



Investor Profile & Questionnaire
(CONFIDENTIAL)

The following questionnaire is intended to help us understand your investment needs, financial goals and attitude towards risk. This information will allow us to develop an investment strategy and portfolio to best meet your personal requirements. All responses are strictly confidential.

1. ACCOUNT REGISTRATION

Name: _____ Joint Tenant Name: _____

Corporate/Trust Name: _____ Tax ID #: _____

Account Registration (if other than above):

Address: _____ Daytime Phone: () _____

City: _____ State: _____ Zip: _____ Evening Phone: () _____

Email: _____ Cell Phone: () _____

Secondary Email Address: _____ Alternate Phone: () _____

Type of Account: Individual Joint Tenant IRA Trust (trust date): _____

Pension Plan Gifts/Transfers to Minor Other (please specify): _____

Single Married Divorced Widowed

2. PERSONAL DATA

Client Information

Date of Birth: _____

Social Security #: _____

Occupation: _____

Self-Employed: Yes No

Retired: Yes No

If no, how many years before you expect to retire? ____

Spouse/Partner Information

Date of Birth: _____

Social Security #: _____

Occupation: _____

Self-Employed: Yes No

Retired: Yes No

If no, how many years before you expect to retire? ____

3. INCOME

Client Information

Name of Employer: _____

Annual Compensation: _____

Soc.Security/Age to Begin: _____

Pension/Survivor Benefit: _____

Additional Sources of Income:

Source: _____ Annual Amount: \$ _____

Source: _____ Annual Amount: \$ _____

Rental Income: _____ Annual Amount: \$ _____

Combined Annual Income: \$ _____ Annual Retirement Goal: \$ _____

Over the next 3-5 years, do you expect your annual income to:

A. Increase by \$ ____ or ____% B. Decrease by \$ ____ or ____% C. Remain the Same

If you answered A or B, what will cause your income to increase/decrease? _____

Do you anticipate any inheritance, sale of property, business, etc? _____

4. EXPENSES

Combined Annual Expenses: \$ _____

Over the next 3-5 years, do you expect your annual expenses to:

- A. Increase by \$_____ or _____% B. Decrease by \$_____ or _____% C. Remain the Same

If you answered A or B, what will cause your expenses to increase/decrease? _____

Number of Children/Dependents: _____

Name:	Age:	Relationship:	Annual Financial Support: (if not included above)
_____	_____	_____	\$ _____
_____	_____	_____	\$ _____
_____	_____	_____	\$ _____

Hobbies, Philanthropies', or Boards you (spouse or partner) serve on? _____

Please describe any other financial commitments, SEC restrictions, legal limitations or special circumstances that might affect management of your account: _____

5. TAXES

Federal Tax Rate this Year: _____% State: _____% Do you expect this rate to: Increase Decrease

Do you have any other tax considerations we should be aware of, such as tax-loss carry forwards? _____

Are you subject to AMT? _____

6. ASSETS

Please list the value of your investments and other assets:

Individual Stocks: \$ _____ Money Market Funds: \$ _____ CDs: \$ _____

Individual Bonds: \$ _____ Mutual Funds: \$ _____ Options/Other \$ _____

Life Insurance: \$ _____ Fixed/Variable Annuity: \$ _____

Additional Assets (please list market value less mortgages or loans):

Residence: \$ _____ Secondary Residence: \$ _____
(Value less any outstanding mortgage or loans)

Business: \$ _____ Other Real Estate: \$ _____

Outstanding Mortgages or Liability: \$ _____

7. ADVISER INVESTMENTS PORTFOLIO

Attention: Please enclose copies of your most recent statements, including cost basis if available.

Beginning portfolio value to be managed by Adviser Investments: \$ _____

What percentage of your total investment portfolio does this represent? _____ %

Over the next year, how much money do you expect to withdraw from this portfolio? \$ _____ or _____ %

Do you expect this amount to remain the same in subsequent years? Yes No

If no, please explain _____

Over the next year, how much money do you expect to contribute to this portfolio? \$ _____ or _____ %

Do you expect this amount to remain the same in subsequent years? Yes No

If no, please explain _____

For how long do you expect to have this money invested?

More than ten years Five to ten years Three to five years Less than three years

Which of the following best describes your investment objective? (Mark all that apply)

- Aggressive Growth:** Maximize potential for capital appreciation.
(I understand that the pursuit of greater asset growth may entail a greater potential loss of principal.)
- Growth:** Capital appreciation with less risk than an aggressive growth strategy.
(I understand that the pursuit of greater asset growth may entail a greater potential loss of principal.)
- Conservative Growth:** A balance of growth of principal and current income.
- Growth and Income:** Income generation with some potential for asset growth.
- Income:** Maximize portfolio income with little or no expectation of asset growth.

The investment objectives of this account represent:

- My overall objectives
- One component of a larger investment plan (if so, please describe the overall objectives and other components of the larger plan):

Are there any additional comments or special circumstances that we should be aware of? _____

8. INVESTOR QUESTIONNAIRE

As a first step in helping us to build the best portfolio to suit your needs, we'd like you to answer a series of multiple choice questions. These questions are designed to assess your tolerance for risk and contribute to your personalized investment profile. Along with the financial information you've already provided, we intend to combine this information with a longer and more formal interview with your Account Manager. All of this information will be considered by Adviser Investments' Investment Committee in developing a portfolio designed to meet your overall objectives.

