

Question Bank

Course Name: Personal Financial Planning

Course Code: 206 fin

UNIT I

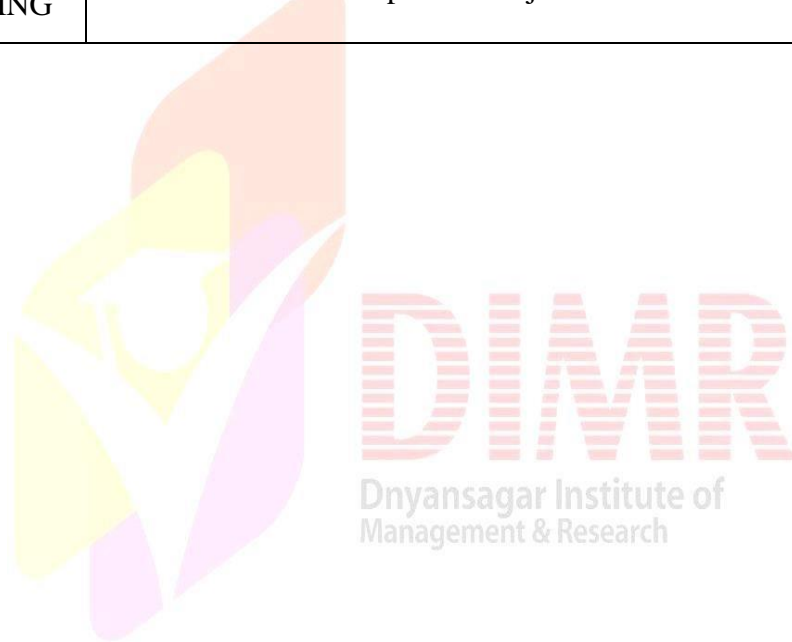
Basic Concepts of Financial Planning

Sr.no	Question Type	Question	Marks
1	REMEMBERING	<p>True or False:</p> <p>Q.1. Most India will never be able to understand and develop a personal financial plan. A) True B) False</p> <p>Q.2. The simple objective of financial planning is to make the best use of your resources to achieve your financial goals. A) True B) False</p> <p>Q.3. An understanding of personal finance is not necessary to judge the quality of advice that a financial adviser may give. A) True B) False</p> <p>Q.4. An example of an opportunity cost is the wages that you could have earned but did not because you were in class. A) True B) False</p> <p>Q.5. Various government agencies have conducted surveys that show most people have a good understanding of personal finance. A) True B) False</p>	2
2	REMEMBERING	What is Personal Financial Planning?	2
3	REMEMBERING	Define EMI?	2



4	REMEMBERING	Define Investment Planning?	
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4	REMEMBERING	Define Interest Compounding?	2
5	REMEMBERING	Define Ordinary Compounding?	2
6	REMEMBERING	Define Personal Financial Planning Process?	2
7	REMEMBERING	What is Time Value of Money?	
8	REMEMBERING	Needs for Investment planning	2
9	REMEMBERING	What is KYC	2
10	REMEMBERING	Define Investment. Explain its objectives	2



11	REMEMBERING	<p>True or False:</p> <ol style="list-style-type: none"> A good understanding of the financial planning process will allow you to make informed decisions without relying on the advice of financial advisers. <ol style="list-style-type: none"> True False A thorough understanding of this personal finance book qualifies you to become a financial adviser. <ol style="list-style-type: none"> True False The purpose of war bonds is to finance military operations during war time. The last time the United States issued war bonds was during the Vietnam War. <ol style="list-style-type: none"> True False A mutual fund portfolio that is properly diversified will have all investment dollars located in just one of four different classes of financial assets. <ol style="list-style-type: none"> True False Single stocks and mutual funds carry the same amount of risk. <ol style="list-style-type: none"> True False 	2
14	REMEMBERING	“What Is The Purpose Of Having A Financial Plan?”	2
16	REMEMBERING	What Is A Financial Plan For A Business	2
17	REMEMBERING	Define Present value	2
18	REMEMBERING	Define Indian Financial System.	2
19	REMEMBERING	What Does A Financial Planner Do?	2
1	UNDERSTANDING	Assess the client’s risk exposure against current insurance coverage and risk management strategies	5
2	UNDERSTANDING	What Are The Objectives Of Financial Planning?	5
3	UNDERSTANDING	What Are The Major Components Of Financial Planning?	5
4	UNDERSTANDING	Determine the client’s risk management objectives and risk exposures	5

5	UNDERSTANDING	Why Is Re-balancing Important To My Asset Allocation?	5
6	UNDERSTANDING	What are the objectives of financial system?	5
7	UNDERSTANDING	Discuss the significance of Indian financial system.	5
8	UNDERSTANDING	State the objectives of Financial intermediaries.	5
9	UNDERSTANDING	Explain the term liquidity and give its importance in terms of Indian financial system.	5
10	UNDERSTANDING	How are the returns on managed portfolio attributed to stock selection and market timing? Discuss and illustrate	5
11	UNDERSTANDING	What are the various institutions in the Indian Financial system?	5
12	UNDERSTANDING	What Is The Importance Of Cash Flow Statement And Net Worth In Financial Planning	5
13	UNDERSTANDING	What The Role Of Budgeting In Financial Planning?	5
1	APPLY	Explain the three financial statement used in PFP. Which ratios are used in PFP?	10
2	APPLY	Explain the important of goals setting in PFP. What are the three types of goals? Give two example for each of the types of goals for a college going student, one who had 10 years job experience and one who is 50 years and wants to retire in the next 2 years.	10
3	APPLY	Assume that you are offered an annuity that pays Rs 12000/- at the end of each year for 12 years. You could earn 8% P.A on your money in other investment with equal risk. What is the most you should pay for the annuity? If the payments began immediately, how much would the ordinary be worth? (Ordinary & Annuity Due)	10
4	APPLY	Goal Settings is one of the important steps in PFP. While setting the goal, we have to follow the "SMART" Principles.	10
5	APPLY	If Rs 3000 is invested today @ 12% PA nominal interest rate, how much will it be worth in 15 years if interest is compounded? 1) Annually 2) Quarterly 3) Half Yearly	10
6	APPLY	An investment earns an annual interest rate of 12 percent compounded quarterly. What is the effective annual rate?	10
7	APPLY	What is the balance in an account at the end of 10 years if Rs2,500 is	10

		deposited today and the account earns 4% interest, compounded annually? Quarterly?	
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1	ANALYSE	If you deposit Rs 10 in an account that pays 5% interest, compounded annually, how much will you have at the end of 10 years? 50 years? 100 years?	10
2	ANALYSE	Suppose I want to be able to withdraw Rs 5,000 at the end of five years and withdraw Rs 6,000 at the end of six years, leaving a zero balance in the account after the last withdrawal. If I can earn 5% on my balances, how much must I deposit today to satisfy my withdrawals needs?	10
3	ANALYSE	Suppose you have decided to put Rs 500 at the beginning of every month in a savings account that credits interest at the annual rate of 6%, but compounds it monthly. Find the amount in this account after 30 years.	10
4	ANALYSE	Define the terms equity and debentures & list the advantages & disadvantages of having them in your investment portfolio.	10
5	ANALYSE	Elaborate the term commodity? Show with the help of a table, various types of commodity markets & exchanges in India.	10
6	ANALYSE	What do you understand by the terms Debt & Equity? Provide at least 5 distinguishing characteristics between them.	10
7	ANALYSE	Suppose you deposit \$300 at the beginning of each month in a savings account that pays interest at the rate of 6% per year, with monthly compounding. How long will it take you to accumulate \$25,000 in this account?	10
1	EVALUATE	To have a better understanding, let`s consider a hypothetical case of Ms Rameet Sayal who takes a loan of Rs 150,000 (principal, we denote it as ‘p’ at an interest ‘I’ of 10% for a period of 3 years ‘n’ with a monthly return period condition.	10
2	EVALUATE	Let`s try to understand it using an example. Suppose Ram has borrowed Rs. 5 lakhs from a bank on the interest rate of 12 per cent for 10 years.	10

