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WEALTH SOLUTIONS OF

RAYMOND JAMES®

& ASSOCIATES, INC.

Member New York Stock Exchange/SIPC

Investment Planning Statement Questionnaire

The goal setting process in developing a
path towards achieving life goals and balancing risk.

Raymond James & Associates, Inc.
Member New York Stock Exchange/SIPC
255 5th Street
Suite 2210
Cincinnati, OH 45202

Date: _____

Client Information

Client1 Name: _____
First M Last Birth date Social Security No

Client2 Name: _____
First M Last Birth date Social Security No.

Address: _____ () _____
Street City/St Zip Code Telephone

E-Mail Address: _____

Client1 Occupation: _____ () _____
Telephone

Client2 Occupation: _____ () _____
Telephone

Client1 Employer: _____

Client2 Employer: _____

Children's Names: _____

Birth dates: _____

Social Security No.: _____

Establishing Portfolio Goal

Which of the following objectives are most important to you?

(Please number by priority, 1 = highest priority, 6 = lowest priority.)

- _____ Accumulating wealth for another financial goal in _____ years
(for example, purchase a home, start a business, etc.)
- _____ Provide income for my current lifestyle
- _____ Accumulating wealth for a child's education for _____ years of public/private school
- _____ Financial Independence in _____ years
- _____ Preservation of current capital
- _____ Accumulating wealth to fund my retirement at age _____

Comments: _____

Investment Experience

Experience Level	<u>Stocks</u>	<u>Bonds</u>	<u>Options</u>	<u>Mutual Funds</u>	<u>Annuities</u>
None	_____	_____	_____	_____	_____
Moderate	_____	_____	_____	_____	_____
Extensive	_____	_____	_____	_____	_____
Length of Time					
0 to 2 yrs (low)	_____	_____	_____	_____	_____
2 to 5 yrs (med)	_____	_____	_____	_____	_____
5+ yrs (high)	_____	_____	_____	_____	_____

Risk Tolerance Profile

Understanding your tolerance for investment risk relative to your investment return expectations is an important step in designing a portfolio. The questions that follow will assist in developing a more accurate financial picture of your life and will help to get a good idea of your possible investment future by analyzing your day-to-day financial needs, your general investment style and your personal time horizon. The answers you select will indicate your comfort level with investment risk and your ability to withstand it.

Risk Tolerance Profile

1. Risk Factor

Before you make a decision on any investment, you need to consider how you feel about the prospect of losing some of your investment portfolio. A basic principal of investing is - the higher the return you seek, the more risk you face. Based on your feelings about risk and potential returns, your goal is to:

- Potentially increase my portfolio's value as quickly as possible while accepting higher levels of risk.
- Potentially increase my portfolio's value at a moderate pace while accepting moderate levels of risk.
- Have my investments generate income while accepting lower (or no) levels of potential capital gains.
- Have my investments generate income while attempting to maintain a stable overall portfolio value over time.

2. Investment Approach

Which of the following statements best describes your overall approach to investing as a means of achieving your goals?

- Having a relative level of stability in my overall investment portfolio.
- Having income-producing investments for most of my assets but to try to slowly increase my portfolio's value by investing a small portion of my assets in higher risk market-based investments for relative stability of my overall portfolio.
- Having income-producing investments for most of my assets but to invest a small to moderate portion of my assets in higher risk market-based investments for growth potential.
- Having income-producing investments for most of my assets but to invest a moderate portion of my assets in higher risk market-based investments for growth potential.
- Having an approximate balance between income-producing investments and higher risk market-based investments for growth potential.
- Attempting to increase my portfolio's value by investing a moderately large portion of my assets in market-based investments for growth potential, while investing the balance in income-producing investments.
- Attempting to increase my portfolio's value by investing a large portion of my assets in market-based investments for growth potential, while investing the balance in income-producing investments.
- Attempting to increase my portfolio's value by investing a very large portion of my assets for growth potential, while having a minimal amount of income-producing investments.
- Attempting to increase my portfolio's value by investing virtually all of my assets for growth potential, while having very few income-producing investments.

Risk Tolerance Profile

3. Volatility

The value of most investments fluctuates from year to year as well as over the short-term. How would you feel if an investment you had committed to for ten years lost 20% of its value during the first year?

- I would be extremely concerned and would sell.
- I would be moderately concerned and may consider selling my investment.
- I would be somewhat concerned, but I probably would not consider selling the investment.
- I would not be overly concerned, given my long-term investment philosophy.

4. Variation

Realizing that any market-based investments may move up or down in value over time, with which of the hypothetical portfolios below would you feel most comfortable?

	Initial Investment	Year 1	Year 2	Year 3	Year 4	Year 5	Average Annual Return
<input type="checkbox"/>	\$10,000	10,300	10,600	10,900	11,200	11,600	3%
<input type="checkbox"/>	\$10,000	10,400	10,800	11,200	11,700	12,200	4%
<input type="checkbox"/>	\$10,000	9,500	10,500	11,500	12,300	12,800	5%
<input type="checkbox"/>	\$10,000	10,700	9,500	12,300	12,600	14,000	7%
<input type="checkbox"/>	\$10,000	11,500	9,000	12,500	12,000	16,000	10%

5. Economic - US

In general, your feelings about the U.S. economy over the next ten years are:

- Pessimistic
- Unsure
- Optimistic

6. Economic - World

In general, your feelings about the world economy over the next ten years are:

- Pessimistic
- Unsure
- Optimistic

Risk Tolerance Profile

7. Portfolio Withdrawal

Investing any of your assets in a market-based investment portfolio should be done as a long-term commitment. An important consideration when making an investment decision is when you need the assets being invested. How far in the future would you anticipate the need to withdraw more than 20 percent of your portfolio's value to meet a financial goal such as starting a business, college education funding, travel, etc.?

