

WELLS
FARGO

ADVISORS

Your *Envision*[®] profile

Client name: _____

Together we'll go far



Personal information

Name: _____ Spouse/Partner's name: _____

Mailing address: _____ Mailing address (if different): _____

State of primary residence: _____ State of primary residence: _____

Date of birth (mm/dd/yyyy): _____ Date of birth (mm/dd/yyyy): _____

Occupation: _____ Occupation: _____

Total annual earned income: _____ Total annual earned income: _____

Tax filing status: Single Married filing jointly Partner/Other

Residency status: U.S. resident Non-U.S. resident

Account summary

Please list the total value of each investment account in which you hold an interest.

Account name (Name of account holder)	Account number	Cost basis (Original purchase price)	Current value	Tax status			
				Taxable	Deferred	Exempt	Tax-advantaged Education
		\$	\$	<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"/>
		\$	\$	<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"/>
		\$	\$	<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"/>
		\$	\$	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Assets and liabilities

Personal property *(i.e., homes, rental property, collectibles)*

Include in final estate	Description	Owner	Type	Market value	Annual appreciation/depreciation
<input type="checkbox"/>				\$	%
<input type="checkbox"/>				\$	%
<input type="checkbox"/>				\$	%
<input type="checkbox"/>				\$	%

Closely held businesses

Include in final estate	Description	Owner	Type	Ownership	Business value	Value of interest	Annual appreciation/depreciation
<input type="checkbox"/>					\$	\$	%
<input type="checkbox"/>					\$	\$	%
<input type="checkbox"/>					\$	\$	%
<input type="checkbox"/>					\$	\$	%

Liabilities *(mortgages and other debt)*

Description	Borrower	Type	Lender	Interest rate	Monthly balance	Annual payment	Payoff closed	Date
				%	\$	\$	\$	/ /
				%	\$	\$	\$	/ /
				%	\$	\$	\$	/ /
				%	\$	\$	\$	/ /

Survivor needs

Include	Decedent	Decedent net-annual income replacement	Years of need	Post-retirement spending	Final expenses
<input type="checkbox"/>		\$		\$	\$
<input type="checkbox"/>		\$		\$	\$

Insurance policies

Include	Type	Insured	Owner	Beneficiary	Net death benefit	Net cash value	Annual premium	Permanent policy? Yes/No
<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"/>
<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"/>

Other insurance

	You	Spouse/Partner
Do you have a disability policy?	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
Do you have a long-term-care policy?	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No

Life goals

The *Envision* process considers all of your target goals and what you would ideally like to achieve. Please help us understand your goals.

1. I would like to plan for retirement at age _____ (acceptable), but I would be willing to take action (such as saving more or reducing my retirement spending goal) if it would mean I could retire at age _____ (ideal).

Note: If you're already retired, check here and skip to question 3:

2. My spouse/partner will retire at the same time I do: Yes No
If no, my spouse/partner would like to target retirement at age _____ (acceptable), but if he or she could retire at age _____ (ideal), we would like our plans to include that possibility.

3. We would like Wells Fargo Advisors to estimate our retirement spending needs as indicated below: (check one)

- We would like to plan for after-tax, annual retirement spending of \$ _____ (acceptable), but if we could increase our spending to \$ _____ (ideal) per year, we would like to consider that possibility.
- We would like you to estimate our retirement spending based on our current after-tax income and what is normally needed to maintain our lifestyle.

4. We would like to leave an estate worth at least \$ _____ (acceptable), but if we could increase that to \$ _____ (ideal) with minimal impact on our other goals, we would like to consider that possibility.

Education goals

Please complete the following information for each individual member of the household for whom you wish to plan to fund education goals. The *Envision* application defaults to public, in-state college expenses unless you indicate that you would like to target a private college or specific institution.

