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# More Advanced 3 in 1 Course C.F.P. + Q.F.T. + I.B.D. Course

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For Insurance Advisors & Dev. Officers

10 Unique Sessions + Recording\*

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15th Batch of Online Session





Date: 23rd October to 1st November 2021 Time: @ 7:00 PM to 9:00 PM

C. F. P. + Q. F. T. Software + Digital Certificate

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Course Fees Rs. 9500/- Only Limited Seats

Mr. Sanjay Gurnani (CEO-imfT)
(B.com, MBA, FIII, CFP, APMP - IIM Calcutta)

Don't Miss Opportunity Book Your Seat Now. Call 9426743252, 9428598252.



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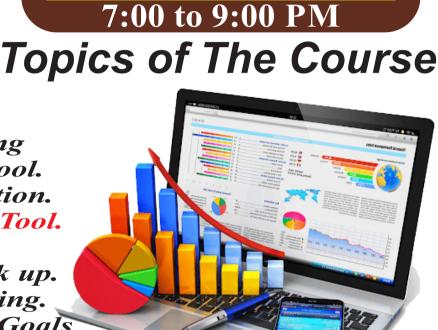
# More Advanced 3 in 1 Course C.F.P. + Q.F.T. + I.B.D. Course

Complete Financial Planning + Quick Financial Tools + Insurance Business Development

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- 1. Risk Profiling.
- 2. Quick Budgeting.
- 3. Income Analysis.
- 4. Goal Prioritizing.
- 5. Detailed Budgeting.6. Net Worth Analysis.
- 7. Cash Flow Analysis.
- 8. Wealth Planning Tools.
- 9. EMI Calculation Tools.
- 10.Portfolio Risk Balancing
- 11.Loan Term Planning Tool.
- 12. Corporate Profile Creation.
- 13.Powerful Appointment Tool.
  (In Hindi & English)
- 14. Health & Wealth Check up.
- 15.Investment Goal Mapping.
- 16.Long & Medium Term Goals 17.Total Wealth Portfolio Analysis.
- 18. Personal Balance sheet Analysis.
- 19. Multifold Investment Calculator.
- 20.IRR & HPR Calculations.
- 21. Children Marriage Planning.
- 22.Income Distribution Pyramid.
- 23. Children Education Planning.
- 24. Family Support Analyzer.
- 25. Family Estate Planning.
- 26. Retirement Support Analyzer.
- 27. Office Management Strategies.
- 28. Rule 72 for Business & Finance.
- 29. Professional Branding Strategies.
- 30.7 Minutes Quick Appointment Tool (In Hindi, English).
- 31. Multiple SIP (Return) Analysis Tool.
- 32.HNI Prospecting Ideas.
- 33.Increasing SIP Calculator
- 34. Financial Freedom Score Tool.
- 35. Financial Life Cycle.
- 36. Car Buying Decision Tool.
- 37. Delay Cost Calculator for quick closing.
- 38. Future Income & Expense Analysis.
- 39. Retirement Planning. (Self & Spouse)
- 40. Real Estate Investment Returns Analyzer.
- 41. Five Strategies for Business Development
- 42.HNI's (10) Personal Financial Ratios Analysis.
- 43. Multiple Investment (Return) Analysis Tool.
- 44. Product Suggestion on Risk Appetite Basis.
- 45. Using Software to Create Financial Plan.
- 46. Detailed Human Life Value (HLV) Calculator.
- 47. Mutual Fund & SIP Analyzer.
- 48. Five Focal Points to Analyze Insurance Company.
- 49. Gold, Equity, Bonds etc Investment Analysis Tools.
- 50. Family Risk Protection Analysis. (Self & Spouse)



23rd Oct. to 01st Nov. 2021



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## Complete Financial Planning

Mr. / Mrs. / Ms. Amit Kumar & Family



Financial Planning Presented By:		Institute of Marketing & Financial Training						
Financial Planner Mr. / Mrs :		Sanjay Gurnani						
Mobile Number:		9825567752, 9426743252						
Email ID:		imftedu1@gmail.com						
Website:		www.imftedu.com						
Address:								
Achievements :								
Spl. Qualities.:								
Business Portfolio.:								
Business Presence.:								
Experience :								



