

Needs, wants and wishes worksheet

As you plan for your retirement, it's important that you differentiate between essential expenses to cover (your needs) and those that are lifestyle expenses (your wants and wishes).

Client Name: _____ **Date:** _____

Total Investable Assets: \$ _____

Less Assets for Needs: (_____)

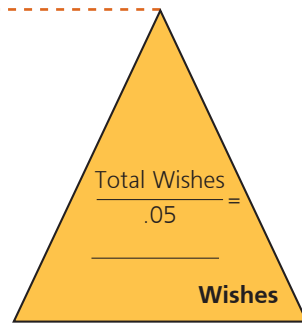
Less Assets for Wants: (_____)

Less Assets for Wishes: (_____)

Total Safety Margin/Shortfall: _____

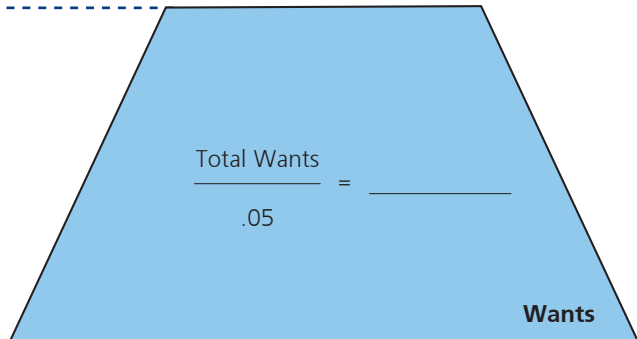
This is the minimum amount the client needs to invest in a long-term growth asset allocation to pay for their annual wishes

Total Wishes _____



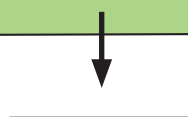
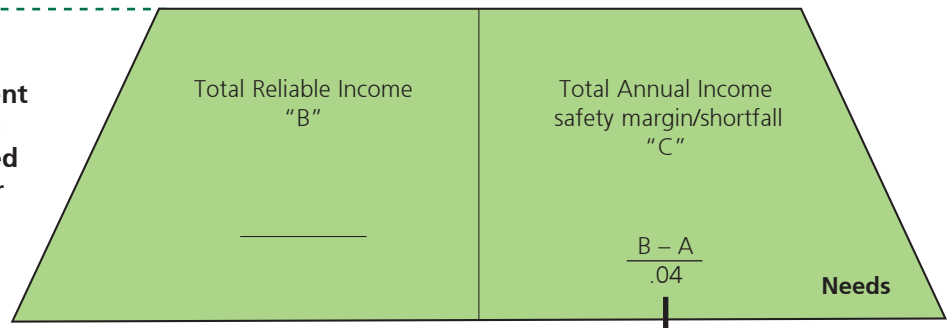
This is the minimum amount the client needs to invest in a moderate-type asset allocation to pay for their annual wants

Total Wants _____



This is the minimum amount the client needs to invest in income-producing investment, i.e., Annuities, Structured Products, Bonds, etc. to pay for their annual needs

Total Needs "A" _____



Using your current annual expenses as a guide, estimate your needs, wants and wishes below. List the income sources you expect to have in retirement, these might include Social Security, your employer pension, earned income, rental income and trust income.

Essential Expenses		Lifestyle Expenses			
Needs		Wants		Wishes	
Clothing	\$ _____	Dining out	\$ _____	Charitable bequests	\$ _____
Debts	\$ _____	Education	\$ _____	Memberships	\$ _____
Food (at home)	\$ _____	Gifts	\$ _____	Special events	\$ _____
Healthcare	\$ _____	Personal care	\$ _____	Special purchases	\$ _____
Housing	\$ _____	Recreation	\$ _____	Vacation home	\$ _____
Insurance	\$ _____	Travel	\$ _____	Miscellaneous	\$ _____
Taxes	\$ _____	Miscellaneous	\$ _____		
Transportation	\$ _____				
Utilities	\$ _____				
Total Annual Needs	\$ _____	Total Annual Wants	\$ _____	Total Annual Wishes	\$ _____

List your potential reliable annual income sources; these might include Social Security, your employer pension, earned income, rental income and trust income.

Income Sources	
Income from work	\$ _____
Pension	\$ _____
Rental income	\$ _____
Social Security	\$ _____
Trust income	\$ _____
Other income	\$ _____
Total Reliable Annual Income	\$ _____

Important Information about our financial planning services

We offer both investment advisory and brokerage services, each of which is separate and distinct, differs in material ways, and is governed by different laws and separate contracts. We offer financial planning as an investment advisory service. This service terminates when the plan is delivered to the client. Note that financial planning does not alter or modify in any way the nature of a client's UBS accounts, their rights and our obligations relating to these accounts or the terms and conditions of any UBS account agreement in effect during or after the financial planning service. Clients are not required to establish accounts, purchase products or otherwise transact business with us to implement any of suggestions made in the financial plan. Should a client decide to implement their financial plan with us, we will act as either a broker-dealer or an investment adviser, depending on the service selected. For more information see www.ubs.com/workingwithus.com

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