

## Investment Profile

We choose investments for you based on our knowledge and understanding of the risks that are appropriate to your circumstances. Conversations and meetings, where possible, are the best way for us to gain this knowledge and to determine the suitability of particular investments. Still, the process is imperfect and most of us only learn to appreciate our risk tolerance over time. This profile is meant to provide the written part of this dialogue and to serve as a historical record that we can review when we feel the need.

You may add any comments that you want, change any questions that do not capture your thoughts, and ignore any item that you do not understand or want to address. There are no “right” answers. Our goal is more knowledge about your needs and concerns.

### **Investment Style and Preferences** (check appropriate box)

Try to answer this question first and then come back and look at it again when you finish the questionnaire.

This is a risk thermometer with lowest risk tolerance on the left and highest on the right. If you prefer very low risk, high secure income, check box 1. If you prefer high quality stocks with good long-term growth or good value, check box 3. If you love to bet all on the next great Internet stock, expecting to hit it big, check 5.

1. Low (CD's, AAA Bonds)	2.	3. Medium (Blue Chip Stocks, A-B Bonds)	4.	5. High (Options, Margin and Speculative Stocks)
-----------------------------	----	---	----	--

Time and patience are essential elements of investment success. Tell us how long you can let your money work undisturbed. When making a long-term investment, I plan to keep the money invested for...

1 year	5 years	10 years	10 + years
--------	---------	----------	------------

In July through September 1998, stocks fell by more than 20%. When stocks fall rapidly and dramatically, most of us become uneasy and some are tempted to sell out. Others recognize that a market decline is usually an opportunity to buy stock more cheaply, but there is no guarantee that many companies won't encounter the difficulties that the market is forecasting or worse. We want to know how you assess your response to dramatic market moves like summer 1998 and October 1987. What would you have done on your own? When stocks fall dramatically, I

Lose sleep and sell	Worry some and consider selling	Wait for the bottom before buying	Nibble carefully at stocks and bonds	Buy stocks aggressively.
---------------------	------------------------------------	---	---	-----------------------------

How important are tax savings for you? Do you sometimes keep securities simply because you are reluctant to pay the capital gains taxes? Have you ever invested in low return, tax

advantaged investments such as municipal bonds? Tax Savings are a definite consideration in my investing approach:

Unimportant	Some importance	Important	Very important
-------------	-----------------	-----------	----------------

Many investors like the peace of mind that comes from having a lot of cash or having cash on hand for the next great investment. Others always want to be fully invested. How do you feel? I get nervous when my cash falls below % of my account value:

5%	10%	25%	50%	75%
----	-----	-----	-----	-----

Investments that fluctuate a lot are thought to be more risky. This is not always the case. Many excellent companies will fluctuate quite a bit over short intervals, but grow very nicely if held long enough. Do you worry about market fluctuations to the extent that you prefer an investment with steady increases in value even if you have to sacrifice higher long-term returns?

Market fluctuations are not a concern.	Usually I am not concerned with market fluctuations.	I don't want to think about it.	I don't like my stocks to fluctuate but I can live with it.	I don't get involved with investments that fluctuate a lot even if I am missing out.
--	--	---------------------------------	---	--

How do you want us to buy and sell on your behalf. I want my advisor to: (Please check)

Exercise discretion. Advisor chooses investments, amounts and timing.	Exercise discretion subject to prior discussion. Advisor chooses approximate amount and timing.	Always discuss before buying and selling. Advisor acts after amount and timing agreed on.
---	---	---

Please add any other instructions on securities in the space provided on the last page (i. e., no tobacco stocks, when to sell securities; maximum sales charges, buy only transaction free funds (Schwab customers only)).

## Current Investments, Income, and Expenses

We need information about all your assets including those that we do not manage because we are making assessments about the total risk that you have assumed.

### Value of Taxable Investments

\$	\$	\$	\$
Stocks	Equity Mutual Funds	Fixed Income (Bonds and Bond Funds)	Cash, CD's, Money Funds

\$	\$
Real Estate (Other than Residence, comment separately)	Residences

\$
Other (type and value, comment separately, last page)

Value of Tax-Sheltered Investments, (401-K, IRA, ESOP, etc.) \$\_\_\_\_\_

State and federal regulators strongly recommend that we obtain detailed financial information including taxes, income and assets. This information allows us to better

judge the suitability of an investment. Please submit last year's IRS Form 1040 or answer the questions below.

Dividends and Interest Income (line 8a + 9)	\$
Realized Capital Gains (line 13)	\$
Social Security (line 20a)	\$
Other Income (line 21)	\$
Adjusted Gross Income (Line 33)	\$
Recurring annual gifts	\$

Our Last Year's Taxable Savings \$ \_\_\_\_\_

Our Last Year's Tax-Sheltered Savings (401k, IRA, ESOP, etc.)

\$	\$
----	----

I have stock options in my company. Yes/No, If yes please provide documentation or fill out the table:

Company	Number of Shares	Grant Price	Expiration date

How stable are your current and future income sources (salary, Social Security, pension)?

Very unstable	Unstable	Not Sure	Stable	Very stable
---------------	----------	----------	--------	-------------

My current annual expenses are approximately \$ \_\_\_\_\_. My house payment is \$ \_\_\_\_\_.

If you have other financial obligations (alimony, etc.) please describe in the space provided at the end.

## Investment Objectives

Please state your investment objectives. (retirement, college education for children, buy house, etc.) "I don't know" is a perfectly acceptable answer.

Retirement

Years to Retirement	Current Expenses	Estimate of After-Tax Income Needed

Purchase of Home

Years to Purchase	Cost of Home	Down Payment Needed

College Expense

Number and age of Children	Years Per Child	Years to First Expense	Annual Expense Per Child

Other Need ( \_\_\_\_\_ )

Years to Need Begins	Years Need Will Last	Annual Expense

Current Assets Earmarked for Above Objectives \_\_\_\_\_

Who referred me to advisor \_\_\_\_\_

---

**My signature**

**Date: January 30, 2008**

Please tell us additional Information about your financial picture that you want us to factor into investment decisions. Examples might include wills, trusts, or other business interests. Also please add any comments on this questionnaire. (Add additional pages or include document copies if necessary.)

---

---

---

---

---

---