

# Blueprint Planning Forms<sup>©</sup>

with reference to:

## *YOUR RETIREMENT INCOME BLUEPRINT*

THIRD EDITION

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A Six-Step Plan  
to Design and Build  
a Secure Retirement

and

## *RETIREMENT FOR THE RECORD*

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A unique companion piece to *Your Retirement Income Blueprint*.

Compiled from more than thirty years as a retirement income strategist,  
with client stories and experiences which put the Blueprint planning strategies  
into real-life perspective.

[www.diamondretirement.com](http://www.diamondretirement.com)

## Personal Information Inventory for \_\_\_\_\_

The accuracy and detail with which this information is completed will determine the quality of a plan you or your advisor can prepare on your behalf.

## Information Gathering – Hard Data and Soft Questions

Please take the time to review, think about, and answer the questions in this profile as appropriate. There are two types of information required. The first type deals with some personal ‘data’ and includes an inventory of statements and documents. Then there are the ‘considerations.’ Some of the questions are designed to get you thinking about the issues you may have to address in retirement and don’t necessarily require an ‘answer.’

## Gather the Hard Data

The most recent copies of the following are required. You may not have certain items, but please collect as many of them as you can.

### Documentation Checklist (per individual)

- \_\_\_ Canada Pension Plan Statement of Contributions and/or Pension Estimates (may be accessed online through your [My Service Canada account](#) or a paper copy ordered from CPP – telephone 1-800-277-9914; order by mail or in person from your nearest Service Canada office.) OAS information, if relevant.
- \_\_\_ Employer (and other) pension amounts or estimates, annuity statements
- \_\_\_ Current Written Financial Plan and Investment Policy Statement
- \_\_\_ Current Investment Statements - mutual funds, stocks, bonds, GIC’s etc. – all accounts – RRSP/LIRA/SpRSP/TFSA/Non-registered accounts, single or joint – balances of accounts intended to produce income, or special-purpose contingency accounts
- \_\_\_ Statements of debt servicing (mortgages, loans)
- \_\_\_ Income tax returns, CRA Notices of Assessment – most recent 3 yrs
- \_\_\_ Statements and booklets of employer-sponsored programs (Retirement, life insurance and health benefits)
- \_\_\_ Life and health insurance contracts
- \_\_\_ Wills, Powers of Attorney, Health Care Directives

**YOUR HOUSEHOLD**

**Personal Information**

<b>Name</b>	<b>Date of Birth</b>
Person 1 _____	_____
Person 2 _____	_____

Single? \_\_\_\_\_ Divorced? \_\_\_\_\_ Widowed? \_\_\_\_\_ Married? \_\_\_\_\_ Co-habiting? \_\_\_\_\_  
Second Marriages? \_\_\_\_\_ Blended Families? \_\_\_\_\_  
Considered legal spouses? Yes \_\_\_\_\_ No \_\_\_\_\_ Common-law partners? Yes \_\_\_\_\_ No \_\_\_\_\_

**Tell us about your household. What are your unique circumstances?**

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**Address**

Street Name & Number \_\_\_\_\_  
City \_\_\_\_\_ Province \_\_\_\_\_ Postal Code \_\_\_\_\_

**Contact information**

**Person 1**

Preferred Telephone \_\_\_\_\_ Alternate \_\_\_\_\_  
Preferred E-mail \_\_\_\_\_ Alternate \_\_\_\_\_

**Person 2**

Preferred Telephone \_\_\_\_\_ Alternate \_\_\_\_\_  
Preferred E-mail \_\_\_\_\_ Alternate \_\_\_\_\_

**Employment Information**

Person 1 – Employer \_\_\_\_\_ Position/Title \_\_\_\_\_  
Person 2 – Employer \_\_\_\_\_ Position/Title \_\_\_\_\_

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## SOFT QUESTIONS -- THINKING ABOUT RETIREMENT

(Recommended reading: *Your Retirement Income Blueprint 3<sup>rd</sup> Edition* Chapter 1 “Talkin’ About My Generation” and Chapter 3 “Laying the Foundation for Your Income Plan”; *Retirement for the Record* Part 1 “This Retirement Thing”)

Consider risks of retiring too early and/or with inadequate assets; the plan for filling your days; partners, families and common (or not) visions; carrying debt into retirement; transitioning. Are your expectations aligned with realities?

