INVESTMENT RISK PROFILE



HELPING YOU



ACHIEVE



FINANCIAL



GOALS





Asset Allocation Set Goals, plan, diversify and review.

lr	Investment Objectives						
1.	The	e following best describes my overall investment objective?					
		Maximum capital appreciation with little or no need for current income	7				
		Long-term moderate growth with the opportunity for some current income	5				
		Total return from a balance of capital appreciation and current income	3				
		Emphasis on preservation of capital with current income	1				
2.	Wh	nat do you plan to do with any income generated by your investments?					
		Reinvest all income back into my investments	6				
		Receive a portion and reinvest a portion	4				
		Take all income	2				
3.	I believe that my non-investment income (i.e. salary, rental income, Social Security, pension)						
	stre	eam for the foreseeable future is best described as:					
		Very stable	6				
		Fairly stable	4				
		Not very stable	3				
		Not possible to reasonably predict at this time	1				
4.		nat is your objective for the average return of your account over time?					
		Aggressive (greater than 10% annually)	6				
		Moderate (7% - 9% annually)	4				
		Conservative (4% - 6% annually)	3				
	П	Capital Preservation (1% - 3% annually)	1				
		Tolerance					
5.	_	nich one of the following statements best describes your feeling about investment risk? I prefer:					
		An aggressive mix of investments with emphasis on a higher degree of risk that may yield greater returns	7				
		A balanced mix of investments, some with a low degree of risk and others with a higher degree of risk					
	_	that may yield greater returns	5				
		A mix of investments with emphasis on a low degree of risk and a smaller portion of others that have a					
		higher degree of risk that may yield greater returns	3				
		A conservative mix of investments with a low degree of risk that are less likely to lose my original investment	1				
6.	Wh	nat best describes your response when your portfolio valued at \$100,000 quickly declines 15% to \$85,000?					
		I invest for long-term growth and accept temporary changes due to market fluctuation	7				
		I invest for long-term growth but would be concerned about a temporary decline	5				
		If the amount of income I received was unaffected, it would not bother me	3				
		I would be worried because I am willing to accept only minimal value fluctuations in my portfolio	1				
7.	The	e statements below represent three different ways in which your portfolio returns may fluctuate year to year.					
		Most aggressive, big ups and downs	7				
		More balanced, moderate ups and downs	4				
		Most stable, conservative ups and downs	1				
8.	Hov	w would you describe your outlook for the Global and U.S. economy in the foreseeable future?					
		Very optimistic	7				
		More optimistic than pessimistic	5				
		Neutral	3				
		Pessimistic	1				
9.	Wh	Which type of securities are you most comfortable investing in?					
		Stocks or mutual funds of newer growing companies	7				
		Stocks or mutual funds of older established companies	5				
		Balance of stocks, bonds, and U.S. Government Securities	4				
		U.S. Government Securities, municipal bonds or high-grade corporate bonds	2				
		Money market or bank deposit accounts	1				

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Time Horizon								
10. What is ☐ Un ☐ 45. ☐ 56. ☐ Ov	55 65				8 7 4 2			
□ Mo □ 11- □ 6-1	o you plan to start withdrawing for the than 20 years 20 years 0 years s than 5 years	unds from your invest	tment portfolio outside of currer	nt income?	12 8 6 2			
Financia	Financial Condition							
□ Les □ \$1 □ \$5	your approximate net worth? is than \$100,000 00,000 - 500,000 00,000 - 1,000,000 eater than \$1,000,000				1 3 4 5			
□ Les □ \$2 □ \$5	your annual household income n is than \$25,000 5,000 - 50,000 0,000 - 100,000 eater than \$100,000	et of expenses?			1 3 4 5			
□ 0- □ 4- □ 7-	How long would your savings last in the event of a personal financial emergency? O - 3 months A - 6 months C 7 - 12 months More than 12 months 5							
□ Ov □ Be □ Les	Approximately how much of your monthly income do you use to pay debt (credit cards, loans, etc.) excluding your primary mortgat Over 50% of my monthly income Between 25% and 50% of my monthly income Less than 25% of my monthly income None of my income Total Points							
	Suggested Portfolios ☐ Very Aggressive ☐ Aggressive	Point Range 89-100 77-88	Suggested Portfolios Moderate Conservative Conservative	Point Range 41-52 29-40				
	☐ Moderate Aggressive ☐ Moderate	65-76 53-64	☐ Capital Preservation	0-28				

Have you ever had an advisory or	r trust account?	☐ Yes ☐ No							
If yes, please describe									
What type of investments have you made in the past?									
☐ CD/Savings	☐ Mutual Funds	☐ Annuities							
☐ Stocks	☐ Bonds	☐ Other							
What was the best financial decision you ever made?									
If you could make one change in your portfolio today, what would it be?									