Name: _____

Name: _____

Date of birth: ____/____/____ Start age: ____

Date of birth: ____/____/____ Start age: ____

Years in school: ____

Years in school: ____

School name: _____

School name: _____

Type of college: Public Private

Type of college: Public Private

Total annual cost: \$ _____

Total annual cost: \$ _____

- Fund at least _____ % (acceptable), but if possible we'd like to fund as much as _____ % (ideal)

- Fund at least _____ % (acceptable), but if possible we'd like to fund as much as _____ % (ideal)

Education goals *continued from page 6*

Name: _____

Name: _____

Date of birth: ____/____/____ Start age: ____

Date of birth: ____/____/____ Start age: ____

Years in school: ____

Years in school: ____

School name: _____

School name: _____

Type of college: Public Private

Type of college: Public Private

Total annual cost: \$ _____

Total annual cost: \$ _____

Fund at least _____ % (acceptable), but if possible we'd like to fund as much as _____ % (ideal)

Fund at least _____ % (acceptable), but if possible we'd like to fund as much as _____ % (ideal)

Other goals

Please indicate specific spending goals that you would like to include in your *Envision* plan.*

Note: All "Other Goals" that occur prior to retirement are assumed to come out of the investment portfolio.

Description (i.e., travel, new car, boat, vacation home)	Ideal						Acceptable					
	Annual amount	Net/gross	Whose age?	Starting age	Ending age	Annual increase	Annual amount	Net/gross	Whose age?	Starting age	Ending age	Annual increase
	\$	<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"/>			%
	\$	<input type="checkbox"/>	<input type="checkbox"/>			%	\$	<input type="checkbox"/>	<input type="checkbox"/>			%
	\$	<input type="checkbox"/>	<input type="checkbox"/>			%	\$	<input type="checkbox"/>	<input type="checkbox"/>			%

*Do not include basic retirement-income, estate, or education goals. If you don't enter an annual increase, the goal will grow at the assumed rate of inflation.

Annual contribution/savings

Please include contributions to your retirement plan(s), as well as any additional money being saved to your investment accounts. Remember to include any employer matching contributions.

Owner	Description	Tax status	Current			Ideal			Acceptable			
		Tax-advantaged T D E ED	Annual amount	Annual increase	Annual amount	Starting age	Ending age	Annual increase	Annual amount	Starting age	Ending age	Annual increase
		<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"/>	\$	%	\$			%	\$			%
		<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	\$	%	\$			%	\$			%
		<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	\$	%	\$			%	\$			%

T = Taxable D = Deferred E = Exempt ED = Education

**If you don't enter an annual increase, the savings stream will grow at the assumed inflation rate.*

Social Security income

The following best describes our attitude about Social Security:

- If possible, we would prefer not to be dependent on Social Security.
- We would like to include estimated Social Security benefits in our *Envision* plan.
- I am currently collecting \$ _____ in Social Security benefits yearly. My spouse/partner is receiving \$ _____.
- I expect to receive \$ _____ in Social Security benefits yearly. My spouse/partner will receive \$ _____ when eligible.

Other sources of income

Please indicate other sources of income to be included. Note that all “Other Income” cash flows that occur prior to retirement are considered savings.

Description (i.e., my pension plan, annuity, spouse's/ partner's trust fund, rental income)	Ideal						Acceptable					
	Annual amount	Net/ gross	Whose age?	Starting age	Ending age	Annual increase	Annual amount	Net/ gross	Whose age?	Starting age	Ending age	Annual increase
	\$	□/□				%	\$	□/□				%
	\$	□/□				%	\$	□/□				%
	\$	□/□				%	\$	□/□				%
	\$	□/□				%	\$	□/□				%

*Do not include income from stocks, bonds, mutual funds, or other investment accounts. If you don't enter an annual increase, the income stream will grow at the assumed inflation rate.

Priorities

For each goal below, please check ALL of the actions you would be willing to take, if necessary, to enhance your probability of achieving your basic goals. You may check more than one box in each row. You can also rank goals in order of importance.

