



Connecting your goals with our guidance

Advisor name:

Date:

The advice and guidance of a Merrill advisor can make all the difference when it comes to your financial future. Working together, you and your advisor will identify a plan that best aligns your unique goals with your personal values — a strategy designed to help you manage, grow and preserve your wealth today while also considering the impact it can have for years to come.



What matters to you

We want to know what's important to you now and what you want in the future.



Your path, your plan

Together, we'll help identify your personalized plan with guidance that support your goals.



Making it happen

We help you set your plans in motion — and we can adjust as your goals change.



Helping track progress

Track your milestones with our online tools and meet with an advisor to review your plan as your needs and goals change.

Client name 1:

Client name 2:

Date of birth:

Age:

Date of birth:

Age:

Marital status

Married

Single

Domestic partnership

Separated

Divorced

Widowed

Beneficiary/dependent:

Date of birth:

Relationship:

Beneficiary/dependent:

Date of birth:

Relationship:

Beneficiary/dependent:

Date of birth:

Relationship:

Merrill Lynch, Pierce, Fenner & Smith Incorporated (also referred to as "MLPF&S" or "Merrill") makes available certain investment products sponsored, managed, distributed or provided by companies that are affiliates of Bank of America Corporation ("BoFA Corp."). MLPF&S is a registered broker-dealer, registered investment adviser, Member [SIPC](#) and a wholly owned subsidiary of BoFA Corp.

Investment products:

Are Not FDIC Insured

Are Not Bank Guaranteed

May Lose Value

Let’s focus on what’s going on in your life.

Where are you on your investment journey? (✓ select one)

Early in your career Getting a handle on day-to-day expenses	Peak earning years Pursuing multiple goals simultaneously during your 30s, 40s and 50s	Nearing retirement Assessing where you stand to help maximize saving and investing	In retirement Making your savings last as long as possible
------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------	----------------------------------------------------------------------------------------------	----------------------------------------------------------------------

What matters most now and as you plan for the future?

You and your Merrill advisor will discuss Bank of America Life Plan®, a powerful digital tool that helps you prioritize your financial goals and break them down into achievable milestones. What are you focused on? Select all that apply.



Common goals Plan for retirement Save for education Buy a car Save for a large purchase	Finances Budget and start saving Improve credit Pay off student loans	Leisure Travel Enjoy a hobby Learn a new skill
Home Buy a home Rent Renovate Refinance	Family Take care of loved ones Make legacy plans	Health Cover health care costs
	Work Start a business Start a new job Manage job loss	Giving Give back Volunteer Donate to charity Give money as a gift

Your Bank of America Life Plan® status (select one)

☐ I have a Life Plan ☐ I will create my Life Plan (Get started [here](#)) ☐ I prefer not to enroll in Life Plan

Let’s understand your current relationships with Bank of America and Merrill

Bank of America Preferred Rewards™ status:	<input type="radio"/> Enrolled	<input type="radio"/> Eligible, not enrolled	<input type="radio"/> Not eligible
Existing Bank of America relationships:	<input type="checkbox"/> Checking <input type="checkbox"/> Credit Card	<input type="checkbox"/> Savings <input type="checkbox"/> Auto Loan	<input type="checkbox"/> CD/IRA <input type="checkbox"/> Home Loan <input type="checkbox"/> Small Business
Existing Merrill investment relationships:	<input type="checkbox"/> Self-directed	<input type="checkbox"/> Advised	<input type="checkbox"/> Small Business

Let’s prioritize your goals and resources

Let’s get specific about your timeline, steps you may have already taken, and assets you may have already earmarked for what is most important to you.

Your desired retirement lifestyle

Retirement can impact other important goals, so let’s focus on that first. Your retirement expenses should include things like basic living costs, as well as discretionary expenses like travel. Make all estimates of target amounts below based on current prices.

Already retired?	Desired retirement age	Estimated years in retirement	Desired retirement lifestyle (approximately 85% of your current annual spending; see Budgeting Worksheet)		
			Essentials	Non-essentials	Total spend
Client 1			\$	+ \$	= \$
Client 2			\$	+ \$	= \$
Totals:			\$	+ \$	= \$

Other expenses/situations to consider during retirement (select all that may apply)

Travel costs	Leave a financial legacy
Health care costs (such as long-term care)	Working in retirement
Hobby costs	Making home “aging friendly”

Your other goals

As you think about your other goals, you should also prioritize them — essential, important or aspirational.

- **Essential goals** usually represent the basics you need, such as paying rent or mortgage, utilities, health care, transportation, food, etc.
- **Important goals** are those that are critical to you, but you may have some flexibility in how or when you pay for them.
- **Aspirational goals** are “wants” as opposed to “needs.” These might include entertainment, gifts or travel.

Time horizon	Goal description	Target amount	Target year	Priority	In progress
Short term (0–3 years) Medium term (4–9 years) Long term (10+ years)		\$		Essential Important Aspirational	Yes No
Short term (0–3 years) Medium term (4–9 years) Long term (10+ years)		\$		Essential Important Aspirational	Yes No
Short term (0–3 years) Medium term (4–9 years) Long term (10+ years)		\$		Essential Important Aspirational	Yes No

Let’s talk about some foundational basics

Building a strong financial foundation is the backbone of any financial strategy and essential to preparing for the journey ahead. Let’s review the core components of financial health to see whether there are any steps you should consider taking.

Tell us about your assets (what you own)

This helps us understand what you have at your disposal to pursue your financial goals.

