# Financial Plan for you & your family

Prepared for

#### Mr.ABC

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# CONTENTS

| ТОРІС                  | PAGE NO. |
|------------------------|----------|
| Disclaimer             | 3        |
| Summary in Numbers     | 4        |
| Income Expense         | 5        |
| Insurance              | 6        |
| Child 1 - Goals        | 7        |
| Child 1 - Assets       | 8        |
| Child 2 - Goals        | 9        |
| Child 2 - Assets       | 10       |
| Retirement Input       | 11       |
| Retirement Output      | 12       |
| Retirement Assets      | 13       |
| EPF (Self)             | 14       |
| EPF (Spouse)           | 15       |
| PPF (Self)             | 16       |
| PPF (Spouse)           | 17       |
| Retirement Cashflow    | 18       |
| Retirement Chart       | 19       |
| Child Education 10th   | 20       |
| Goal-1 Assets          | 21       |
| Child Education 12th   | 22       |
| Goal-2 Assets          | 23       |
| Misc Goal-3            | 24       |
| Goal-3 Assets          | 25       |
| Misc Goal-4            | 26       |
| Goal-4 Assets          | 27       |
| Misc Goal-5            | 28       |
| Goal-5 Assets          | 29       |
| Existing Portfolio - 1 | 30       |
| Existing Portfolio - 2 | 31       |
| New Portfolio - 1      | 32       |
| New Portfolio - 2      | 33       |
| Advisor's Notes - 1    | 34       |
| Advisor's Notes - 2    | 35       |
| Before We Start        | 36       |

## About Me

I am a Certified Financial Advisor. I recommend / distribute financial products after due study is done on client's financial goals as well as on his risk appetite. I strongly believe in this statement - "The financial products should fit into the strategies laid out and not the other way round". To serve my client's better I encourage use of technology to the maximum. I give my clients individual login credentials to view his portfolio of products anytime, anywhere. Transactions regards to Mutual Fund schemes can also happen online - paperless, fast and secure. At regular interval, I send summary report to my clients and sit for a detailed review of strategy and products recommended.

I am in this profession for last many years and have a strong and large base of satisfied clients across the state, country and abroad. I regularly update my clients with news, views and opinions in an easyto-understand, short and jargon free language. Beside the regular meetings and interactions over mail and phone, I strongly recommend you to join me and my other clients at Clients Meet, where I invite industry expert as guest speaker to interact with you.

## Confidentiality

As Professional Financial Advisor, I assure you that the data and documents provided by you during the course of financial planning process will be kept confidential at all times. As part of compliance, which is all about abiding by the rules and protecting the customer, I have several obligations. As a potential or existing client, you are already protected by my duty to your privacy and your confidentiality. As I need to access your public and nonpublic information, I will keep it confidential. I am legally required to keep all information that I have about you, including personal information and account transactions for seven years in a secure but accessible place. The reason I value confidentiality is that financial and life planning is a deeply personal encounter. In order to facilitate open and honest communication, you need to know that your choices, your decision-making process, and your future plans are kept confidential. I keep confidential all your personal and business information. I will comply with all requirements of the judicial process and any statutory authorities.

### Disclaimer

A Financial Plan is a generic direction to your cash flows over a period of time. Your future financial condition may alter due to changes in income/expense patterns, new family commitments, macro economic scenario etc which may prompt you to alter some aspects of your goals and add new goals. Therefore this Financial Plan and the Cashflows depicted in it should be used to give you a long term direction for managing your personal finances while taking immediate actions as a step towards accomplishing your financial objectives.

These recommendations are subject to review at the time when you are actually taking actions as recommended because of changes in legal circumstances, economic conditions etc. If considerable time has elapsed since the date of this plan, you should not act on any specific recommendation without further consideration with the planner/advisor. Returns from each recommended investment will vary in line with market conditions and investment policies of the fund manager. Income and growth assumptions are intended as a guide only and should be treated with caution.



## Plan Summary in Numbers



| SI. | Goal                                  | Target    | Target     | Existing  | To Do     | To Do  | To Do          | Recommer | ded Amount |
|-----|---------------------------------------|-----------|------------|-----------|-----------|--------|----------------|----------|------------|
| No. |                                       | (Today)   | (Future)   | Assets    | Lump Sum  | SIP    | Lump Sum + SIP | Lump Sum | SIP        |
| 1   | Child 1's Higher Education & Marriage |           |            |           |           |        |                |          |            |
|     | Graduation (2033)                     | 800,000   | 2,527,052  | 510,206   | 293,742   | 3,232  | 3,232          | -        |            |
|     | Post Graduation (2035)                | 1,500,000 | 5,424,791  | 431,570   | 579,747   | 6,165  | 6,165          | -        |            |
|     | Marriage (2042)                       | 1,500,000 | 8,711,029  | 0         | 457,510   | 4,539  | 4,539          | -        |            |
|     | Sub Total                             |           |            |           | 1,330,999 | 13,936 |                | -        | -          |
| 2   | Child 2's Higher Education & Marriage |           | -          |           |           |        |                |          |            |
|     | Graduation (2033)                     | 800,000   | 4,043,576  | 0         | 588,924   | 6,479  | 6,479          | -        |            |
|     | Post Graduation (2036)                | 1,500,000 | 10,091,250 | 425,665   | 1,002,000 | 10,508 | 10,508         | -        |            |
|     | Marriage (2041)                       | 1,500,000 | 16,252,059 | 2,578,895 | 804,301   | 8,033  | 8,033          | -        |            |
|     | Sub Total                             |           |            |           | 2,395,225 | 25,020 |                | -        | -          |
| 3   | Retirement (2045)                     | N/A       | 94,333,834 | 3,416,267 | 2,324,312 | 24,170 | 24,170         | -        |            |
| 4   | Child Education 10th (2033)           | 150,000   | 473,822    | 250,000   | 32,598    | 359    | 359            | -        |            |
| 5   | Child Education 12th (2035)           | 175,000   | 632,892    | -         | 73,483    | 781    | 781            | -        |            |
|     | GRAND TOTAL                           |           |            |           | 6,156,618 | 64,266 | 64,266         | -        | -          |
|     | CURRENT MONTHLY SURPLUS               |           |            |           |           |        |                |          | 29,000     |



## **Cashflow Statement**

If income or expenses are not 'monthly' in nature or in frequency then find out the equivalent monthly figure and write the same below:

