



Investor Profile

The purpose of this questionnaire is to clearly define your financial objectives, investing principals and risk concerns. The questions to follow are designed to capture your specific investment goals, tolerance for market risk, timeframe, past investment experience, and income needs.

We sincerely appreciate your time and feedback; additional space is provided in the back of this document if you feel your specific concerns cannot be accurately described by your responses to our questions.

Thank you. We look forward to getting to know you better and serving your specific needs.

PWA Financial, LLC

Background Information

Name ::

Birth Date ::

Phone ::

Fax ::

Email ::

Street Address ::

Apt or Suite ::

City ::

State ::

Zip ::

General Client Information

Marital Status :: ☐ Married ☐ Single ☐ Widowed ☐ Divorced Years Married :: _____

You

Name :: _____

Occupation :: _____

Employer :: _____

Your Spouse

Name :: _____

Occupation :: _____

Employer :: _____

How much investment experience in traditional investments (stocks and bonds) do you have? *Please choose one:*

- ☐ I have little or no experience in stocks, bonds and mutual funds.
- ☐ I have some experience in the markets, primarily mutual funds
- ☐ I consider myself to be an experienced investor

Your Investment Goals and Objectives

1) What is your personal goal for the capital you are considering with PWA Financial? *Please Choose only one:*

- ☐ Generating immediate income to meet current living expenses
- ☐ Safety / preservation of investment principal
- ☐ Accumulating greater wealth for future security
- ☐ The overall management of my wealth
- ☐ Management of assets invested for retirement
- ☐ Funding for children's or grandchildren's college education
- ☐ Trust (please submit trust documents with this personal profile)
- ☐ Other, please describe:

2) Given your requirements above, which approach below best describes how you would like to invest? *Please choose only one:*

- ☐ **Conservative** – which means you prefer little risk and low volatility in return for accepting potentially lower returns. Minimizing exposure of principal to loss or fluctuation is very important.
- ☐ **Moderately Conservative** – which means you are willing to take on some risk to seek enhanced returns. Reduced exposure of principal to loss or fluctuation is important.
- ☐ **Moderate** – which means you are willing to assume an average amount of market risk and volatility or loss of principal in order to seek higher returns.
- ☐ **Moderately Aggressive** – which means you are willing to assume an above average amount of risk and volatility or loss to take advantage of potentially higher return opportunities.
- ☐ **Aggressive** – which means you are willing to sustain substantial volatility or loss of principal and assume a high level of risk in pursuing higher returns.

- 3) When investing you must consider several 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 other, 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 on the box in the second column of the line that represents your next biggest concern.**

<u>First</u>	<u>Second</u>	
<input type="checkbox"/>	<input type="checkbox"/>	The possibility that investments may not grow enough to meet future needs.
<input type="checkbox"/>	<input type="checkbox"/>	The risk of a sharp decline in value in a short period of time (1 to 6 months)
<input type="checkbox"/>	<input type="checkbox"/>	A decline in portfolio value over the course of 1 or 2 years
<input type="checkbox"/>	<input type="checkbox"/>	The risk that my portfolio may not grow enough to keep pace with inflation.
<input type="checkbox"/>	<input type="checkbox"/>	The risk of not earning a rate of return greater than the broad stock market.
<input type="checkbox"/>	<input type="checkbox"/>	The risk that my portfolio will not generate enough current income.

- 4) Which sentence most accurately describes your attitude and expectations when investing over a market cycle of five to seven years? *Please choose one:*

- ☐ It is more important to do well in “up” markets than to limit losses in “down” markets.
- ☐ I am comfortable with “average” returns in both “up” and “down” markets.
- ☐ It is more important to limit losses in “down” markets than it is to do well in “up” markets

5) Over what period of time will you invest to achieve this goal? *Please choose only one:*

For example, if you plan to retire in five years and begin withdrawing money from your portfolio at that time, your time horizon is not five years but rather the number of years you plan to be in the retirement after five years.

