



MCKENZIE LEGAL & FINANCIAL

FINANCIAL CONSULTING | ESTATE PLANNING | ELDER LAW

THOMAS L. MCKENZIE, JD, RFC
2631 Copa De Oro Drive
Los Alamitos, CA 90720
TEL: (562) 594-4200 ♦ Fax: (562) 394-9512
Website: www.ThomasMcKenzieLaw.com

WEALTH PRESERVATION, ESTATE PLANNING, FINANCIAL CONSULTING AND ELDER LAW STRATEGIES

TRANSMITTAL MEMO

Greetings!

Enclosed you will find our confidential estate planning questionnaire. This questionnaire is used to gather the information necessary to properly plan your estate. Please answer all applicable questions as completely as you can. The more information you can provide, the better I can answer your questions, and, if you have decided to establish your estate plan through this office, draft your documents in accordance with your wishes. However, accuracy to the exact dollar is not necessary.

If you have not scheduled an appointment, but would like one, please call our office at (562) 594-4200.

If you have scheduled a meeting, please bring **the completed questionnaire, any existing estate planning documents** (e.g. trusts, wills, etc.), as well as a **copy of the deed(s) to any real property** that you own, if any, along with a **copy of the latest property tax statement(s)** on such properties, and any **financial information or investments** that you would like reviewed (e.g. statements, annuity contracts, etc.).

If you live in Leisure World, please also bring your Leisure World Stock Certificate and Active Membership certificate to our meeting.

Please note that no attorney-client relationship is established until an Agreement for legal services has been executed by yourself and a representative of the firm, and the required deposit, if any, is paid in full.

Thank you for your cooperation,

THOMAS L. MCKENZIE

TLM:nam



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Thomas L. McKenzie JD, RFC Financial and Legal Consulting

Thomas L. McKenzie received his *Juris Doctor* degree from Western State University College of Law, in Fullerton, California. While working full-time at night and attending full-time daily classes, Tom graduated law school with honors in 1993. While at law school, Tom was on the Dean’s List, and was selected as Associate Editor of Western State’s Law Review. He also received several American Jurisprudence Awards for excellence in academics. During his second year of law school, Mr. McKenzie was the recipient of the Scott McCune Scholarship. Passing the bar on his first try, Tom established *McKenzie Legal & Financial*, and went on to practice in the areas of estate planning, financial consulting, elder law and long-term care planning.



Tom is a member of the California State Bar, as well as the Trust & Estates Section of the Bar. He is an active member of the National Academy of Elder Law Attorneys, and was a member of their National Multidisciplinary Task Force. Mr. McKenzie is a member of the Orange County Bar Association, and is a past Chairman of the Board of Directors of the Elder Law Section of the Orange County Bar Association. He is also a member of ElderCounsel, a network of attorneys who serve the needs of the disabled and elderly. Finally, Mr. McKenzie is an accredited attorney by the US Veterans Administration.

Mr. McKenzie has written numerous articles for various publications and legal periodicals, including the Los Angeles and San Francisco Daily Journals, the National Academy of Elder Law Attorneys’ NAELANEWS, the Gilfix Elderlaw Newsletter, the Leisure World News, the Los Cerritos Community News, and the Orange County Bar Association’s Elder Law Section Newsletter. He frequently lectures on estate planning, financial planning, elder law, and Medi-Cal long-term care planning issues. Tom has been an expert panelist on programs sponsored by Continuing Education of the Bar (University of California), Orange County Bar Association, and California Advocates for Nursing Home Reform.

Mr. McKenzie is also a Registered Financial Consultant, a Series 7 licensed securities broker and Registered Representative, a licensed independent insurance broker, and a Series 65 Investment Advisor Representative. He is a member of the Financial Planning Association of Orange County, and the International Association of Registered Financial Consultants. In January of 2011, Tom was selected as a “Five Star Wealth Manager Award Winner” by *Los Angeles Magazine*, which is an award given to less than 2% of all wealth managers in Southern California. In February of 2011, Mr. McKenzie was profiled in *Newsweek Magazine’s* “Wealth Managers of Los Angeles” section, as one of the Southland’s top advisers. In 2012, Tom was also profiled in *Orange Coast Magazine* as one of Orange County’s top wealth managers. With an understanding of both legal and financial issues, Mr. McKenzie is uniquely situated to advise his clients in the development of a truly comprehensive estate and financial plan.

Mr. McKenzie resides in Orange County with his wife, Natalie, and their four children, Macy, age; 13 Ryan, age 12; Cody, age 7; and Noah, age 5. The firm offers estate planning, long-term care planning, financial consulting and educational services to consumers throughout California.



OF ORANGE COUNTY



MCKENZIE LEGAL & FINANCIAL – DRIVING INSTRUCTIONS
2631 COPA DE ORO DRIVE, LOS ALAMITOS, CA
(562) 594-4200

Please note that as a result of Mr. McKenzie's desire to spend more time with his wife and four school-age children, his offices have been relocated from his prior high-rise offices in Torrance and Fountain Valley, to his current office in Los Alamitos. This custom-built office complex is in a residential tract, in an area of North Orange County known as "Rossmoor." Rossmoor is at the intersection of the 405 Freeway, the 605 Freeway and the 22 Freeway, and is bordered by Long Beach on the West, Seal Beach on the South, and Los Alamitos on the East. Following, are directions to our office:

From the 5 Freeway or the 605 Freeway traveling South: If you are on the 5 Freeway, take the 5 Freeway to the 605 Freeway South. When on the 605 Freeway, travel South to exit 1D to merge onto Katella Ave./E. Willow St. towards Los Alamitos. Continue to follow Katella Ave. approximately 1 mile to Los Alamitos Blvd. and turn right. In approximately 0.3 miles, turn right onto Bradbury Rd. Travel to Montecito Rd. and turn left. Take the 6th right onto Copa De Oro Drive. Our office will be approximately 0.7 miles on the right.

