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| NET WORTH FORM*This is a Microsoft Word document to be filled out on your computer by both you and your spouse. Do not print and fill out by hand. Various tables will have to be expanded to accommodate your additional information.* |
| Client Name: | Spouse Name: | Date: |

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| **POINTS TO CONSIDER REGARDING NET WORTH***For areas of concern or interest, place an “X” in the adjacent box* |
|  | *Benchmark –* All investments, including housing purchases, should have a benchmark. What is a benchmark and where can it be located? |
|  | *Diversification –* Are there any concentrated stock positions in the portfolio? Does the portfolio have any international or small cap exposure? Does diversification work considering most asset classes tend to move together in bull and bear markets? |
|  | *Employee Stock*-What is net unrealized appreciation and how can that be advantageous to an employee with company stock in a qualified retirement plan?  |
|  | *Leverage*-What is a prudent level of debt relative to income? |
|  | *Leverage –* What are the advantages and disadvantages of using a home equity loan over credit card debt? |
|  | *Leverage –* If an owner of commercial real estate, what impact will a balloon loan have in a tight credit economy? |
|  | *Liquidity –* What level of emergency cash reserve is recommended? Does this dollar amount change depending on whether both spouses are working? If a home equity line of credit is available, does that impact the required reserve? |
|  | *Progress –* Is your net worth rising, declining, or staying the same year after year? How will this trend impact the ability to reach certain goals such as early retirement, a vacation home or funding a child’s education?  |
|  | *Student Loans*-What types of loans are available? What is the difference between subsidized and unsubsidized loans, or private versus public loans? Should the parent absorb all debt? |
|  | *Taxes –* What types of investments should be held in a taxable account? With current tax laws are there any advantages to booking gains (or losses) by selling a security? |
|  | *Valuation –* Some assets, including stocks and mutual funds, are easier to value than land and businesses as they are priced frequently. For any illiquid assets, have they been appraised within five years?  |
| *Additional Points or Comments:* |

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| **INVESTMENTS HELD AT FINANCIAL INSTITUTIONS**Scan and send with this form all account statements to *Karen@ContourFinancial.com*. If there are too many statements, then provide originals or copies for our office.  |
|  | Savings/Checking |  | Money Market |  | Certificate of Deposit |  | Taxable Brokerage |
|  | Sep IRA |  | Traditional IRA |  | Roth IRA |  | Pension Plan |
|  | 401(k) Retire Plan |  | 403(b) Retire Plan |  | Deferred Comp Plan |  | 529 Education Plan |
|  | Employee Stock |  | Cash Value Insurance |  | SURS |  | HSA plan |
|  | For qualified retirement plans, include a list of the investment choices available. |
| *Skip this section if there is no pension with a lump-sum payout option. (Lump-sum is defined as a plan that does not require that the whole plan value be converted to an annuitized monthly payment in the future). In addition to supplying the statement please advise on the following. (For additional rows, place cursor outside right side of table row and hit “enter”.)*

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| **Pension Owner** | **Pension Name** | **Pension Value1** | **Payout2** | **Owner Dies3** | **Fund****OK4** |
|  |  | $ | % | % | % |
|  |  |  |  |  |  |
| 1What is the current lump-sum (not annuitized monthly payment) value of the pension?2Depending on the plan rules, the pension owner can’t always withdraw all funds. Some portion may need to be annuitized into a monthly payment. Place 100% here if pension owner can withdraw all funds, or a lower percentage if the plan has this restriction. If 0% is placed here, then this section should be skipped as the annuitized monthly payment information will be entered on the Current Finances-Cash Flow form.3How will the value of this pension be affected for the surviving spouse should the pension owner pass before annuitized monthly payments begin? If value is not reduced enter 100%, if eliminated enter 0%, or if reduced enter the appropriate percentage.4How secure is the pension? The pension’s percent funded is a key measure, which compares total fund assets to total fund liabilites. This figure is found on the pension fund’s annual report. |

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| *Is there anything else that we need to know about investments held at financial institutions?* |

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| **PERSONAL RESIDENCES***Skip section if not a homeowner. Include any residences that are not used for business purposes. Note that the mortgages and home equity loans are not recorded here but are listed on the “Current Finances-Cash Flow” form. (For additional rows, place cursor outside right side of table row and hit “enter”.)* |
| **Property****Description** | **Address** | **Owner1** | **Bought MM/YY** | **Purchase****Price** | **Market****Value2** |
|  |  |  | / | $ | $ |
| 1For ownership use 1-Self, 2-Spouse, 3-Self-Trust, 4-Spouse-Trust, or 5-Joint.2[Zillow.com](http://www.zillow.com/) is used to value the home. To override this value, enter a dollar amount. |
| *Is there anything else that we need to know about your personal residences?* |

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| **VACANT LAND, RENTAL PROPERTY OR BUSINESS INTERESTS***Skip section if no vacant land, rental property or business interests is in the portfolio. Note that mortgages and loans are not recorded here but are listed on the “Cash Flow” form. (For additional rows, place cursor outside right side of table row and hit “enter”.) If assistance is needed calculating the growth rate or market value, please contact us.*  |
| **Investment****Description** | **Address** | **Owner1** | **Date****MM/YY2** | **Value3** | **Growth Rate4** | **Market Value5** |
|  |  |  | / | $ | % | $ |
| 1For ownership use 1-Self, 2-Spouse, 3-Self-Trust, 4-Spouse-Trust, or 5-Joint2This would be either the date of appraisal or date of purchase if the investment was never appraised.3This would be either the appraisal value or purchase price plus any improvements if the investment was never appraised.4This is the yearly capital appreciation (e.g. – appreciation in land value or the increase in business value) growth rate only. **Do not include any cash flow that is generated by the investment (e.g. rent or dividends), as that is found on the “Current Finances-Cash Flow” form.** Obtain this percentage from either:* If purchased years ago compare purchase price to appraisal.
* If property was purchased too recently to have been appraised, then determine the capital appreciation growth rate by:
	+ Referring to the business plan used originally to purchase investment.
	+ Using the “Goals-Purchase of Business, Rental, or Vacant Land” form.

5Calculated with the formula (Growth Rate**4** + 1) x (Today’s Date YY – Historic Date YY2) x Value**3**. |
| *Is there anything else that we need to know about investments not held at financial institutions?* |

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| **PRECIOUS METALS***Skip section if no precious metals are physically held. Note that metals held through an exchange traded fund, for example, should not be listed here. Instead, provide a statement from the financial institution.*  |
| **Precious Metal** | **Owner1** | **Purchase Date** | **Purchase Price** | **Valuation Date** | **Market Value** |
|  |  | / | $ |  | $ |
| 1For ownership use 1-Self, 2-Spouse, 3-Self-Trust, 4-Spouse-Trust, or 5-Joint |
| *Is there anything else that we need to know about the precious metals?* |