



Mortgage Planning Questionnaire

1. If you and I were to meet after you started living in your new home, what has to have happened for you to feel you had saved time and money, gained greater peace of mind, and achieved your overall objectives?

2. In how many years do you plan to retire?

3. What do you plan to do after you retire?

4. What is your best estimate for how long you might have this loan or live in this home?
 1-3 years 3-5 years 7-10 years 10-15+ years

5. Do you currently have any plans for a major purchase in the next 12 months including a car, college, home improvements or rental properties? Yes No
If yes, for what & how much money do you expect to need?

\$ _____





Mortgage Planning Questionnaire continued

5. Of the following financial goals, which would you say is a top priority currently?
(Select all that apply)

- Improve Monthly Cash flow
- Maximize Retirement Savings
- Maximize Education Savings
- Live Comfortably On One Income
- Create a Comprehensive Financial Plan
- Create a 6-12 Month Cash Reserve Account
- Maximize Investment Contributions
- Maximize Asset Portfolio Performance
- Live Comfortably On a Fixed Income
- Other: _____

6. Which of the following is most important regarding your mortgage financing?
(select all that apply)

- Determine maximum purchase price and loan amount I can qualify for
- Determine purchase price and loan amount appropriate for my income and lifestyle
- Obtain a targeted monthly mortgage payment amount
- Purchase a home within a specific budget, down payment and closing costs
- Have ability to sell, pay down, pay off, or refinance home without penalty
- Maximize tax benefits
- Avoid mortgage insurance
- Qualify for new home prior to, or without sale of existing home
- Other: _____





Mortgage Planning Questionnaire continued

7. If we can show you ways of building wealth faster or becoming debt free more quickly, would you be interested? Yes No, thanks

8. When do you expect your lifestyle to change? How?

9. Would you like us to refer you to an experienced local Realtor? Yes No

10. On a scale from 1-10 (10 being best), please rate your current level of satisfaction in the following areas:

- ___ Income tax preparation
- ___ Financial advisor/investment strategy
- ___ Estate Plan

11. Do you have life insurance to protect your family and home? Yes No
If yes, what type of policy and how much coverage do you have?

\$ _____