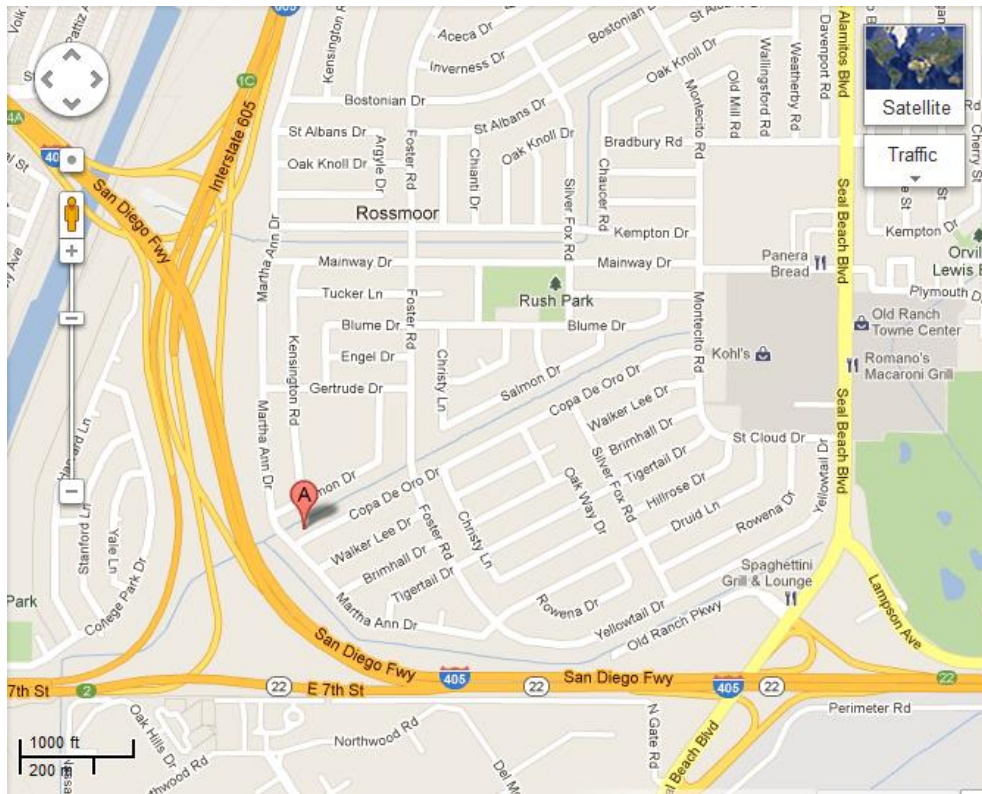
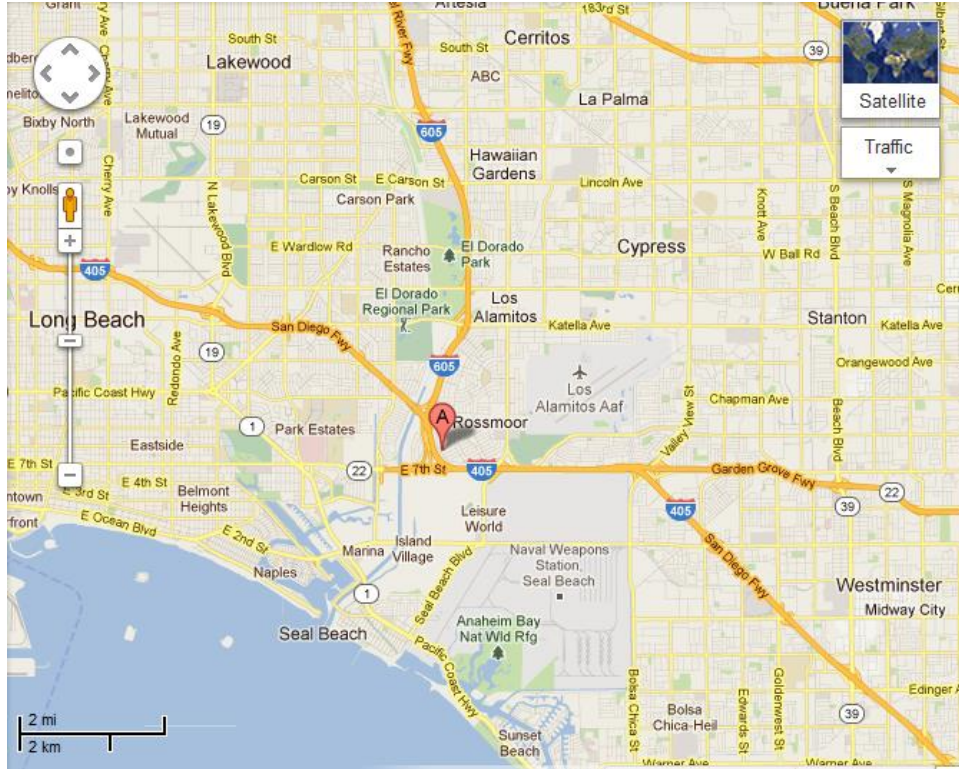
From the 405 Freeway traveling South: Take the 405 Freeway to South to the Seal Beach Blvd. exit, Exit 22, toward Los Alamitos Blvd. Keep right to take the ramp towards Los Alamitos/Seal Beach/Rossmoor. Then, merge right onto Seal Beach Blvd. Travel approximately 0.2 miles and turn left onto St. Cloud Dr., (which will become Montecito Rd.). Travel approximately 0.1 miles and turn left onto Copa De Oro Drive. Our office will be approximately 0.7 miles on the right.

