

PERSONAL & FINANCIAL QUESTIONNAIRE

for ______(Client 1)
______(Client 2)
Completed by
Completed on

Lowe Lippmann Trakman Financial Services Pty Ltd

Authorised Representative of Hillross Financial Services ABN 77 003 323 055 AFSL 232705

Level 7, 616 St Kilda Road

Melbourne Victoria 3004

(PO Box 130 St Kilda Victoria 3182)

Ph: (03) 9525 3777 Fax: (03) 9537 2788

(Version 2019 04)

ication fund, change jobs, asset/beneficiary protection, etc.	travel, purchasing a new motor vehicle, home, renovations, repay a mortgage or other debt, start a family, establish an cation fund, change jobs, asset/beneficiary protection, etc. Measurable and specific goals that will be addressed in the current advice Timeframe to be achieved \$ \$ \$	y has the client come to see us? What are their concerns? Are there any dress?	particular concerns they	want us to
travel, purchasing a new motor vehicle, home, renovations, repay a mortgage or other debt, start a family, establish an ecation fund, change jobs, asset/beneficiary protection, etc. Measurable and specific goals that will be addressed in the current advice Timeframe to be achieved \$ \$ \$	travel, purchasing a new motor vehicle, home, renovations, repay a mortgage or other debt, start a family, establish an cation fund, change jobs, asset/beneficiary protection, etc. Measurable and specific goals that will be addressed in the current advice Timeframe to be achieved \$ \$ \$ \$ \$ \$ \$ \$ \$ \$			
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Measurable and specific goals that will be addressed in the current advice achieved \$ \$ \$	Measurable and specific goals that will be addressed in the current advice achieved S S S S S S S S S		other debt, start a family, e	stablish an
\$ \$	\$ \$ \$ \$ \$ \$	Measurable and specific goals that will be addressed in the current advice		Amoun
\$	\$ \$ \$			\$
	\$ \$			
\$	\$ *			
\$				\$

Other Objectives		
Income in retirement: \$		
Planned retirement age - Client	t:	Partner:
Emergency fund: \$		
Other:		
SCOPE OF ADVICE		
Areas of Advice to be discussed	IN SCOPE You have requested advice on:	OUT OF SCOPE
Superannuation / Pension Review of current superannuation plans Review of current pension plans Review of underlying investments Review of estate planning matters Review of contribution strategies		□ exclude from advice □ address later □ N/A □ Info not provided By not receiving advice on these matters, the following potential risks may exist: □ Your super balance may not be invested in line with your risk profile. You may breach contribution caps if you are making super contributions or if you are not, you may not have sufficient funds at retirement. □ Without a review of your product, it may not be the most appropriate for your need and you may be paying higher management costs than necessary. □ By not reviewing your superannuation contributions and the fund's underlying investments, there is a possibility that your current savings and investment strategies may not allow you to meet the necessary balance at retirement to meet your living expenses □ You may find that your retirement planning and savings will not meet your goal at retirement and you may have insufficient funds to retire on and may not be able to have the same lifestyle that you are accustomed to. You may need to rely on Centrelink or work longer.
Retirement Planning - Review of retirement objectives - Review of adequacy of investments - Identification of pension income shortfall - Projection of retirement incomes		□ exclude from advice □ address later □ N/A □ Info not provided By not receiving advice on these matters, the following potential risks may exist: □You may find that you do not have sufficient assets to meet your retirement goals. This may mean that you do not have sufficient income to meet expenses in retirement. This could mean you may need to work longer or downsize your home.
Insurance - Review of current insurance policies - Review of current insurance levels - Analysis of appropriate insurance cover requirements - Identification of current protection shortfalls		 □ exclude from advice □ address later □ N/A □ Info not provided By not receiving advice on these matters, the following potential risks may exist: □ Without an analysis of your insurance needs, you may not consider the full impact that your inability to work, death, TPD or a trauma event could have for you and your family. □ By not holding insurance cover appropriate for you, you and your family may suffer preventable financial and emotional stress