### Notes:

(Recommended reading: *Retirement for the Record* Chapter 4 “This Ain’t Your Mom and Dad’s Retirement”)

Spending Time

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Spending Money

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Do I (we) have enough savings to create the sustainable income I (we) need?

(Recommended reading: *Retirement for the Record* Chapter 5 “The 30,000 Foot View”)

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Carrying debt

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Where and how will I (we) live in retirement?

Principal residence – wintering – downsizing – 55+ communities -- assisted living

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Other considerations, major concerns as you approach retirement?

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**Hard Data – Financial Resources**

**Initial Considerations**

(Recommended reading: *Your Retirement Income Blueprint 3rd Edition* Part 2 Chapter 3 “Laying the Foundation for Your Income Plan”; *Retirement for the Record* Part 2 “From Accumulation to Income”

What is your projected retirement date? P1? \_\_\_\_\_ P2? \_\_\_\_\_

Why is this the time you have chosen? P1? \_\_\_\_\_

P2? \_\_\_\_\_

Are there any special considerations such as severance packages or retiring allowances which you expect to come into play as you transition out of the work force? Describe:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Income From Last Year (if typical)**

	Person 1	Person 2
Earned	_____	_____
Investment	_____	_____
Rental	_____	_____
Trust	_____	_____
Corporate	_____	_____
Pensions	_____	_____
Other	_____	_____
<b>TOTAL</b>	_____	_____

What is the total monthly after-tax income you think you will require when retirement begins?

P1? \_\_\_\_\_ P2? \_\_\_\_\_ or Joint? \_\_\_\_\_

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## Your Income Target

(Recommended reading: *Your Retirement Income Blueprint 3<sup>rd</sup> Edition* Chapter 3 Page 41 “It’s Your After-Tax Income That Counts”; Page 43 “Setting Your Income Target”)

(Current cash flow needs -- monthly, after-tax, spendable – common expenses)

NEEDS		DISCRETIONARY	
Mortgage, Rent		Vacations/Travel	
Property Taxes		Restaurants/Entertaining	
Property Insurance		Hobbies	
Water/Heat/Hydro		Gifts	
Condo Maintenance Fees		Charitable Donations	
Property Maintenance		Memberships	
Food		Recreational Properties - maintenance	
Clothing		Recreational Properties - financing	
Instalment Loans		Travel Health Insurance	
subtotal			
Life Insurance			
Critical Illness Insurance			
Long-Term Care Insurance		subtotal	
Health Insurance			
Dental Care			
Prescription Drugs			
Non-Prescription Drugs, Supplements			
Other Medical			
subtotal			
Auto Loan			
Auto Insurance			
Fuel			
Maintenance			
subtotal			
Other		Other	
Other		Other	
subtotal		subtotal	
<b>TOTAL NEEDS</b>		<b>TOTAL DISCRETIONARY</b>	

**Debt Servicing**

Are you servicing any debts or mortgages? Y/N

For each debt:

Institution \_\_\_\_\_ Balance Remaining \$ \_\_\_\_\_  
Amount/Frequency of Payment \_\_\_\_\_ Date of Final Payment \_\_\_\_\_

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**Lump Sum Needs**

What lump sum cash needs will there be? Annually? One time? Limited Period?  
Do you anticipate making a major purchases that will require a lump sum of capital or a repayment commitment? Describe your plan to fund these expenses:

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**Changing Needs**

(Recommended reading: *Your Retirement Income Blueprint 3<sup>rd</sup> Edition* page 32 “Step 1. Assessing Your Current Life Stage: Stages in Retirement”; page 34 Step 2. “Establishing Your Lifestyle and Time Objectives”; *Retirement for the Record* Chapter 37 “Ch-Ch-Changes”)

How do you expect your target after-tax income needs will change over the stages of retirement?