Goal	Retire later	Reduce retirement spending	Reduce size of estate	Take more risks	Save more	Rank
To achieve our early retirement age(s), we would be willing to:	n/a	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
To achieve our higher target ability spending for retirement, we would prefer to:	<input type="checkbox"/>	n/a	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
To achieve our ideal estate goal, we would be willing to:	<input type="checkbox"/>	<input type="checkbox"/>	n/a	<input type="checkbox"/>	<input type="checkbox"/>	
To reduce the investment risk in our portfolio, we would be willing to:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	n/a	<input type="checkbox"/>	
We would like to reduce our regular savings amount; to achieve this, we would prefer to:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	n/a	
To meet our education funding goals, we would be willing to:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
To meet our other goals, we would be willing to:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

Comments

Please provide any additional information about your goals and priorities that you feel would be useful.

Income needs

Please tell us which best describes your attitude toward income from the investment portfolio profiled in this report:

- Not expecting to need income from the portfolio for several years; investment strategy should emphasize growth.
- Interested in current income from the portfolio, but willing to accept a lower level of current income to have potential for long-term growth.
- Primary investment goal is income, but willing to accept less potential for long-term growth in order to seek more current income.

Risk tolerance and avoidance

Within the *Envision* process, we assume you would prefer to avoid risk if possible. However, it may be necessary to accept your maximum risk tolerance to meet critical financial goals. Based on the table below, identify the following:

Ideal portfolio	Acceptable portfolio	Strategic allocation	Percent in equities*
(Ideally avoid risk. Select one box only)	(Maximum acceptable risk. Select one box only)		
<input type="checkbox"/>	<input type="checkbox"/>	Long-term growth	95%
<input type="checkbox"/>	<input type="checkbox"/>	Moderate growth	85%
<input type="checkbox"/>	<input type="checkbox"/>	Long-term growth & income	67%
<input type="checkbox"/>	<input type="checkbox"/>	Conservative growth	69%
<input type="checkbox"/>	<input type="checkbox"/>	Moderate growth & income	52%
<input type="checkbox"/>	<input type="checkbox"/>	Long-term income	32%
<input type="checkbox"/>	<input type="checkbox"/>	Conservative growth & income	34%
<input type="checkbox"/>	<input type="checkbox"/>	Moderate income	23%
<input type="checkbox"/>	<input type="checkbox"/>	Conservative income	9%

* Percentages are hypothetical examples based on strategic asset allocation models.

Strategic allocation investment objectives

Conservative income

Income investors seek maximum income given their risk tolerance and are willing to forgo capital appreciation and growth of income. Conservative Income investors seek maximum income consistent with a modest degree of risk. They are willing to accept a lower level of income in exchange for lower risk. Higher-risk investments, such as high-yield bonds and some equities, are typically not a large percentage of their accounts.

Conservative growth & income

Growth and Income investors seek current income but also look for income and capital growth over time. These investors are willing to forgo a portion of current income to seek potential future growth. Conservative Growth and Income investors seek the maximum growth and income consistent with a relatively modest degree of risk. They are willing to accept lower potential returns in exchange for lower risk. Equities, particularly dividend-paying equities, may make up some percentage of the account.

Conservative growth

Growth investors do not seek account income, and their primary objective is capital appreciation. Conservative Growth investors seek maximum growth consistent with a relatively modest degree of risk. They are willing to accept lower potential returns in exchange for lower risk. Equities may make up a significant percentage of the account.

Moderate income

Income investors seek maximum income given their risk tolerance and are willing to forgo capital appreciation and growth of income. Moderate Income investors seek to balance the potential risk of capital loss with increased income potential. Higher-risk investments, such as high-yield bonds and some equities, may make up a percentage of the account.

Moderate growth & income

Growth and Income investors seek current income but also look for income and capital growth over time. These investors are willing to forgo a portion of current income in order to seek potential future growth. Moderate Growth and Income investors seek to balance the risk of capital loss with higher-potential growth and income. High-yield bonds and equities, particularly dividend-paying equities, may be a significant percentage of the account.