Investments & Savings - Review of investments - Review of investment structures - Identification of risk profile - Investment of surplus cashflow	□ exclude from advice □ address later □ N/A □ Info not provided By not receiving advice on these matters, the following potential risks may exist: □ You might not be apportioning income in the most suitable way to achieving your goals. □ You may not be invested appropriately for your risk profile and preferred tolerance to volatility. Your assets may also be held in a non-tax effective manner that may create additional personal tax liabilities or capital gains tax consequences in the long term.
Budgeting & Cash management - Detailed income/expense analysis - Identification - surplus cashflow - Banking arrangements - Expenditure budget - Saving strategies	□ exclude from advice □ address later □ N/A □ Info not provided By not receiving advice on these matters, the following potential risks may exist: □You might not be apportioning income in the most suitable way to achieving your goals. □This may impact your ability to meet both planned and unforeseen expenditure in the future and may mean that your cash flow management is not optimised and you may not save as much as you could.
Review of current arrangements Strategies for debt reduction	□ exclude from advice □ address later □ N/A □ Info not provided By not receiving advice on these matters, the following potential risks may exist: □ Your liabilities may not be organised in the most cost effective manner to enable you to save interest and meet your debt repayment goals. This could mean you take longer than you desire to pay down your debts or that you pay more in interest costs. □ Your debt position may not be appropriate to your needs, by having excessive interest rates or complexity. By not reviewing your loans you may reduce the ability to repay your debts quickly.
 Review current estate planning position Identify shortfalls in current estate planning Analyse options to improve estate planning 	□ exclude from advice □ address later □ N/A □ Info not provided By not receiving advice on these matters, the following potential risks may exist: □You may find that nobody will be legally able to manage your affairs if you are unable to personally attend to them or that upon your death your estate assets may not be distributed as per your wishes. It may not be distributed tax effectively. Assets could fall into the wrong hands without the appropriate consideration or structure.
Centrelink - Review of Centrelink eligibility - Calculation of estimated Centrelink pensions	□ exclude from advice □ N/A □ address later □ Info not provided By not receiving advice on these matters, the following potential risks may exist: □You may find that you are not maximising your position and receiving entitlement that you would otherwise be entitled to

Identity document obtained □ Title □ Prof □ Dr □ Mr □				
-	☐ Yes ☐ No ☐ N/A	Identity document obtain	ned □ Yes □ No [□ N/A
				☐ Miss
Given Names		Given Names		
Preferred Name		Preferred Name		
Surname		Surname		
Date of birth Place]	Date of birth Place		
1 1	☐ Male ☐ Female	/ /	☐ Male ☐	Female
Marital Status:	_	, ,	wed De Facto	
Previously Married: ☐ Yes ☐	No	Previously Married:	Yes ∐ No	
CONTACT DETAILS				
Street number and name		Suburb/Town	State Po	stcode
Postal Address (if different from	above)	Suburb/Town	State Po	stcode
Telephone (home)	Telephone (wo	ork client 1) Tel	ephone (work client 2)
Mahila (client 1)	Email (aliant 1	<u> </u>		
Mobile (client 1)	Email (client 1	.)		
Mobile (client 2)	Email (client 2))		
		•		
Preferred Communication Metho	od (client 1)	Preferred Commu	unication Method (clie	nt 2)
☐ Home ☐ Work ☐ Mobile	☐ Email	☐ Home ☐ Wor	rk 🛘 Mobile 🗖 Ema	il
Comments:				
DEPENDANTS (children / c	other)		Financially	Years
	Date of birth	Sex School		
Name	Date of birti		dependent	to support
Name	/ /		☐ Yes ☐ No	to support
Name				to support
Name	/ /		☐ Yes ☐ No	to support
Name	/ /		Yes No	to support
Name	/ /		Yes No Yes No Yes No	to support
Name	/ /		Yes No Yes No Yes No Yes No Yes No	to support

EMPLOYMENT			
☐ Not relevant to so	ope of advice sought by client/s		
☐ Client/s chose no	t to provide any information in rel	ation to this aspect	
Client 1 Full time	Part time Other	Client 2 Full time	☐ Part time ☐ Other
Current Occupation		Current Occupation	
Other Profession/ti	raining	Other Profession/trai	ining
imployer's Name		Employer's Name	
imployer 3 Name		Employer's Name	
Comments:		Comments:	
	_		
NCOME & EXP	ENDITURE		
	t to provide any information in rel	ation to this aspect	
NCOME			
<u>llient 1</u>		Client 2	
Gross Salary	\$	Gross Salary	\$
Trust Distributions	\$	Trust Distributions	\$
Other Income	\$	Other Income	\$
Other Income	\$	Other Income	\$
Salary Sacrifice	\$	Salary Sacrifice	\$
Comments on Inco	ome		
Johnneiles on Thee	, inc		
VDENDITUDE			
XPENDITURE			
Monthly	\$	Annually	\$
Comments on Exp	enditure / Any changes to in	come or expenditure ex	xpected in the next 5 years?
urplus cashflow availab	le for investment or saving \$	per	

