

Form No.

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(To be filled in by FPSB India)

# FINANCIAL PLANNING

## Questionnaire

Candidate's Name

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FPSBI No.

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Candidate's Signatures

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Mode of Registration

Education  
Provider

Self Study

Name of the Education Provider

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**Please send the completed form to:**

Financial Planning Standards Board India (FPSB India)  
702, 7th Floor, Leela Business Park  
Andheri Kurla Road, Andheri East  
Mumbai - 400059

## I. Household's Information

<b>Name</b>			<b>Birth Date</b>			<b>City</b>	
<b>Gender</b>	Male	Female	<b>Marital Status</b>	Single	Married	<b>State</b>	

## II. Employment Details

Government Sector  Private Sector  Self Employed   
Homemaker  Others  Please specify \_\_\_\_\_

Total Earning Years

Spouse's Employment Status:

## III. Dependent Details

Number of Dependents

### Profile of Dependents

Relationship	Age	Relationship	Age
Father		Child-1	
Mother		Child-2 / Brother	
Spouse		Child-3 / Sister	

## IV. Income Details

Below Rs. 5 Lakh  Between Rs. 5 Lakh and Rs. 7.5 Lakh   
Between Rs. 7.5 Lakh and Rs. 10 Lakh  Between Rs. 10 Lakh and Rs. 15 lakh   
Between Rs. 15 Lakh and Rs. 20 lakh  Above Rs. 20 Lakh

## V. Assets Owned

Self-occupied House  Additional House  Land   
Business Premises  Two-wheeler  Car

## VI. Type of Financial Assets Owned

Fixed Deposits  Bonds  Mutual Funds  Stocks/Shares   
 Pension Fund  PPF  Provident Fund  Others   
 (Please specify) \_\_\_\_\_

## VII. Insurance Policies Held (Life Insurance)

Endowment Policy  Unit Linked Insurance (ULIP)  Unit Linked Pension   
 Child Plan  Term Plan

## VIII. Insurance Policies Held (Non-Life Insurance)

Vehicle Insurance  Household's Policy  Health Insurance   
 Business Insurance  Professional Indemnity  Accident cover   
 Disability Insurance  Critical illness Insurance

## IX. Liabilities

Category	Loan amount (Rupees)	Tenure of Loan (No. of Years)	Month-Year of availing Loan	EMI* (Rupees)
<b>Loans</b>				
Housing Loan				
Vehicle Loan				
Education Loan/ Personal Loan				
Credit Cards/Other Loans				

\* EMI: Equated Monthly Installments

(Amount in Rupees)

Other Liabilities	Total Estimated cost	Amount Already Accumulated
Marriage(Self/Dependents)		
Hospitalization/Medical		
Any Other (please specify) _____ _____		

## X. Financial Assets accumulated

Please tick in the appropriate box in the related category.

Category	Please indicate level of Investment accumulated till date				
	Below Rs. 50,000	Rs. 50000 - Rs. 1 Lakh	Rs. 1 Lakh - Rs. 2.5 Lakh	Rs. 2.5 Lakh - Rs. 5 Lakh	Above Rs. 5 Lakh
<b>Investment Portfolio</b>					
Mutual Funds					
FD/RD/ Bonds					
Provident Fund account					
Public Provident Fund (PPF account)					
Pension Fund account					
Stocks & Equity shares					
Gold/Precious Metals/ Jewellery					
Any Other (please specify) _____					

## XI. Regular Investments & Expenses

Please indicate your regular flow of investments out of your monthly income and expenses under major heads as follows:

Category	Amount committed (Rupees)	Nature of Transaction State whether ....(tick appropriate box)	
		SIP # or Fixed amount	Lump sum investment
<b>Investment Portfolio</b>			
Mutual Funds			
Fixed/Recurring deposit			
Provident Fund account			
Pension Fund account			
PPF account			
Stocks & Equity shares			
Any Other (please specify) _____			
<b>Expenses</b>			
Household Expenses		Please state Monthly expenses	
Entertainment Expenses		Please state - monthly or infrequent	
House Rent		Please state Monthly outgo	
Insurance Premium (Life)		Please state total annual premium paid	
Insurance Premium (Non-Life)		Please state total annual premium paid	
Any Other (please specify) _____			