1



| INCOME (Monthly)           |        |        |        |
|----------------------------|--------|--------|--------|
|                            | Self   | Spouse | Total  |
| Salary Income              | 50,000 | -      | 50,000 |
| Business Income            |        |        | -      |
| Rental Income              |        |        | -      |
| Interest / Dividend Income |        |        | -      |
| Incentive / Bonus          | 20,000 |        | 20,000 |
| TOTAL                      | 70,000 | -      | 70,000 |

| EXPENSES (Monthly) |   |        |
|--------------------|---|--------|
| HOUSEHOLD          | Grocery, House Maintenance, Conveyance, LPG,<br>Medicines, Electricity, Telephone, Housemaid,<br>Driver | 15,000 |
| LIFESTYLE          | Clothes, Shoes, Spa, Saloon, Dining out, Gym,<br>Travelling, Gifts, Movie, Hobbies                      | 5,000  |
| CHILDREN           | Children's school/college and tuition expenses  | 0      |
| LOAN EMI           | Home Loan, Car Loan, Personal Loan  | 15,000 |
| INSURANCE          | Life, Health, Motor, General Insurance Premium  | 2,000  |
| INVESTMENTS        | SIP, Recurring Deposit, Public Provident Fund   | 4,000  |
| OTHERS             |   |        |
| 1                  | 41,000  |        |
|                    |   |        |

| CURRENT MONTHLY SURPLUS | 29,000 |
|-------------------------|--------|
|-------------------------|--------|



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## Insurance

#### Contingency

I strongly recommend you to keep sufficient amount (generally amount equivalent to 3 to 6 months' of your <u>all regular expenses</u>) in investment instruments where your money remains liquid (i.e. any time you can withdraw money) and safe.



| No. of Months' Expenses | 4      | Your Total Monthly Expenses     | 41,000  |
|-------------------------|--------|---------------------------------|---------|
| Current Liquid Balance  | 40,000 | Increase Your Liquid Balance By | 124,000 |

#### Health

To safeguard your financial assets and future goals against any medical emergency I recommend you to take family floater health cover of amount:

| Recommended Health Cover                   | 1,000,000 | Existing Group Mediclaim     |         |
|--|-----------|------------------------------|---------|
| Existing Health Cover Taken By<br>Yourself | 400,000   | Additional Cover Recommended | 600,000 |

#### Life

Life insurance cover is necessary if you have outstanding loan and/or if you have financial dependents (children, spouse, parents etc.). You need to make sure your near and dear ones will never face any financial crunch if any unforeseen and unfortunate event occurs.



| Your total loan outstanding (as o                                     |   | 3,000,000                                       |            |  |  |
|---|---|---|------------|--|--|
|   |   |   |            |  |  |
| To make sure your children's hig your spouse will need this amount    | 3,726,224                               |   |            |  |  |
| Inflation of children's education e                                   | fore age 18)                            | 7%  |            |  |  |
|   |   |   |            |  |  |
| To make provision for your child<br>in your absence, you need to inc  |   | and secondary education expenses punt (approx.) | -          |  |  |
| Spouse's life expectancy  | pectancy 80 Discount % on self's demise |   |            |  |  |
| Assumed return on insurance proceeds                                  | 10% ISpouse's tax slab                  |   |            |  |  |
| To be able to continue with curre<br>expectancy, your spouse will nee | 7,223,585                               |   |            |  |  |
| Total Life Insurance Cover Requ                                       | ired                                    |   | 13,949,809 |  |  |
| Existing life cover or sum assure                                     | 10,000,000                              |   |            |  |  |
| Value of your all existing liquidat                                   | ole financial a                         | ssets (today's value)                           | -          |  |  |
| Additional Life Insurance Cove  | 3,949,809                               |   |            |  |  |



# **Child 1's Higher Education & Marriage**

### **CHILD'S AGE NOW**









| GOAL DETAILS                              | GRADUATION | POST-GRADUATION | MARRIAGE  |
|---|------------|-----------------|-----------|
| FUND REQUIRED<br>(At Today's Cost)        | 800,000    | 1,500,000       | 1,500,000 |
| CHILD'S AGE WILL BE                       | 20         | 22              | 29        |
| GOAL YEAR                                 | 2033       | 2035            | 2042      |
| INFLATION                                 | 7%         | 7%              | 7%        |
| FUTURE VALUE                              | 2,527,052  | 5,424,791       | 8,711,029 |
| Future Value of<br>Existing Assets Mapped | 510,206    | 431,570         | 0         |
| Goal Achievement Scale                    | 20%        | 8%              | 0%        |
| DEFICIT                                   | 2,016,847  | 4,993,221       | 8,711,029 |
| RETURN EXPECTED                           | 12%        | 12%             | 12%       |
| INVESTMENT REQD.<br>LUMP-SUM              | 293,742    | 579,747         | 457,510   |
| INVESTMENT REQD.<br>SIP                   | 3,232      | 6,165           | 4,539     |



#### Asset details that you want to map towards Child 1's goals

#### (A) ASSETS whose current value you know(e.g. Mutual Funds, Shares, ULIP etc.)

| SI.<br>No. | NAME                                | CURRENT<br>VALUE | RUNNING<br>SIP /<br>PREMIUM | SIP or<br>PREMIUM<br>AMT. | FREQUENCY | GOAL MAPPED     | GOAL YEAR | EXPECTED<br>RETURN (%) | FV      |
|------------|-------------------------------------|------------------|-----------------------------|---------------------------|-----------|-----------------|-----------|------------------------|---------|
| 1          | HDFC Childrens gift fund (Lump sum) | 55,000           | No                          |                           | N/A       | Graduation      | 2033      | 14%                    | 510,206 |
| 2          | ICICI Child plan (ULIP)             | 100,000          | No                          |                           | N/A       | Post Graduation | 2035      | 8%                     | 431,570 |
| 3          |                                     |                  |                             |                           |           |                 |           |                        |         |
| 4          |                                     |                  |                             |                           |           |                 |           |                        |         |
| 5          |                                     |                  |                             |                           |           |                 |           |                        |         |

| SI. No. | NAME | MATURITY<br>VALUE | MATURITY<br>YEAR | GOAL MAPPED | GOAL YEAR | EXPECTED<br>RETURN<br>POST<br>MATURITY (%) | FV |
|---------|------|-------------------|------------------|-------------|-----------|--|----|
| 1       |      |                   |                  |             |           |  | -  |
| 2       |      |                   |                  |             |           |  | -  |
| 3       |      |                   |                  |             |           |  | -  |
| 4       |      |                   |                  |             |           |  | -  |
| 5       |      |                   |                  |             |           |  | -  |



