

PARTNERS  PROGRAM[®]

*Investor
Profile
Questionnaire*

Investor Profile Questionnaire

I. INVESTOR INFORMATION

Name: _____

Date of Birth: _____

Spouse's Name: _____

Spouse's Date of Birth: _____

Type of Account (*choose one*):

- | | |
|--|-----------------------------------|
| <input type="checkbox"/> Individual | <input type="checkbox"/> Joint |
| <input type="checkbox"/> Custodial | <input type="checkbox"/> Trust |
| <input type="checkbox"/> Traditional IRA | <input type="checkbox"/> Roth IRA |
| <input type="checkbox"/> Other : _____ | |

Street Address (no P.O. boxes, please): _____

City: _____ State: _____ Zipcode: _____

Mailing Address (if different than above): _____

City: _____ State: _____ Zipcode: _____

Phone Number: (____) _____ Fax Number: (____) _____

Investment Advisory Firm: _____ Contact: _____

II. FINANCIAL INFORMATION

1. What is the total amount of assets you are placing under management in the *Partners+Program*?

\$ _____

2. Approximately what percentage of your investable assets does this investment represent? _____%

3. Are these assets taxable? Yes No

4. What is the amount of annual income this investment needs to provide (if any)? \$ _____

5. What is the nature of these assets?

Currently being used to fund retirement

Will be used in the future to fund retirement (When is the earliest you will need them? _____)

Primarily for transfer to heirs

Other _____

6. What is the investment time horizon for these assets?

More than 10 years

Less than 2 years

5 to 10 years

Other: _____

2 to 5 years

7. Are there any restrictions as to how these assets may be invested? Yes No

If yes, please specify: _____

8. Please use the table below to describe any investments you may have. For current investments in mutual funds, please list in the appropriate category (i.e., stocks, bonds, cash):

Asset Type	Tax Status	Example	Amount
Stocks	Taxable		\$
	Non-Taxable	IRA, 401(k), etc.	\$
Bonds	Taxable	Treasuries, corporates, etc.	\$
	Non-Taxable	Muni bonds or taxable bonds held in 401(k), IRA, etc.	\$
Cash	Taxable	CDs, money market funds, etc.	\$
	Non-Taxable	IRA, 401(k), etc.	\$

III. RISK PROFILE QUESTIONNAIRE

The first step in the asset management process is to determine your risk profile. This profile will help define important factors such as your investment objectives, time horizon, and your attitudes toward investing. To complete this profile, answer each question by circling the number in the right hand column that best matches your profile.

A. Investment Objectives

Which of the following best describes your investment objectives?

- Preserving principal and earning a moderate amount of current income 1
- Generating a high amount of current income 2
- Growing my assets reasonably with a moderate degree of risk 3
- Growing my assets substantially with a high degree of risk 4

Five years from now, what do you expect your standard of living to be?

- The same as it is now 1
- Somewhat better than it is now 2
- Substantially better than it is now 3

Ten years from now, what do you expect your portfolio value to be?

- The same or a little more than it is today 1
- Moderately greater than it is today 2
- Substantially greater than it is today 3

What is your current income requirement (interest plus dividends) from this portfolio?

- Greater than 4% 1
- 2% to 4% 2
- 0% to 2% 3

My current and future income sources (for example, salary, pension, social security) are:

- Unstable 1
- Somewhat stable 2
- Stable 3

Investment Objectives Total _____

B. Time Horizon

What is the time frame for you to achieve your financial goals?

- Zero to 5 years 1
- 5 to 10 years 2
- 10 to 15 years 5
- 15 years or longer 10

What is your primary financial goal?

- Wealth preservation 1
- Education funding 2
- Retirement planning 5
- Long-term wealth accumulation 10

What is your age?

- Over 66 1
- 56 to 65 2
- 46 to 55 5
- Under 46 10

Time Horizon Total _____

C. Risk Tolerance

You just received a substantial sum of money. How would you invest it?

- I would invest in something that offered moderate current income and had low volatility. 1
- I would invest in something that offered high current income with a moderate amount of volatility. 2
- I would invest in something that offered a high total return (current income plus capital appreciation) with a moderately high amount of volatility 3
- I would invest in something that offered substantial capital appreciation even though it had a high amount of volatility 4

Which of the following statements best describes your reaction if the value of your portfolio suddenly declined 15%?

- I would be very concerned 1
- If the amount of income I received was unaffected, it would not bother me 2
- I invest for long-term growth, but would be concerned about even a temporary decline 3
- I invest for long-term growth and accept temporary changes due to market fluctuations 4

Which of the following investments would you feel most comfortable owning?