# Systematic Investment Plan

## XII. Following are My Major Financial Objectives

(Please indicate priority from 1-5, 1 being lowest and 5 being highest)

<<Low High>>

Ensure a comfortable Retirement	1	2	3	4	5
Provide for child's/children's Education costs	1	2	3	4	5
Buy a House	1	2	3	4	5
Provide for child/ren's Marriage	1	2	3	4	5
Buy a Car	1	2	3	4	5
Achieve growth in investments	1	2	3	4	5
Protect income in the event of death/disability	1	2	3	4	5
Reduce Housing/Other Loans	1	2	3	4	5
Reduce Credit Card liability and other Personal Expenses	1	2	3	4	5
Ensure Assets are passed on smoothly to dependents	1	2	3	4	5
Reduce Income-tax	1	2	3	4	5
Protect Income/Assets from Inflation	1	2	3	4	5

## XIII. I consult the following when taking my financial decisions

- I take financial decisions entirely on my own
- I consult my family
- I consult friends/relatives
- I consult a staff of my Bank, usually in Wealth Management or Financial Planning team
- I consult my Insurance agent
- Others (Please specify) \_\_\_\_\_

## **XIV. Please choose the options that best describes your position:**

- 1. What percentage of your monthly salary do you save?**
  - a) Less than 20%
  - b) Between 20% - 35%
  - c) Between 35% - 50%
  - d) Over 50%
  
- 2. How do you save from your regular income?**
  - a) Save as per planned schedule
  - b) Save something every month
  - c) Save whatever is left after meeting expenses
  - d) Do not save regularly as expenses generally exceed income
  
- 3. How do you spend?**
  - a) I have a definite spending pattern for regular monthly expenses
  - b) I carefully plan my big purchases in advance
  - c) I do not spend in a planned manner
  
- 4. My mode of spending is:**
  - a) Always in cash
  - b) Cash as well as credit card
  - c) Mostly on credit card
  
- 5. My Income-Expenses experience in the recent past is:**
  - a) Expenses well within Income
  - b) Expenses nearly equal to Income
  - c) Expenses exceed Income
  
- 6. For big asset purchases like house, car, my tendency is:**
  - a) I shall try to save most of the money before buying
  - b) I shall rely on credit or loans to buy
  
- 7. For purchsing white goods, furniture or electronic items, I shall \_\_\_\_\_.**
  - a) save the money in advance
  - b) rely on loan
  
- 8. My savings generally are used to \_\_\_\_\_.**
  - a) make planned investments in Mutual Funds
  - b) buy fixed deposit schemes
  - c) buy gold and ornaments.
  - d) buy durable items like TV, LCD, Refrigerator, Cell phone, Furniture, etc
  
- 9. I like to invest in instruments which \_\_\_\_\_.**
  - a) offer fixed guaranteed return
  - b) offer slightly higher returns and largely protect capital
  - c) offer substantially higher returns while there is risk of capital erosion