Assets	Information provided	Owner	Associated	l Value
	separately		Debt	
LIFESTYLE ASSETS				
Principle residence			☐ Yes	\$
Contents			☐ Yes	\$
Vehicle			☐ Yes	\$
Vehicle			☐ Yes	\$
Holiday home			☐ Yes	\$
Everyday bank account			n/a	\$
FINANCIAL ASSETS				
Other bank account			n/a	\$
Investment Property			☐ Yes	\$
Investment Property			☐ Yes	\$
Other			☐ Yes	\$
Other			☐ Yes	\$
Other			☐ Yes	+
Other			☐ Yes	\$
	I		'	1
	Information provided	Owner	Receiving	Value
		Owner	Receiving Contribution	value
	provided	Owner	Receiving Contribution □ Yes	value \$
	provided separately	Owner	Contribution	IS .
	provided separately	Owner	Contribution Pes	\$
	provided separately	Owner	Contribution Yes Yes	\$ \$
Superannuation	provided separately		Contribution Yes Yes Yes Yes Yes	\$ \$ \$ \$ \$ \$
Superannuation Contributions (\$) into the current	provided separately	Owner	Contribution Yes Yes Yes Yes Yes	\$ \$ \$
Superannuation Contributions (\$) into the current Employer (SGC) – Current year	provided separately		Contribution Yes Yes Yes Yes Yes	\$ \$ \$ \$ \$ \$
Superannuation Contributions (\$) into the current Employer (SGC) – Current year Employer (SGC) – Previous year	provided separately		Contribution Yes Yes Yes Yes Yes	\$ \$ \$ \$ \$ \$
Superannuation Contributions (\$) into the current Employer (SGC) – Current year Employer (SGC) – Previous year Employer additional	provided separately		Contribution Yes Yes Yes Yes Yes	\$ \$ \$ \$ \$ \$
Superannuation Contributions (\$) into the current Employer (SGC) – Current year Employer (SGC) – Previous year Employer additional Salary Sacrifice	provided separately		Contribution Yes Yes Yes Yes Yes	\$ \$ \$ \$ \$ \$
Superannuation Contributions (\$) into the current Employer (SGC) – Current year Employer (SGC) – Previous year Employer additional Salary Sacrifice Member Personal (after-tax) Last 3 years	provided separately		Contribution Yes Yes Yes Yes Yes	\$ \$ \$ \$ \$ \$
Superannuation Contributions (\$) into the current	provided separately		Contribution Yes Yes Yes Yes Yes	\$ \$ \$ \$ \$ \$