#### CONFIDENTIAL

## Personal particulars



Yourself											
Name		Amit Kumar									
Date of Birth (dd/mm/yyyy)	05-03-1984	]	AGE	37							
Marital Status	Married	Date of Marriage	07-0	1-2007							
Silver Jubilee	07-01-2032	Golden Jubilee	07-0	1-2057							
Residential Address	0										
		0									
Preferred Contact Number	9426743252 Other Contact Number 9428598252										
Personal Email ID		imftedu1@gmail.co	m								
Occupation	0	Annual Income Range R	s. 2	5-40							
What % of your combined (ho	ousehold) income are you curre	ently setting aside to meet	1	15%							
In addition to above What % set aside to meet your financial	of your combined (household) i ial Goals?	income are you prepared to	1	10%							
Relationship	Name of De	pendants	Date of Birth (dd/mm/yyyy)	Age							
Father	Maher	ndra	01-10-1959	61							
Mother	Kavit	ta	01-08-1962	59							
Spouse	Dipik	ka	05-08-1988	32							
Child 1st	Dhro	na	01-06-2013	8							
Child 2nd											
Child 3rd	1										



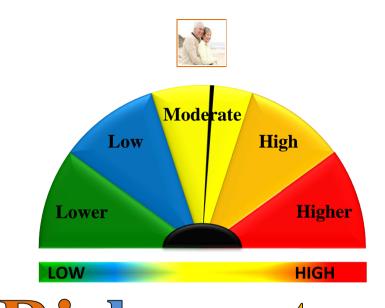
# Financial Goals Priority



	Rank
1 Health Planning	Priority
Protecting you and your family against the financial consequences of serious illnesses	1
2 Income Replacement	Priority
Maintaining your family's standard of living even if you are no longer around	2
3 Retirement Funding	Priority
Enjoying the standard of living that you want, when you decide to retire	3
4 Education Funding	Priority
Ensuring sufficent funds are available to meet increasing costs of educating your children	4
5 Marriage Funding	Priority
Accumulating Sufficient funds to celebrate dream marriage of Children	5
6 Long & Medium Term Goals	Priority
Having a planned and systematic method of accumulating wealth over the medium to long term	6
7 Wealth Enhancement	Priority
Planning and achieving the most the appropriate investment choice for existing capital	7







# Riskometer

You are a moderate Balanced investor who is prepared to accept moderate risk with balanced asset allocation. Your priority remains the presevation of capital added with moderate returns in medium to long term. You may have some understanding of investment markets, your basic moto is capital growth with capital safety.

#### **Risk Profile Categorisation**

Risk Type	Suggested Asset Allocation
Conservative Low Risk Investor	Equity 20%, Bond 60%, Cash & Bank 20%
Low to Moderate Risk Investor	Equity 40%, Bond 50%, Cash & Bank 10%
Moderate Risk Investor	Equity 55%, Bond 40%, Cash & Bank 5%
Moderate to High Risk Investor	Equity 70%, Bond 25%, Cash & Bank 5%
High Risk Investor	Equity 90%, Bond 5%, Cash & Bank 5%



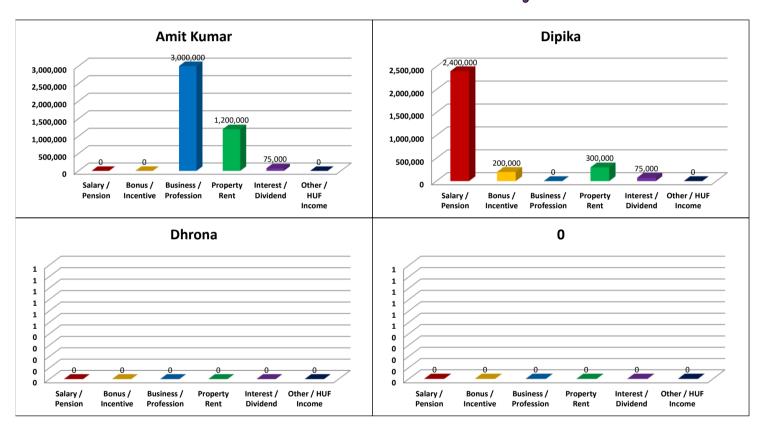
## Family Income Analysis



Income (post-tax) (for next 12 months)