From the 405 Freeway traveling North: Take the 405 Freeway to exit 22 for Seal Beach Blvd. toward Los Alamitos Ave. Turn right onto Seal Beach Blvd. Travel approximately 0.3 miles and turn left onto St. Cloud Dr., which will become Montecito Rd. Travel approximately 0.1 miles and turn left onto Copa De Oro Drive. Our office will be approximately 0.7 miles on the right.

From the 22 Freeway traveling West: Take the 22 Freeway toward Long Beach. Merge onto the 405 Freeway, North. Take exit 22 for Seal Beach Blvd. toward Los Alamitos Ave. Turn right onto Seal Beach Blvd. Travel approximately 0.3 miles and turn left onto St. Cloud Dr., which will become Montecito Rd. Travel approximately 0.1 miles and turn left onto Copa De Oro Drive. Our office will be approximately 0.7 miles on the right.

From the 91 Freeway traveling West towards the 605 Freeway. Take the 91 Freeway West to the 605 Freeway, South. Take exit 1D to merge onto Katella Ave./E Willow St. toward Los Alamitos. Continue to follow Katella Ave., then turn right onto Los Alamitos Blvd. In approximately 0.3 miles, turn right onto Bradbury Rd. Travel to Montecito Rd. and turn left. Take the 6th right onto Copa De Oro Drive. Our office will be approximately 0.7 miles on the right.

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WEALTH PRESERVATION, ESTATE PLANNING, FINANCIAL CONSULTING AND ELDER LAW STRATEGIES

Confidential Estate and Financial Worksheet

Please Complete and Bring To Your First Appointment

Date You Filled Out This Questionnaire: _____

Name of Person or Firm Who Referred You To This Office: _____

PART ONE -- PERSONAL INFORMATION INSTRUCTIONS:

1. Please print or type.
2. Please verify name spellings, addresses and telephone numbers to be sure they are correct.
3. Many of the questions below may not apply to you; if they do not, please leave them blank. Also, if you are not sure about a question, please leave it blank.
4. This questionnaire may seem rather complicated, but it serves as a starting point for our discussions when we meet. When filling it out, please do the best you can. We will discuss any questions at our meeting.

Name _____ Date of Birth _____ Age _____
(per Driver's License)

Legal AKA (if any) _____ Prefer to be called: _____
(AKA = Also Known As)

Country of Citizenship _____ Social Security No. _____

Employer _____ Work Ph. (____) _____ Cell Phone (____) _____

Name of Spouse/Domestic Partner _____ Date of Birth: _____ Age: _____
(per Driver's License)

Legal AKA (if any) _____ Prefer to be called: _____
(AKA = Also Known As)

Country of Citizenship _____ Social Security No. _____

Employer _____ Work Ph. (____) _____ Cell Phone (____) _____

Home Address _____

City _____ State _____ Zip _____ County _____

Home Phone (____) _____ Fax No. (____) _____

Email Address(es): _____

Children (living or deceased)

	Full Name	Sex	Birthdate	Age or Date of Death	Parent			# of Their Children
					Ours	His	Hers	
1.	_____	M F	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
2.	_____	M F	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
3.	_____	M F	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
4.	_____	M F	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
5.	_____	M F	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
6.	_____	M F	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
7.	_____	M F	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
8.	_____	M F	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____

Any management problems with children? _____

Do you have any disabled children or beneficiaries who would be potential beneficiaries of your estate?

Yes No If so, please state his or her **name** and the **nature of the disability**: _____
Age: _____

If this beneficiary is on any governmental benefits (e.g. SSI, SSDI, etc.), please describe: _____

If you have any deceased children, did they leave children surviving? _____

Do you anticipate your beneficiaries having serious disagreements upon your passing? _____

Your Current Estate and Long-Term Care Plan

	<u>YOU</u>	<u>SPOUSE OR DOMESTIC PARTNER</u>
1. Do you have a will?	___ Yes ___ No	___ Yes ___ No
2. Do you have a trust?	___ Yes ___ No	___ Yes ___ No
3. Do you have a power of attorney for finances?	___ Yes ___ No	___ Yes ___ No
4. Do you have a power of attorney for health?	___ Yes ___ No	___ Yes ___ No
5. Do you have a living will?	___ Yes ___ No	___ Yes ___ No
6. Do you have a plan for the possibility of a disabling injury or illness that may necessitate long-term care?	___ Yes ___ No	___ Yes ___ No

7. Please describe your health.

Health Problems (You): _____

Health Problems (Spouse or Domestic Partner): _____

8. Do you have long-term care insurance? (you) ___ Yes ___ No (spouse) ___ Yes ___ No

If so, please fill out the following:

Insurance Carrier: _____ Date of Policy: _____

Maximum Coverage (years) : _____ Maximum Daily Benefit Level (for example, \$100 per day): _____

Is Nursing Home care, Home Health Care, or Both covered under this policy? _____

9. If you are female, would you prefer to be addressed as: ___ Miss ___ Ms. ___ Mrs.

10. If you are married, please answer the following questions:
 What is the **date, city and state of your marriage**? _____
 Since what date have you lived together in California as man and wife? _____
 Do you have a premarital agreement? ___ Yes ___ No
 Do you consider your property to be community property (owned equally by both of you)? ___ Yes ___ No
 If not, please explain _____

11. Any prior marriages?	Reason for Termination of Prior Marriage (e.g. death, divorce)	Year of Final Divorce Decree or Date of Death
You -Name of Former Spouse	_____	_____
Spouse -Name of Former Spouse	Reason for Termination of Prior Marriage (e.g. death, divorce)	Year of Final Divorce Decree or Date of Death
_____	_____	_____