# **Child 2's Higher Education & Marriage**

## CHILD'S AGE NOW









| GOAL DETAILS                              | GRADUATION | POST-GRADUATION | MARRIAGE   |
|---|------------|-----------------|------------|
| FUND REQUIRED<br>(At Today's Cost)        | 800,000    | 1,500,000       | 1,500,000  |
| CHILD'S AGE WILL BE                       | 18         | 21              | 26         |
| GOAL YEAR                                 | 2033       | 2036            | 2041       |
| INFLATION                                 | 10%        | 10%             | 10%        |
| FUTURE VALUE                              | 4,043,576  | 10,091,250      | 16,252,059 |
| Future Value of<br>Existing Assets Mapped | 0          | 425,665         | 2,578,895  |
| Goal Achievement Scale                    | 0%         | 4%              | 16%        |
| DEFICIT                                   | 4,043,576  | 9,665,585       | 13,673,164 |
| RETURN EXPECTED                           | 12%        | 12%             | 12%        |
| INVESTMENT REQD.<br>LUMP-SUM              | 588,924    | 1,002,000       | 804,301    |
| INVESTMENT REQD.<br>SIP                   | 6,479      | 10,508          | 8,033      |



#### Asset details that you want to map towards Child 2's goals

#### (A) ASSETS whose current value you know(e.g. Mutual Funds, Shares, ULIP etc.)

| SI.<br>No. | NAME                  | CURRENT<br>VALUE | RUNNING<br>SIP /<br>PREMIUM | SIP or<br>PREMIUM<br>AMT. | FREQUENCY | GOAL MAPPED     | GOAL YEAR | EXPECTED<br>RETURN (%) | FV        |
|------------|-----------------------|------------------|-----------------------------|---------------------------|-----------|-----------------|-----------|------------------------|-----------|
| 1          | L&T Mutual Fund (SIP) | 1,505            | Yes                         | 1,500                     | Monthly   | Marriage        | 2041      | 12%                    | 2,578,895 |
| 2          | LIC                   | 110,000          | No                          |                           | N/A       | Post Graduation | 2036      | 7%                     | 425,665   |
| 3          |                       |                  |                             |                           |           |                 |           |                        |           |
| 4          |                       |                  |                             |                           |           |                 |           |                        |           |
| 5          |                       |                  |                             |                           |           |                 |           |                        |           |

| SI. No. | NAME | MATURITY<br>VALUE | MATURITY<br>YEAR | GOAL MAPPED | GOAL YEAR | EXPECTED<br>RETURN<br>POST<br>MATURITY (%) | FV |
|---------|------|-------------------|------------------|-------------|-----------|--|----|
| 1       |      |                   |                  |             |           |  | -  |
| 2       |      |                   |                  |             |           |  | -  |
| 3       |      |                   |                  |             |           |  | -  |
| 4       |      |                   |                  |             |           |  | -  |
| 5       |      |                   |                  |             |           |  | -  |



## **RETIREMENT PLANNING**



## DATA INPUT & ASSUMPTIONS

| Current Age     | 30   |
|-----------------|------|
| Retirement Age  | 60   |
| Retirement Year | 2045 |
| Life expectancy | 75   |

| Household and Lifestyle Expenses (today's value)   | 20,000 |
|--|--------|
| Net Addition/Deduction (Addition: e.g. medical expenses, vacation; Deduction: e.g. rental income, pension income, reduction in lifestyle or household expenses etc.) | 20,000 |
| Inflation per annum  | 8%     |
| Tax slab you will be falling into post retirement  | 20%    |
|  | 4.00/  |
| Expected return on investments (from now till retirement age)  | 13%    |
| Expected return on investments (from retirement age till life expectancy)  | 10%    |



## **OUTPUT / RESULTS**

| No of years left for retirement                    | 30        |
|--|-----------|
| Years after retirement                             | 15        |
| 1st Month Expense After Retirement                 | 402,506   |
| 1st Year Expense After Retirement (Post-tax value) | 4,830,075 |
| 1st Year Expense After Retirement (Pre-tax value)  | 6,037,594 |

| 79,898,118 |
|------------|
| 14,435,716 |
| 94,333,834 |
| -          |
| 1,630,150  |
| 1,786,117  |
| 4%         |
| 90,917,567 |
|            |

| Lump-Sum Savings required                   | 2,324,312 |
|---|-----------|
| Monthly Savings required (Fixed SIP)        | 24,170    |
| Monthly Savings required (Growing SIP @10%) | 9,284     |



#### Asset details that you want to map towards **RETIREMENT** goal

(A) ASSETS whose current value you know(e.g. Mutual Funds, Shares, ULIP etc.)

| SI. No. | NAME | CURRENT VALUE | RUNNING SIP /<br>Premium | SIP or<br>Premium Amt. | FREQUENCY | YEAR OF<br>RETIREMENT | EXPECTED<br>RETURN (%) | FV      |
|---------|------|---------------|--------------------------|------------------------|-----------|-----------------------|------------------------|---------|
| 1       | LIC  | 108,000       | No                       |                        | N/A       | 2046                  | 6%                     | 620,297 |
| 2       |      |               |                          |                        |           | 2046                  |                        |         |
| 3       |      |               |                          |                        |           | 2046                  |                        |         |
| 4       |      |               |                          |                        |           | 2046                  |                        |         |
| 5       |      |               |                          |                        |           | 2046                  |                        |         |

| SI. No. | NAME      | MATURITY VALUE | MATURITY YEAR | GOAL YEAR | EXPECTED RETURN<br>AFTER MATURITY<br>TILL GOAL YEAR (%) | FV        |
|---------|-----------|----------------|---------------|-----------|---|-----------|
| 1       | HDFC (FD) | 500,000        | 2035          | 2046      | 8%  | 1,165,819 |
| 2       |           |                |               | 2046      |   | -         |
| 3       |           |                |               | 2046      |   | -         |
| 4       |           |                |               | 2046      |   | -         |
| 5       |           |                |               | 2046      |   | -         |