- 10. What percentage of your monthly salary is used to repay loans?**
- a) Nil
  - b) Less than 20%
  - c) Between 20% - 35%
  - d) Between 35% - 50%
  - e) Over 50%
- 11. Who can you depend on if you face a financial emergency?**
- a) Spouse
  - b) Parents
  - c) Relatives and Friends
  - d) I have created an emergency fund
- 12. What of the following have you provided towards Emergency Fund to meet exigencies like loss of job, hospitalization, etc.:**
- a) Upto one month's salary/income in Bank account
  - b) Upto three months' salary/income in Bank account
  - c) Bank Fixed Deposit from 3 - 6 months' salary/income
  - d) Other avenues like Mutual Fund schemes, etc.: upto 3-6 months' salary/income
  - e) I have not created an emergency fund
- 13. Suppose you are participating in a contest where you have reached a stage assuring cash prize of Rs. 1 Lakh, which of the following stages would you pay?**
- a) Possibility of winning extra Rs. 50,000 by taking risk of Rs. 50,000 won already
  - b) Possibility of winning extra Rs. 1 Lakh by taking risk of Rs. 75,000 won already
  - c) Possibility of winning extra Rs. 2 Lakh by taking risk of Rs. 1 Lakh won already
  - d) I will not play next stage and take home Rs. 1 Lakh won already
- 14. You have invested Rs. 50,000 each in two stocks A and B. After 1 month you observe that A has gone up to Rs. 60,000 but B has declined to Rs. 35,000. You would \_\_\_\_\_.**
- a) sell stock A and book profit
  - b) sell stock B and cut your loss
  - c) sell both stocks
  - d) do nothing
  - e) buy more of Stock A
  - f) buy more of Stock B
- 15. Suppose you have got Rs. 10 Lakh in Bonus or other benefits. Which of the following would best represent your utilization of the same?**
- a) I shall invest Rs. 7.5 Lakh and spend the remaining Rs. 2.5 Lakh
  - b) I shall invest Rs. 5 Lakh and set aside the remaining Rs. 5 Lakh for non-regular expenditure such as house renovation/repairs, etc.
  - c) I shall invest Rs. 5 Lakh and set aside the remaining Rs. 5 Lakh for Holiday/Vacation or buying/upgrading my Car
  - d) I shall invest Rs. 2.5 Lakh and set aside the remaining Rs. 7.5 Lakh for buying Gadgets/Car/Jewellery and spending on Holidays and other entertainment
  - e) I shall spend a major amount in reducing my outstanding loans
  - f) I shall invest the whole amount in appreciating assets like land/property/precious metals

**16. I take Life Insurance policies primarily towards \_\_\_\_\_.**

- a) saving my income tax
- b) investing for long- term goals while covering risk of life
- c) investing for my child's education
- d) investing for my retirement
- e) covering risk of life
- f) I do not have any life insurance policy

**17. While taking Life Insurance policy, my objective is to \_\_\_\_\_.**

- a) get at least the premium amount back if I survive the Plan period
- b) get some return on the premium if I survive the Plan period
- c) get market linked return on the amount of premium and some life cover or pension
- d) cover pure risk without any consideration of return (even of premium paid)

**18. I have considered the following while fixing the amount of cover on my Life Insurance policies:**

- a) They should cover my family's future expenses till my spouse survives
- b) They should cover all my future earning years' income
- c) They should cover my goal-based financial liabilities (education/marriage of children)
- d) They should at least cover all my outstanding loans
- e) They should cover my family's future expenses, goals and outstanding loans
- f) I have not considered the above parameters while taking life insurance
- g) I have gone by return aspiration on my policies rather than the amount of risk coverage

**19. I have taken the following insurance of my vehicle:**

- a) Third party only, as it is mandatory
- b) Comprehensive to cover accident, theft, third party liability, etc.

**20. I have taken a health cover (medical insurance) for myself/family in order to \_\_\_\_\_.**

- a) claim deduction from taxable income
- b) offset need for liquidating my financial assets in case of hospitalization
- c) I have no health insurance policy

**21. I have taken the following additional insurance for my assets (tick as many applicable):**

- a) House insurance to cover cost of rebuilding my house in case of fire, calamity, etc.
- b) Householder policy to cover burglary/ loss due to fire of my gadgets, furniture, etc.
- c) Cover against burglary/loss of art, antiques and valuables including jewellery
- d) Shopkeeper's policy
- e) Mortgage insurance

**22. Upto what age would you like to work?**

- a) Upto 45
- b) Upto 50
- c) Upto 55
- d) Upto 60
- e) Upto 65

**23. What amount of pension would you need after retirement?**

- a) Equal to my current salary adjusted for price rise (inflation)
- b) Equal to 50% of my current salary adjusted for price rise (inflation)
- c) Equal to my current household expenses adjusted for price rise (inflation)
- d) Equal to 80% of my current household expenses adjusted for price rise (inflation)