1. As an investor, what is your primary objective for the money you are placing in our care?

- a. I plan to use the funds for a large purchase or expense within the next three years
- b. I wish to generate regular income and avoid short-term losses
- c. I want a combination of regular income and asset growth
- d. I am not concerned with current income; I want my assets to grow long-term
- e. I wish to invest these assets aggressively for maximum growth over a long time-horizon

2. When it comes to investing, protecting the money I have is my highest priority, although I realize that this strategy will limit the potential for asset growth.

- a. Strongly agree
- b. Agree
- c. Unsure/Neither agree or disagree
- d. Disagree
- e. Strongly disagree

3. Recognizing that bear markets in stocks can generate losses of 20% or more, I would be comfortable waiting 3-5 years to recover from such losses.

- a. Strongly disagree
- b. Disagree
- c. Unsure/Neither agree or disagree
- d. Agree
- e. Strongly agree

4. In order to meet my financial goals, I believe my portfolio must grow at least 10% per year

- a. Strongly disagree
- b. Disagree
- c. Unsure/Neither agree or disagree
- d. Agree
- e. Strongly agree

5. Risks and returns go hand-in-hand. This typically means that investments producing above-average returns also carry above-average risks. What percentage of your portfolio would you be willing to invest in areas where both returns and risks are expected to be above average?

- a. None
- b. Up to 25% of my portfolio
- c. 25% to 50% of my portfolio
- d. 50 to 75% of my portfolio
- e. More than 75% of my portfolio

6. When I think about investing my greatest concern is ...

- a. The potential for losses
- b. Mostly the potential for losses, but also the potential for gains
- c. A balance between potential losses and potential gains
- d. Mostly the potential for gains, but with some concern for potential losses
- e. The potential for gains

7. I believe that the appropriate time-frame over which to judge the merits of an investment advisor is ...

- a. Every month
- b. Every three months
- c. Every year
- d. Every three years
- e. Every five years

8. If I was managing my investments on my own and the stock market declined 20% or more, I would ...

- a. Sell all my stock and/or stock mutual funds and move to cash
- b. Reduce my allocation to stocks and/or stock mutual funds
- c. Do nothing
- d. Add to my stocks and/or stock mutual funds to keep their percentage of my portfolio steady
- e. Add even more to my stocks and/or stock mutual funds to increase their percentage in my portfolio

9. I think it is reasonable to judge an individual investment's merit after ...

- a. One month
- b. Three months
- c. Six months
- d. One year
- e. Three years

10. Your company has just offered you an early-retirement package with the following options. Which would you choose?

- a. \$200,000 in cash now
- b. \$100,000 in cash plus a 75% chance of being paid an additional \$400,000 within three years
- c. \$100,000 in cash plus a 50% chance of being paid an additional \$1,000,000 within three years
- d. No cash now, but a 25% chance of being paid \$3,000,000 within three years
- e. No cash now, but a 10% chance of being paid \$10,000,000 within three years

11. As an investor I would say I am ...

- a. Very conservative
- b. Conservative
- c. Average
- d. Somewhat aggressive
- e. Aggressive

12. I would prefer a portfolio that grows steadily and never sees losses of more than 10%, rather than a portfolio that grows at a much higher rate, but has more frequent losses of greater than 10%.

- a. Strongly agree
- b. Agree
- c. Unsure/Neither agree or disagree
- d. Disagree
- e. Strongly disagree

13. I expect to start spending at least some of the money I'm investing today within ...

- a. Less than five years
- b. Five to ten years
- c. Ten to twenty years
- d. More than twenty years
- e. I have no plan to ever make withdrawals from this account

14. While I do not foresee any major personal circumstances that might cause me to take withdrawals from this investment pool, caring for an elderly parent, assisting a child with a property down payment, or these sorts of unanticipated expenses might become a reality and necessitate a partial liquidation.

- a. Strongly agree
- b. Agree
- c. Unsure/Neither agree or disagree
- d. Disagree
- e. Strongly disagree

15. The chance that I may lose my job or face a large financial burden over the next three years is:

- a. Very likely
- b. Somewhat likely
- c. Unsure/Neither agree or disagree
- d. Not very likely
- e. Not at all likely

16. I spend the following percentage of my gross household income on debts like credit card interest and fees, car payments, and rent or mortgage payments:

- a. More than 50%
- b. Between 30% and 50%
- c. Between 10% and 30%
- d. Less than 10%
- e. I have no debt

17. Insurance (life, disability, long-term care) can cover a wide variety of life's risks. How much coverage do you have?

- a. None (I have no coverage)
- b. Very little (I have some coverage but probably need some more)
- c. Some (I have some coverage but assume it is adequate for my needs)
- d. Considerable (I have lots of insurance, but still may need some more)
- e. Complete (I don't need any more insurance)

18. Outside of the account managed by Adviser Investments, I plan to maintain cash savings sufficient to cover ...

- a. Nothing. I don't plan to have significant cash balances outside of my AI account
- b. Less than I would need for three months of living expenses
- c. Between three and six months of living expenses
- d. Six months or more of living expenses
- e. More than a year's worth of living expenses

9. SIGNATURE

Completed by (please print) _____

Signature _____ Date _____



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