| Monthly EPF Contribu         | ution   |         | Monthly VPF Contri | bution          |             |
|------------------------------|---------|---------|--------------------|-----------------|-------------|
| (EPF+VPF) Balance as         | of now  |         | (EPF+VPF) Balance  | e at Retirement | -           |
| Current Age                  | 30      |         | EMPLOYEE           | PROVIDENT       | FUND        |
| EPF (or VPF) ROI             | 8.50%   |         |                    | (Self)          |             |
| Increase in EPF Contribution |         | 10%     | Increase in VPF    | Contribution    | 10%         |
| Age                          | Monthly | Monthly | Yearly Contri      | bution (EPF)    | End of Year |
|                              | (EPF)   | (VPF)   | Employee           | Employer        | NET BALANCE |
| 30                           | -       | -       | -                  | -               | -           |
| 31                           | -       | -       | -                  | -               | -           |
| 32                           | -       | -       | -                  | -               | -           |
| 33                           | -       | -       | -                  | -               | -           |
| 34                           | -       | -       | -                  | -               | -           |
| 35                           | -       | -       | -                  | -               | -           |
| 36                           | -       | -       | -                  | -               | -           |
| 37                           | -       | -       | -                  | -               | -           |
| 38                           | -       | -       | -                  | -               | -           |
| 39                           | -       | -       | -                  | -               | -           |
| 40                           | -       | -       | -                  | -               | -           |
| 41                           | -       | -       | -                  | -               | -           |
| 42                           | -       | -       | -                  | -               | -           |
| 43                           | -       | -       | -                  | -               | -           |
| 44                           | -       | -       | -                  | -               | -           |
| 45                           | -       | -       | -                  | -               | -           |
| 46                           | -       | -       | -                  | -               | -           |
| 47                           | -       | -       | -                  | -               | -           |
| 48                           | -       | -       | -                  | -               | -           |
| 49                           | -       | -       | -                  | -               | -           |
| 50                           | -       | -       | -                  | -               | -           |
| 51                           | -       | -       | _                  | -               | -           |
| 52                           | -       | -       | -                  | -               | -           |
| 53                           | -       | -       | -                  | -               | -           |
| 54                           | -       | -       | -                  | -               | -           |
| 55                           | -       | -       | -                  | -               | _           |
| 56                           | -       | -       | -                  | -               | -           |
| 57                           | -       | -       | -                  | -               | -           |
| 58                           | -       | -       | -                  | -               | -           |
| 59                           | -       | -       | -                  | -               | -           |
| 60                           | -       | -       |                    | _               | -           |
|                              |         |         |                    |                 |             |
|                              |         |         |                    |                 |             |
|                              |         |         |                    |                 |             |
| <u> </u>                     |         |         |                    |                 |             |
|                              |         |         |                    |                 |             |
|                              |         |         |                    |                 | I           |



| Monthly EPF Contrib<br>(EPF+VPF) Balance a |                  |                  | Monthly VPF Contri<br>(EPF+VPF) Balance |                       |                            |  |  |
|--|------------------|------------------|---|-----------------------|----------------------------|--|--|
|  | 1                |                  |   |                       |                            |  |  |
| Current Age                                | 27               |                  |   |                       |                            |  |  |
| EPF (or VPF) ROI                           | 8.50%            |                  |   | Spouse)               |                            |  |  |
| Increase in EPF Contribution               |                  | 10%              | Increase in VPF Con                     |                       | 10%                        |  |  |
| Age  | Monthly<br>(EPF) | Monthly<br>(VPF) | Yearly Con<br>Employee                  | tribution<br>Employer | End of Year<br>NET BALANCE |  |  |
| 27   | -                | -                | -                                       | -                     | -                          |  |  |
| 28   | -                | -                | -                                       | -                     |                            |  |  |
| 29   | -                | -                | -                                       | -                     | -                          |  |  |
| 30   | -                | _                | -                                       | -                     | -                          |  |  |
| 31   | -                | -                | -                                       | -                     | -                          |  |  |
| 32   | -                | _                | -                                       | -                     | -                          |  |  |
| 33   | -                | -                | -                                       | -                     | -                          |  |  |
| 34   | -                | -                | -                                       | -                     | -                          |  |  |
| 35   | -                | _                | -                                       | -                     | -                          |  |  |
| 36   | -                | _                | -                                       | -                     | -                          |  |  |
| 37   | -                | _                |   | -                     | -                          |  |  |
| 38   | -                | _                | -                                       | -                     | -                          |  |  |
| 39   | -                | _                | -                                       | -                     | -                          |  |  |
| 40   | -                | -                | -                                       | -                     | -                          |  |  |
| 41   | -                | -                |   | -                     | -                          |  |  |
| 42   | -                |                  |   | -                     |                            |  |  |
| 43   | -                |                  |   | -                     |                            |  |  |
| 44   | -                | -                | -                                       | -                     | -                          |  |  |
| 45   | -                | _                | -                                       | -                     |                            |  |  |
| 46   | -                | -                | -                                       | -                     |                            |  |  |
| 47   | -                | -                | -                                       | -                     |                            |  |  |
| 48   |                  |                  |   |                       |                            |  |  |
| 49   | -                | -                | -                                       | -                     |                            |  |  |
| 50   | -                |                  | -                                       |                       | -                          |  |  |
| 51   | -                | -                | -                                       | -                     | -                          |  |  |
| 52   | -                |                  | -                                       |                       | -                          |  |  |
| 53   | -                |                  | -                                       | -                     | -                          |  |  |
| 54   |                  | _                | -                                       | -                     | -                          |  |  |
| 55   |                  |                  |   |                       | -                          |  |  |
| 56   | -                | _                | -                                       | -                     | -                          |  |  |
| 57   |                  |                  |   |                       |                            |  |  |
| 58   | -                | -                | -                                       |                       | -                          |  |  |
| 59   | -                | -                | -                                       | -                     | -                          |  |  |
| 60   |                  |                  |   |                       |                            |  |  |
| 60   | -                | -                | -                                       | -                     | -                          |  |  |
| 61   | -                | -                | -                                       | -                     | -                          |  |  |



| Annual Contribution | 150.000                | DDE Not Polono | a at Datiromant | 4 000 4 50  |  |  |  |
|---------------------|------------------------|----------------|-----------------|-------------|--|--|--|
| PPF Balance         | 150,000                | PPF Net Balanc |                 | 1,630,150   |  |  |  |
| Current Age         | 30                     |                |                 |             |  |  |  |
| PPF ROI             | 8.00%                  |                |                 |             |  |  |  |
| Age                 | Yearly<br>Contribution | Balance        | Interest Earned | NET BALANCE |  |  |  |
| 30                  | -                      | 150,000        | 12,000          | 162,000     |  |  |  |
| 31                  | -                      | 162,000        | 12,960          | 174,960     |  |  |  |
| 32                  | -                      | 174,960        | 13,997          | 188,957     |  |  |  |
| 33                  | -                      | 188,957        | 15,117          | 204,073     |  |  |  |
| 34                  | -                      | 204,073        | 16,326          | 220,399     |  |  |  |
| 35                  | -                      | 220,399        | 17,632          | 238,03      |  |  |  |
| 36                  | -                      | 238,031        | 19,042          | 257,074     |  |  |  |
| 37                  | -                      | 257,074        | 20,566          | 277,640     |  |  |  |
| 38                  | -                      | 277,640        | 22,211          | 299,85      |  |  |  |
| 39                  | -                      | 299,851        | 23,988          | 323,83      |  |  |  |
| 40                  | -                      | 323,839        | 25,907          | 349,746     |  |  |  |
| 41                  | -                      | 349,746        | 27,980          | 377,720     |  |  |  |
| 42                  | -                      | 377,726        | 30,218          | 407,94      |  |  |  |
| 43                  | -                      | 407,944        | 32,635          | 440,57      |  |  |  |
| 44                  | -                      | 440,579        | 35,246          | 475,82      |  |  |  |
| 45                  | -                      | 475,825        | 38,066          | 513,89      |  |  |  |
| 46                  | -                      | 513,891        | 41,111          | 555,00      |  |  |  |
| 47                  | -                      | 555,003        | 44,400          | 599,40      |  |  |  |
| 48                  | -                      | 599,403        | 47,952          | 647,35      |  |  |  |
| 49                  | -                      | 647,355        | 51,788          | 699,14      |  |  |  |
| 50                  | -                      | 699,144        | 55,931          | 755,07      |  |  |  |
| 51                  | -                      | 755,075        | 60,406          | 815,48      |  |  |  |
| 52                  | -                      | 815,481        | 65,238          | 880,72      |  |  |  |
| 53                  | -                      | 880,720        | 70,458          | 951,17      |  |  |  |
| 54                  | -                      | 951,177        | 76,094          | 1,027,27    |  |  |  |
| 55                  | -                      | 1,027,271      | 82,182          | 1,109,45    |  |  |  |
| 56                  | -                      | 1,109,453      | 88,756          | 1,198,209   |  |  |  |
| 57                  | -                      | 1,198,209      | 95,857          | 1,294,06    |  |  |  |
| 58                  | -                      | 1,294,066      | 103,525         | 1,397,59    |  |  |  |
| 59                  | -                      | 1,397,591      | 111,807         | 1,509,39    |  |  |  |
| 60                  | -                      | 1,509,399      | 120,752         | 1,630,150   |  |  |  |
|                     |                        |                |                 |             |  |  |  |
|                     |                        |                |                 |             |  |  |  |
|                     |                        |                |                 |             |  |  |  |