12. If you have an incurable and irreversible condition that will result in your death within a relatively short time, or has produced an irreversible coma or persistent vegetative state, and you are no longer able to make decisions regarding your medical treatment, do you want life support systems to be:

(you)	_____ Terminated	_____ Used to maintain your life
(spouse or domestic partner)	_____ Terminated	_____ Used to maintain your life

13. Are you a Veteran?
 (you) _____ Yes _____ No
 (spouse or domestic partner) _____ Yes _____ No

14. If you live in Leisure World, please fill out below:
Stock Certificate No.: _____ **Series Letter:** _____ **Mutual No.:** _____
Date of Stock Certificate: _____
Active Membership No.: _____ **Date of Active Membership Certificate:** _____
Name(s) As Shown On Certificates: _____

15. Client's CA Driver's Lic. or Senior Citizen ID number: _____
 Date of expiration: _____
 Wife's (or Domestic Partner) CA Driver's Lic. or Senior Citizen ID number: _____
 Date of expiration: _____

Professional Advisors

	Name	Address		Telephone
Attorney:	_____	_____		_____
Accountant:	_____	_____		_____
Financial Advisor:	_____	_____		_____
Insurance Agent:	_____	_____		_____
Other:	_____	_____		_____

PART TWO -- FINANCIAL FACT GATHERING SECTION

Understanding your financial planning preferences and goals can be an important component in developing your overall plan. In addition, clients of our firm may have the option of becoming members of our "Platinum Club." Those who develop their estate plan through our office, and receive coordinated financial advisory services by maintaining a minimum investment in an investment advisory account with our firm, are automatically "members" of our Platinum Club. There are no additional fees or charges involved, and membership is strictly voluntary. Platinum Club members are entitled to ongoing legal and financial advice, as well as discounted (or even free) legal services for themselves, and their families. If you would like more information about our Platinum Club services and benefits, we would be happy to provide a complementary consultation to discuss them. In the meantime, please answer all of the following questions as best you can.

1. Your investment objective summarizes the primary purpose of your financial plan. It serves to define how assets should be managed. While asking yourself "What do I want most to accomplish?", select the objective that best fits the purpose of your financial plan.
 - Preserve asset value
 - Generate high current income
 - Achieve asset growth with moderate current income
 - Achieve strong asset growth with nominal income
 - Achieve maximum capital appreciation
2. Please check the box that indicates your response to the following statement: I am comfortable with investments that may lose money from time to time, if they offer the potential for higher returns.
 - Strongly disagree
 - Disagree
 - Somewhat agree
 - Agree
 - Strongly agree
3. When it comes to your investments, how would you characterize your tolerance for risk?
 - No risk tolerance at all
 - Moderate risk tolerance
 - Moderate to high risk tolerance
 - Highest risk tolerance
4. Your investment time horizon is an important variable to consider when constructing your portfolio. How long will it be before you begin making withdrawals of principal?
 - Under 3 years
 - 3 to 6 years
 - 7 to 10 years
 - Over 10 years
 - Only in case of emergencies
5. Once you begin drawing money out of your investments, what percent per year will you choose to withdraw per year?
 - Do not plan on taking withdrawals
 - Under 3%
 - 3% to 4%
 - 4% to 7%
 - 7% to 13%
 - Over 13%

6. If you were to invest in the near future, what would be your primary goal for the money invested? (check all that apply)
- Short-term "safe money"
 - "Safe money" put away for potential long-term care costs or uncovered medical expenses (e.g. home care, nursing care, etc)
 - Immediate income
 - Growth with some immediate income
 - Long-term growth
7. Assume that the stock market falls in value by 40%, and your stock market investments also fell by 40%. What are you most likely to do?
- Liquidate more than half of your stock market investments and move your money into less risky assets such as CD's or annuities
 - Liquidate less than half of your stock market investments and move your money into less risky assets such as CDs or fixed annuities
 - Retain your stock market investments
 - Increase your investments in the stock market
8. How long could you cover monthly living expenses with the cash you currently have on hand?
- 1 month or less
 - 1 - 3 months
 - 3 - 6 months
 - 6 - 12 months
 - 12 months or more
9. What is your outlook for your future income from sources other than investments over the next 10 years?
- It will greatly decrease
 - It will decrease, but not by much
 - It will stay the same
 - It will increase, but not by much
 - It will greatly increase
10. What is your approximate net worth (i.e. assets minus liabilities)? \$ _____
11. What is your approximate gross estate (i.e. everything you own)? \$ _____
12. What is the "liquid" amount of your net worth (excluding your residence) which can be readily accessed.
- \$50,000 or less
 - \$50,000 to \$100,000
 - \$100,000 to \$250,000
 - \$250,000 to \$500,000
 - \$500,000 to \$1,000,000
 - \$1,000,000 or more
13. How old are your parents, or how old were they when they passed away?
- | | |
|---------------------------------------|--|
| Client (or Husband/Domestic Partner): | Father's current age or age at death _____ |
| | Mother's current age or age at death _____ |
| Spouse or Domestic Partner: | Father's current age or age at death _____ |
| | Mother's current age or age at death _____ |
14. Have you invested in any of the following? (please mark all that apply)
- Bank CDs
 - Fixed annuities
 - Money market accounts
 - Life insurance
15. Are you now or have you in the past invested in individual equities (e.g. stocks) or funds contained equities?
- Yes, and the risk was tolerable
 - Yes, and the risk was intolerable
 - No, but the risk will be tolerable
 - No, because the risk will be intolerable

