/>

## Wealth Preservation Strategies

How concerned are you about:	High	Low
Reducing estate taxes your heirs may have to pay? <sup>2</sup>	<input type="radio"/>	<input type="radio"/>
Providing for the efficient transfer of assets to your heirs?	<input type="radio"/>	<input type="radio"/>
Managing an inheritance or potential inheritance?	<input type="radio"/>	<input type="radio"/>
Setting up a Living Trust?	<input type="radio"/>	<input type="radio"/>
Having an up-to-date will?	<input type="radio"/>	<input type="radio"/>
How soon would you like to have an up-to-date will?	<input type="radio"/>	<input type="radio"/> within 30 days <input type="radio"/> within 60 days
	Yes	No
Do you have an attorney?	<input type="radio"/>	<input type="radio"/>
Do you have a CPA/Tax advisor?	<input type="radio"/>	<input type="radio"/>
Would you consider starting a gifting program to reduce the size of your estate?	<input type="radio"/>	<input type="radio"/>
Would you consider making charitable gifts?	<input type="radio"/>	<input type="radio"/>

2. AXA Advisors does not provide legal, accounting or tax advice. You should consult your own legal, accounting or tax professional for such advice. Only investment advisory representatives may offer and provide financial planning services.

## Other Strategies

	Yes	No
Do you have written financial goals?	<input type="radio"/>	<input type="radio"/>
Have you implemented a plan for achieving your goals?	<input type="radio"/>	<input type="radio"/>
Do you have a current inventory of your major assets?	<input type="radio"/>	<input type="radio"/>
Do you have a current copy of your company's benefit program?	<input type="radio"/>	<input type="radio"/>
Would you like a review of existing financial arrangements?	<input type="radio"/>	<input type="radio"/>
Is it important for you to have access to a team of financial professionals?	<input type="radio"/>	<input type="radio"/>

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Would you like a comprehensive financial analysis?

If not, is there one area or several areas that you would like to focus on?

If yes, what areas are they?

## Anticipated Changes

Check all that are likely to occur in the next 12 months

- |   |   |
|---|---|
| <input type="radio"/> Marriage                  | <input type="radio"/> Buy or sell an investment   |
| <input type="radio"/> Have a child              | <input type="radio"/> Inheritance                 |
| <input type="radio"/> Graduation                | <input type="radio"/> Buy or sell a home          |
| <input type="radio"/> Divorce                   | <input type="radio"/> Job change or promotion     |
| <input type="radio"/> Care for dependent parent | <input type="radio"/> Bonus or salary increase    |
| <input type="radio"/> Obtain a loan             | <input type="radio"/> Buy a business or practice  |
| <input type="radio"/> Pay off a loan            | <input type="radio"/> Sell a business or practice |
| <input type="radio"/> Increase savings          | <input type="radio"/> Retirement                  |

## Household Income

- |   |   |
|---|---|
| <input type="radio"/> Under \$50,000      | <input type="radio"/> \$100,000 - \$199,999 |
| <input type="radio"/> \$50,000 - \$74,999 | <input type="radio"/> \$200,000 - \$499,999 |
| <input type="radio"/> \$75,000 - \$99,999 | <input type="radio"/> \$500,000 or more     |

## Types of Assets or Insurance

- Home

Current Market Value:

Mortgage Outstanding:

- |   |   |
|---|---|
| <input type="radio"/> Second Home           | <input type="radio"/> Annuities                         |
| <input type="radio"/> Other Real Estate     | <input type="radio"/> Permanent/Variable Life Insurance |
| <input type="radio"/> Savings Accounts/CDs  | <input type="radio"/> Business/Practice                 |
| <input type="radio"/> Money Market Accounts | <input type="radio"/> IRA                               |
| <input type="radio"/> Stocks/Bonds          | <input type="radio"/> Other Retirement Plans            |
| <input type="radio"/> Mutual Funds          | <input type="radio"/> Other                             |

## Assets and Liabilities

**Total Assets (exclusive of home)**

- Under \$100,000
- \$100,000 - \$199,999
- \$200,000 - \$299,999
- \$300,000 - \$499,999
- \$500,000 - \$999,999
- Over \$1,000,000

**Total Liabilities**

- Under \$50,000
- \$50,000 - \$99,999
- \$100,000 - \$149,999
- \$150,000 - \$249,999
- \$250,000 - \$499,999
- Over \$500,000

## Personal Experience, Goals and Objectives

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What is the best investment  
you've ever made?

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What is the worst investment  
you've ever made?

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What is the most important thing  
in your life right now?

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In the next five years, what has to happen  
for you to have financial success?

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How much would you like to set aside on a  
monthly/yearly basis to achieve your financial  
goals?

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**How Much of a Risk Taker Are You?**

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