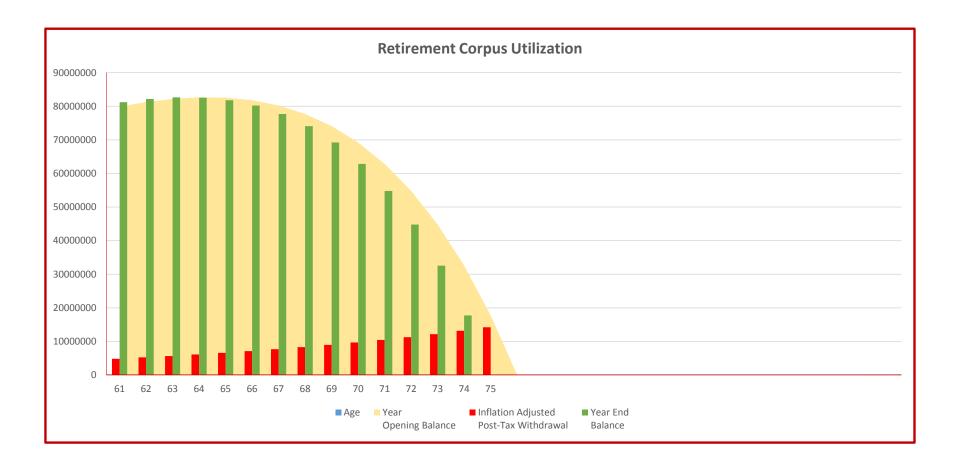


| Annual Contribution |                        | DDE Not Balance | ce at Retirement         |             |
|---------------------|------------------------|-----------------|--------------------------|-------------|
|                     | 27                     |                 |                          | -           |
| Current Age PPF ROI | 8.70%                  | PUBL            | IC PROVIDENT<br>(Spouse) | FUND        |
| Age                 | Yearly<br>Contribution | Balance         | Interest Earned          | NET BALANCE |
| 27                  | -                      | -               | -                        | -           |
| 28                  | -                      | -               | -                        | -           |
| 29                  | -                      | -               | -                        | -           |
| 30                  | -                      | -               | -                        | -           |
| 31                  | -                      | -               | -                        | -           |
| 32                  | -                      | -               | -                        | -           |
| 33                  | -                      | -               | -                        | -           |
| 34                  | -                      | -               | -                        | -           |
| 35                  | -                      | -               | -                        | -           |
| 36                  | -                      | -               | -                        | -           |
| 37                  | -                      | -               | -                        | -           |
| 38                  | -                      | -               | -                        | -           |
| 39                  | -                      | -               | -                        | -           |
| 40                  | -                      | -               | -                        | -           |
| 41                  | -                      | -               | -                        | -           |
| 42                  | -                      | -               | -                        | -           |
| 43                  | -                      | -               | -                        | -           |
| 44                  | -                      | -               | -                        | -           |
| 45                  | -                      | -               | -                        | -           |
| 46                  | -                      | -               | -                        | -           |
| 47                  | -                      | -               | -                        | -           |
| 48                  | -                      | -               | -                        | -           |
| 49                  | -                      | -               | -                        | -           |
| 50                  | -                      | -               | -                        | -           |
| 51                  | -                      | -               | -                        | -           |
| 52                  | -                      | -               | -                        | -           |
| 53                  | -                      | -               | -                        | -           |
| 54                  | -                      | -               | -                        | -           |
| 55                  | -                      | -               | -                        | -           |
| 56                  | -                      | -               | -                        | -           |
| 57                  | -                      | -               | -                        | -           |
|                     |                        |                 |                          |             |
|                     |                        |                 |                          |             |
|                     |                        |                 |                          |             |
|                     |                        |                 |                          |             |
|                     |                        |                 |                          |             |