UNIT II
Investment Planning

Sr.no	Question Type	Question	Marks
1	REMEMBERING	<p>MCQs</p> <p>1) An investment is the current commitment of resources for a period of time in the expectation that an investor will receive in the future a compensation for Treasury 8%.</p> <p>A) The time for which the resources are committed B) The expected rate of inflation C) The time for which the resources are committed and the expected rate of inflation D) The expected rate of inflation, the time for which the resources are committed, and the uncertainty of future payments. E) a) and b).</p> <p>2. The following is not a reason for investing</p> <p>A) to provide for retirement. B) to fund higher levels of current consumption. C) to fund higher levels of future consumption. D) to fund children's education needs. E) to save up for a down payment on a house..</p> <p>3. The expected return is a function of</p>	2

		<p>a) The real risk-free rate plus the investment's variance. b) The prime rate and the rate of inflation.. c) The risk premium plus the inflation rate. d) The nominal risk free rate minus the rate of inflation. e) The nominal risk-free rate and the risk premium</p>	
2	REMEMBERING	<p>True/False</p> <p>1 An investment is the current commitment of dollars over time to derive future payments to compensate the investor for the time funds are committed, the expected rate of inflation and the uncertainty of future payments. True False</p> <p>2. The required rate of return is the minimum rate of return that will reduce an investor to invest. a. True b false</p> <p>3 A dollar received today is worth less than the same dollar received in the future a. True b. False</p> <p>4. For large corporations, commercial paper is more expensive but is a more assured alternative to bank borrowing. a. True b false</p> <p>5. Commercial paper is more likely to be placed directly by large finance companies. a. True b false</p>	2
3	REMEMBERING	Define Mutual Funds.	2
4	REMEMBERING	Define Investment Portfolio	2
5	REMEMBERING	Define SIP	2
6	REMEMBERING	What is Investment Vehicle	2
7	REMEMBERING	Introduction to investment planning	2

9	REMEMBERING	What is a portfolio? Why is it components?	2
10	REMEMBERING	What Is The Importance Of Financial Planning?	2
11	REMEMBERING	What Is Financial Planning And Analysis?	2
12	REMEMBERING	What Is Strategic And Financial Planning?	2
1	UNDERSTANDING	What is a benefit of investing in mutual funds?	5
2	UNDERSTANDING	What is a portfolio? Why is it components?	5
3	UNDERSTANDING	What Is The Importance Of Cash Flow Statement And Net Worth In Financial Planning	5
4	UNDERSTANDING	What are the recent steps taken by SEBI to protect investor interests in India?	5
5	UNDERSTANDING	What is portfolio? What steps should an investor take to evaluate a portfolio?	5
6	UNDERSTANDING	How does fundamental analysis help an investor to invest in equity shares?	5
7	UNDERSTANDING	What is a Mutual Fund? Distinguish between open ended and close ended funds	5
8	UNDERSTANDING	Explain the growing demand of housing industry in India. How can an investor take it as an investment opportunity?	5
9	UNDERSTANDING	Explain personal financial planning at different stages of life.	5
10	UNDERSTANDING	How does fundamental analysis help an investor to invest in equity shares?	5
1	APPLY	Explain the Role of RBI in Investment market with suitable examples.	10
2	APPLY	In developing country like India, what are the characteristics of well-developed Money Market?	10
3	APPLY	Describe the working of the money market. Why money market is important?	10
4	APPLY	List the factors that have inhibited the growth of term money market in India.	10
5	APPLY	Is Money Market Mutual Funds and Other Short-term Investment Pools? Explain.	10