			Yearly Source of Income													
	Write Name of Family Member	S	alary / Pension		Bonus / Incentive		Business / Profession		Property Rent		Interest / Dividend	Other / HUF Income			Total Income from all Sources (in Rs.)	
1	Amit Kumar	Rs.	0	Rs.	0	Rs.	3,000,000	Rs	s. 1,200,000	Rs.	75,000	Rs.	0	F	Rs. 4,275,000	
2	Dipika	Rs.	2,400,000	Rs.	200,000	Rs.	0	Rs	s. 300,000	Rs.	75,000	Rs.	0	) F	Rs. 2,975,000	
3	Dhrona	Rs.	0	Rs.	0	Rs.	0	Rs	s. 0	Rs.	0	Rs.	0	) F	Rs. 0	
4	0	Rs.	0	Rs.	0	Rs.	0	Rs	s. 0	Rs.	0	Rs.	0	) F	Rs. 0	
	TOTAL	Rs.	2,400,000	Rs.	200,000	Rs.	3,000,000	Rs	s. 1,500,000	Rs.	150,000	Rs.	0	F	Rs. 7,250,000	

#### **Individual Income Sources of All Family Members.**





# Education Funding 1st Child



1. Why is Education Funding impo	ortant to you	?							
2. This funding plan is for the Edu	cation of			Dhro	ona				who will attend
university in 11	year, to	study to become a				Engineer			
3. Where will you want		Dhrona		to stu	ıdy?				
		Inc	lia /	/ Abroad					
Private/Government :									
Name of Institute :	ha\								600,000
Annual Cost - Fee (Current Cost University Programme Duration		S.		4					600,000 years
Offiversity Programme Duration									Total
4. Total course Fee	4	Years	х	Rs.	600,000	Cost per year		Rs.	2,400,000
5. Accommodation Costs	4	Years	x	Rs.	300,000	Cost per year		Rs.	1,200,000
6. Home Trips Cost	10	Trips	х	Rs.	20,000	Cost per trip		Rs.	200,000
7. Parental Visits Cost	4	Trips	х	Rs.	20,000	Cost per trip		Rs.	80,000
8. Convocation Visit Cost	1	Trip	х	Rs.	40,000	Cost per trip		Rs.	40,000
9. Other Living Expenses	4	Years	х	Rs.	50,000	Cost per year		Rs.	200,000
10. Current Total Cost of Education	on					<u> </u>		Rs.	4,120,000
11. Projected inflation rate @		no. of years to University	<b>.</b>						· · · · · ·
12. Total Funds required for high							Α	Rs.	8,671,990
13. Existing funds available for Ed								Rs.	800,000
14. Existing Regular Yearly Investr								Rs.	100,000
15. Projected rate of return @	•	no. of years to University	<b>'</b> .					D-	2 272 727
16. Future value of existing funds							В	Rs.	3,372,727
17. Future ( Maturity ) Value of A		e Received for Funding th	e Ed	ucation				Rs.	1,000,000
18. Addtional Fund required Afte	er 11	Years for Education Fund	ding	of	Dhron	a	А-В	Rs.	4,299,263
a'							_	¥	<b>*</b>
74					4,299,263			<b>_</b>	8,671,990
00/ 400/	4,372,727	00/ 400/ =00/		C09/	700/	9/		1000/	
0% 10%	20% 3	0% 40% 50%		60%	70% 80	% 90%	/	100%	



# Long & Medium Term Goals



1. Why is Wealth Accumulation in	nportant to you?			
2. Most people have <b>dreams ar</b> Wealth Accumulation?	nd aspirations for the	mselves and their fan	nilies. What do you w	ant to achieve with
Goals / Aspirations	Medium Term	Years		
a) Dream home	Rs.		20,000,000	10
b) The New car	Rs.		3,500,000	10
c) Start a business	Rs.		0	0
d) Other 0	Rs.		0	0
	Home	Car	Business	0
Inflation % of Goals	8%	5%	0%	0%
Investment Returns %	9%	7%	0%	0%
Total of Financial needs @ future value	Rs. 43,178,500	Rs. 5,701,131	Rs. 0	Rs. 0
Existing funds available	Rs. 3,500,000	Rs. 0	Rs. 0	Rs. 0
Yearly Investment for Goals	Rs. 1,000,000	Rs. 100,000	Rs. 0	Rs. 0
Future value of existing funds & Investment.	Rs. 24,846,066	Rs. 1,478,360	Rs. 0	Rs. 0

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9825567752, 9426743252
imftedu1@gmail.com

18,332,434

Rs.