|     |                         | Post Retire                                 | ment Cashf                                   | lows                |                                 |
|-----|-------------------------|---|--|---------------------|---------------------------------|
| Age | Year<br>Opening Balance | Inflation Adjusted<br>Pre-Tax<br>Withdrawal | Inflation Adjusted<br>Post-Tax<br>Withdrawal | Year End<br>Balance | Capital<br>Protection<br>Amount |
| 61  | 79,898,118              | 6,037,594                                   | 4,830,075                                    | 81,246,576          | 14,435,716                      |
| 62  | 81,246,576              | 6,520,602                                   | 5,216,481                                    | 82,198,572          | 16,312,360                      |
| 63  | 82,198,572              | 7,042,250                                   | 5,633,800                                    | 82,671,955          | 18,432,966                      |
| 64  | 82,671,955              | 7,605,630                                   | 6,084,504                                    | 82,572,957          | 20,829,252                      |
| 65  | 82,572,957              | 8,214,080                                   | 6,571,264                                    | 81,794,765          | 23,537,055                      |
| 66  | 81,794,765              | 8,871,207                                   | 7,096,965                                    | 80,215,914          | 26,596,872                      |
| 67  | 80,215,914              | 9,580,903                                   | 7,664,722                                    | 77,698,512          | 30,054,465                      |
| 68  | 77,698,512              | 10,347,375                                  | 8,277,900                                    | 74,086,250          | 33,961,545                      |
| 69  | 74,086,250              | 11,175,165                                  | 8,940,132                                    | 69,202,193          | 38,376,546                      |
| 70  | 69,202,193              | 12,069,179                                  | 9,655,343                                    | 62,846,316          | 43,365,497                      |
| 71  | 62,846,316              | 13,034,713                                  | 10,427,770                                   | 54,792,764          | 49,003,012                      |
| 72  | 54,792,764              | 14,077,490                                  | 11,261,992                                   | 44,786,801          | 55,373,404                      |
| 73  | 44,786,801              | 15,203,689                                  | 12,162,951                                   | 32,541,423          | 62,571,946                      |
| 74  | 32,541,423              | 16,419,984                                  | 13,135,987                                   | 17,733,583          | 70,706,299                      |
| 75  | 17,733,583              | 17,733,583                                  | 14,186,866                                   | 0                   | 79,898,118                      |
|     |                         |   |  |                     |                                 |
|     |                         |   |  |                     |                                 |
|     |                         |   |  |                     |                                 |
|     |                         |   |  |                     |                                 |
|     |                         |   |  |                     |                                 |
|     |                         |   |  |                     |                                 |
|     |                         |   |  |                     |                                 |
|     |                         |   |  |                     |                                 |
|     |                         |   |  |                     |                                 |
|     |                         |   |  |                     |                                 |
|     |                         |   |  |                     |                                 |
|     |                         |   |  |                     |                                 |
|     |                         |   |  |                     |                                 |
|     |                         |   |  |                     |                                 |
|     |                         |   |  |                     |                                 |







# **Goal Planning**

It is essential that you set your financial goals with clear expectations and assumptions. To set the goal target, you need to imagine that if the goal is due today, what amount you would feel comfortable with. Depending on the years left you should assume likely inflation and annual rate of return.



| Goal Details                         | Child Education 10th     |                   |
|--------------------------------------|--------------------------|-------------------|
| After how many years the goal is due | Current value<br>of goal | Assumed Inflation |
| 17                                   | 150,000                  | 7%                |

| Goal Year                                    | 2033           |
|--|----------------|
| Future value of goal                         | 473,822        |
| Future value of existing assets mapped       | 250,000        |
| Goal Achievement Scale                       | 53%            |
|  |                |
| Deficit                                      | 223,822        |
| Deficit Expected Return from new investments | 223,822<br>12% |
|  |                |



#### Asset details that you want to map towards goal - Child Education 10th

#### (A) ASSETS whose current value you know(e.g. Mutual Funds, Shares, ULIP etc.)

| SI. No. | NAME | CURRENT VALUE | RUNNING SIP /<br>Premium | SIP or<br>Premium Amt. | FREQUENCY | YEAR OF<br>GOAL | EXPECTED<br>RETURN (%) | FV |
|---------|------|---------------|--------------------------|------------------------|-----------|-----------------|------------------------|----|
| 1       |      |               |                          |                        |           | 2033            |                        |    |
| 2       |      |               |                          |                        |           | 2033            |                        |    |
| 3       |      |               |                          |                        |           | 2033            |                        |    |
| 4       |      |               |                          |                        |           | 2033            |                        |    |
| 5       |      |               |                          |                        |           | 2033            |                        |    |

| SI. No. | NAME          | MATURITY VALUE | MATURITY YEAR | GOAL YEAR | EXPECTED RETURN<br>AFTER MATURITY<br>TILL GOAL YEAR (%) | FV      |
|---------|---------------|----------------|---------------|-----------|---|---------|
| 1       | FIXED DEPOSIT | 100,000        |               | 2033      | 0%  | 100,000 |
| 2       | PPF           | 150,000        |               | 2033      | 0%  | 150,000 |
| 3       |               |                |               | 2033      |   | -       |
| 4       |               |                |               | 2033      |   | -       |
| 5       |               |                |               | 2033      |   | -       |



# **Goal Planning**

It is essential that you set your financial goals with clear expectations and assumptions. To set the goal target, you need to imagine that if the goal is due today, what amount you would feel comfortable with. Depending on the years left you should assume likely inflation and annual rate of return.



| Goal Details                         | Child Education 12th     |                   |
|--------------------------------------|--------------------------|-------------------|
| After how many years the goal is due | Current value<br>of goal | Assumed Inflation |
| 19                                   | 175,000                  | 7%                |

| Goal Year                                    | 2035           |
|--|----------------|
| Future value of goal                         | 632,892        |
| Future value of existing assets mapped       | 0              |
| Goal Achievement Scale                       | 0%             |
|  |                |
| Deficit                                      | 632,892        |
| Deficit Expected Return from new investments | 632,892<br>12% |
|  |                |



#### Asset details that you want to map towards goal - Child Education 12th

#### (A) ASSETS whose current value you know(e.g. Mutual Funds, Shares, ULIP etc.)

| SI. No. | NAME | CURRENT VALUE | RUNNING SIP /<br>Premium | SIP or<br>Premium Amt. | FREQUENCY | YEAR OF<br>GOAL | EXPECTED<br>RETURN (%) | FV |
|---------|------|---------------|--------------------------|------------------------|-----------|-----------------|------------------------|----|
| 1       |      |               |                          |                        |           | 2035            |                        |    |
| 2       |      |               |                          |                        |           | 2035            |                        |    |
| 3       |      |               |                          |                        |           | 2035            |                        |    |
| 4       |      |               |                          |                        |           | 2035            |                        |    |
| 5       |      |               |                          |                        |           | 2035            |                        |    |

| SI. No. | NAME | MATURITY VALUE | MATURITY YEAR | GOAL YEAR | EXPECTED RETURN<br>AFTER MATURITY<br>TILL GOAL YEAR (%) | FV |
|---------|------|----------------|---------------|-----------|---|----|
| 1       |      |                |               | 2035      |   | -  |
| 2       |      |                |               | 2035      |   | -  |
| 3       |      |                |               | 2035      |   | -  |
| 4       |      |                |               | 2035      |   | -  |
| 5       |      |                |               | 2035      |   | -  |



## **Goal Planning**



It is essential that you set your financial goals with clear expectations and assumptions. To set the goal target, you need to imagine that if the goal is due today, what amount you would feel comfortable with. Depending on the years left you should assume likely inflation and annual rate of return.

| Goal Details                         |                          |                   |
|--------------------------------------|--------------------------|-------------------|
| After how many years the goal is due | Current value<br>of goal | Assumed Inflation |
|                                      |                          | 7%                |

| Goal Year                                    | 2016     |
|--|----------|
| Future value of goal                         | 0        |
| Future value of existing assets mapped       | 0        |
| Goal Achievement Scale                       |          |
|  |          |
| Deficit                                      | 0        |
| Deficit Expected Return from new investments | 0<br>12% |
|  |          |