16. Have you invested in individual bonds or funds containing bonds?
- Yes, and the risk was tolerable
 - Yes, and the risk was intolerable
 - No, but the risk will be tolerable
 - No, because the risk will be intolerable
17. Some people know certain aspects of the portfolio they desire, such as the allocation to U.S. fixed income. What are your feelings on this issue?
- I would rely on my financial advisor to help me determine the allocation
 - I and my financial advisor would determine the allocation
 - I want at least 75% invested in U.S. fixed income
 - I want at least 50% invested in U.S. fixed income
 - I want at least 25% invested in U.S. fixed income
 - I want as little as 0% invested in U.S. fixed income
18. Small company stocks are riskier than stocks of larger companies. But, high quality research indicates that small companies provide a higher risk adjusted return than larger companies. Please describe how you feel about investing in smaller companies in order to increase your returns.
- I do not have a strong opinion and prefer to rely on the advice of my financial advisor
 - I want high exposure to small companies within a diversified portfolio
 - I want some exposure to small companies within a diversified portfolio
 - I am not interested in investing in small company stocks
19. Have you ever invested in foreign securities? How do you feel about investing in foreign securities?
- I do not have a strong opinion and prefer to rely on the advice of a financial advisor
 - Yes I have, and I accepted the currency and political risk in exchange for diversification and potentially higher returns
 - Yes I have, and would not accept the currency and political risk in exchange for diversification and potentially higher returns
 - No, I have not, but I am willing to accept the currency and political risk in exchange for the diversification and potentially higher returns
 - No, and I am not willing to accept the currency and political risk in exchange for the diversification and potentially higher returns
20. If you have qualified pension plans (e.g. IRAs, 401ks, 403(b)s, etc.), are they structured such that they can be "stretched out" over the lifetime of your beneficiaries, thereby vastly increasing their value?
- Yes No I don't know
21. What is your federal income tax bracket?
- 10% 15% 25% 28% 33% 35% Not sure
22. What is your annual income? Husband (or client): \$ _____
- Wife: \$ _____
23. How would you rate the performance of your current investments?
- Excellent Good Average Poor
24. Have all of your assets performed equally as well? Yes No

25. Which investments, if any, have been disappointments?

26. If you have CDs, how long have you been rolling them over? _____
27. Do you anticipate a specific use for your savings in the next year? _____
Within the next five years? _____
Within the next ten years? _____
Within the next fifteen years? _____
28. Do you have a financial advisor or broker? ___ Yes ___ No
Name and firm: _____
How often do you meet with your financial advisor? _____
29. What are the most significant issues that you (and your spouse or domestic partner) want personal financial planning to help you resolve? _____

30. **If there were techniques you could use to lower your taxes, improve your financial position, and/or increase your financial security, what would be your level of interest?**
 I would be very interested
 I would be moderately interested
 I would not be interested

Note: If you are interested in a free review of your current financial plan, please bring copies of your latest financial statements (e.g. mutual fund statements, brokerage statements, etc.) to your appointment.

Your Living Trust/Estate Planning Team

Please indicate the individuals or entities you would like to manage your personal and financial affairs, if you pass away or become incompetent. Please note that if you are married, and unless otherwise stipulated by you, it will be assumed that your first "back-up" would be your spouse.

1. **Initial Trustee(s)** -- The Trustee manages the assets in the Trust. **Usually, you** (or you and your spouse, if you are married) **are the initial Trustee(s) of your Trust.** If you would like someone **other than yourself** to manage the assets of your Trust, please list that person or corporation below:

2. **Back-up Trustees** -- Your Successor Trustees under your **Living Trust** will step in at your disability or upon your death to manage your trust. Usually, the Successor Trustee(s) are either your adult children, trusted friends, or a corporation. **Please list your choice for your Successor Trustees, in order of preference:**

#1 Choice: Name _____ Address: _____

Home Number _____ Work Number _____ Cell Number _____

#2 Choice: Name _____ Address: _____

Home Number _____ Work Number _____ Cell Number _____

#3 Choice: Name _____ Address: _____

Home Number _____ Work Number _____ Cell Number _____

Note: If you have opted to have only a Last Will, rather than a Living Trust, then those individuals you name above will act as your Executors under your Will, at the time you pass away.

3. **Back-up Agents** -- Your Successor Agents under your Durable Power of Attorney for Property Management will step in at your disability or upon your death to manage your financial needs. If you are married, usually your initial agent is your spouse. In any event, if your agents under your Durable Power of Attorney will be persons **other than those listed above** as your Successor Trustees, please fill out below:

Husband or Client #1

#1 Choice: Name _____ Address: _____

Home Number _____ Work Number _____ Cell Number _____

#2 Choice: Name _____ Address: _____

Home Number _____ Work Number _____ Cell Number _____

#3 Choice: Name _____ Address: _____

Home Number _____ Work Number _____ Cell Number _____

Spouse or Client #2

#1 Choice: Name _____ Address: _____

Home Number _____ Work Number _____ Cell Number _____

#2 Choice: Name _____ Address: _____

Home Number _____ Work Number _____ Cell Number _____

#3 Choice: Name _____ Address: _____

Home Number _____ Work Number _____ Cell Number _____

4. **Back-up Health Care Agents** -- Your Successor Agents under your Advance Health Care Directive will step in upon your disability to assist you with health care decisions. If you are married, usually your initial agent is your spouse. In any event, if your agents under your Advance Health Care Directive will be persons **other than those listed above** as your Successor Trustees, please fill out below:

Husband or Client #1

#1 Choice: Name _____ Address: _____
Home Number _____ Work Number _____ Cell Number _____

#2 Choice: Name _____ Address: _____
Home Number _____ Work Number _____ Cell Number _____

#3 Choice: Name _____ Address: _____
Home Number _____ Work Number _____ Cell Number _____

Spouse or Client #2

#1 Choice: Name _____ Address: _____
Home Number _____ Work Number _____ Cell Number _____

#2 Choice: Name _____ Address: _____
Home Number _____ Work Number _____ Cell Number _____

#3 Choice: Name _____ Address: _____
Home Number _____ Work Number _____ Cell Number _____

5. **Guardians For Minor Children** -- If you have minor children, please list, **in order of preference**, responsible adult(s) who you would like to raise your children if something happens to you.