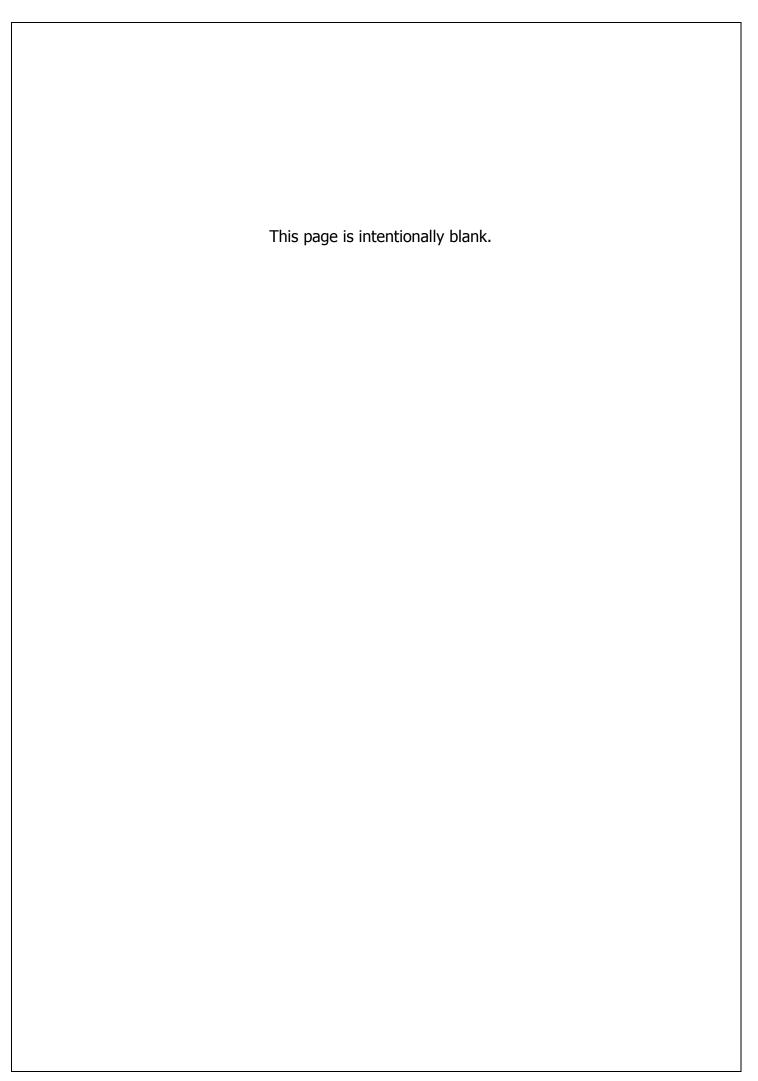
Liabilities	Information Attached	Purpose	Deductible (Yes or No)	Lender/ Borrower	Repayment type (P/I or I/O)	Balance of loan	Repayments
Principle residence						\$	
Holiday home						\$	
Vehicle						\$	
Vehicle						\$	
Investment loan						\$	
Other						\$	
Other						\$	
Other						\$	
Other						\$	
Other						\$	
Other						\$	
PERSONAL INS Client/s chose not Health Excellent Good Existing or Pre-Exis Smoker: Yes Former Smoker: Last Smoked? Private hospital cove Provider? CURRENT INSURA	ot to provide a d	Poor ssues	Exis Exis Smo Form Last	his aspect ccellent	No Yes N	Issues	
Type Information Attached	Owner	Insured	Insu	rer & Policy No.	. Sur	n Insured	Premium
					\$	\$	
					\$	\$	
					\$	\$	
					\$	\$	
					\$	\$	
# - Life, Trauma, TPD,	Income Protection	on, Business Expen	ses		'	"	

Comments on Insurances			
OTHER ADVISERS			
Accountant		Broker/Solicitor/Other	
Tel.	Authority to contact	Tel.	☐ Authority to contact
	·		
ESTATE PLANNING			
☐ Client/s chose not to provid	le any information in rela	ation to this aspect	
Client 1		Client 2	
Current will?	☐ Yes ☐ No	Current will?	□ Yes □ No
Year prepared/last reviewe		Year prepared/ last reviewe	
Testamentary Trust?	☐ Yes ☐ No	Testamentary Trust?	☐ Yes ☐ No
Powers of attorney?	☐ Yes ☐ No	Powers of attorney?	☐ Yes ☐ No
Enduring Medical? Enduring Guardianship?	☐ Yes ☐ No☐ Yes ☐ No	Enduring Medical? Enduring Guardianship?	☐ Yes ☐ No ☐ Yes ☐ No
Who is your attorney unde		Who is your attorney unde	
The state of the s	Possess	Timo io your autornoy anae	ponen
Are there any circumstance	es warranting consid	eration of a testamentary trus	t?
Future inheritance?		Future inheritance?	
	nount \$		ount \$
		Take account of future inher	
☐ Yes ☐ No	•	☐ Yes ☐ No	·
Are there any pre-determin	ned intentions regard	ding the distribution of your es	tate?
Comments on Estate Plann	ing		