- Active retirement lifestyle stage
- Mid-stage retirement
- Family and Caregiver influences
- Change of housing
- Health-impacted lifestyle needs
- Loss of spouse or partner

Consider things like: travel and entertainment, second residences, health care costs (many), gifting, assisting family, facility care, retirement residence living costs.

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## INVENTORY OF RETIREMENT INCOME-PRODUCING ASSETS

(Recommended reading: *Your Retirement Income Blueprint 3rd Edition* Part 3 “The Building Materials” Government Sources of Income, Employer Pensions, Personal Savings; also, page 53 “Layering Your Income”)

**LAYERING YOUR INCOME a la BLUEPRINT** – least flexible and fully taxable sources first – topping up to bracket – tax-preferred cash flow – income splitting

### Canada Pension Plan

(Recommended reading: *Your Retirement Income Blueprint 3rd Edition* page 95-102; *Retirement for the Record* Chapter 17 “The Most Common Question in Retirement Income Planning”)

Have you started your CPP? Or do you have a recent estimate of your benefit? Have you applied for e.g. the Child Rearing provision to increase the allowance for low earning years? Are you continuing to contribute to CPP after commencing the basic benefit? Do you know how the Survivor Benefit works? Please provide your statement of benefits, if available.

Person 1 – Basic Monthly Benefit (current or estimate) \$ \_\_\_\_\_  
-- Post Retirement Benefit (current or estimate) \$ \_\_\_\_\_  
-- CPP start date (incl number of months pre or post age 65) \_\_\_\_\_

Person 2 – Basic Monthly Benefit (current or estimate) \$ \_\_\_\_\_  
-- Post Retirement Benefit (current or estimate) \$ \_\_\_\_\_  
-- CPP start date (incl number of months pre or post age 65) \_\_\_\_\_

### Old Age Security

(Recommended reading: *Your Retirement Income Blueprint 3rd Edition* page 91; *Retirement for the Record* Chapter 18 “OAS: Old Age Security”)

Old Age Security is a universal benefit for Canadians but may be affected by your years of residence and/or your Net Income from the previous year. It is adjusted for inflation quarterly. There is no survivor benefit. Higher income earners may have some or all of it ‘clawed back’ each year through the Social Benefit Repayment and/or Recovery Tax. Do you know how your personal benefit has been or could be impacted by your Net Income or years of residence?

Person 1 – date \_\_\_\_\_  
Gross Monthly Benefit \$ \_\_\_\_\_ Tax withheld \$ \_\_\_\_\_ Net Deposit \$ \_\_\_\_\_  
Person 2 – date \_\_\_\_\_  
Gross Monthly Benefit \$ \_\_\_\_\_ Tax withheld \$ \_\_\_\_\_ Net Deposit \$ \_\_\_\_\_

Is there a current voluntary tax withholding or Recovery Tax applied? Please provide details.

## PENSIONS AND ANNUITIES

(Recommended reading: *Your Retirement Income Blueprint 3rd Edition* Chapter 6 “Corporate Sources of Income”; Chapter 10 “With a Little Help From My Friends”)

‘Defined Benefit’ employer pension plans pay a pre-determined benefit for the life of the annuitant, and may also pay a survivor benefit to the eligible spouse of the annuitant. There may or may not be any estate value, depending on guarantee periods elected. Other pensions, such as ‘Defined Contribution’ plans have a market-based account balance which may have restrictions on the maximum amount you can withdraw in any year. Any amount remaining will be considered as income in the year of death of the last survivor and the after-tax balance then left to the estate. Annuities, purchased from a life insurance company with registered retirement savings plans balances or non-registered savings, also have pre-determined benefits as above.