#1 Choice: Name _____ Relationship: _____
Address _____
Home Number _____ Work Number _____ Cell Number _____

#2 Choice: Name _____ Relationship: _____
Address _____
Home Number _____ Work Number _____ Cell Number _____

#3 Choice: Name _____ Relationship: _____
Address _____
Home Number _____ Work Number _____ Cell Number _____

Beneficiaries

SPECIFIC GIFTS: Gifts of smaller items are generally made through the use of a Schedule or Memorandum attached to your trust document. Gifts of larger items, however, should generally be incorporated into the distribution portions of your trust. If you wish to make any specific gifts of such items, please list them, here:

Description of Gift	Name and relationship or address of beneficiary

GIFT OF THE RESIDUE OF YOUR ESTATE: After any specific gifts have been made, if any, the remainder of your estate is then distributed to your beneficiaries. Who do you want to receive your estate and how do you want it distributed? You can designate a fraction, or a percentage.

Name and relationship or address of person/organization	Amount/Percentage
[Example: John Doe -- our son	100%]

Predeceased Beneficiary: If a beneficiary listed above should predecease you, how would you like their share distributed:
 ___ To their children, if they have any; or
 ___ Distributed among the remaining beneficiaries listed above; or
 ___ Other: _____

Minor Beneficiary: At what age should minor beneficiaries receive your bequest? ___ Age 18 ___ Age 21 ___ Age 25 ___
 Other: _____

Persons to be excluded and disinherited from the trust: _____

Beneficiary's Identification information

(For all beneficiaries listed on the prior page, please fill out as much of the following identification information you may have, so that these individuals or entities may be contacted by your Successor Trustees, if necessary)

Beneficiary Name: _____ **Date of Birth:** _____
Full Address: _____ **Tel: #:** _____

Beneficiary Name: _____ **Date of Birth:** _____
Full Address: _____ **Tel: #:** _____

Beneficiary Name: _____ **Date of Birth:** _____
Full Address: _____ **Tel: #:** _____

Beneficiary Name: _____ **Date of Birth:** _____
Full Address: _____ **Tel: #:** _____

Beneficiary Name: _____ **Date of Birth:** _____
Full Address: _____ **Tel: #:** _____

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Full Address: _____ **Tel: #:** _____

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Full Address: _____ **Tel: #:** _____

Beneficiary Name: _____ **Date of Birth:** _____
Full Address: _____ **Tel: #:** _____

Beneficiary Name: _____ **Date of Birth:** _____
Full Address: _____ **Tel: #:** _____

Beneficiary Name: _____ **Date of Birth:** _____
Full Address: _____ **Tel: #:** _____

Beneficiary Name: _____ **Date of Birth:** _____
Full Address: _____ **Tel: #:** _____

Additional Questions Regarding Gifting, and Medi-Cal Planning

At times, it can be advantageous to allow your agent under your power of attorney to make gifts of your property on your behalf to your spouse, if you are married, or to your children. This might be appropriate if, for example, you have lost the capacity to make such gifts yourself, and your estate might be subject to estate tax upon your death. In that event, gifting a portion of your assets while you are alive could enable you to decrease your estate tax liability.

Another example of where gifting powers could be beneficial is in the area of Medi-Cal planning. Often, when someone requires long-term care in their lifetime, assets must be spent down in order to qualify for Medi-Cal benefits for nursing home care. Under current law, a portion or all of certain assets can be preserved if they are gifted to a well spouse, if any, or to your children. Allowing your trustee under your trust, and your agent under your durable power of attorney to make such gifts would be beneficial in the event that you could not make them yourself, due to injury or illness.

Please note, however, that in the event of your incapacity, the person or persons holding these powers would have almost unlimited power over your assets. Therefore, gifting powers **should not** be contained in your trust and your power(s) of attorney unless you have **complete confidence** in the person(s) you have named as your successor trustees and your agents.

Understanding the above, do you wish to have gifting powers in your trust and your durable power of attorney for property management? (you) ___ Yes ___ No (spouse) ___ Yes ___ No

Understanding the above, do you wish to have Medi-Cal planning gifting powers in your trust and your durable power of attorney for property management? (you) ___ Yes ___ No (spouse) ___ Yes ___ No

Notes:

For Those Who Possess Firearms

If you possess firearms for sport, self-defense or collection purposes, you may wish to consider establishing a "Gun Trust," which is a Trust which is specifically designed to hold firearms, assist you and your Successors in handling firearms in a lawful manner, and assists in transferring your firearms to your beneficiaries in compliance with the various federal and state laws. Without such protections, it is possible, for example, that your Successors may accidentally violate gun-related laws, some of which are felonies with serious criminal penalties. If you would like more information about establishing a "Gun Trust," please indicated here: ___ Yes ___ No.

