

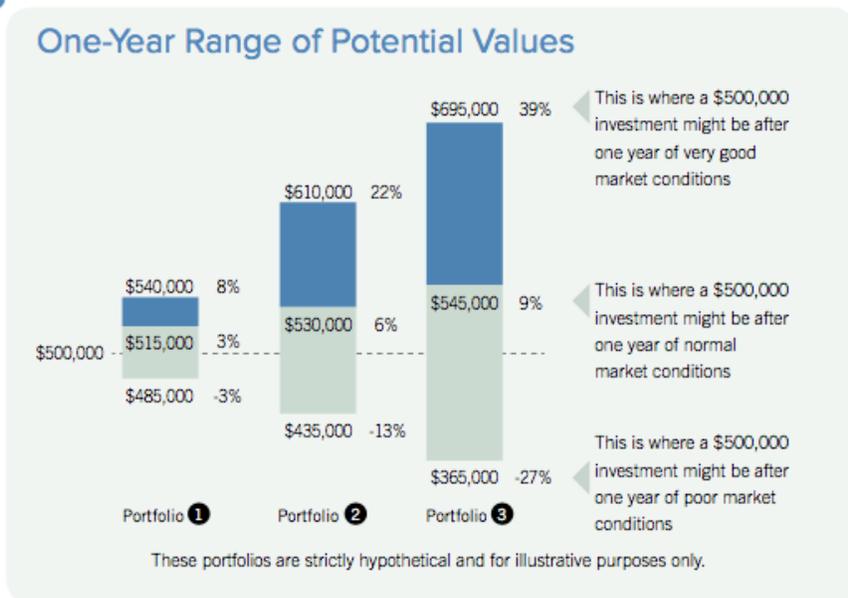
1. What best describes your current situation? (select one)

- A. Income and expenses are expected to rise and investable assets are accumulating (e.g. Early Career)
- B. Income and expenses are relatively steady and savings are growing modestly (e.g. Mid/Late Career)
- C. Income and expenses are relatively steady and savings are growing significantly (e.g. Mid/Late Career)
- D. Income and expenses are declining and/or savings are being used to maintain desired lifestyle (e.g. Retirement)

2. What is your greatest concern? (select one)

- A. Failure to have the same (or better) performance than a market benchmark or other relative measure of success
- B. Not growing my assets significantly over time; I am willing to assume higher risk for higher return potential
- C. Losing money in a market downturn along the way
- D. Losing more money than a certain amount within a given timeframe (e.g. Retirement)
- E. Not having certainty around achieving my wealth goal in the remaining time

3. Each year, the value of your portfolio fluctuates as markets change. If you invested \$500,000, which of the following portfolios below would you choose? (select one)



- A. Portfolio 1
- B. Portfolio 2
- C. Portfolio 3

4. In addition to the information already provided with respect to your preferences for certain investment types, what describes you best? (select one)

- A. I am a long-term investor focused on growing my assets
- B. I want to plan long-term but have a hard time shrugging off moderate to severe losses
- C. I need stable cash flows to meet my living expenses



5. If I look at my account statement and there is a moderate loss, my primary reaction is:
- A. Do nothing, I lost money and am unhappy but am willing to stick with it until a recovery
 - B. Sell all of the investment; I don't like losses
 - C. Buy more; I am okay with temporary losses, because they present opportunities
 - D. Sell half; I can't lose all my money
6. If your portfolio experienced a market correction declining 10%, how would you feel?
- A. Anxious
 - B. Concerned, but understand that the market does fluctuate over time
 - C. Indifferent; I am focused on long-term growth
 - D. Fine; short-term fluctuations do not concern me in the least
7. From what source was this proposed account obtained?
- A. Investment activities, personally taking market risks
 - B. Entrepreneurial activities, personally taking business risks
 - C. Inheritance or other large, one-time payment
 - D. Accumulated savings over a long period of secure employment
8. If this proposed account suffered a temporary decline, could you cover your immediate cash-flow (i.e., expenses) needs from other sources of assets?
- A. No. There are no other assets that I could use to cover my immediate cash-flow needs
 - B. Yes. I have other assets that I could use to cover my immediate cash-flow needs, but it would be difficult to access them
 - C. Yes. I have other assets that I could use to cover my immediate cash-flow needs
 - D. This proposed account is not expected to fund any spending
9. Select your time horizon for your investments
- A. Less than 3 years
 - B. 3-8 years
 - C. 9-15 years
 - D. 16-20 years
 - E. Greater than 20 years
10. How important is it for you to achieve the investment objective for these assets?
- A. Highly important; this is a number-one priority
 - B. Medium importance; I would like to do this, but can live without it
 - C. Less important; this is not necessary

Client Printed Name

Client's Signature

Date