### Defined Benefit Plans

Are you in receipt of or expecting income from a defined benefit pension plan? Please provide pension documents showing all details of your pension payments, including bridging, indexing, survivor benefits, guarantee periods, life insurance, etc.

**Person 1** – Defined Benefit Plan – Employer \_\_\_\_\_

Expected date of commencement \_\_\_\_\_

Survivor benefit chosen \_\_\_\_\_

Please provide documents with details

**Person 2** – Defined Benefit Plan – Employer \_\_\_\_\_

Expected date of commencement \_\_\_\_\_

Survivor benefit chosen \_\_\_\_\_

Please provide documents with details

**Annuities – Have you purchased any annuities? Please provide details.**

**Person 1** – Annuity Income received or expected \$ \_\_\_\_\_/mo

Commencement date \_\_\_\_\_

Registered/Non-registered, Single or Joint \_\_\_\_\_

**Person 2** – Annuity Income received or expected \$ \_\_\_\_\_/mo

Commencement date \_\_\_\_\_

Registered/Non-registered, Single or Joint \_\_\_\_\_

**REGISTERED RETIREMENT SAVINGS ACCOUNTS  
 DEFINED CONTRIBUTION PENSION PLANS  
 EMPLOYER-SPONSORED SAVINGS PLANS**

When writing a Blueprint plan, we often use taxable registered retirement savings plan withdrawals in the ‘topping up to bracket’ strategy. TFSA accounts are ‘registered’ too, but the withdrawals are not considered in Net Income.

(Recommended reading: *Your Retirement Income Blueprint 3rd Edition* page 138 “Topping Up to Bracket”)

Person 1			Person 2		
	Balance	Contributions/ frequency		Balance	Contributions/ frequency
RRSP/RRIF			RRSP/RRIF		
LIRA/LRSP/LIF			LIRA/LRSP/LIF		
SpRSP/SpRIF			SpRSP/SpRIF		
DC Pension Plan			DC Pension Plan		
Group RRSP			Group RRSP		
ESPP			ESPP		
TFSA (not taxable)			TFSA (not taxable)		

Do you have a contribution and withdrawal strategy for these plans? If so, please describe:  
 (Recommended reading: *Your Retirement Income Blueprint 3rd Edition* Chapter 7 “Personal Sources of Income” and Chapter 8 “It’s Floodin’ Down in Taxes”)

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What is your investment strategy for these plans? (Recommended reading: *Retirement for the Record* Part 5 “The Investment Basics You Need to Know” and Part 6 “Investing in Retirement to Generate Income”)

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## NON-REGISTERED SAVINGS

The most effective income plans can be designed when there is a healthy mix of taxable sources – such as government benefits, pensions and RRIF or LIF income -- and non-taxable or tax-preferred income sources – like TFSA’s, or tax-favoured income from non-registered savings. Even better when income-splitting possibilities are maximized. (Recommended reading: *Your Retirement Income Blueprint 3rd Edition* page 153 “Taxation on Different Forms of Income”; Chapter 9 “Tax Planning”; and *Retirement for the Record* Chapter 13 Taxation of Your Retirement Income”)

Non-registered savings can be a valuable asset to deliver growth and income with minimal taxation. But you need select appropriate investments and use them properly to achieve those objectives.

You may have a certain amount of guaranteed cash set aside for general purpose. (Tip: Do not use your TFSA contribution room for this purpose. It would be a waste of opportunity since there is no potential for capital growth and little interest to tax shelter.)

List assets here which are available to draw on for income purposes:

Person 1		Person 2		Joint	
Balance	\$	Balance	\$	Balance	\$
Describe: investment strategy – type of income – withdrawal strategy		Describe: investment strategy – type of income – withdrawal strategy		Describe: investment strategy – type of income – withdrawal strategy	

These investable assets (which could include your TFSA) might be in e.g. dividend-paying stocks or ETFs paying distributions, balanced ‘income’ mutual funds, mutual funds with a systematic withdrawal plan (SWP) in place.

