

PRACTICE SNAPSHOT FORM

ASSETS UNDER MANAGEMENT

REGISTERED \$	SWP – AUM (% or \$)	GMWB – AUM (% or \$)	IMMEDIATE ANNUITY – INITIAL PREMIUM (% or \$)
Stocks			
Fixed income			
Mutual funds			
Segregated funds			
Managed money			
Other			
Sub-total registered \$			
NON-REGISTERED \$			
Stocks			
Fixed income			
Mutual funds			
Segregated funds			
Managed money			
Other			
Sub-total non-registered \$			
TOTAL \$AUM			

TOTAL INCOME/COMPENSATION

	SWP	GMWB	IMMEDIATE ANNUITY
Initial compensation (last fiscal year)			
Trailer compensation (last fiscal year)			
TOTAL INCOME/COMPENSATION			

SUMMARY – YOUR BUSINESS

Average account size	
Average age	
LIFE STAGE	
Saving for retirement	
Transitioning to retirement	
In retirement	