



of Wells Fargo Advisors

Please complete this survey. Circle all that apply.

I/we are:

1. Working
2. Retired
3. Working/Retired

I/we are:

1. Under 40
2. 40-50 Years Old
3. 50-60 Years Old
4. 60-65 Years Old
5. Over 65

I/we are:

1. Managing our investments ourselves
2. Working with a Financial Advisor
3. Call me! I need a Financial Advisor.

What concerns you about social security's sustainability?

1. Benefits won't be there for me/spouse
2. Benefits will be reduced
3. Not concerned
4. Not sure how much it will affect me/spouse

Do you know which social security claiming strategies are available to you and which you are going to choose?

1. Spouse claiming first
2. Spousal benefits
3. File and Restrict (still only available to certain birth years)
4. Haven't explored
5. Uncertain I/we have options?

Have you ran a calculated analysis to ensure comfortability that your retirement income will exceed your expenses?

1. Yes
2. No
3. Unsure how to do this effectively
4. I have enough money, not concerned

How have you planned for retirement income when you retire? What are you depending on?

1. Yes, social security is my main income source plan
2. No, I haven't planned. How much will I get from social security?
3. Not sure exactly how, but feel I have enough money
4. I am concerned, I am not sure how to plan for the source of income from each source/asset

Do you know if you are covered by any company pension plan?

1. Yes – I know exactly how much
2. Yes – not sure how much I will get
3. Yes – there are so many options, I don't know how to plan
4. No – not eligible

Have you determined how fixed and variable expenses will play into your long duration in retirement?

1. Yes
2. No
3. What's the difference?
4. My/our expenses are minimal, I/we are not concerned

Which part of rising healthcare costs concern you the most?

1. Medical expenses while you are working
2. Medical expenses in retirement
3. Long Term Care/Nursing Home Care
4. Too much medical care needed, too early into retirement

How have you prepared for inflation's effect on your portfolio and spending?

1. Increased or decreased equity
2. Increased or decreased debt
3. Increased cash
4. Reviewed expenses to re-evaluate spending
5. What's inflation?!

How have you taken the market's volatility into consideration and how this will play a role in your retirement future?

1. Reduced or increased equity portion of my portfolio
2. Inflation
3. Interest Rates
4. Expenses in retirement
5. Dreams, goals and objectives for my/our retirement standard of living
6. Legacy/Philanthropic giving

Do you own bonds? Are you familiar with how bonds work and the inverse relationship between rates and prices? Do you understand how you could possibly lose money on bonds in a rising interest rate environment?

1. I thought bonds are safe, can I lose money on bonds?
2. I own bond funds and I am not concerned
3. I don't own bonds
4. I own a Target Date Fund, not bonds
5. I don't understand how bonds work

What steps have you taken into consideration to evaluate your future retirement age?

1. I have a birth year in mind
2. I want to retire on a certain date
3. I have relied on my 401K plan's website projections
4. My Financial Advisor has worked through my entire plan to help me clearly see my options
5. I have no idea how to do this

My/our investable assets consist of (type of accounts):

1. My current employer 401K/403B
2. My previous employer 401K/403B
3. Traditional IRA
4. SEP IRA/SIMPLE IRA
5. ROTH IRA
6. After Tax Brokerage Account

I/we feel that we:

1. Have clarity on our financial picture
2. Understand the type of investments we own
3. Unsure of our financial future
4. Concerned we don't understand how our assets are positioned and if they are appropriate for now or for our future

If you are a business owner, running a defined personal financial process will help answer many questions about a potential sale. Have you started to consider your personal financial future as you prepare for a Business transition/succession?

1. Yes
2. No
3. Not sure how
4. Not sure whom to do this with

Please contact me. I would like to schedule a complimentary consultation to review my personal situation.

Name _____

Phone _____

Email _____

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