**24. Which of the following have you considered while estimating your retirement corpus?**

- a) My present expenses adjusted for price rise (inflation) for 15 years after I retire
- b) My present expenses adjusted for price rise (inflation) for 20 years after I retire
- c) 80% of my present expenses adjusted for price rise (inflation) till my/my spouse's expected life plus some medical emergency fund
- d) Inflation-adjusted income equal to 80% of my present expenses when invested in moderate risk instruments till my/my spouse's expected life plus medical fund
- e) I have yet not estimated the required retirement corpus

**25. Which of the following would you depend on for your retirement corpus?**

- a) Provident Fund and /or Pension as due from my organization
- b) Additional Pension Plans apart from Provident Fund/Pension due from my organization
- c) Sale of my assets like gold, additional house to fund any shortfall in my retirement corpus
- d) Rent received from additional house and regular income from investments to cover shortfall, if any, in my expenses post-retirement
- e) Reverse Mortgage of my self-occupied house to fund my post-retirement expenses
- f) My children to fund my post-retirement expenses
- g) I would curtail my expenses as far as possible to spend my life post-retirement with whatever funds accumulated

**26. Where would you invest your retirement corpus accumulated?**

- a) In Post Office Monthly Income Scheme and Senior Citizens Savings Scheme
- b) In Bank Fixed Deposits
- c) In a suitable Asset Allocation including partly in Equities to generate at least inflation beating returns

**27. How do you approach Tax Planning during the year?**

- a) Estimate all income during the year, plan investments availing maximum tax benefits
- b) Plan tax saving towards the end of the Financial Year
- c) Do not actively plan and meet most of my tax liability from the last few months' salary
- d) Take the help of an expert like Chartered Accountant (CA)

**28. Do you fully utilize Income Tax benefits, e.g. deductions from salary/income, rebates, etc.?**

- a) Yes
- b) No

**29. When making various investments, which of the following parameters you focus on?**

- a) Gross returns
- b) After tax returns
- c) After tax returns minus inflation for the period

**30. I am aware of the following (please select as many as applicable in your case):**

- a) Interest on my Savings Bank A/c. and Fixed Deposit A/c. are added to my total income and taxed accordingly
- b) Dividends on my equity shares are tax free in my hand
- c) Income in the form of dividends received from Mutual Fund units is tax free in my hand
- d) Short term Capital Gains on income funds, bonds, Gold ETFs (less than a year from investment) are added to my total income and taxed accordingly
- e) Short term Capital Gains on equity and equity mutual fund schemes are payable at a lower rate of 15%

**31. I have the following in Joint names (please select as many as applicable in your case):**

- a) My bank accounts including Fixed Deposits
- b) My Demat account
- c) My mutual fund schemes and other investments like Post Office schemes, etc.
- d) My residential property and other real estate investments

**32. I have availed of the nomination facility in respect of the following (please select as many as applicable in your case):**

- a) My bank accounts including Fixed Deposits
- b) My Demat account
- c) My mutual fund schemes and other investments like Post Office schemes, etc.
- d) My residential property (Society) and other real estate investments
- e) My life insurance policies
- f) My PPF account

**33. Have you prepared a Will?**

- a) Yes
- b) No

**34. Which of the following vital information is in the knowledge of your spouse/family members?(please select as many as applicable in your case)**

- a) Fixed and financial assets you have
- b) All loans accounts and other debts
- c) All life insurance, health insurance and other policies you have taken
- d) All your important documents including Will

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After going through the above, you have a fair idea of how a Financial Planner structures your finances in alignment with your financial goals.

**XV. Would you like to seek professional help of a CERTIFIED FINANCIAL PLANNER<sup>CM</sup> or CFP<sup>CM</sup> practitioner to streamline your finances through a structured Financial Plan for your family?**

Yes  No

**XVI. Your Financial Planning Score**

FPSB India would intend to send you a score of your financial position and strength based on the above responses. How would you like to receive the same?

Through email  Please provide your email id: \_\_\_\_\_  
Through post  My postal address is: \_\_\_\_\_