



THE DUNCAN
GROUP

Where SUCCESS Happens™

The High Trust Interview

The Mortgage Planning Analysis — What are the goals, dreams and aspirations of your borrowers?

My commitment to you is to help you make informed choices about your financing options when buying a home. You can help me do that by completing this brief questionnaire prior to our application appointment. There are many different ways to finance a home, but to find the best option for you we must take into consideration your long and short term financial and investment goals as well as your payment, principal, equity, tax and cash-flow objectives. During our appointment, I will work with you to outline your goals, analyze your current purchasing power and then recommend several different strategies that will enable you to achieve your goals.

1. Have you ever owned a home before? Yes No

If yes, what type of mortgage did you have? _____

2. Do you prepare your own income tax returns? Yes No

If not, are you familiar with how the tax advantages of a mortgage work? Yes No

3. How long do you plan to live in this house? _____

4. Realistically, how much do you expect your household income to increase or decrease (please circle) in the next:

2 years? _____

5 years? _____

5. Do you foresee incurring other financial obligations within the next 1–5 years, such as...

A new car? Yes No

Change in work time? (Switch to part time) Yes No

College Expense? Yes No

Other: _____

The Mortgage Planning Analysis - Continued

6. Which of the following personal goals are most important to you? Please check all that apply.

- Pay down debt
- Increase monthly cash flow
- Creating a monthly budget
- Start a savings plan
- Building your net worth
- Moving to a larger home within ____ years
- Having your mortgage paid off when you retire in ____ years
- Achieving financial freedom in ____ years
- Saving money to send kids to college
How many? ____ Current ages _____
- Investing in the stock market
- Other _____
- Other _____
- Other _____

7. There are many ways to structure your mortgage and the associated risks and benefits of certain types of loans. When looking at the following, please check the top 5 things that are important to you.

- Monthly payment
- Total closing costs
- Down payment
- Overall cost of borrowing
- Improve credit history
- Maximize tax benefits
- Eliminating other debt
- Paying the loan off ASAP
- Avoid Mortgage Insurance
- Have a fixed monthly mortgage payment
- Other _____

8. What mortgage payment do you feel comfortable making? _____

My current rent is \$_____ per month.

My current mortgage payment is \$_____ per month.

Do you currently have a household budget? Yes No

What is your budgeted monthly payment for your new home? _____

The Mortgage Planning Analysis - Continued

9. How would you best describe your financial philosophy?

_____ Conservative _____ Moderate risk taker _____ Risk taker

Do you work with a financial planner? _____

How do you rate him/her? ___ Excellent ___ Good ___ Average

Do you work with a stockbroker? _____

How do you rate him/her? ___ Excellent ___ Good ___ Average

Do you work with a life insurance agent? _____

How do you rate him/her? ___ Excellent ___ Good ___ Average

What types of policies do you have? _____

Do you work with a Realtor? _____

How do you rate him/her? ___ Excellent ___ Good ___ Average

10. Do you have a tax deferred retirement plan at work? _____

Do you participate in that plan? Yes No

If yes, do you maximize your contribution? _____

11. Have you put a will in place _____ or established a living trust _____ to protect your family's assets in the event of something happening you?

If so, how would you rate your attorney? ___ Excellent ___ Good ___ Average