1	ANALYSE	What do we mean by tax savings and how can it be taxed? Possible sources?	10
2	ANALYSE	The same customer is offered by a different bank an interest rate of 6.5% per annum, compounded annually. How much money will the customer have to invest with this bank now to achieve his goal of Rs 300 000 in 10 years' time?	10
3	ANALYSE	The nominal annual interest rate on a mortgage is 7%. The effective annual rate on that mortgage is 7.18%. The frequency of compounding is most likely: A. semi-annual. B. quarterly. C. Monthly.	10
1	EVALUATE	What is the total amount accumulated after three years if someone invests Rs 1,000 today with a simple annual interest rate of 5 percent? With a compound annual interest rate of 5 percent?	10



UNIT – III

Risk Analysis, Insurance Planning and Debt

Sr.no	Question Type	Question	Marks
1	REMEMBERING	<p>MCQs</p> <p>1 If the nominal risk rate is 5% per year, the risk premium is 6% per year and the expected rate of inflation over the next year is 3%, an investment of \$1000 today worth _____ one year from today. R B I</p> <p>A) \$1000 B) \$1081.50 C) \$1091.80 D) \$1113 E) \$1146.39</p> <p>2 If the nominal risk free rate is 8%, the expected rate of inflation is 2.5%, and the risk premium is 5%, the required rate of return is A deposit account with a public sector bank.</p> <p>A) 10.5% B) 7.5% C) 13.4% D) 16.24% E) 10.7%</p> <p>3 Assume that nominal risk free interest rate is 6%, the expected rate of inflation is 2%, the risk premium is 3% and the required rate of return is 9.18%. What would be the value at the end of 25 years of \$100 invested today at the required rate of return? Universal</p> <p>A) \$898.62 B) \$343.51 C) \$1474.28 D) \$704.13 E) \$918</p>	2

2	REMEMBERING	<p>True or False</p> <p>1) An investor should expect to receive higher returns from taking on lower risks. A) True B) False</p> <p>2) The geometric mean of a series of returns is always larger than the arithmetic mean and the difference increases with the volatility of the series. A) True B) False</p> <p>3) Is the suitable method where small companies issue Shares The risk premium is a function of sales volatility, financial leverage, and inflation. A) True B) False</p> <p>4) Historically return relatives are used to measure the risk for a series of historical rates of return. Equity A) True B) False</p>	2
3	REMEMBERING	Define: Risk-Return Ratio	2
4	REMEMBERING	Examine current and potential risk management strategies	2
5	REMEMBERING	Determine the client's tolerance for risk exposure	2
6	REMEMBERING	What is associated with product risk?	2
7	REMEMBERING	What is risk?	2
8	REMEMBERING	How to Perform Risk ANALYSIS?	2

9	REMEMBERING	What Does 'Risk' Mean?	2
10	REMEMBERING	What do you mean by 'insurance coverage'?	2
11	REMEMBERING	What is a premium'?	2
12	REMEMBERING	What is the Surrender Value?	2
13	REMEMBERING	How to claim the policy?	2
14	REMEMBERING	What is the different type of Life Insurance?	2
15	REMEMBERING	What is 'group life' insurance?	2
1	UNDERSTANDING	What do you mean by the statement "Insurance is a subject matter of solicitation"?	5
2	UNDERSTANDING	What is the difference between "Insurance" and "Assurance"?	5
3	UNDERSTANDING	What are the different types of insurance covers you know of? Whats the basic 25) Difference between life insurance and general insurance? Which Insurance company has maximum market share in life insurance market in India? Who is the regulator of insurance sector in India? What do you mean by re-insurance? How insurance premium for a policy is determined?	5
4	UNDERSTANDING	What is the difference between "Financial Planning" and "Wealth Management"?	5
5	UNDERSTANDING	Which is the best mode to select in mutual funds - monthly, half-yearly or annually?	5
6	UNDERSTANDING	Are debt funds better than fixed deposits?	5
7	UNDERSTANDING	What average return can I expect on my insurance policies?	5
8	UNDERSTANDING	Where should you invest your money?	5
9	UNDERSTANDING	What are the different types of Insurance Coverage?	5
1	APPLY	What are the major advantages of investment through mutual funds? As an investor which considerations would be relevant for your decision to invest in mutual funds schemes?	10

