3Xequity Comprehensive Inputs

COMPANY

1. What is your form of ownership? ____
   (LLC, S Corp, C Corp, Sole Prop)

2. What is your Broker–Dealer payout? ____ %
   Percentage You Receive (Can be a range)

SOURCES OF REVENUE (trailing 12 mo. GDC)

FEE INCOME

	Recurring	Non–Recurring
3. Fees from AUM:	0	0
4. 3RD Party Managed Assets:	0	0
5. 401k Plans:	0	0
6. Other: ________	0	0

COMMISSION INCOME

	Recurring	Non–Recurring
7. Stocks:	0	0
8. Bonds:	0	0
9. Mutual Funds:	0	0
10. Other: ________	0	0

HOURLY INCOME

	Recurring	Non–Recurring
11. Financial Planning:	0	0
12. Consulting:	0	0
13. Estate Planning:	0	0
14. Other: ________	0	0

SOURCES OF REVENUE (trailing 12 mo. GDC) (cont'd)

INSURANCE INCOME

	Recurring	Non–Recurring
15. Universal Life:	1	10
16. Disability:	1	10
17. Long Term Care:	1	10
18. Term Life:	1	10
19. Whole Life:	1	10
20. Other: ____________________	1	10
21. **Total All Recurring/Non–Recurring**	6 +	60

22. **Recurring + Non–Recurring = Total Gross Revenue** $ 66

YOUR PRACTICE METRICS

23.* What is your percent net asset flow? ______ %
Are your net asset flows on average positive or negative?
What annualized percentage do you predict for the next 5 years?

24.* What is your average rate of return? ______ %
After you charge your asset fee, what annualized rate of return do you predict to earn for the next 5 years for your client assets?

25.* What is your client age distribution?
Based on assets, what percentage of your book falls into each age bracket? The Total should equal 100%. (You can also send us an Excel spreadsheet for us to analyze and sort.)

0–59 yrs	55 %
60–69 yrs	20 %
70–79 yrs	15 %
80+ yrs	10 %
TOTAL:	100 %

* = required fields

YOUR DATA FOR PEER COMPARISON

26.* What are your assets under management?
Assets under management, or AUM, are the total amount of assets your practice is managing.

27.* How many assets did you acquire in 2022?
The number of new assets acquired in your practice in 2021.

28.* What are your average annual expenses?
Total number of fixed overhead costs on an annual basis.

29.* How many new clients did you bring on in 2022?
The number of new households acquired in 2021.

30.* How many years have you been in service?
The number of years you have been advising your client base.

31.* How many years until retirement?
How many years until you would like to retire?

YOUR PRACTICE TRENDS

32.* What was your revenue in 2018?

33.* What was your revenue in 2019?

34.* What was your revenue in 2020?

35.* What was your revenue in 2021?

36.* What was your revenue in 2022?

* = required fields

PRACTICE DATA

37.* Number of Households (HH)? ____

38. Average Household tenure in years? ____

	# of new households		# households lost		net household growth
Last 12 months	____	–	____	=	____

ASSET GROWTH IN THE LAST 12 MONTHS

39. New HH assets: + ____

40. New assets from existing HH: + ____

41. Do you engage in multi–generational planning? ____

CLIENT SERVICE

42. When you meet with clients in person, where do you meet?

☐ your office ____ %

☐ their home ____ %

☐ other:________ ____ %

* = required fields

PERSONAL INFORMATION

43. What are your current licenses?

☐ 3, ☐ 5, ☐ 6, ☐ 15, ☐ 22, ☐ 24, ☐ 42, ☐ 52

☐ 62, ☐ 63, ☐ 65, ☐ Exempt, ☐ Other ____________________

44. What is/are your current designations?

☐ CPA, ☐ CFP, ☐ CFA, ☐ ChFC, ☐ CLU, ☐ CSA, ☐ CFS, ☐ MBA, ☐ PhD

☐ RFC, ☐ PFS, ☐ JD, ☐ CIMA, ☐ Other ____________________

45. What insurance lines do you carry?

☐ Life, ☐ Health, ☐ Disability, ☐ LTC, ☐ P&C, ☐ None

☐ Other ____________________

YOUR CONTACT INFO

46.* Full Name ....

47.* Business Name ....

48.* Email ....

49.* Phone ....

50.* State ....
The state for the business. (*The state is used for tax calculations.)*

* = required fields