



Deferred Compensation
Program

Income Planning
Questionnaire

Bruce Burns —
Deputy Probation Officer,
Probation Department

A few questions, a lot of answers:
Our retirement income planning questionnaire
helps us create your personalized plan for receiving income in retirement.

Helping you manage your income throughout retirement

This questionnaire will help you create a personalized plan to diversify your investments and create an income stream that is designed to meet your needs throughout your lifetime. It will help us evaluate your total financial picture, including all of your assets, and it's available to you at no charge because you're a participant in the County of San Diego Deferred Compensation Program.

Once you've completed it, a Nationwide Personal Retirement Consultant (PRC) will review your questionnaire and give you a personal analysis.

Your PRC can help you understand many of the financial details about your retirement income. Our commitment to you is simple: We provide personalized financial services to help you make informed decisions up to and throughout your retirement. It's an added service at no additional charge, and it's our way of helping you take the next step in your journey.



Tell us about your retirement goals.

Tell us about what you want to do in retirement.

Check all that apply to you and/or your spouse.

- | | | |
|---|---|---|
| <input type="radio"/> Travel | <input type="radio"/> Volunteer/community service | <input type="radio"/> Help with grandchildren's education |
| <input type="radio"/> Recreation | <input type="radio"/> Relocate | <input type="radio"/> Give to charity |
| <input type="radio"/> Go back to school | <input type="radio"/> Start a new business | |
| <input type="radio"/> Work part time (teach, consult, etc.) | <input type="radio"/> Pursue hobbies | |

Tell us about your concerns and questions.

Tell us what concerns you most.

Mark three or four questions from the list below. Your responses will help your PRC prepare for your meeting. Of course, your PRC will discuss any relevant questions you have, even if they're not listed here.

- Will I have enough money to do the things I want to do?
- Will I have enough money to maintain my current standard of living?
- Will I be able to afford health care?
- How can I make sure my money lasts as long as I do?
- How can I catch up quickly on my retirement savings?
- What is the best way for me to take my pension payments?
- Do I need to take out my deferred compensation?
- My spouse has a pension/retirement plan; how should we take the money from it?
- What assets should I begin to draw from first for extra retirement income?
- I have multiple savings and retirement accounts; are there benefits to consolidating them?
- How can I maximize my retirement income?
- Do I have the right investment mix for my/our situation?
- When should I or my spouse begin receiving Social Security benefits?
- I have/my spouse has a serious medical condition; how does this impact our planning?
- What happens if I pass away before my spouse?
- How will my income be taxed in retirement?

How did you hear about the County of San Diego Deferred Compensation Program Financial Planning service? (check all that apply)

- My local Retirement Specialist Website Local office
- Other: _____

Tell us about yourself and your family members.

Tell us about yourself.

First name: _____ MI: _____ Last name: _____

Address: _____

City: _____ State: _____ ZIP: _____

Cellphone: _____ Work phone: _____

Email (required): _____

Date of birth: _____ Expected retirement date: _____

Occupation: _____

Employer: _____

Salary: _____

Do you think you'll work during your retirement years? Yes No

If yes, full-time or part-time? _____ Expected income: \$ _____

Tell us about your spouse.

First name: _____ MI: _____ Last name: _____

Spouse's email (required): _____

Date of birth: _____ Expected retirement date: _____

Occupation: _____

Employer: _____

Salary: _____

Do you think your spouse will work during their retirement years? Yes No

If yes, full-time or part-time? _____ Expected income: \$ _____

Tell us about your children/dependents.

Name: _____ Relationship: _____ Date of birth: _____

Tell us about your income.

Pension benefits

Description	Recipient	Annual amount	Start date/age	% payable to spouse at death	Annual COLA %
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____

Pension information can be accessed online via the [San Diego County Employee Retirement Association \(SDCERA\)](http://www.sdcera.org) website at www.sdcera.org.

Social Security benefits

Your Social Security Annual Benefit Statement can be accessed online at www.ssa.gov.

You	Monthly amount at full retirement	Expected start date/age	Spouse	Monthly amount at full retirement	Expected start date/age
Social Security:	_____	_____	Social Security:	_____	_____

Retirement: 457(b), 401(a), 401(k), IRA, Roth IRA, other

Please include a copy of your latest statement, if possible.

Plan type/name	Owner (you/spouse)	Current value	Current contribution amt.	Employer match? (%)
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

Bank, savings and investment accounts

If you maintain more accounts than will fit in this space, please attach a listing of those accounts on a separate page. Please also include a copy of your latest statement for each account.

