



Client debt and cash flow profile

Client name(s): _____ Date completed: _____

1. On a scale of 1 to 10, how important do you consider being debt-free, where 10 means it's your most important financial goal and 1 means it's least important to you.

LEAST IMPORTANT					MOST IMPORTANT				
1	2	3	4	5	6	7	8	9	10

2. With regards to your debt: In the past 12 months, how has your debt changed:

- You have more debt than you did at this time last year.
- You have the same amount of debt as you did at this time last year.
- You've decreased your debt over the past year, but by less than you expected.
- You've decreased your debt over the past year by about as much as you expected.
- You've decreased your debt over the past year by more than you expected.
- No debt in the past 12 months.

3. Which of the following most closely describes your attitude toward debt?

- I'm willing to make near-term sacrifices to pay it off as quickly as possible.
- I want to pay off debt quickly but maintain a balance between near-term needs and debt repayment.
- As long as I'm debt-free when I retire, I prefer to focus my resources on other needs.

4. Summary of debts and savings

Debt	Balance
Mortgage (home)	
Mortgage (rental)	
Line of credit	
Credit card with balance	
Vehicle loan	
Student loan	
Other loan(s)	

Savings	Balance
Chequing account	
Savings account	
Money market	
Cashable GIC	
Other	
Other	
Other	

5. Over the course of the average year:

- How much difference is there between your highest-income month and your lowest?
- How much difference is there between your highest-expense month and your lowest?

Variation in income

- Less than 10%
- 10% to 50%
- 51% to 100%
- More than 100%

Variation in expenses

- Less than 10%
- 10% to 50%
- 51% to 100%
- More than 100%

6. Most types of debts have required monthly payments – and failing to make those payments could put you in default. If the primary income-earner in your household lost his/her job, how long would it be before you'd have difficulty making all of your required debt payments?

- Three months or less
- Three to six months
- Six to twelve months
- More than twelve months

7. Now let's look at potential cash-flow challenges in the future. Which, if any, of the following events do you expect you might face in the next five years:

- Major home repair or renovation (e.g., replace roof, install a pool)
- Replace furnace or major home appliance
- Purchase a new vehicle
- Pay for children's post-secondary education or wedding
- Retirement
- Provide children with down payment for a home
- Business or travel opportunity

8. How often do you find yourself in a position where you need to temporarily change your normal spending patterns because you've run low on cash?

- Nearly every month
- Several times a year
- Once or twice a year
- Never

For more information, please visit manulifebank.ca