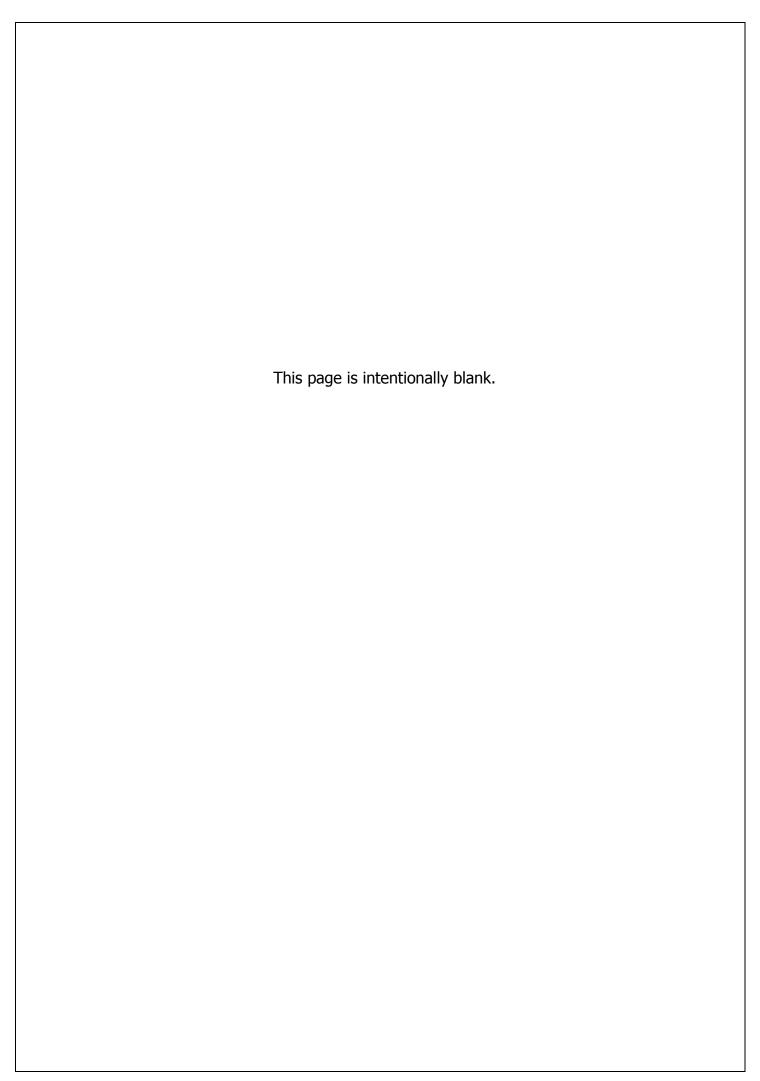
OTHER ISSUES
Are there any other issues we should be aware of before providing advice?
Are there any issues or events that may affect your future lifestyle not already covered?
Would you be financially strained if one of your children suffered a serious illness or injury?
If your grown children fall ill or die are you at rick of having to provide financial support?
If your grown children fall ill or die are you at risk of having to provide financial support? Will you be able to?
H
Have you made any personal guarantees in relation to other peoples (children) debt?
General Notes
General Notes

CLIENT ACKNOWLEDGEMENT			
I/We acknowledge that:			
Item		1	ent 2 ✓
Current FSG / FSCG I confirm that I/we have been provided with the Financial Services Guide (FSCG) version: including the Appendix: Privacy Collection Statemed document have been explained to me, and I have had the opportunity to ask	ent. I also confirm that the contents of this		
Protecting your privacy I consent to my personal, sensitive and health information being collected collected, used, stored, disclosed, secured and de-identified or destroyed in which is available on request or online at amp.com.au/privacy, and in according which sets out in more detail how your information is collected and the ways disclosed. AMP Privacy Policy also provides details of how you can contact us to accee make a complaint about any breach of the Australian Privacy Principles. I also consent to my account numbers and/or Centrelink number being retain financial planning service.	line with the AMP Privacy Policy, a copy of dance with the Privacy Collection Statement, in which that information may be used or [ss, update or correct your information or to		
 FSG / FSCG, FDS and PDS I agree to receive: the current and future FSG / FSCG versions; Statement of Advice (SoA) (including any documents that form part of Fee Disclosure Statements (FDSs); Renewal or opt-in notice in relation to an ongoing fee arrangement; and Product Disclosure Statements (PDSs) and other product offer documents electronically, via an email, an email with hyperlink, a secure online portal or can be accessed on the internet or a secure site. Please note: paper version of the documents may no longer be given; electronic communications must be regularly checked for documents; and you may change your mind at any time so that you receive paper documents. 	d ents, [r site, or by being shown where and how they		
	mail, SMS or other electronic communications lays in transmission due to network or other free of viruses. ate are secure and can only be accessed by overseas. gned in ink. These may include application ird parties. y in which you act. For example, if you are a		