2	APPLY	Calculate the future value of 12 monthly deposits of Rs 1,000 if each payment is made on the first day of the month and the interest rate per month is 1.1%. Also calculate the total interest earned on the deposits if the whole amount is withdrawn on the last day of 12th month.	10
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3	APPLY	Suppose you deposit Rs 100 at the end of each year into a savings account paying 5% interest for 3 years. How much will you have in the account after 3 years? Calculate Ordinary due.	10
4	APPLY	Calculate the future value of Rs 1000 deposited in a saving account for 3 years earning 6% . Also, calculate the simple interest, the interest on interest, and the Calculate the future value of Rs 1000 deposited in a saving account for 3 years earning	10
5	APPLY	Suppose the price of a house that you are interested in buying is Rs 100,000 and you have your Rs 15,000 down payment handy. The bank will loan you the remaining Rs 85,000 at 8% annual interest for a 25-year term. Find your monthly payment. Equate the present value of the loan to the present value of the payments.	10
1	ANALYSE	You borrow Rs 10,000 today and will repay the loan in equal installments at the end of the next 4 years. How much is your annual payment if the interest rate is 9%?	10
2	ANALYSE	Single payment, future value? Jack has deposited Rs 6,000 in a money market account with a variable interest rate. The account compounds the interest monthly. Jack expects the interest rate to remain at 8% annually for the first 3 months, at 9% annually for the next 3 months, and then back to 8% annually for the next 3 months. Find the total amount in this account after 9 months.	10
3	ANALYSE	Single payment, future value? You decide to put Rs 12,000 in a money market fund that pays interest at the annual rate of 8.4%, compounding it monthly. You plan to take the money out after one year and pay the income tax on the interest earned. You are in the 15% tax bracket. Find the total amount available to you after taxes. The monthly interest rate is $.084/12 = .007$. Using it as the growth rate, the future value of money after twelve months is	10
4	ANALYSE	You have taken a personal loan of Rs. 5 lakhs for 2 years at an interest of 20 % p.a. For instance, the EMI for a principal amount for Rs 1 lakh, 10% interest rate and 12 months tenure.	10
1	EVALUATE	If Rs 1000 is deposited at the end of every year starting from current year for a period of years, it will be termed as an Annuity deposit of Rs 1000 for three year.	10
2	EVALUATE	Calculate the future value of Annuity at the end of five years from the followings data. 1) Deposition of Rs 10000 in five equal annual payments in the FD 2) Interest rate per year is 10%	10

3	EVALUATE	Calculate the present value of the followings cash flow stream from the followings data.					10
		Periods	1	2	3	4	
		%	3	4	5.5	5	
		Rs	1500	3000	2200	3000	
1	CREATE	A Company has total assets of Rs 17,50000 which includes patent Of 2, 50,000 and total 5, 00,000. Calculate NAV per share					10

UNIT IV
Tax Planning

Sr.no	Question Type	Questions	Marks
1	REMEMBERING	What is Tax Deduction?	2
2	REMEMBERING	Define Direct Tax	2
3	REMEMBERING	What is E- Filing IT Returns	2
4	REMEMBERING	<p>MCQs</p> <p>21 The before tax value of the tax deferred investment, assuming all savings are removed at the end of 10 years is a) 1949</p> <p>a) \$4414.17 b) \$5918.41 c) \$2943.42 d) \$8663.71 e) \$4987.26</p> <p>2 The after tax value of the tax deferred investment, assuming all savings are removed at the end of 10 years is</p> <p>a) \$4987.26 b) \$5918.41 c) \$3846.97 d) \$2943.42 e) None of the above Punjab and Sind Bank</p>	2