**PERSONAL CORPORATE INCOME**

Do you have an interest in a private corporation which will contribute to your income in retirement? Person 1 Y/N \_\_\_\_\_ Person 2 Y/N \_\_\_\_\_

Please provide details of expected income from this source. Examples:

- Non-eligible dividends \_\_\_\_\_
- Eligible dividends flowed through \_\_\_\_\_
- Capital dividends \_\_\_\_\_
- Repayment of shareholder loans \_\_\_\_\_

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**INHERITANCES**

Is there any potential for an inheritance in the future? If so what are the details and expectations? Are you depending on inheritances to augment your retirement income?

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**POST-RETIREMENT INCOME**

Do you expect any ongoing income – such as rental income or contract/employment income after your retirement date? If so, what is the type, the amount, how long will it last, and in whose name will it be received?

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## EVALUATING YOUR BLUEPRINT

(Recommended reading: *Retirement for the Record* Part 2 “From Accumulation to Income: Chapter 9 “It’s Time to Get a New Plan, Stan” Chapter 10 “The Advisor You Have Been Using” Chapter 11 “Be Wary of This Standard and Outdated Advice”; *Your Retirement Income Blueprint 3rd Edition* Chapter 2 “Key Concepts for an Efficient Blueprint”)

Do you currently have all of your assets consolidated with one advisor or institution? When it comes time to construct your retirement income plan, your advisor needs to know what you have to work with and to be able to fit the pieces together effectively. Conflicting advice between advisors can create confusion and inefficiencies. And even if doing it yourself, it is helpful to keep everything together as much as possible to simplify your planning now and in the future. Have you taken steps to clean up the outliers and bring everything together in one place?

Do you have a fairly good understanding of how your income is taxed so you can structure or understand a plan which helps you 1) pay less tax 2) preserve tax credits and 3) avoid unnecessary clawback of government benefits? This is one of the most effective ways to preserve your assets. You don’t have to be a CPA, you just need to know some basics so you can better understand how various strategies fit into your plan. (Recommended reading: *Your Retirement Income Blueprint 3rd Edition* Part 4 “Essential Tax Considerations”; *Retirement for the Record* Part 3 “You May Have Stopped Working, But the Taxman Hasn’t”)

What are some of the areas of taxation and credits you need to brush up on?

Is your advisor a specialist in this space? In every profession, most people specialize in a certain area of advice and expertise. Is retirement income planning and execution what your advisor and her/his team do on a daily basis? Once you have given up your earning power, it’s hard to make up for errors or miscalculations. Mistakes made in the early years of retirement can have consequences well into the future. What are some questions you can ask to evaluate your advisor’s expertise in this area?

Do you have a current written plan? If so, does it discuss the attributes of the investments being used and how those attributes contribute to asset allocation, cash flow and the overall tax efficiency of your plan? e.g. monthly distributions, return-of-capital, eligible dividend income, tax-free cash flow, systematic withdrawal plans, a cash wedge.

### Notes:

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## MANAGING HEALTH RISKS

(Recommended reading: *Your Retirement Income Blueprint 3rd Edition* Chapter 11 “Insuring Your Building”)

If you required care today, what family member would be your primary caregiver?

Person 1 \_\_\_\_\_ Person 2 \_\_\_\_\_

Is there a health-care directive in place for each person? Y/N \_\_\_\_\_ Y/N \_\_\_\_\_

Have you named someone to make critical decisions about your care if you cannot? Y/N \_\_\_\_\_

Do any of the following statements accurately reflect your feelings and objectives?