Item				Clie	ent 2
TFN / Exemption code					
I provide my consent for my financial plan (TFN) when acting on my behalf in relatio		nning licensee to collect and handle my Tax Fil	e Number		
Please note:					
 in relation to your financial affairs, you she can only collect your TFN where it is that is the basis on which your TFN is may disclose your TFN to the Austral 	you agree for your TFN to be collected and handled by us and the financial planning licensee when acting on your behalf relation to your financial affairs, you should note that in accordance with the <i>Privacy (Tax File Number) Rule 2015</i> , we: can only collect your TFN where it is necessary for a lawful purpose, such as applying for an investment product, and that is the basis on which your TFN is collected; may disclose your TFN to the Australian Taxation Office for the purposes of searching the Lost Members Register (LMR) records, provide other relevant information for the purposes of searching LMR records and receive the results				
of this LMR search;	as it is needed in conne	ction with the provision of financial services by			
 may provide this information to finance licensee to review customers' needs 		those who are authorised by the financial plar time to time.	nning		
	-	te your TFN in relation to your investments, or e consequences of you not quoting your TFN in the consequences of you not quoting your TFN in the consequences.	-		
Disclosure of information					
I consent to my information being disclose planner or the financial planning licensee, services, such as accounting, legal, tax or	for the purposes of those other services, unless a	s who have referral arrangements with my final e third parties providing me, or offering me, the nd until my consent is withdrawn in writing. parties who have referral arrangements, as dis	eir		
Disclosure to spouse / partner					
·	health information being	g released to my spouse or partner, unless and	d until my		
	(named and identified be behalf, unless and until I	elow) to renew any ongoing service agreeme revoke this authorisation in writing and notify mand ing licensee.			
Spouse/de facto partner name:	Spo	ouse/de facto partner name:			
Spouse/de facto partner address:	Spo	ouse/de facto partner address:			
Client Signature		Client Signature			
	Date:		Date:		
Client name		Client name			
		3			
Tax File Number/ Exemption code:		Tax File Number/ Exemption code:			



AUTHORITY TO A	ACCESS INFORMATION
TO WHOM IT MAY C	CONCERN:-
I/We	
of (address)	
	vant information and/or documentation on our/my investments, insurances, k accounts and other financial information be released to:
Lippmann Trakman F	of Lowe Lippmann Trakman Financial Services Pty Limited on request. Lowe Financial Services Pty Limited ABN 50 102 605 023, Authorised Representative of rvices ABN 77 003 323 055, AFS Licence Number: 232705.
	photocopy or facsimile copy of this letter as authority, as the original will stay on file at man Financial Services Pty Limited.
This Third Party Auth	nority remains valid until further notice.
If any correspondence address:-	ce is requested, this is to be sent to the following postal address, fax number or email
Postal address:	Lowe Lippmann Trakman Financial Services Pty Limited PO Box 130 St Kilda Vic 3182
Fax number:	(03) 9537 2788
Email address:	info@Iltfs.com.au
Yours faithfully,	
Client Signature	
Client name	Date:
Date of Birth	



TO WHOM IT MAY CONCERN:-	
I/We	
of (address)	
Request that all relevant information and/or documentation on our/my investments, insurances, superannuation, bank accounts and other financial information be released to:	
and any associates of Lowe Lippmann Trakman Financial Services Pty Limited on request. Lowe Lippmann Trakman Financial Services Pty Limited ABN 50 102 605 023, Authorised Representative of Hillross Financial Services ABN 77 003 323 055, AFS Licence Number: 232705.	
Please also accept a photocopy or facsimile copy of this letter as authority, as the original will stay on file at Lowe Lippmann Trakman Financial Services Pty Limited.	
This Third Party Authority remains valid until further notice.	
If any correspondence is requested, this is to be sent to the following address:-	
Postal address:	Lowe Lippmann Trakman Financial Services Pty Limited PO Box 130 St Kilda Vic 3182
Fax number:	(03) 9537 2788
Email address:	info@Iltfs.com.au
Yours faithfully,	
Client Signature	
	Date:
Client name	
/ /	
Date of Birth	

AUTHORITY TO ACCESS INFORMATION