		<p>3 The value of the taxable investment, assuming all savings are removed at the end of 10 years is</p> <p>a) \$8663.71 b) \$6943.42 c) \$3846.97 d) \$5918.41 e) \$5626.46</p>	2
5	REMEMBERING	What is Personal Tax Planning?	2
6	REMEMBERING	What is Tax Benefits?	2
7	REMEMBERING	<p>True or False</p> <p>1. Marginal tax rate is defined as a person's total tax payment divided by their total income. A True B False</p> <p>2. Average tax rate is defined as a person's total tax payment divided by their total income A True B False</p> <p>3. Liquidity needs, time horizon, tax concerns and risk tolerance are all investment constraints. A True B False</p> <p>4. Long-term, high-priority goals include some form of financial independence. A True B False</p>	2

1	UNDERSTANDING	Long-term, high-priority goals include some form of financial independence.	5
2	UNDERSTANDING	How is capital gain from liquid fund returns taxed?	5
	UNDERSTANDING	What's the difference between an exemption, credit and deduction?	5
3	UNDERSTANDING	What receipts should I be saving throughout the year, so I can "write them off?"	5
4	UNDERSTANDING	How do I know if I need an accountant? What should I look for?	5
5	UNDERSTANDING	Should you sell some losing investment positions to offset capital gains (tax loss selling) before year-end?	5
6	UNDERSTANDING	Do you qualify for trader tax status (business expense) in 2015 or will you qualify in 2016?	5
7	UNDERSTANDING	How can you maximize employee-benefit plan deductions by year-end?	5
1	APPLY	Mr. A takes business trips abroad frequently. His total stay outside India during the last 4 years preceding previous year was 365 days. During the previous year, he left India only after October 2014. Determine his residential status for AY 2015-16?	10

2	APPLY	Do you face an underestimated tax payment penalty and what can you do to avoid it?	10
3	APPLY	Are you avoiding tax hikes on upper-income taxpayers including Obamacare Net Investment Tax as best you can?	10
4	APPLY	When should I start to plan my year-end tax strategy?	10
5	APPLY	What can I do now to lower my current year tax bill?	10
6	APPLY	Have there been income tax changes that will directly impact me in 2014?	10
7	APPLY	Should I sell underperforming stocks to offset capital gains?	10
1	ANALYSE	What are some tax-break options if I make charitable donations?	10
2	ANALYSE	Does the prospective budget situation justify a tax cut of the magnitude proposed by the administration? Justify	10
3	ANALYSE	Is the proposed distribution of tax cuts fair?	10
4	ANALYSE	What impact does depreciation have on real estate taxation?	10
5	ANALYSE	What is the cutoff for the alternative minimum tax?	10

1	EVALUATE	Specify whether the following acts can be considered as an act of (a) tax management; or (b) tax planning; or (c) tax evasion. (a) Mr. A invests in Public Provident Fund so as to reduce tax payable. ABC Ltd maintains TDS register at the company to enable timely compliance. (c) X Ltd installed an air conditioner at the residence of a director as per terms of his appointment; but treats it as fitted in quality control section in the factory. This is with the objective to treat it as plant for the purpose of computing depreciation.	10
2	EVALUATE	What is the goal of tax planning?	10
3	EVALUATE	Which of the following is deductible from your gross income for federal income tax purposes?	10
4	EVALUATE	How will you spend your tax refund?	
5	EVALUATE	Identify the taxes most relevant for personal financial planning.	
1	CREATE	Identify taxable incomes and the schedules used to report them.	10

UNIT V
Concepts in Banking and Accounting of transactions

Sr.no	Question Type	Question	Marks
1	REMEMBERING	<p>MCQs</p> <p>1. Calculate the amount withdrawn at the beginning of the second year.</p> <p>A) \$148,739 B) \$250,000 C) \$170,156 D) \$206,250 E) \$186,320</p> <p>2 In a call market, trading for individual stocks</p> <p>a) Occurs anytime the market is open. b) Takes place at specific times. c) Takes place at the open and close of the trading day. d) All of the above. e) None of the above.</p>	2

