

[illegible]

Client Goals

Fact Find				
Clients on Xplan			Yes ☐	No ☐
Client Information on Xplan up to date, if NO please update below			Yes ☐	No ☐
	Client 1	Client 2		
Income				
Salary				
Centrelink Income				
Other Income				
Expenses				
Living Expenses				
Taxes				
Investment Expenses				
Other Expenses				
Assets				
Bank Accounts				
Share Portfolio				
Investment Property				
Superannuation Balances				
Other Investments				
Lifestyle Assets				
Principal Residence				
Home Contents				
Motor Vehicles				
Caravan / Boat				
Other Lifestyle				
Risk Profile				

Strategy Recommendations

1.

2.

3.

4.

5.

6.

Product Recommendations (Investments / Superannuation / Insurance)

1.

2.

3.

4.

Better Position Statement (advantages and disadvantages of the strategy)

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Advice Fees and Commissions (please✓) – PLEASE ENSURE ALL FEES INCLUDE GST		
Initial/Additional Advice Fee	Ongoing Fees	
Are you charging your client an upfront advice fee? Yes ☐ No ☐ Amount: \$ ☐ Direct payment by client ☐ Deducted from product How will fees be split? (i.e. 50% client, 50% partner)	Are you providing an ongoing service to your client? Yes ☐ No ☐ Amount \$ or % ☐ Direct payment by client ☐ Deducted from product How will fees be split? (i.e. 50% client, 50% partner)	
Insurance commissions	Existing trail commissions	
How are you charging your Insurance Commissions? ☐ Upfront ☐ Hybrid/Flat ☐ Blended	Product/insurance	Trail commission
		%
		%
Are referral fees payable or received?	Please detail:	

Please detail: