

6 Income (monthly)

	Client A	Client B
Salaries, wages, bonuses (after tax)	_____	_____
Investment Income	_____	_____
Total	_____	_____

Expense (monthly)

	Client A	Client B
Mortgage payment	_____	_____
Auto payment(s)	_____	_____
Living expenses (food, clothing, transportation)	_____	_____
Entertainment, recreation	_____	_____
Other expenses	_____	_____
Total expenses	_____	_____

Net Income (amount available for savings and investment) _____

7 Life Insurance (type: WL = Whole Life Insurance; UL = Universal life insurance)

Policy #	Co.	Premium	Ownership
Type (check one): <input type="radio"/> WL <input type="radio"/> UL <input type="radio"/> VUL <input type="radio"/> Term		Death Benefit \$ _____	

Policy #	Co.	Premium	Ownership
Type (check one): <input type="radio"/> WL <input type="radio"/> UL <input type="radio"/> VUL <input type="radio"/> Term		Death Benefit \$ _____	

8 Estate Planning/Wills/Trusts

Do you currently have a will? Yes No Do you have a credit shelter trust/provision? Yes No

If yes, when was it last updated? _____ Have you been making gifts to your children? Yes No

Do you have a living trust? Yes No What other estate planning have you done? Yes No

9 If you are working with an attorney or CPA, please list their names and phone numbers:

Attorney Name	Phone number

Accountant Name	Phone number

Other Advisor Name	Phone number

10 Over the next five years, do you expect your financial situation to:

A. Dramatically improve? B. Improve somewhat? C. Stay about the same? D. Worsen?

11 How much do you expect your initial investment to be? \$ _____

12 What percent of your total investment portfolio (stocks, bonds, cash equivalents, and mutual funds) does this represent? _____ %

13 Are these assets for an individual self-directed retirement plan or account subject to ERISA (as defined by U.S. regulations)?

Yes No (if No skip to question 7)

If "Yes" please check the type of plan or account:

A. Any IRA B. Qualified Plan subject to ERISA C. Other

1 4 On the following table. Please check the box next to each objective you wish to achieve with the assets you are considering for investment in this program. Indicate the percentage of your assets earmarked for each objective and how many years until you expect to begin withdrawing money for that objective. Also, please indicate the anticipated length of the withdrawal period.

Objective	Percent of Assets	Anticipated number of Years Until You Begin Withdrawals	Anticipated Length of Withdrawal Period
<input type="checkbox"/> To provide current income	_____ %	_____ Years	_____ Years
<input type="checkbox"/> To provide growth for future retirement	_____ %	_____ Years	_____ Years
<input type="checkbox"/> To provide growth to finance an education	_____ %	_____ Years	_____ Years
<input type="checkbox"/> Estate planning	_____ %	_____ Years	_____ Years
<input type="checkbox"/> To provide growth for other purposes (please specify): _____	_____ %	_____ Years	_____ Years

— INSTITUTIONAL INVESTOR INFORMATION

1 5 _____
 Title of Account Tax ID #

_____ Contact 1 Contact 2

1 6 Titles or Capacity: _____ In what country is this institution domiciled? _____

What type of entity is this?

- Corporation Not-for-profit Unincorporated Union (Taft-Hartley) Public

Other (Please specify): _____ Years of establishment (if applicable)? _____

Is this plan/fund/trust subject to ERISA (under U.S. laws)? Yes No (if No skip to question 17)

If "yes" what type is it?

- Defined Benefit Plan Defined Contribution Plan Profit Sharing Plan 401(k) Plan
 Commingled Trust Other (please specify): _____

1 7 How is this plan/fund/trust funded?

- Sponsor contributions only Sponsor and employee contributions Donations
 Employee Contributions only Pledges Other (Please specify): _____

1 8 Do you expect to terminate investment of the plan/fund/trust assets on a specific date?

Yes No If "Yes" in how many years do you expect to terminate? _____ Years

1 9 For defined benefit or defined contribution plans (including money purchase, 401K plan, or profit sharing plan) please indicate:

The number of covered participants: _____

Average age of participants: _____

Percent of participants within three years of retirement: _____

For defined benefit plans only: The plan is: A. Overfunded B. Properly funded C. Underfunded

Indicate the actuarial interest assumption: _____

- 20 Please estimate the net annual cash flows into or out of the plan over the next 0-2, 3-5, and 6+ years?

Estimated Net Annual Cash Flows:

 The next 0-2 years

 The following 3-5 years

 Beginning 6 years from now

- 21 Based on these factors, what is an appropriate time horizon for the assets you are considering for investment in this program?

0-2 years 3-5 years 6-10 years 11-15 years 16-20 years Perpetual

- 22 What is the total market value of the plan/trust/fund? \$ _____ Date _____

How much of this amount are you considering for investment in this program? \$ _____

- 23 What is the primary objective for the assets you are considering in this program?

A. Current Income B. Growth and Income C. Growth D. Aggressive Growth

SECTION B — CHOICE OF ALLOCATION SERVICES

- 24 **This section should be completed by all investor types.**

We offer you a choice of allocation services. Please indicate below which service you wish to be provided. You can chose only one option.

Asset allocation Proposal Options:

- A. An allocation among different categories of equity and fixed income portfolios
 B. An allocation that targets a specific percentage return while trying to minimize risk.
 C. An allocation among different categories of equity portfolios
 D. An allocation among different categories of fixed income portfolios

SECTION C — INVESTING PREFERENCES

- 25 **This section should be completed by all investor types.**

Questions 28 and 29 are designed to assist you in identifying your preferences related to fixed income and Non-U. S securities.

When investing in fixed income investments some investors prefer to seek higher returns, while others view this part of their overall portfolio as a "safe haven" and prefer little risk. With respect to only your fixed income investments, how do you prefer to invest?

- A. I prefer to seek higher returns, and I am willing to take some additional risk.
 B. I prefer to emphasize stability of principal, and I am willing to sacrifice higher returns for more stability
 C. I have no preference on how my fixed income assets are invested.

- 26 Please indicate the extent to which you prefer non-U.S. investments in your portfolio.

- A. I prefer that no portion of my portfolio be allocated to non-U.S. investments
 B. I prefer that no more than 15% of my portfolio be allocated to non-U.S. investments
 C. I prefer an allocation of non-U.S. investments that is appropriate, based in my Investor Information.

SECTION D – RISK TOLERANCE

Questions 30 through 31 should be completed by all investor types.

27 Indicate the response that you feel describes your risk tolerance.

- Conservative
 Moderately Conservative
 Moderate
 Moderately Aggressive
 Aggressive

28 When investing there may be a natural trade off between investment performance and the risk of a decline in portfolio value. Typically, the higher the return you pursue, the more willing you must be to withstand fluctuations and incur potential losses. Please select from the following investments and their risk and return characteristics. Select the hypothetical investment that would most likely meet your expectations for returns in "average" and "good" years without making you uncomfortable during periods of declining values. (choose one)

	Typical Return in a Bad Year	Typical Return in an Average Year	Typical Return in a Good Year
<input type="radio"/> Investment A	-1 %	+6 %	+10 %
<input type="radio"/> Investment B	-4 %	+8 %	+16 %
<input type="radio"/> Investment C	-8 %	+10 %	+24 %
<input type="radio"/> Investment D	-11 %	+12 %	+30 %
<input type="radio"/> Investment E	-16 %	+14 %	+35 %

29 Over an investment cycle (usually five to seven years), some investments experience very different returns from year to year. The table below shows the average change in value of four hypothetical \$100,000 portfolios. Please select the hypothetical portfolio whose annual change in value is acceptable for your tolerance of short term volatility.

Investment	Initial Annual Change in Value					Average Annualized Return	
	Year 1	Year 2	Year 3	Year 4	Year 5		
<input type="radio"/> Portfolio A	\$100,000	-\$14,000	+\$31,820	+\$30,633	-\$6,680	+\$45,532	13%
<input type="radio"/> Portfolio B	\$100,000	-\$10,000	+\$27,000	+\$22,113	-\$4,173	+\$33,735	11%
<input type="radio"/> Portfolio C	\$100,000	-\$6,000	+\$18,000	+\$17,935	-\$1,307	+\$24,591	9%
<input type="radio"/> Portfolio D	\$100,000	-\$2,000	+\$8,820	+\$12,818	-\$3,589	+\$17,252	7%

Institutional/Corporate Investors, please skip Questions 30 through 31.

30 When investing you must consider many risks. The risk of a "decline in value" is the risk that many people think to avoid first. However, you cannot reduce this risk without assuming others, such as the risk of inflation. Check the box in the first column of the line that represents your biggest concern, and check the box in the second column of the line that represents your next biggest concern.

- | | First | Second |
|----|-----------------------|-----------------------|
| A. | <input type="radio"/> | <input type="radio"/> |
| B. | <input type="radio"/> | <input type="radio"/> |
| C. | <input type="radio"/> | <input type="radio"/> |
| D. | <input type="radio"/> | <input type="radio"/> |
| E. | <input type="radio"/> | <input type="radio"/> |
| F. | <input type="radio"/> | <input type="radio"/> |

3 1 Which sentence most accurately describes your attitude and expectations when investing over a market cycle of five to seven years?

- A. It is more important to do well in "up" markets than it is to limit losses in "down" markets.
- B. I am comfortable with "average" returns in both "up" and "down" markets.
- C. It is more important to limit losses in "down" markets than it is to do well in "up" markets.

SECTION E - OTHER QUESTIONS

Security Restrictions (optional)

3 2 Indicate and particular securities that should not be purchased with your assets.

Symbol or CUSIP

Name of Company

1

2

3

4

5

6

7

8

9

10

Other questions or concerns