		<p>3 When a market externally efficient, it means that</p> <p>a) Timely and accurate information is available</p> <p>b) The market is liquid</p> <p>c) Transaction costs are low</p> <p>d) Prices adjust rapidly to new information</p> <p>e) The number of buyers and sellers are the same</p> <p>4 An order placed specifying the buy or sell price is a</p> <p>a) Limit order.</p> <p>b) Short sale.</p> <p>c) Market order.</p> <p>d) Priced order.</p> <p>e) Stop loss.</p>	
2	REMEMBERING	How is my property transferred at death?	2
3	REMEMBERING	Why is retirement planning required?	2
4	REMEMBERING	What are the benefits of Retirement Planning?	2
5	REMEMBERING	<p>TRUE OR FALSE</p> <p>1. It's impossible to work out how much you might spend in retirement.</p> <p>A) True</p> <p>B) False</p> <p>2. You can choose more than one option at retirement</p> <p>A) True</p> <p>B) False</p> <p>Your existing pension provider will always give you the best annuity deal.</p> <p>A) True</p> <p>B) False</p> <p>3. In banking the full form of ECS is Electronic Clearing Service.</p> <p>A) True</p> <p>B) False</p> <p>4 Drawdown is only for the wealthiest investors</p> <p>A) True</p> <p>B) False</p>	2
6	REMEMBERING	What is my current net worth?	2

7	REMEMBERING	Do you know how much you save or spend each year?	2
8	REMEMBERING	Do I have the proper amount in an emergency fund?	2
9	REMEMBERING	Does long term care make sense for me?	2
10	REMEMBERING	What is my current asset allocation with all the things I own?	2
1	UNDERSTANDING	If money were no object, what would I be doing right now?	5

2	UNDERSTANDING	What has been my rate of return over the years and is it competitive to the respective benchmarks?	5
3	UNDERSTANDING	Have I named the proper beneficiaries of my insurance and retirement accounts?	5
4	UNDERSTANDING	How is retirement planning different in the Indian context?	5
5	UNDERSTANDING	What is the process of Retirement Planning?	5
6	UNDERSTANDING	How is Retirement Planning different from Financial Planning?	5
7	UNDERSTANDING	When is the right time to retire?	5
8	UNDERSTANDING	If I start late, can I still plan my retirement?	5
9	UNDERSTANDING	How does Retirement Planning help in accumulating wealth?	5
1	APPLY	How is a retirement advisor different from an insurance agent/wealth advisor/investment planner?	10
2	APPLY	What is estate planning? I am not wealthy, why do I need to have an estate plan?	10
3	APPLY	What is the role of a trust in estate planning?	10
4	APPLY	How long will it take you to complete my estate-planning project?	10
5.	APPLY	Have I planned for joint ownership?	10

1	EVALUATE	What is estate planning? I am not wealthy, why do I need to have an estate plan?	10
2	EVALUATE	What does the word “wealthy” mean to you? Do you consider yourself wealthy?	10
3	EVALUATE	What is your most important unfulfilled lifetime goal, and why is that particular goal so important to you?	10
4	EVALUATE	What happens if you pass away without having done any estate planning?	10
5	EVALUATE	Describe your level of comfort in your life partner’s ability to manage either physically or financially after your death?	10
6	EVALUATE	Do you discuss your business or your estate planning with your children? Please describe your reasons either why you do or you do not, including whether you have discussed your business or your estate planning with all your children.	10
7	EVALUATE	Are you, do you expect to be, or have you ever been, the beneficiary of an estate or trust? If so, what was your experience, and how has that experience impacted your own estate planning?	10
8	EVALUATE	What was the effect of the estate plan on the post-death relationships of your family, including your extended family (siblings, aunts, etc.)?	10