Additional amount required



Rs.

0

0

Rs.

4,222,771

Rs.

## Health Planning



1. Why is protecting against the financial consequences of serious illness or Disability important to you?

1
Income

2. Impaired health might result in the total loss of income, how much income do you & your family need
each year?

Rs. 2,400,000

3. For how many years would you want this income to be available?

4. Your unearned, regular yearly Income ( Passive Income )

Rs. 1,650,000

5. The shortfall / excess in income per year

Rs. 750,000

6. What average investment rate would you expect?

7.00%

8.00%

7. Expected inflation rate

8. Capital required to replace your income.

3,826,527

9. Additional Buffer Fund Required in Medical Emergency.

B Rs. 200,000

10. Total funds required in the event of impaired health

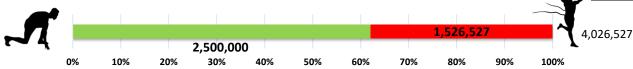
A+B Rs. 4,026,527

11. Existing funds available? (including existing Mediclaim plans or arrangements)

Rs. 2,500,000

12. Financial Support required in the event of Impaired Health

1,526,527 Rs.



## Income & Family Protection (Self-Husband)



1. Why Income Replacement is most important to you?

Income	
2. How much yearly income family need in absence of bread winner?	Rs. 2,400,000
3. For how many years family need above income?	15 years
4. How much Yearly you earn as passive Income i.e Rents, Dividends, Interest, Royalty etc.	Rs. 1,650,000
5. The shortfall / excess in income per year	Rs. 750,000
6. What investment rate would you expect on average to receive in the future?	7%
7. Expected inflation rate	8%
8. Capital required to replace your income.	Rs. 12,081,351
Capital	
9. Are there any additional capital requirements to consider?  a) Final expenses	Rs. 200,000
b) Adjustment Funds (eg. to hire a tutor and/or domestic helper to allow non working spouse to re-enter workforce etc)	Rs. 500,000
c) Personal debts	
d) Home loan to be taken care by Life Insurance?	Rs. 5,000,000
e) Children's Education Fund	Rs. 2,000,000
f) Lump Sum Children's Marriage Fund.	Rs. 2,500,000
g) Others Liabilities to be Protected (eg. Business loan, Vehicle loan, Legacy etc.)	Rs. 1,000,000
10. Total Capital Needs B	Rs. 11,700,000
11. Total funds required to replace your income C = (A + B)	Rs. 23,781,351
12. Existing available funds to be used for Income replacement.	
a) Any existing funds available for family safety.  b) Assets to be disposed of in emergency.  Rs. 2,500,000  Rs. 0	Rs. 12,500,000
c) Existing Life Insurance - Self  Rs. 10,000,000	
d) Existing Life Insurance - Spouse ( Wife )  Rs. 10,000,000	
13. Amount required for Income Replacement C - D	Rs. 11,281,351
* Are your other funds / Assets Can easily be liquidated? * will the market value of your real estate be intact?	<u> </u>
	7
11,281,351	23,781,351
	100%