“If/when illness or disability occurs in retirement, I want to:”

- Continue to enjoy a certain quality of lifestyle \_\_\_\_\_
- Ensure my spouse can enjoy retirement \_\_\_\_\_
- Be able to make choices \_\_\_\_\_
- Maintain my independence and dignity \_\_\_\_\_
- Have access to the amount and type of care that I will need \_\_\_\_\_

“I don’t want to:”

- Be forced to accept the lowest form of care and/or facility \_\_\_\_\_
- Go on long waiting lists \_\_\_\_\_
- Reduce or exhaust my retirement assets by paying for my long-term care \_\_\_\_\_
- Be a burden to my spouse or my family \_\_\_\_\_
- See my children and grandchildren lose their inheritance \_\_\_\_\_
- Create unnecessary emotional and financial hardship for my spouse or family \_\_\_\_\_

Have you considered these risks and taken any steps to cover them? There are several types of insurance which may help to cover the financial risks associated with health and care issues in retirement. Like most such insurance products, they are best purchased with ‘good health.’

**Critical Illness Insurance** – pays a lump sum benefit if you are diagnosed with any of the covered conditions and survive 30 days. In place? Y/N \_\_\_\_\_

**Long Term Care Insurance** – pays a daily benefit if you require facility or in-home care according to the terms and conditions of the policy In place? Y/N \_\_\_\_\_

**Extended Health and Dental Insurance** – usually co-pay, reimburses you for certain out of pocket medical expenses and services not covered by government health care In place? Y/N \_\_\_\_\_

**Travel Health Insurance** – usually co-pay, reimburses you for out of country emergency healthcare costs – sometimes even interprovincial costs In place? Y/N \_\_\_\_\_

Do you have a plan to cover costs for services, facilities, and equipment which may be required?

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## WEALTH TRANSFER

There are several basic elements of estate planning and wealth transfer. Among them, a current will, a health care directive, the appointment of an appropriate executor, and ‘having your affairs in order.’ Your executor would appreciate an organized outline of what they need to step in and execute the administration of your estate according to your wishes, and with minimum stress.

For each person:

When was your will last updated? Person 1 \_\_\_\_\_ Person 2 \_\_\_\_\_

What are the plans for the ultimate distribution of your estate and are they kept up-to date in your will and side letters? \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Are you aware of how taxes would be levied on your final return and/or your estate in your situation? \_\_\_\_\_

Have you talked to your advisor about efficient ways to minimize taxation on your estate and simplify wealth transfer?

Examples:

- Named beneficiaries? \_\_\_\_\_
- Joint ownership? \_\_\_\_\_
- Charitable donations? \_\_\_\_\_
- Gifting? \_\_\_\_\_
- Life Insurance? \_\_\_\_\_

Do you have a Power of Attorney appointed? Who? Are they still the best choice for this role?

Person 1 \_\_\_\_\_ Person 2 \_\_\_\_\_

Do you currently have any individually-owned permanent life insurance? Y/N \_\_\_\_\_

What are the details of coverage (if copies of actual contracts are not available)? \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



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## SPECIAL NEEDS PLANNING

Have you or your spouse been married previously? \_\_\_\_\_

If yes, are there agreements, settlements, or personal objectives that affect your assets, pensions, or conditions of estate distribution? Please provide details. \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

Are there any special needs situations with children, grandchildren, or parents for whom you would like to make special provisions? \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

## INTERGENERATIONAL CONSIDERATIONS

(Recommended reading: *Retirement for the Record* Chapter 39 “Hey! My Freedom’s Been Stolen!”)

For each person, describe your surviving parents, siblings and their impact on your situation:

### Person 1

Names \_\_\_\_\_

Ages \_\_\_\_\_

State of Health \_\_\_\_\_

Living Accommodations \_\_\_\_\_

Number of your living sisters \_\_\_\_\_ and brothers \_\_\_\_\_

Nieces, nephews etc which may be included in your parents’ estate planning.

\_\_\_\_\_  
\_\_\_\_\_

### Person 2

Names \_\_\_\_\_

Ages \_\_\_\_\_

State of Health \_\_\_\_\_

Living Accommodations \_\_\_\_\_

Number of your living sisters \_\_\_\_\_ and brothers \_\_\_\_\_

Nieces, nephews etc which may be included in your parents’ estate planning.