For Those Who Have Substantial Interests in IRA Accounts

Those who have substantial interests in IRA accounts (for example, \$100,000 or more), may wish to consider an "IRA Inheritance Trust." This is a revocable and amendable Trust which is established by the IRA owner, which is like a "Living Trust" for your IRA's. Some of the benefits of such a trust are as follows: (1) Maximizes ("stretches out") tax deferral and wealth accumulation for your beneficiaries; and (2) Can protect beneficiaries against divorce, lawsuits, creditors, poor financial decisions, bankruptcy, or even losing government benefits. If you would like more information about establishing an "IRA Inheritance Trust," please indicated here: ___ Yes ___ No.

PART THREE – PLANNING CONCERNS AND ANXIETIES

In filling out this questionnaire, your job is to teach us about you, your family, your assets, and your goals and objectives; our job is to teach you about the law, and how to accomplish those objectives.

	<u>Level of Concern (if any)</u>			
	None	Low	Medium	High
TAX CONCERNS				
Risk of the IRS “inheriting” half of the estate when I/we die	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk of my/our children or beneficiaries not taking advantage of tax preferred or ‘stretch-out’ treatment of my/our IRA’s upon my/our death	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk of capital gains taxes paid on the sale of property	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk of unnecessary income taxes being paid on investment assets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
FAMILY CONCERNS				
Risk of persons other than those we select will gain custody of any minor children . . .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk of a child or other beneficiary losing his or her inheritance to creditors, lawsuits, or to a divorcing spouse	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk of a child or other beneficiary losing his or her inheritance due to mismanagement of the money	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk that upon the death of a child or other beneficiary, any inheritance received by that person might pass to a spouse (who may later remarry) rather than passing to a grandchild or other preferred heir	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk that an inheritance received by a child or other beneficiary who has a disability would render them ineligible for crucial governmental benefits	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk that assets left to my spouse (whether by joint tenancy or by Will) might not pass to my intended heirs as a result of my spouse remarrying	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk of unnecessary litigation from heirs who receive less than they think they are entitled to	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk of estate passing unequally due to nature of assets owned, such as where a business comprises most of the value of the estate	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk that heirs will not fully appreciate the values and virtues used to create the inheritance	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk that my parents, who may need financial assistance, are not provided for . .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Level of Concern (if any)
None Low Medium High

DISABILITY AND LONG-TERM CARE CONCERNS

- Risk of loss of control over assets in the event of disability
- Risk of involuntary conservatorship in the event of disability
- Risk of unnecessary court procedures due to improper planning
- Risk of unwanted efforts made to save my life if I feel that it's best to
 cease efforts and die peaceably and without pain
- Risk that health care personnel will not disclose health information to loved
 ones due to recent HIPAA privacy rules and lack of HIPAA releases
- Risk that my wishes will not be carried out if I become unable to manage my affairs . .
- Risk of unnecessary conservatorship over an incapacitated adult child
 in order to make health care or other decisions for that child
- Risk of loss of assets due to long-term nursing home costs
- Risk of loss of family home due to long-term nursing home costs
- Risk of diminished income due to long-term care costs
- Risk of being forced to reside in a nursing home, rather than at home due to
 a lack of funds to pay for home care
- Risk that my spouse will suffer a diminished standard of living if
 I should require expensive long-term nursing or custodial care

FINANCIAL CONCERNS

- Risk that I will outlive my assets
- Risk that I will suffer losses if the stock market should drop
- Risk that my current rate of return is not adequate to provide for my future
 support and the support of my spouse (if I am married)
- Risk that my current portfolio is not properly balanced
- Risk that all or most of my assets are in low-yielding fixed assets, and that I
 may not have enough growth in my portfolio for future needs

POST-DEATH CONCERNS

- Risk of unnecessary costs and delays associated with my estate passing
 through an unnecessary probate
- Risk of having to sell assets in a "fire sale" manner, in order to create the
 liquidity needed to pay taxes and expenses
- Risk of private matters unnecessarily being made public

PART FOUR -- ASSET INFORMATION:

INSTRUCTIONS:

1. Please print.
2. Be as specific as you can with regard to account names.
3. Account balances will vary, please just list the approximate balance of each account.
4. Watch for REMINDERS regarding papers we would like you to bring in.

Real Estate

REMINDER . . . Please bring the most recent GRANT DEED or QUITCLAIM DEED and a recent PROPERTY TAX BILL for each property. If you own property in Leisure World, please bring in your stock certificate and active membership certificate.

	Original Cost	Current Value	Debt or Mortgage	Net Value
1. _____ _____ Name(s) on Title: _____ _____	\$ _____	\$ _____	\$ _____	\$ _____
	Years left on mortgage (if any): _____			
2. _____ _____ Name(s) on Title: _____ _____	\$ _____	\$ _____	\$ _____	\$ _____
	Years left on mortgage (if any): _____			
3. _____ _____ Name(s) on Title: _____ _____	\$ _____	\$ _____	\$ _____	\$ _____
	Years left on mortgage (if any): _____			
4. _____ _____ Name(s) on Title: _____ _____	\$ _____	\$ _____	\$ _____	\$ _____
	Years left on mortgage (if any): _____			

TOTAL NET VALUE: \$ _____

Amounts in Banks, Savings & Loans and Credit Unions -- (Not IRA's)

Checking, CD's, Savings, Money Market, etc.