#### Asset details that you want to map towards goal -

(A) ASSETS whose current value you know(e.g. Mutual Funds, Shares, ULIP etc.)

| SI. No. | NAME | CURRENT VALUE | RUNNING SIP /<br>Premium | SIP or<br>Premium Amt. | FREQUENCY | YEAR OF<br>GOAL | EXPECTED<br>RETURN (%) | FV |
|---------|------|---------------|--------------------------|------------------------|-----------|-----------------|------------------------|----|
| 1       |      |               |                          |                        |           | 2016            |                        |    |
| 2       |      |               |                          |                        |           | 2016            |                        |    |
| 3       |      |               |                          |                        |           | 2016            |                        |    |
| 4       |      |               |                          |                        |           | 2016            |                        |    |
| 5       |      |               |                          |                        |           | 2016            |                        |    |

| SI. No. | NAME | MATURITY VALUE | MATURITY YEAR | GOAL YEAR | EXPECTED RETURN<br>AFTER MATURITY<br>TILL GOAL YEAR (%) | FV |
|---------|------|----------------|---------------|-----------|---|----|
| 1       |      |                |               | 2016      |   | -  |
| 2       |      |                |               | 2016      |   | -  |
| 3       |      |                |               | 2016      |   | -  |
| 4       |      |                |               | 2016      |   | -  |
| 5       |      |                |               | 2016      |   | -  |



## **Goal Planning**



It is essential that you set your financial goals with clear expectations and assumptions. To set the goal target, you need to imagine that if the goal is due today, what amount you would feel comfortable with. Depending on the years left you should assume likely inflation and annual rate of return.

| Goal Details                         |                          |                   |
|--------------------------------------|--------------------------|-------------------|
| After how many years the goal is due | Current value<br>of goal | Assumed Inflation |
|                                      |                          | 7%                |

| Goal Year                                    | 2016     |
|--|----------|
| Future value of goal                         | 0        |
| Future value of existing assets mapped       | 0        |
| Goal Achievement Scale                       |          |
|  |          |
| Deficit                                      | 0        |
| Deficit Expected Return from new investments | 0<br>12% |
|  |          |



#### Asset details that you want to map towards goal -

(A) ASSETS whose current value you know(e.g. Mutual Funds, Shares, ULIP etc.)

| SI. No. | NAME | CURRENT VALUE | RUNNING SIP /<br>Premium | SIP or<br>Premium Amt. | FREQUENCY | YEAR OF<br>GOAL | EXPECTED<br>RETURN (%) | FV |
|---------|------|---------------|--------------------------|------------------------|-----------|-----------------|------------------------|----|
| 1       |      |               |                          |                        |           | 2016            |                        |    |
| 2       |      |               |                          |                        |           | 2016            |                        |    |
| 3       |      |               |                          |                        |           | 2016            |                        |    |
| 4       |      |               |                          |                        |           | 2016            |                        |    |
| 5       |      |               |                          |                        |           | 2016            |                        |    |

| SI. No. | NAME | MATURITY VALUE | MATURITY YEAR | GOAL YEAR | EXPECTED RETURN<br>AFTER MATURITY<br>TILL GOAL YEAR (%) | FV |
|---------|------|----------------|---------------|-----------|---|----|
| 1       |      |                |               | 2016      |   | -  |
| 2       |      |                |               | 2016      |   | -  |
| 3       |      |                |               | 2016      |   | -  |
| 4       |      |                |               | 2016      |   | -  |
| 5       |      |                |               | 2016      |   | -  |



## **Goal Planning**



It is essential that you set your financial goals with clear expectations and assumptions. To set the goal target, you need to imagine that if the goal is due today, what amount you would feel comfortable with. Depending on the years left you should assume likely inflation and annual rate of return.

| Goal Details                         |                          |                   |
|--------------------------------------|--------------------------|-------------------|
| After how many years the goal is due | Current value<br>of goal | Assumed Inflation |
|                                      |                          | 7%                |

| Goal Year  | 2016     |
|--|----------|
| Future value of goal   | 0        |
| Future value of existing assets mapped                         | 0        |
| Goal Achievement Scale   |          |
| Deficit  | 0        |
|  |          |
| Expected Return from new investments                           | 12%      |
| Expected Return from new investments INVESTMENT REQD. LUMP-SUM | 12%<br>0 |



#### Asset details that you want to map towards goal -

(A) ASSETS whose current value you know(e.g. Mutual Funds, Shares, ULIP etc.)

| SI. No. | NAME | CURRENT VALUE | RUNNING SIP /<br>Premium | SIP or<br>Premium Amt. | FREQUENCY | YEAR OF<br>GOAL | EXPECTED<br>RETURN (%) | FV |
|---------|------|---------------|--------------------------|------------------------|-----------|-----------------|------------------------|----|
| 1       |      |               |                          |                        |           | 2016            |                        |    |
| 2       |      |               |                          |                        |           | 2016            |                        |    |
| 3       |      |               |                          |                        |           | 2016            |                        |    |
| 4       |      |               |                          |                        |           | 2016            |                        |    |
| 5       |      |               |                          |                        |           | 2016            |                        |    |

| SI. No. | NAME | MATURITY VALUE | MATURITY YEAR | GOAL YEAR | EXPECTED RETURN<br>AFTER MATURITY<br>TILL GOAL YEAR (%) | FV |
|---------|------|----------------|---------------|-----------|---|----|
| 1       |      |                |               | 2016      |   | -  |
| 2       |      |                |               | 2016      |   | -  |
| 3       |      |                |               | 2016      |   | -  |
| 4       |      |                |               | 2016      |   | -  |
| 5       |      |                |               | 2016      |   | -  |



## Recommendations Existing Portfolio

| SI.<br>No. | Scheme / Policy /<br>Asset Name | Recommendation | Comments              |
|------------|---------------------------------|----------------|-----------------------|
| 1          | PPF                             | Continue       | 360000                |
| 2          | LIC                             | Surrender      | WANT TO EXIT FROM LIC |
| 3          | FD                              | Continue       | 400000                |
| 4          |                                 |                |                       |
| 5          |                                 |                |                       |
| 6          |                                 |                |                       |
| 7          |                                 |                |                       |
| 8          |                                 |                |                       |
| 9          |                                 |                |                       |
|            |                                 |                |                       |
| 10         |                                 |                |                       |



