CLIENT PROFILE

Confidential Personal Data Sheet

Prepared by: Agent ______________________ **Phone** ______________
Broker ______________________ **Email** ______________

NOTE: Use of this form assists in collecting information about an individual's personal traits, family obligations, composition of wealth, community integrity and accomplishments to better inform the Broker/Agent about the individual's wants and needs.

DATE: ____________, 20_____, at____, California.

1. **Personal information:**
   1.1 Name ______________________________
      a. Address ______________________________
      b. City ____________________ State __________ Zip __________
      c. Phone __________ Fax __________ Email __________
      d. Age ______ General health ______________________________
      e. Length of time in the community ______________________________
      f. Personal achievements ______________________________
   1.2 Occupation ______________________________
      a. Professional designations & licenses ______________________________
      ____
      b. Business address ______________________________
      c. City ____________________ State __________ Zip __________
      d. Business phone __________ Fax __________ Email __________
   1.3 Marital status ______________________________
      a. Spouse's name ______________________________
      b. Spouse's occupation ______________________________
      c. Children – names & ages ______________________________
      ____
   1.4 Membership in cultural or civic organizations ______________________________
      a. Religious preference/time dedicated ______________________________
2. **Financial information:**
   2.1 Gross annual income . . . . $____________
   2.2 Interest income . . . . $____________
   2.3 Dividend income . . . . $____________
   2.4 Spendable income (real estate) . . . . $____________
   2.5 Approximate net worth
   (excluding home, car and furnishings) . . . . $____________
   Cash on deposit . . . . $____________
   Liquid stocks & bonds . . . . $____________
   Net equity in real estate . . . . $____________
   2.6 Investor can make additional capital
   contributions in the annual amount of . . . . $____________
   Source of funds ______________________________
   2.7 Cash value of life insurance . . . . $____________
3. **Investment background:**
   3.1 Stocks, bonds or commodities ______________________________
   ____
   ____
   3.2 Real estate owned other than residence ______________________________
   ____
   ____
   3.3 Investor involvement in partnership(s) ______________________________
   ____
   ____

4. Investment needs (explain briefly):

4.1 Tax benefits ______________________________

4.2 Spendable income, loan reduction or increased value ______________________________

4.3 Short-term investment goals (less than 5 years) ______________________________

4.4 Long-term investment goals (five or more years) ______________________________

5. Investor's advisors:

5.1 Accountant ______________________________

5.2 Insurance broker ______________________________

5.3 Banker ______________________________

5.4 Attorney ______________________________

5.5 Stockbroker ______________________________

5.6 Real estate broker ______________________________

6. Educational background:

6.1 Degrees and majors ______________________________

6.2 Real estate or law courses studied ______________________________

7. Investor's special interests (hobbies, clubs, etc.):

____

8. Personality traits:

8.1 Positive and decisive? ☐ Yes ☐ No

8.2 Negative and evasive? ☐ Yes ☐ No

8.3 Passive and compliant? ☐ Yes ☐ No

9. Relationship with broker:

9.1 Brief description of previous relationships (business, social, civic) with investor: ______________________________