(Please list IRA and other retirement accounts separately on Page 11)

Name of Institution	Type of Account (checking, savings, CD)	Approximate Balance
1. _____	_____	\$ _____
2. _____	_____	\$ _____
3. _____	_____	\$ _____
4. _____	_____	\$ _____

TOTAL VALUE: \$ _____

Mutual Funds and/or Brokerage Accounts -- Not IRA's

Name of Firm or Fund	Amt. Invested	Present value
1. _____	\$ _____	\$ _____
2. _____	\$ _____	\$ _____
3. _____	\$ _____	\$ _____
4. _____	\$ _____	\$ _____
5. _____	\$ _____	\$ _____
6. _____	\$ _____	\$ _____

Total Value: \$ _____

Stocks -- Not in Brokerage Account

(Where you actually have the Certificates)

<u>Number of Shares</u>	<u>Company</u>	Amount Invested	Present Value
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____

Total Value: \$ _____

Bonds -- Not in Brokerage Account

(Where you actually have the Certificates)

Value	Description
\$ _____	_____
\$ _____	_____
\$ _____	_____
\$ _____	_____
\$ _____	_____

Total Value: \$ _____

Promissory Notes and Trust Deeds Owed To You

(Where someone is paying you on a note)

<i>Balance</i> Due	Debtor	Date Due	<i>Face</i> Amount	<i>Date</i> Signed
\$ _____	_____	___/___/___	\$ _____	___/___/___
\$ _____	_____	___/___/___	\$ _____	___/___/___

Limited or General Partnerships

Name of Partnership	Is It a Limited or General Partnership?	Market Value
_____	_____	\$ _____
_____	_____	\$ _____
_____	_____	\$ _____

Life Insurance

[Please list policies in which client or spouse is the insured party].

Policy One:

Insurance company: _____ Life insured: _____

Owner of policy: _____ Date of Purchase: _____

Type of policy (e.g. whole life, term, etc.): _____

Face value (i.e. death benefit) of policy less borrowed amounts, if any: \$ _____

Surrender value of policy: \$ _____ Current Rate of Return: _____%

Primary Beneficiary(ies): _____

Contingent Beneficiary(ies): _____

Policy Two:

Insurance company: _____ Life insured: _____

Owner of policy: _____ Date of Purchase: _____

Type of policy (e.g. whole life, term, etc.): _____

Face value (i.e. death benefit) of policy less borrowed amounts, if any: \$ _____

Surrender value of policy: \$ _____ Current Rate of Return: _____%

Primary Beneficiary(ies): _____

Contingent Beneficiary(ies): _____

Policy Three:

Insurance company: _____ Life insured: _____

Owner of policy: _____ Date of Purchase: _____

Type of policy (e.g. whole life, term, etc.): _____

Face value (i.e. death benefit) of policy less borrowed amounts, if any: \$ _____

Surrender value of policy: \$ _____ Current Rate of Return: _____%

Primary Beneficiary(ies): _____

Contingent Beneficiary(ies): _____

Annuities

(Not Part of a Retirement Plan)

Policy One:

Insurance company: _____

Name of product (if any): _____

Owner of policy: _____

Annuitant: _____

Date of purchase: _____ Amount invested \$ _____

Current value: \$ _____ Surrender value: \$ _____ Current interest rate: _____%

Beneficiary(ies): _____

Policy Two:

Insurance company: _____

Name of product (if any): _____

Owner of policy: _____

Annuitant: _____

Date of purchase: _____ Amount invested \$ _____

Current value: \$ _____ Surrender value: \$ _____ Current interest rate: _____%

Beneficiary(ies): _____

Policy Three:

Insurance company: _____
Name of product (if any): _____
Owner of policy: _____
Annuitant: _____
Date of purchase: _____ Amount invested \$ _____
Current value: \$ _____ Surrender value: \$ _____ Current interest rate: _____ %
Beneficiary(ies): _____

IRA Accounts and Other Retirement Plans

(deferred compensation plans, IRA's, etc.)

Name of plan participant: _____ **Type of plan (e.g. IRA, etc.):** _____
Value: \$ _____ **Beneficiary(ies):** _____
Type of investment (e.g. mutual fund, annuity, CD, etc.): _____
Name of Fund or Investment: _____
Where Held? (*Bank, Broker, Employer*): _____

Name of plan participant: _____ **Type of plan (e.g. IRA, etc.):** _____
Value: \$ _____ **Beneficiary(ies):** _____
Type of investment (e.g. mutual fund, annuity, CD, etc.): _____
Name of Fund or Investment: _____
Where Held? (*Bank, Broker, Employer*): _____

Name of plan participant: _____ **Type of plan (e.g. IRA, etc.):** _____
Value: \$ _____ **Beneficiary(ies):** _____
Type of investment (e.g. mutual fund, annuity, CD, etc.): _____
Name of Fund or Investment: _____
Where Held? (*Bank, Broker, Employer*): _____

Name of plan participant: _____ **Type of plan (e.g. IRA, etc.):** _____
Value: \$ _____ **Beneficiary(ies):** _____
Type of investment (e.g. mutual fund, annuity, CD, etc.): _____
Name of Fund or Investment: _____
Where Held? (*Bank, Broker, Employer*): _____

Active Business/Profession

DBA: _____

Value: \$ _____ [] community property [] separate property

Address: _____

Type (corporation, partnership, sole proprietorship, other): _____

Articles, Bylaws, Partnership Agreement: [] Yes [] No

Percentage owned by you: _____% Buy-sell? Yes No

Other Assets

(Including unusually valuable personal items)

Description of Asset	Present value
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____

Please estimate the total net value of your estate: \$ _____

Questions You Would Like Answered

SIGNATURES: I/We hereby represent to McKenzie Legal & Financial that the information contained in this questionnaire is accurate and complete, and that the undersigned understands that the law firm and its individual lawyers will rely on this information. I/We understand that if the information contained herein is inaccurate or incomplete, the recommendations made by the law firm may not be appropriate. Please sign below to verify the accuracy of the above information.

Signature verification of client _____

Print Name _____ Date: _____

Signature verification of spouse _____

Print Name _____ Date: _____

FOR AN APPOINTMENT: Appointments can be made by telephoning the office at (562) 594-4200.