Non-retirement (assets not held in retirement accounts — checking, savings, brokerage, property, business ownership, etc.)

Description (financial institution, type of account/assets, purpose)	Current value	Contributions	
		Monthly	Annual
	\$	\$	
	\$	\$	
	\$	\$	
	\$	\$	

Retirement (assets held in retirement accounts — 401(k), 403(b), IRA, pension, SEP IRA, SIMPLE IRA, etc.)

Description (financial institution, type of account/assets, purpose)	Current value	Contributions	
		Monthly	Annual
	\$	\$	
	\$	\$	
	\$	\$	
	\$	\$	

Total assets \$

Adjusted total \$

< **NOTE:** Excludes value of primary residence.
< **NOTE:** Enter an “Adjusted total” if you’ve added more information on the [last page](#).

Tell us about your liabilities (what you owe)

This helps us understand how much debt you hold and how that could impact your financial strategy as you pursue your life priorities.

Debts (mortgages, home equity loans, auto loans, credit cards, student loans, business loans, etc.)

Description (financial institution, rate, term, etc.)	Current balance	Payments	
		Monthly	Annual
	\$	\$	
	\$	\$	
	\$	\$	
	\$	\$	

Total liabilities \$

Adjusted total \$

< **NOTE:** Excludes loans against primary residence.
< **NOTE:** Enter an “Adjusted total” if you’ve added more information on the [last page](#).

Net worth \$

(exclude primary residence value and debt)

Need more room?
Go to last page for Notes. >

Employment and income information

Employment status (select all that apply):

Client 1:

Business owner

Employed

Not employed

Retired

Homemaker

Student

Employer name

Occupation

Client 2:

Business owner

Employed

Not employed

Retired

Homemaker

Student

Employer name

Occupation

Sources of income (pre-tax)

Income sources could include: employment, rental, investment, Social Security, pension, inheritance, business, etc.

Recipient					Current income		Future income		
Client 1	Client 2	Type	Start year	End year	Monthly	Annual	Monthly	Annual	One-time
					\$		\$		
					\$		\$		
					\$		\$		
					\$		\$		
					\$		\$		
Total current pre-tax income					\$				

Cash flow

\$

Current monthly income after taxes

–

\$

Current monthly expenses
(See [Budgeting Worksheet](#) if needed)

=

\$

Cash flow

Tax bracket

0%–15%

16%–25%

26%–30%

31%–35%

Over 35%

Emergency fund

\$

Optimal emergency fund (3-6 mos.)

–

\$

Actual emergency fund

=

\$

Shortfall/excess

Considerations

Investment experience

Product experience (select all that apply)

Bonds

Options

Derivatives

Private equity

Equities

UITs

ETFs

No experience

Hedge funds

Market-linked investments

Mutual funds

Non-traded REITs

Trading experience

Cash

Margin

None

Trading frequency

Active

Moderate

Seldom

Year began investing

Investment preference (select all that apply)

Invest on my own

Prefers to make own investment decisions and executes trades online without advice and recommendations from Merrill or a Merrill representative

Invest with guidance

Prefers professional advice from Merrill, comfortable answering questions online about financial situation and goals and having Merrill recommend an investment strategy in a purely digital experience, with no advice from a person (Merrill representative)


Invest with a Merrill advisor


Has basic planning needs, looking for access to a select set of professionally managed investment solutions by Merrill and assistance from a Merrill advisor to help establish goals and objectives

Has advanced planning needs, looking for access to a broader set of professionally managed investment solutions by Merrill or approved third party investment managers, needs limited brokerage advice or personalized advice and guidance from a dedicated advisor and team

Wants access to all available investment advisory solutions **or** complex investment/ brokerage solutions, along with advanced planning, and personalized advice and guidance from a dedicated advisor and team

Next steps



Appointments <div></div>					
Date	Time	Date	Time	Date	Time

Additional assets or liabilities

Include additional assets/liabilities here. Don't forget to manually adjust assets/liabilities totals on [page 4](#).

Description (financial institution, type of account, assets, purpose)	Current value	Contributions/ payments	
		Monthly	Annual
	\$	\$	
	\$	\$	
	\$	\$	
	\$	\$	

Notes

Investing involves risk, including the possible loss of principal. Past performance is no guarantee of future results.

¹ To view or use Life Plan, you must be enrolled in Online Banking or Mobile Banking. Mobile Banking requires that you download the Mobile Banking app and is only available for select mobile devices. Message and data rates may apply. Bank of America Life Plan is a registered trademark of Bank of America Corporation.

To be eligible for Bank of America Life Plan, a client must have a Bank of America consumer banking relationship (checking, savings, or credit card account) and be digitally active on the Bank of America website or mobile app. Merrill clients with a Merrill Edge Self-Directed, Merrill Edge Advisory Account, Merrill Guided Investing, or Merrill Guided Investing with Advisor account, who also have a Bank of America consumer banking relationship and are digitally active on the Bank of America website or mobile app, are also eligible; however, clients of Merrill Lynch Wealth Management or Bank of America Private Bank are not eligible, and should instead seek advice and guidance from their assigned advisor.

Merrill, its affiliates and financial advisors do not provide legal, tax or accounting advice. You should consult your legal and/or tax advisors before making any financial decisions. Banking products are provided by Bank of America, N.A., and affiliated banks, Members FDIC and wholly owned subsidiaries of BofA Corp.

© 2024 Bank of America Corporation. All rights reserved. | MAP7169905 | 00-66-0961NSB | SHEET-09-24-0387 | 11/2024