- ☐ 1-3 Years
- ☐ 4-6 Years
- ☐ 7-9 Years
- ☐ 10-15 Years
- ☐ More than 15 years

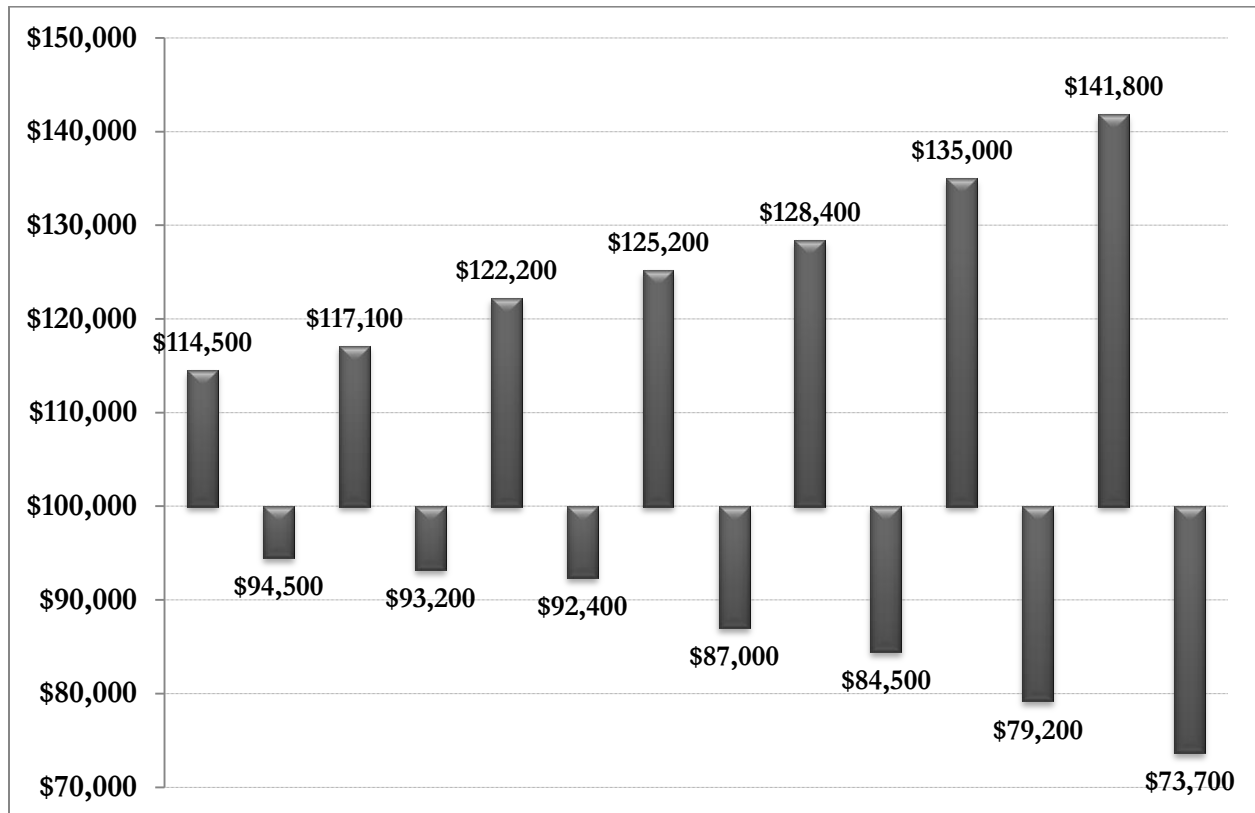
6) If your portfolio declined in value by 10% during the course of a year, how do you think you would respond? *Please choose only one:*

- ☐ I could not tolerate the loss and would feel compelled to invest more conservatively.
- ☐ I would be uncomfortable with the decline. I would assess the situation and consider a more conservative approach.
- ☐ I would reluctantly accept the decline as part of my long-term investment strategy. I would not make any changes to the portfolio as long as I felt I was still on track to achieve my long-term goal.
- ☐ I would accept the decline and consider how I could take advantage of any buying opportunities it presents.

7) Investing in the financial markets entails introducing uncertainty about what the value of your money will be at any point in time.

If you had \$100,000 of your own money to invest for your personal goals and only the following 7 portfolios in which to invest, *which one would you choose?*

In the graph below, the bars represent a range of outcomes you could experience. Each portfolio has two bars associated with it; a positive and a negative outcome. Higher expected returns carry greater risks. Which investment choice most appeals to you for the hypothetical investment?



	Portfolio 1	Portfolio 2	Portfolio 3	Portfolio 4	Portfolio 5	Portfolio 6	Portfolio 7
Best Case	14.5%	17.1%	22.2%	25.5%	28.4%	35.0%	41.8%
Worst Case	-5.5%	-6.8%	-7.6%	-13.0%	-15.5%	-20.8%	-26.3%
Equity (Percent)	0%	20%	40%	50%	60%	80%	100%

Choose one:

☐☐☐☐☐☐☐

Investment Strategy

1) Assuming a traditional stock and bond portfolio, is there an asset allocation strategy you would prefer or want us to consider? *Please choose only one:*

- ☐ No I would prefer that you advise me
- ☐ 30-40% stocks with remainder in bonds
- ☐ 40-50% stocks with remainder in bonds
- ☐ 50-60% stocks with remainder in bonds
- ☐ 60-70% stocks with remainder in bonds
- ☐ 70-80% stocks with remainder in bonds

2) Are there any investments you definitely want us to **EXCLUDE** from your portfolio? *Please check all that apply (note: your investment profile may indicate some selections unsuitable):*

- ☐ US Bonds (investment grade)
- ☐ High-Yield Bonds
- ☐ US Large Cap Stocks
- ☐ US Small & Mid Cap Stocks
- ☐ International Stocks
- ☐ Real Estate
- ☐ Emerging Market Stocks
- ☐ Currency Investments
- ☐ Commodity Investments
- ☐ Socially Responsible Investments
- ☐ Alternative Investments

Additional Feedback