## Recommendations Existing Portfolio

| SI.<br>No. | Scheme / Policy /<br>Asset Name | Recommendation | Comments |
|------------|---------------------------------|----------------|----------|
| 11         |                                 |                |          |
|            |                                 |                |          |
| 12         |                                 |                |          |
|            |                                 |                |          |
| 13         |                                 |                |          |
|            |                                 |                |          |
| 14         |                                 |                |          |
|            |                                 |                |          |
| 15         |                                 |                |          |
|            |                                 |                |          |
| 16         |                                 |                |          |
|            |                                 |                |          |
| 17         |                                 |                |          |
|            |                                 |                |          |
| 18         |                                 |                |          |
|            |                                 |                |          |
| 19         |                                 |                |          |
|            |                                 |                |          |
| 20         |                                 |                |          |



# Recommendations New Portfolio

| SI.<br>No. | Scheme / Policy /<br>Asset Name | Mode | Amount | Financial Goal |
|------------|---------------------------------|------|--------|----------------|
| 1          |                                 |      |        |                |
|            |                                 |      |        |                |
| 2          |                                 |      |        |                |
|            |                                 |      |        |                |
| 3          |                                 |      |        |                |
|            |                                 |      |        |                |
| 4          |                                 |      |        |                |
|            |                                 |      |        |                |
| 5          |                                 |      |        |                |
|            |                                 |      |        |                |
| 6          |                                 |      |        |                |
|            |                                 |      |        |                |
| 7          |                                 |      |        |                |
|            |                                 |      |        |                |
| 8          |                                 |      |        |                |
|            |                                 |      |        |                |
| 9          |                                 |      |        |                |
|            |                                 |      |        |                |
| 10         |                                 |      |        |                |



# Recommendations New Portfolio

| SI.<br>No. | Scheme / Policy /<br>Asset Name | Mode | Amount | Financial Goal |
|------------|---------------------------------|------|--------|----------------|
| 11         |                                 |      |        |                |
|            |                                 |      |        |                |
| 12         |                                 |      |        |                |
|            |                                 |      |        |                |
| 13         |                                 |      |        |                |
|            |                                 |      |        |                |
| 14         |                                 |      |        |                |
|            |                                 |      |        |                |
| 15         |                                 |      |        |                |
|            |                                 |      |        |                |
| 16         |                                 |      |        |                |
|            |                                 |      |        |                |
| 17         |                                 |      |        |                |
|            |                                 |      |        |                |
| 18         |                                 |      |        |                |
|            |                                 |      |        |                |
| 19         |                                 |      |        |                |
|            |                                 |      |        |                |
| 20         |                                 |      |        |                |



## Advisor's Notes (Financial Goal-Wise)

| SI.<br>No. | Financial Goal       | Short Note           | Detailed Note  |  |  |  |  |
|------------|----------------------|----------------------|--|--|--|--|--|
| 1          | Contingency Fund     | Achievable           | Need to Have atleast 4 months , montly expensesas contingency                |  |  |  |  |
|            |                      |                      |  |  |  |  |  |
| 2          | Health Insurance     | Can be pursued later | Currently sufficient , After 3 years , need to increase Sum Assurance by 50% |  |  |  |  |
|            |                      |                      |  |  |  |  |  |
| 3          | Life Insurance       | Achievable           | Exit from LIC. Take Term Insurance of 1.5<br>Crore.                          |  |  |  |  |
|            |                      |                      |  |  |  |  |  |
| 4          | Retirement           | Achievable           | Start Investing in Mutual Fund / Bonds                                       |  |  |  |  |
|            |                      |                      |  |  |  |  |  |
| 5          | Child 1 - Graduation |                      |  |  |  |  |  |
|            |                      |                      |  |  |  |  |  |
| 6          |                      |                      |  |  |  |  |  |
|            |                      |                      |  |  |  |  |  |



## Advisor's Notes (Financial Goal-Wise)

| SI.<br>No. | Financial Goal | Short Note | Detailed Note |  |  |  |  |  |
|------------|----------------|------------|---------------|--|--|--|--|--|
| 7          |                |            |               |  |  |  |  |  |
|            |                |            |               |  |  |  |  |  |
| 8          |                |            |               |  |  |  |  |  |
|            |                | 1          |               |  |  |  |  |  |
| 9          |                |            |               |  |  |  |  |  |
|            |                |            |               |  |  |  |  |  |
| 10         |                |            |               |  |  |  |  |  |
|            |                |            |               |  |  |  |  |  |
| 11         |                |            |               |  |  |  |  |  |
|            |                |            |               |  |  |  |  |  |
| 12         |                |            |               |  |  |  |  |  |
|            |                |            |               |  |  |  |  |  |



# **Important Points to Act-on**

#### Implementation

This financial plan, which is a basic one and not comprehensive, is of no use if it is not implemented or followed up with utmost sincerity and discipline. This plan report is prepared with certain assumed data and rates - it can only be called 'your' report once you check all these assumptions - understand - and approve. Ask questions, give your inputs and suggestions - then only it can be called 'your' plan. Implement this plan, maximum within a month's time, otherwise the recommendations mentioned in this plan report will not hold appropriate anymore.

#### Review

As mentioned, this plan report is created with help of certain assumptions. Some of these assumptions can change in accordance with macro-economic changes, others can change with changes in your family's preferences, concerns, cashflow and networth. So REVIEW is a must. Investment Review should be done at least once in every 6 months and Plan Review once in every year - lifelong.

#### Legacy Planning

Write a WILL. This simple act can save lot of time and harassment in future for your near and dear ones. A WILL written now can be changed 'n' number of times in future. So there is only one right time to prepare a WILL and that is 'now'. Make a list of all your assets - movable as well as immovable. Also make sure that in every asset you mentioned nominees and wherever possible you kept a second holder.

#### **Documentation**

Make sure that all your financial documents - policy papers, certificates etc. - are kept properly in a safe place. Ideally you should maintain separate folders for storing similar type of documents. Keep your spouse and grown-up children informed and aware about everything which they may feel need of in your absence. It is a good practice to scan certain important documents and store digitally also.

#### Guide to Investment - I

While making any investment it is really important to understand the product first. Read objective of the scheme carefully (it is just few lines of text!). Have a look at the past returns, preferably over a long term (5 years or more). All investments should be linked to a goal. Wealth accumulation itself can be a goal. Whatever the goal is fix your horizon of investments; put your expectations in order. It really helps if your overall portfolio of investments and insurance is kept small but appropriate.

#### **Guide to Investment - II**

There are various ratios that you will find in mutual fund factsheet. It is recommended that you ask right question and take effort to understand those ratios. CAGR, IRR or XIRR talks about average annualised compound return. 'Beta' talks about return expectation with respect to a scheme's benchmark index. 'Alpha' talks about scheme's performance as per expectation. 'Standard Deviation' talks about volatility in return and 'Sharpe Ratio' reflects scheme's return potential vis-a-vis risk taken.