## Retirement Funding (Self)



1. What is it about Retirement Funding that is most important to you?

* How much Mly Pension will you get after your retirement?									Rs.		50000
2. Your current age?		<u> </u>	Amit I	<u>(umar</u>						37	years
3. At what age do you want to retire?			60	years							
4. You need to work towards your retirement plan.										23	years
5. Life Expectancy Age?										85	Years
6. If you retire today, what MONTHLY income would	you want	to have? ( For Su	rvival	of self &	Spouse O	nly )			Rs.	1	100,000
7. Your unearned, regular yearly Income ( Passive Ir	ncome )								Rs.	1	275000
8. Expected growth of your yearly Unearned Income	( Passive	Income )									4%
9. Your required annual income if you retire today.	( For Survi	al of self & Spou	se On	y)					Rs.	1,2	200,000
10. What is a reasonable rate of inflation you would	expect fro	m now until your	retire	ement?							8%
11. At your retirement age, your annual retirement	income wi	I need to be							Rs.	7,0	92,605
12. From your target retirement age, for how long davailable? (eg. 20 or 25 or 30 years)	o you wan	t the annual retir	emen	t income	e to be					25	years
13. Amount of Gift to family Members Or society on final Departure									Rs.		0
14. What investment rate would you be comfortable	to use ?										7%
15.The capital fund required to achieve your desired	ed annual i	ncome at retiren	nent v	vould be	2			Α	Rs.	94,4	135,237
16. Existing funds available Only for Retirement Purp	oose										
A. Existing PF Fund /PPF	Rs.	1,000,000	in	23	years @	<u> </u>	8%		Rs.	5,7	785,445
<b>B.</b> Yearly Contribution /PPF/PF	Rs.	150,000	in	23	years (	<b>9</b>	8%		Rs.	9,8	304,104
C. Existing Pension fund	Rs.	250,000	in	23	years (	<u> </u>	8%		Rs.	1,4	177,626
<b>D.</b> Yearly Pension Fund Contribution	Rs.	50,000	in	23	years (	<b>9</b>	8%		Rs.	3,3	314,590
E. Any other Yearly Investment for Retirement	Rs.	120,000	in	23	years @	<u> </u>	8%		Rs.	7,9	55,017
F. Current Balance of Above (E) Yearly Investment For Retirement	Rs.	1,500,000	in	23	years (	9	8%	] [	Rs.	8,8	365,756
17.Total of Existing funds would be available for retirement ( at Future Value )							В	Rs.	37,2	202,538	
18. Future ( Maturity ) Value of Any Fund to be Received at Retirement (Policy Money, Or Any Other)							С	Rs.	3,0	000,000	
19.Additional amount required for Planned Retirement.  A-B-C								Rs.	54,2	232,699	
Your Current monthly contribution for Retir	ement i.e	Mly PF, Mly Pens	ion F	ınd Con	tribution e	tc.		] [	Rs.	30,000	

**54,232,699**40,202,538

0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%



### Marriage Funding (1st Child)



1. Why is Marriage Funding important to you?		
2. This funding plan is for the Marriage of Dhrona		
Marriage Celebration after 21 Years.		
Present Marriage Budget ( Approximate estimation )		
1 House Renovation	Rs.	2,500,000
2 GOLD & Ornaments	Rs.	1,000,000
3 Banquet & Decoration	Rs.	2,500,000
4 Honeymoon Trip	Rs.	500,000
5 Social Gifting	Rs.	200,000
6 Card Printing, Video & Photography	Rs.	200,000
7 Garments	Rs.	250,000
8 Other Expenses ( Ladies Sangeet, Pre wedding Party, Hotel Rooms )	Rs.	500,000
Any Extra Other than above	Rs.	0
Total Present Approximate Cost of Marriage	Rs.	7,650,000
3. Projected inflation rate @ 8%		
4. Total Funds requried for Marriage after 21 Years	A Rs.	38,508,828
5. Existing funds available + Existing Value of Gold & Ornaments kept for Marriage purpose only.	Rs.	500,000
6. Regular Yearly Investment for Marriage Purpose.	Rs.	0
7. Projected rate of return on Investment @ 8%		
8. Future value of existing funds & Ornaments kept for Marriage purpose only	D Rs.	2,516,917
9. Future Value of Regular Yearly Investment for Marriage Purpose	B Rs.	0
10. Any Fund to be Received on Marriage (Maturity of FD, Policy, etc.)	C Rs.	1,000,000
11. Addtional Fund required after 21 Years for Marriage Funding of Dhrona  * Are your other funds / Assets Can easily be liquidated?  * will the market value of your real estate be intact?	Rs.	<b>34,991,911</b> A-B-C-D
3,516,917 0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%  Institute of Marketing & Financial Training	R	

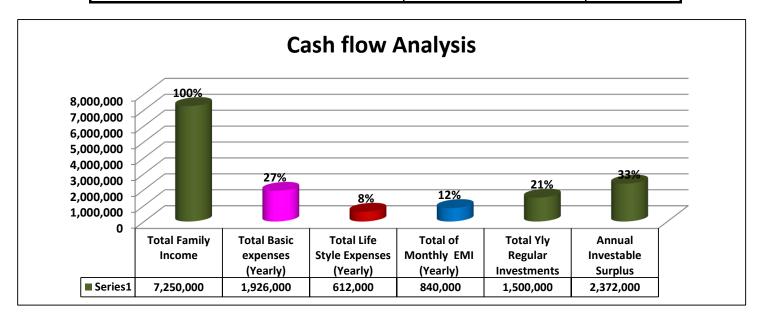
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## Family Cash Flow Analysis



