



# *Top 10 Client Analysis*

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**Client Name**

**Age**

**Marital Status**

**Children**

**Retired or working**

**Occupation**

(If retired what was their  
previous occupation)

**Clients Total Income**

(from all sources)

**Wages and salary**

**Bonuses**

**Dividends**

**Trusts/partnership Distributions**

**Other**

**Total net worth (£)**

**Assets invested with you (£)**

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## **Other Potential Assets (£)**

(Not invested with you)

### **Property Assets (£)**

**Wages and salary**

**Bonuses**

**Dividends**

## **Services Purchased**

(Tick all that apply)

**Investments**

**Pensions**

**Life Insurance**

**General Insurance**

**Retirement Planning**

**IHT and Estate Planning**

**Tax Strategies**

**Referrals to other professionals**