Moderate growth

Growth investors do not seek account income, and their primary objective is capital appreciation. Moderate Growth investors seek to balance potential risk of capital loss with their goal of higher potential growth. Equities may be the primary assets in the account.

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Long-term income

Income investors seek maximum income given their risk tolerance and are willing to forgo capital appreciation and growth of income. Long-Term Income investors seek a significant level of income, are financially able and willing to risk losing a substantial portion of investment capital, and due to their long-term horizon or other factors, employ higher-risk, aggressive strategies that may offer greater potential income. Higher-risk investments, such as high-yield bonds and some equities, may make up a significant percentage of the account.

Long-term growth & income

Growth and Income investors seek current income but also look for income and capital growth over time. These investors are willing to forgo a portion of current income in order to seek potential future growth. Long-Term Growth and Income investors seek a significant level of growth and income, are financially able and willing to risk losing a substantial portion of investment capital, and due to their long-term horizon or other factors, pursue high-risk, aggressive strategies that may offer higher potential returns. High-yield bonds and equities, particularly dividend-paying equities, may be the primary assets in the account.

Long-term growth

Growth investors do not seek account income, and their primary objective is capital appreciation. Long-Term Growth investors seek a significant level of growth, are financially able and willing to risk losing a substantial portion of investment capital, and due to their long-term horizon or other factors, employ higher-risk, aggressive strategies that may offer greater potential returns. Higher-risk investments, such as equities, may make up as much as 100% of the account.

The strategic allocation models are provided for informational purposes only. They are not intended to represent an actual investment recommendation, nor a projection of future results. We need to review each investor's individual situation before introducing any specific allocation to them. These allocations may vary depending on the investors, risk tolerance, liquidity needs, and objectives.

In addition to market risk, there are certain other risks associated with an investment in bonds, such as default risk, the risk that the company issuing debt securities will be unable to repay principal and interest, and interest rate risk, the risk that the security may decrease in value if interest rates increase.

High-yield bonds, also known as junk bonds, are subject to a greater risk of loss of principal and interest, including default risk, than higher-rated bonds.

There are special risks associated with an investment in real estate, including credit risk, interest-rate fluctuations and the impact of varied economic conditions.

The prices of small- and mid-cap company stocks are generally more volatile than large-company stocks. They often involve higher risks because small- and mid-cap companies may lack the management expertise, financial resources, product diversification, and competitive strengths to endure adverse economic conditions.

Investors should be aware of the inherent risks in international investing. Investing in foreign and emerging markets provides the potential for above-average returns but also involves greater risk than U.S. investments. Investments in foreign securities may be favorably or unfavorably affected by changes in interest and currency-exchange rates, market conditions, and economic and political conditions in the countries where investments are made. Investing in emerging markets often accentuates those risks.

Alternative investments, such as managed futures, hedge funds, precious metals and commodities carry specific investor qualifications which can include high-income and net-worth requirements as well as relatively high investment minimums. They are complex investment vehicles which generally have high costs and substantial risks. The high expenses often associated with these investments must be offset by trading profits and other income. They tend to be more volatile than other types of investments and present an increased risk of investment loss. There may also be a lack of transparency as to the underlying assets. Alternative investments are subject to fewer regulatory requirements than mutual funds and other registered investment company products and thus may offer investors fewer legal protections than they would have with more traditional investments. Additionally, there may be no secondary market for alternative investment interests, and transferability may be limited or even prohibited. Other risks may apply as well, depending on the specific investment product. Please carefully review the Private Placement Memorandum or other offering documents for complete information regarding terms, including all applicable fees, as well as risks and other factors you should consider before investing.

Investment and Insurance Products: ► NOT FDIC Insured ► NO Bank Guarantee ► MAY Lose Value

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