\_\_\_\_\_  
\_\_\_\_\_

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## .....INTERGENERATIONAL CONSIDERATIONS

**For each person. Please record notes to these questions below:**

- Is there still commonly-owned property within the families (business, farm, cottage, or lake property)?
- How will this property be handled through the will?
- Have appropriate wealth-transfer plans been put in place for your parents' assets?
- Are you aware of how current your parents' wills are?
- How will your parents' assets be divided between you and your siblings?
- Are you or one of your siblings responsible for care of your parents?
- What duties and time commitment does this involve?
- What plans have been put in place in the event that long-term care is required for them?
- How will the costs be handled?
- Have you explored strategies to minimize costs for their care?
- Do they have a health-care directive in place? Do you know what it says?
- Are you or any of your siblings an executor to your parents' estate?
- How familiar are you with your parents' financial details?

### **NOTES:**

#### **Person 1**

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#### **Person 2**

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**MORE THINKING ABOUT RETIREMENT (optional)**

**Your Time Hub Priorities**

These are not ‘yes/no’ kind of questions and they will take some thought and some work to make them worthwhile. Think about and list those things you would like to do over the next (a) year (b) three years (c) five years (d) ten years. Be specific in terms of activity, location and time frame. For example ‘We would like to go hiking just outside of Banff and take pictures of the wildlife for two weeks in June of each year.’

Next year \_\_\_\_\_

\_\_\_\_\_

Three years \_\_\_\_\_

\_\_\_\_\_

Five years \_\_\_\_\_

\_\_\_\_\_

Ten years \_\_\_\_\_

\_\_\_\_\_

In addition to financial plans, what other plans do you have? \_\_\_\_\_

\_\_\_\_\_

What is the most important thing that your money gives you today? \_\_\_\_\_

\_\_\_\_\_

What are the three most important things in your life besides your money? \_\_\_\_\_

\_\_\_\_\_

What does a “successful retirement” look like to you? \_\_\_\_\_

\_\_\_\_\_

Who do you know who has “retired successfully”? and what has made their retirement work for them? \_\_\_\_\_

\_\_\_\_\_

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How do your views on money relate to your view on life? \_\_\_\_\_

\_\_\_\_\_

What are you looking forward to the most in the next ten years? \_\_\_\_\_

\_\_\_\_\_

If you had all the money you could ever use or want, what would be the first five things you would buy?

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

4. \_\_\_\_\_

5. \_\_\_\_\_

What are the 10 things that you want to do while you still can?

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

4. \_\_\_\_\_

5. \_\_\_\_\_

6. \_\_\_\_\_

7. \_\_\_\_\_

8. \_\_\_\_\_

9. \_\_\_\_\_

10. \_\_\_\_\_

## ESTABLISHING YOUR RETIREMENT INCOME PRIORITIES

Rank the following in terms of their importance to you. The higher the rating, the more important the issue is to you.

### INCOME SECURITY

*Being certain you will not outlive your income*

1    2    3    4    5    6    7    8    9    10

### HIGHEST POSSIBLE INCOME TODAY

*Use all assets to create the largest income immediately*

1    2    3    4    5    6    7    8    9    10

### COPING WITH INFLATION

*Having your income grow to maintain purchasing power*

1    2    3    4    5    6    7    8    9    10

### ESTATE TRANSFER

*Leaving assets to family rather than the tax department*

1    2    3    4    5    6    7    8    9    10

### USING CAPITAL ASSETS

*Willing to reduce the value of your assets to create your income*

1    2    3    4    5    6    7    8    9    10

### HEALTH RISK MANAGEMENT

*Minimizing the use of your personal assets for health care costs*

1    2    3    4    5    6    7    8    9    10

### TAX REDUCTION

*Explore strategies to pay less tax on your income*

1    2    3    4    5    6    7    8    9    10