Cash Flow & Surplus			%
Total Family Income	Rs.	7,250,000	100
Total Basic expenses (Yearly)	Rs.	1,926,000	27
Total Life Style Expenses (Yearly)	Rs.	612,000	8
Total of Monthly EMI (Yearly)	Rs.	840,000	12
Total Yly Regular Investments	Rs.	1,500,000	21
Annual Investable Surplus	Rs.	2,372,000	33



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## **Net worth Report**

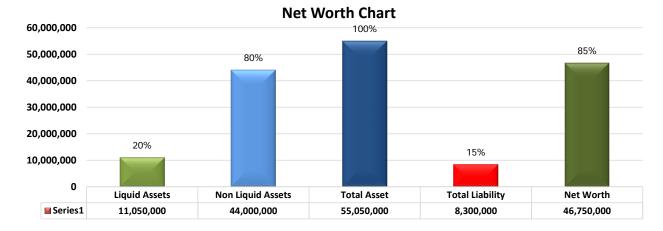


Liquid Assets	А	mount (Rs.)
	Rs.	3,500,000
	Rs.	1,000,000
	Rs.	0
	Rs.	100,000
	Rs.	500,000
	Rs.	50,000
	Rs.	0
	Rs.	2,500,000
	Rs.	500,000
	Rs.	500,000
	Rs.	1,000,000
	Rs.	500,000
	Rs.	0
	Rs.	0
	Rs.	700,000
	Rs.	0
	Rs.	0
	Rs.	200,000
Other Liquid Asset	Rs.	0
Total Liquid Assets	Rs.	11,050,000

Net worth		Amount (Rs.)
Liquid Assets	Rs.	11,050,000
Non Liquid Assets	Rs.	44,000,000
Total Asset	Rs.	55,050,000
Total Liability	Rs.	8,300,000
Net Worth	Rs.	46,750,000

Loans + Liabilities		Amount (Rs.)
	Rs.	5,000,000
	Rs.	800,000
	Rs.	0
	Rs.	2,500,000
Any other Loan + Liability	Rs.	0
Total	Rs.	8,300,000

Non Liquid Assets		Amount (Rs.)
	Rs.	20,000,000
	Rs.	2,500,000
	Rs.	1,000,000
	Rs.	5,000,000
	Rs.	0
	Rs.	0
	Rs.	1,500,000
	Rs.	10,000,000
	Rs.	400,000
	Rs.	0
	Rs.	1,000,000
	Rs.	1,600,000
	Rs.	1,000,000
Other Fixed Asset	Rs.	0
Total	Rs.	44,000,000





#### **Important Financial Ratios**



#### 7) Networth Liquidity Ratio

Networth Ratio = Total Liquid Assets / Net Worth

Your Networth Ratio =	24%
-----------------------	-----

Ideal Ratio =	30% to 40%
iacai natio –	30/0 10 70/0

Show ability of family to deal with severe situations requiring liquidity beyond emergency situations. 100% means the opportunity cost is being lost on better investments. 0% shows that family will get trapped in serious financial problem in case of severe situations. 30 - 40 % is a good sign & should be within the ratio.

#### 8) Debt. To Asset Ratio

Debt. To Asset Ratio = Total Debt + All Liabilities) / Total Assets

Your Debt to Asset Ratio =	15%
----------------------------	-----

Ideal Ratio =	5% to 30%

Show the ability of the family to cope with debt servicing so that we can liquidate the assets to pay off loans. 100% not good & shows families inability for debt servicing. 0% is also bad as it shows that the family does not take advantage of leveraging money.

#### 9) Family Income Protection Ratio

Family Income Protection Ratio = Insurance / Annual Income ( without unearned income )

Self	3.33
Spouse	3.85

Ideally Family should have protection of **15 to 25 Times** of Bread winner's Annual Income

Show the Support to the family for Survival after demise of Bread Winner

#### 10) Retirement Safety Ratio

Monthly Retirement Contribution / Monthly Income.

