



PACIFIC LIFE

Estate Architect Fact Finder

1 - Basic Information

			<i>Client</i>	<i>Spouse</i>
Last Name ¹			First Name ¹	First Name ¹
Address			Work Phone	Work Phone
City	State	Zip	Social Security # ¹	Social Security # ¹
Home Phone			Date of Birth ¹	Date of Birth ¹

Pre-Retirement Tax Bracket: ____%
Post-Retirement Tax Bracket: ____%

Notes:

¹ This is a required field when setting up a new client within Estate Architect.



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2 - Immediate Cash

Immediate Cash Needs:

	At Client's Death	At Spouse's Death
Emergency Fund ¹		
Debts to Pay Off ²		
Funeral Expenses ³		
Estate Admin. Expenses ⁴		
Home Mortgage ⁵		

Education List All Children Under 18:

Student Name/Age	College Name	Annual Tuition ⁶	Tuition Type			Room & Board	Years in College
			In Area	In State	Out of State		
			<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
			<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
			<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
			<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		

¹ An emergency fund is cash or savings set aside for large unexpected expenses such as major home repairs (roof repairs, appliance replacement, car repairs, etc.), medical expenses from a prolonged illness, savings cushion to allow surviving spouse time to return to work. A general rule of thumb is 3 – 6 months of living expenses.

² Debts that would be considered here are things such as Credit Cards, Auto Loans, Line of Credit, Student Loans and Private Notes.

³ Nationally, funeral expenses range from \$5,000 to \$10,000 but vary based on location and family preferences. Become familiar with the costs in your client's area. Estimate the expenses and enter in this field.

⁴ Estate Administrative Expenses are transfer costs involved with "transferring" an estate to the heirs. Items that may be considered in this field would be estate taxes, state death taxes, probate fees, legal & administrative fees and income and excise taxes. Keep in mind that Estate Architect does not calculate estate taxes.

⁵ Enter the amount of the home mortgage that your client wants to "pay-off" in the event of his/her death or his/her spouse's death. Keep in mind that if the individual has decided to pay off the mortgage, then the mortgage payment should be deducted from the calculation for 3 - 6 months of living expenses. If your client wants to continue to pay the mortgage each month even after the death of a spouse, leave this field blank. Instead, factor in the mortgage payment as part of the Percent of Income Needed in the Income Replacement section.

⁶ If the annual tuition of a particular college is not known, Estate Architect can automatically enter this information based on the college name.



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3 - Income Replacement Needs

Immediate Cash Needs:

	At Client's Death	At Spouse's Death
Family's Current Annual Income		
Percent of Income Needed ¹		
Spouse's Income		
Other Income		

Spouse has worked for 10 years and qualifies for his/her own Social Security retirement benefits

Average Social Security Benefit:²

	Youngest Child Age	Second Youngest Child's Age	Third Youngest Child's Age ³

	Client	Spouse
Date of Birth		
Salary Before Death ⁴		
Salary After Spouse's Death		

Net Return After Inflation:

	Client	Spouse
Assumed Invest. Return (%) ⁵		
Assumed Inflation Rate (%)		

¹ General guidelines are from 60% – 80% of income to replace. If a mortgage is to be paid off, the percentage of income needed may be 60% or lower. If a mortgage will continue even after the death of a spouse, the percentage of income needed may be 80% or higher.

² In general, the following may be eligible for annual Social Security survivor benefits at the death of a worker:

- Spouses age 60 or older (or 50 or older if disabled) may be eligible for widow or widower benefits
- Children under age 18 (or 19 if in high school) may be eligible for child's benefit
- Disabled children, if disabled before age 22, may also be eligible for child's benefit
- Spouses caring for children younger than age 16 may be eligible for a mother's or father's benefit

College students are no longer eligible for benefits. Estate Architect automatically estimates these Social Security benefits with the exception of special age rules for disabled survivors.

³ Three children are the maximum that the Social Security benefits consider in calculation of the maximum benefit.

⁴ In most cases, current earned income should be used.

⁵ Enter the long term interest rate or rate of return that could be earned on an average of all investments.



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4 - Existing Assets

Liquid Assets:

	At Client's Death	At Spouse's Death
Cash Savings		
Marketable Securities		
Other		

Retirement Plans: Social Security Normal Retirement Age is 67- If other age desired : _____

	Client	Spouse
Tax-Deferred Retirement Plan Balance ¹		
Non Tax-Deferred Retirement Plan Balance		
Yearly Deposits		

Non-Liquid Assets to Liquidate:

	Market Value less Outstanding Loans	Discount Rate (%) ²
Real Estate #1		
Real Estate #2		
Real Estate #3		
Business Interest		
Other		

Existing Life Insurance:(list carrier, death benefit, and cash values)³

	Client	Spouse
Group Term Life		
Term Life		
Cash Value Life		

¹ Enter the current balance of the vested portion of the Client and Spouse's retirement plans such as Defined Contribution plans, Profit Sharing Plans, 401(k), 403(b), tax-deferred annuities, etc. Note: a Defined Benefit plan having a defined Survivor Benefit in the form of annual income should be entered in the Income Replacement section as Other Income.

² This discount rate would be used to adjust the non-cash assets for items such as sales commissions, transaction charges, escrow fees, reduced marketability because the owner is dead (in the case of a small business).

³ Second to Die or Survivorship insurance is not considered in Estate Architect since the life insurance used here is assumed to be payable at the death of either one of the spouse, not both spouses.