Account type/name	Owner (you/spouse/joint)	Current value	Current contribution amt.
_____	_____	_____	_____
_____	_____	_____	_____

Do you have life insurance? Yes No

If yes, how much survivor benefit: \$_____ and monthly premium: \$_____

If Term, when does the term end? (Year) _____

If Permanent, what is the cash value? \$_____

Do you have a will or trust in place? Yes No

Date of last update: _____

Does your spouse have life insurance? Yes No

If yes, how much survivor benefit: \$_____ and monthly premium: \$_____

If Term, when does the term end? (Year) _____

If Permanent, what is the cash value? \$_____

Do you have long-term care insurance? Yes No

If yes, what is the monthly benefit: \$_____ and monthly premium: \$_____

Does your spouse have long-term care insurance? Yes No

If yes, what is the monthly premium: \$_____

Tell us about your assets and debts.

Include assets that have a material impact on your net worth (primary, secondary and/or rental property; personal and business assets; etc.).

Housing **Own** **Rent (select one)** Rent: \$ _____ monthly expense

Own

Description	Purchase price	Current value	Annual taxes	Annual insurance	Annual maintenance/HOA
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_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____

Mortgage

Property description	Balance owed	Interest rate	Date paid off	Monthly payment	Principal and interest
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_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____

Do you own income-producing property? Yes No

If yes, monthly rental income: \$ _____

Debts

Include debts such as vehicle loans, student loans, credit cards, alimony, child support, etc.

Description	Current balance	Monthly payment	Annual interest rate
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_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Tell us about your expenses.

Potential expense sources	Current monthly expenses	Anticipated monthly expenses in retirement
Utilities, including cell phone and streaming services	_____	_____
Household (furnishing/supplies)	_____	_____
Transportation (gas, maintenance, registration)	_____	_____
Car insurance	_____	_____
Food at home	_____	_____
Meals out	_____	_____
Entertainment (recreation, hobbies, etc)	_____	_____
Travel	_____	_____
Clothing	_____	_____
Personal care (products and services)	_____	_____
Health care premiums	_____	_____
Medical/dental/vision out of pocket	_____	_____
Professional expenses	_____	_____
Charitable giving	_____	_____
Child(ren) expenses	_____	_____
Gifts	_____	_____
Other (pets, hobbies, etc)	_____	_____

Major events and/or expenses

For planning purposes, please indicate any major events expected below (e.g., wedding, tuition, major celebrations, down payment for home or other large purchase).

Event _____ Year _____ Est. cost _____

Event _____ Year _____ Est. cost _____

Event _____ Year _____ Est. cost _____

Take a fresh look at your investment mix.

On the next few pages, let's look at how you have been investing for retirement and consider how you may want to fine-tune your strategy as you prepare for and transition into retirement.

Your County of San Diego Deferred Compensation Program participation up to now has probably meant following a strategy designed for investment growth over the long term. With your retirement date in sight, you may need to consider changes. The questions on the next two pages will help your PRC understand your needs and concerns. Keep in mind that your investment strategy should account for a retirement that could last decades.

..... **Let's start with the basics:**



**Your risk
tolerance**



**Your investor
profile**

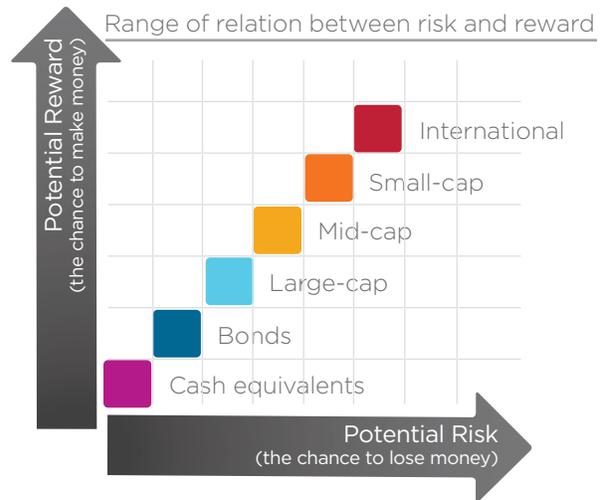
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Let's discuss your risk tolerance.

Your risk tolerance is a measure of your personal comfort with risk. It can change over time, so it's important to review your asset allocation strategy each year.

Risk vs. Reward

Every investment has a risk level associated with it. That risk level also corresponds with the likelihood of a reward. Use the chart below to better understand the components of the mutual funds you read about. The higher the risk vs. reward ratio, the greater the potential for growth, but at a higher risk of losing value. The lower the risk vs. reward ratio, the less the potential for return, but at a lower risk of losing value.



Check the box next to the answer that best matches your feelings about risk. (There are no right or wrong answers.)