Self Retirement Safety Ratio		
7%		
•		
_		
Spouse Retirement Safety Ratio		
0%		

Ideal Retirement Contribution	Starting Age.
20% of Monthly Income	21 to 35
25% of Monthly Income	36 to 45
30% of Monthly Income	45 to 50
40% of Monthly Income	51 to 55
50% of Monthly Income	56 to 60



# Summary of All Financial Goals



#### 1 Investment & Risk Appetite

You are a moderate Balanced investor who is prepared to accept moderate risk with balanced asset allocation. Your priority remains the presevation of capital added with moderate returns in medium to long term. You may have some understanding of investment markets, your basic moto is capital growth with capital safety.

						Required Monthly Investment				on various estimated returns			
			Fund	Fund Required		6%	8%	6		10%		12%	
2	1st Child Education	<u>Dhrona</u>	Rs.	4,299,263	11	Rs. 23,930	Rs.	21,524	Rs.	19,333	Rs.	17,346	
	2nd Child Education	<u>0</u>	Rs.	0	0	Rs.	Rs.		Rs.		Rs.		
	3rd Child Education <u>0</u>		Rs.	0	0	Rs.	Rs.		Rs.		Rs.		
3	a) Dream home		Rs.	18,332,434	10	Rs. 115,904	Rs.	105,457	Rs.	95,856	Rs.	87,055	
	a) Dream home b) The New car c) Start a business d) 0		Rs.	4,222,771	10	Rs. 26,698	Rs.	24,291	Rs.	22,080	Rs.	20,053	
	c) Start a business		Rs.	0	0	Rs.	Rs.		Rs.		Rs.		
	g) 0		Rs.	0	0	Rs.	Rs.		Rs.		Rs.		
4	Retirement Funding For Se	elf	Rs.	54,232,699	23	Rs. 95,515	Rs.	73,628	Rs.	56,295	Rs.	42,753	
5	Retirement Funding For Sp	oouse	Rs.	0	-32	Rs. 0	Rs.	0	Rs.	0	Rs.	0	
6	1st Child Marriage	<u>Dhrona</u>	Rs.	34,991,911	21	Rs. 72,913	Rs.	57,831	Rs.	45,561	Rs.	35,692	
7	2nd Child Marriage	<u>0</u>	Rs.	0	0	Rs.	Rs.		Rs.		Rs.		
8	3rd Child Marriage	<u>0</u>	Rs.	0	0	Rs.	Rs.		Rs.		Rs.		
9	0		Rs.	0	0	Rs.	Rs.		Rs.		Rs.		
10	0		Rs.	0	0	Rs.	Rs.		Rs.		Rs.		
11	0		Rs.	0	0	Rs.	Rs.		Rs.		Rs.		
	Total Mly Inve	stment Requ		Rs. 334,960	Rs.	282,730	Rs.	239,125	Rs.	202,898			
12 Medical Protection & Critical illness Protection Rs. 1,526,52											1,526,527		
13	Family Safety Net Require	d ( Life Insuraı	nce )		Rs.							11,281,351	



#### Review & Referrals



PERIODIC	REVIEWS									
To ensure that the	ne financial goals and needs are relevant, regular reviews are needed.									
Quarterly	Half-yearly Our next review date									
OVERALL F	RATING OF OUR FINANCIAL SERVICES									
Overall Rating of	of the process undergone by you (Please tick in the box provided)									
Low Medium High Very High										
Testimonial for	our Service									
DEFENDAL										
REFERRALS	sow who might benefit from the service you just received from us?									
•	<u> </u>									
1. Name	Contact									
Occupation	Marital Status									
Relationship	Approx Family Income									
	(e.g. relative, friend, acquaintance)									
2. Name	Contact									
Occupation	Marital Status									
Relationship	Approx Family Income									
	(e.g. relative, friend, acquaintance)									
3. Name	Contact									
Occupation	Marital Status									
Relationship	Approx Family Income									
	(e.g. relative, friend, acquaintance)									
4. Name	Contact									
Occupation	Marital Status									
Relationship	Approx Family Income									
•	(e.g. relative, friend, acquaintance)									
	Your Signature X									



## Yes, You also can create this Type of

Complete Financial Plan in Just 45 Minutes.

For Details please call us on 9 4 2 6 7 4 3 2 5 2, 9 4 2 8 5 9 8 2 5 2, 9 8 2 5 5 6 7 7 5 2.