- Certificates of Deposit ('CD's') 1
- U.S. Government securities 2
- Stocks of established companies ('Blue-chip') 3
- Stocks of newer, fast growing companies 4

How optimistic are you about the long-term prospects for the economy?

- Pessimistic 1
- Unsure 2
- Somewhat optimistic 3
- Very optimistic 4

Risk Tolerance Total _____

D. Investor's Score

Investment Objectives Total _____
Time Horizon Total _____
Risk Tolerance Total _____

TOTAL SCORE _____

IV. RISK PROFILE SCORE SHEET

This score sheet is provided as a tool to help determine which *Partners+Program* portfolio may be best suited to meet your needs as an investor. This exercise is intended only as a guideline; your investment decision should be based on your investment objectives, time horizon and investment risk profile, as well as any other income, assets and investments you may have outside the *Partners+Program*.

Investors Total Score	Portfolio Strategy
12 -- 20	<i>Defensive</i>
18 -- 25	<i>Capital Preservation</i>
23 -- 30	<i>Conservative</i>
28 -- 35	<i>Conservative Growth</i>
33 -- 40	<i>Moderate Growth</i>
38 -- 45	<i>Capital Appreciation</i>
43 -- 50	<i>Growth</i>
48 -- 55	<i>Aggressive Growth</i>
53 -- 62	<i>All Equity</i>

V. ADDITIONAL INFORMATION

If applicable, please address any specific issue(s) not covered in this questionnaire pertinent to the assets you are placing under management in the *Partners+Program*:

VI. PORTFOLIO STRATEGY SELECTION

Please initial the Partners+Program Portfolio Strategy you have selected:

- **All Equity Portfolio:** I understand that this portfolio seeks a high degree of long-term capital appreciation through a diversified global equity strategy and that the portfolio is entirely invested in stocks. I have an investment time horizon of 10 years or longer and can withstand a high degree of principal volatility.
- **Aggressive Growth Portfolio:** I understand that this portfolio seeks a high degree of long-term capital appreciation through a diversified global investment strategy and that the portfolio is allocated primarily to equities with a small commitment to fixed-income securities to reduce volatility. I have an investment time horizon of 10 years or longer and can withstand a high degree of principal volatility.
- **Growth Portfolio:** I understand that this portfolio seeks long-term capital appreciation through a diversified global investment strategy, with current income as a secondary consideration. I also understand that this portfolio is allocated primarily to equities, with a secondary allocation to fixed-income securities. I have an investment time horizon of 7 years or longer and can withstand a high degree of principal volatility.
- **Capital Appreciation Portfolio:** I understand that this portfolio seeks long-term capital appreciation through a diversified global investment strategy, with current income as a secondary consideration. I also understand that this portfolio is allocated primarily to equities, with a secondary allocation to fixed-income securities. I have an investment time horizon of 7 years or longer and can withstand a high degree of principal volatility.
- **Moderate Growth Portfolio:** I understand that this portfolio seeks moderate long-term capital appreciation through a diversified global investment strategy, with current income as a secondary consideration. I also understand that this portfolio is allocated primarily to equities, with a secondary allocation to fixed-income. I have an investment time horizon of 5 years or longer and can withstand a moderate-to-high degree of principal volatility.
- **Conservative Growth Portfolio:** I understand that this portfolio seeks moderate long-term capital appreciation through a diversified global investment strategy, with current income as a secondary consideration. I also understand that this portfolio is evenly allocated between equities and fixed-income securities. I have an investment time horizon of 5 years or longer and can withstand a moderate-to-high degree of principal volatility.
- **Conservative Portfolio:** I understand that this portfolio seeks current income and moderate long-term capital appreciation through a diversified investment strategy. I also understand that this portfolio is allocated primarily to fixed-income securities, with a substantial secondary allocation to equities. I have an investment time horizon of 5 years or longer and can withstand a moderate degree of principal volatility.
- **Capital Preservation Portfolio:** I understand that this portfolio seeks current income and capital preservation through a diversified global investment strategy, with moderate long-term capital appreciation as a secondary consideration. I also understand that this portfolio is allocated primarily to fixed-income securities, with a secondary allocation to equities. I have an investment time horizon of 3 years or longer and can withstand a moderate degree of short-term principal volatility.
- **Defensive Portfolio:** I understand that this portfolio seeks current income and capital preservation through a diversified investment strategy, with moderate long-term capital appreciation as a secondary consideration. I also understand that this portfolio is allocated primarily to fixed-income securities, with a secondary allocation to equities. I have an investment time horizon of 3 years or longer and can withstand a moderate degree of short-term principal volatility.



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