1. Your current age is:

- Over 70 (1 point)
- 60 to 70 (4 points)
- 50 to 59 (8 points)
- 35 to 49 (12 points)
- 34 or younger (16 points)

2. When do you anticipate taking regular cash distributions from your account?

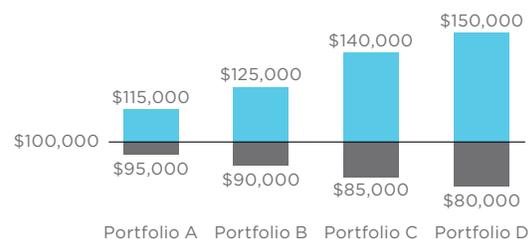
- Less than 5 years (2 points)
- 5 to 9 years (5 points)
- 10 to 15 years (7 points)
- More than 15 years, or I do not anticipate taking cash distributions (10 points)

3. In addition to your current employer-sponsored retirement plan, do you have other retirement plan benefits such as a defined benefit pension or defined contribution profit-sharing plan?

- No (0 points)
- Yes (20 points)

4. If \$100,000 was invested at the beginning of the year, which example best describes your tolerance for risk?

- Portfolio A (\$95,000 to \$115,000) 1 point
- Portfolio B (\$90,000 to \$125,000) 4 points
- Portfolio C (\$85,000 to \$140,000) 7 points
- Portfolio D (\$80,000 to \$150,000) 10 points



Let's discuss your risk tolerance. (continued)

Check the box next to the answer that best matches your feelings about risk.
(Again, there are no right or wrong answers.)

5. While riskier than bond investments, stock investments offer the potential of higher long-term investment returns. What is your feeling about investing a portion of your money in stock investments?

- I am concerned that stock investments are too risky and I'd prefer a higher allocation to bonds. (1 point)
- I understand there is additional risk with stock investments and I'd consider a more balanced allocation to stocks and bonds. (5 points)
- I understand there may be some additional risks in stock investing, but the opportunity to achieve long-term growth with a higher allocation to equities is worth serious consideration. (9 points)
- I understand the risks, but I recognize there are growth opportunities in stock markets and I'd like to maximize those opportunities. (12 points)

6. Given the volatility of the capital markets, your account value will fluctuate over time. The three choices below show potential account value ranges after a 3-year investment period. If you were to invest \$50,000, which portfolio would you select?

- Account value range of \$48,00 to \$53,000 (2 points)
- Account value range of \$45,000 to \$58,000 (6 points)
- Account value range of \$40,000 to \$60,000 (10 points)

Risk Tolerance Score

Question 1 points :

Question 2 points :

Question 3 points :

Question 4 points :

+ Question 5 points :

Question 6 points :

Your risk tolerance score =

Take a look at your investor profile.

What are asset classes?

The three major investment types (stocks, bonds and short-term investments) have subcategories called asset classes. Investments in the same asset class tend to behave similarly in the market. But one class may decline in value while another class may gain value.

Put a check mark in the circle below that best represents your Portfolio Profile. Now that you have a better understanding of asset allocation and what type of investor you are, you're one step closer to planning for and saving toward your retirement goals.

	58 to 78 = Aggressive	40 to 57 = Moderately Aggressive	27 to 39 = Moderate	17 to 26 = Moderately Conservative	0 to 16 = Conservative
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	Aggressive	Moderately Aggressive	Moderate	Moderately Conservative	Conservative
International	30%	24%	19%	14%	9%
Small-cap	5%	5%	4%	2%	1%
Mid-cap	11%	9%	7%	6%	4%
Large-cap	44%	37%	30%	23%	16%
Bonds	7%	18%	28%	38%	40%
Capital preservation	3%	7%	12%	17%	30%

Aggressive

Appropriate for an investor with both a high tolerance for risk and a long time horizon. The main objective of this portfolio is to provide high growth without providing current income.

Moderately Aggressive

Designed for an investor with a high tolerance for risk and a longer time horizon. This investor has little need for current income and seeks above-average growth from their investable assets.

Moderate

Best suits an investor who seeks relatively stable growth and a low level of income. The investor will have a higher tolerance for risk and/or a longer time horizon than a conservative or moderately conservative investor. The main objective is to limit fluctuations to less than those of the overall stock market.

Moderately Conservative

Appropriate for an investor who seeks both modest investment value increases and income from their portfolio. This investor will have either a moderate time horizon or a slightly higher risk tolerance than someone who chooses a Conservative profile.

Conservative

Designed for an investor with a low risk tolerance and/or a short time horizon. It is targeted toward the investor seeking stability and whose main objective is to preserve capital while providing income. Fluctuations in the value of these portfolios are minor.

The Asset Allocation Tool presented is available through a license agreement between Wilshire Associates and Nationwide. Its sole purpose is to assist you in determining your general attitudes toward investment risk. This questionnaire does not consider all factors necessary in making an investment decision (e.g., personal and financial information and investment objective). In no way should this questionnaire be viewed as investment advice or establishing any kind of advisory relationship with Wilshire Associates. Wilshire Associates does not endorse and/or recommend any specific financial product that may be used in conjunction with the asset allocation models that are presented. Please consult with your financial professional and obtain the financial product's prospectus (or its equivalent) and read it carefully prior to investing.



A bridge to your retirement

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