- More than 7 years (or never)
- 3 to 7 years
- Less than 3 years

8. Monetary Need

Investment time horizon: Another important consideration when making investment decisions is where you are in your financial life cycle and how long you have before you will need to start withdrawing the assets for living or other significant expenses. About how many years do you expect to need the assets you are investing?

- Less than 2 years
- 2 to 3 years
- 4 to 5 years
- 6 to 10 years
- More than 10 years

9. Age

Enter birth date -

10. Income Needs

This section will help discover how much potential risk you can actually afford to take based on your personal situation. Which statement best describes your personal income needs?

- I can reinvest at least 10 percent of my total current portfolio income and may have additional assets I could invest.
- I feel my present portfolio and the income it generates are adequate for my current and future needs.
- I need my portfolio to generate additional income to better meet my current and future needs.

11. Investment Earnings

Based on your current and estimated future income needs, what percentage of your investment earnings do you think you would be able to reinvest?

- Reinvest 100 percent of my investment earnings.
- Reinvest 80 to 100 percent of my investment earnings.
- Reinvest 20 to 79 percent of my investment earnings.
- Reinvest 0 percent (receive all investment earnings as cash flow).

Risk Tolerance Profile

12. Investment Value

What is the current value of your total investment portfolio? In this estimate, you should include the value of all of your bank accounts, CDs, brokerage accounts, annuities, IRA accounts, and 401(k), 403(b) and 457 accounts.

- More than \$1,000,000
- \$500,000 to \$1,000,000
- \$300,000 to \$500,000
- \$100,000 to \$300,000
- Less than \$100,000

13. Living Expense

Unexpected expenses or interruptions in your income can be a part of your life. Not having sufficient assets saved in a liquid account (like checking, savings or money market accounts) to meet these unforeseen circumstances might force you to sell some of your investments at an inopportune time. How many months of your average living expenses could be covered by your current liquid investments?

- More than 12 months, or not a concern
- Between 4 and 12 months
- Less than 4 months, or already withdrawing

14. Household Income

Your total annual earnings, which include your salary, commissions, pensions, social security and investment income (including interest and tax deferred distributions), will help us in assessing your risk tolerance and determining an appropriate asset allocation for you.

What is your total annual household income?

- More than \$200,000
- \$150,000 to \$199,000
- \$100,000 to \$149,000
- \$50,000 to \$99,000
- Less than \$50,000

Risk Tolerance Profile

15. Income Saving

The percentage of your total income estimated in the question above that you currently save is approximately:

- Less than 2 percent
- 2 to 5 percent
- 5 to 10 percent
- 10 to 15 percent
- More than 15 percent

16. Future Earnings

In the next 5 years, you expect that your total earned income will probably:

- Decrease
- Stay about the same
- Increase modestly
- Increase significantly

Assets/Liabilities

Raymond James Accounts

Do you currently have any accounts/assets with Raymond James? **Yes/No**

List Raymond James account numbers below:

_____/_____/_____/_____/_____
 _____/_____/_____/_____/_____

<u>Personal Assets</u>	<u>Date</u>	<u>Cost</u>	<u>Value</u>	<u>Ownership*</u>
Personal Residence	/	_____	_____	J / C 1 / C 2
2nd Residence	/	_____	_____	J / C 1 / C 2
Other Real Estate	/	_____	_____	J / C 1 / C 2
Collectibles	/	_____	_____	J / C 1 / C 2
Vehicles	/	_____	_____	J / C 1 / C 2
Personal Property	/	_____	_____	J / C 1 / C 2
Other _____	/	_____	_____	J / C 1 / C 2
Total Personal Assets:			_____	

<u>Personal Liabilities</u>	<u>Date</u>	<u>Balance</u>	<u>Ownership*</u>
Home Mortgage	/		J / C 1 / C 2
Real Estate Mortgages	/		J / C 1 / C 2
Long Term Debt	/		J / C 1 / C 2
Loans-Investments	/		J / C 1 / C 2
Short-Term Notes	/		J / C 1 / C 2
Credit Card Balances	/		J / C 1 / C 2
Other	/		J / C 1 / C 2
Total Personal Liabilities:			_____

* Ownership codes: J = Joint ownership, C 1 = Client 1 individually owned asset, C 2 = Client 2 individually owned asset (e.g. Spouse)

Income/Expenses

Personal Income

Client1

Client2

Salary, Commissions, Bonus

Self Employment Earnings

Pension Income

Social Security

Investment Income

Other _____

Total Annual Income:

Personal Expenses

Client1

Client2

Housing and Utilities

Mortgage (_____ years left)

Taxes (Federal and State)

Autos, Gas, Repairs

Food

Savings

Other

Total Annual Expenses:

Investments

<u>Taxable Assets</u>	<u>Date of Purchase</u>	<u>No. of Shares</u>	<u>Cost</u>	<u>Current Value</u>	<u>Ownership*</u>
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(Examples: Stock, Bond, CD, Mutual Fund, Money Market, REIT, UIT, etc.)

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Investments

<u>Tax-Free Assets</u>	<u>Date of Purchase</u>	<u>No. of Shares</u>	<u>Cost</u>	<u>Current Value</u>	<u>Ownership*</u>
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(Examples: Municipal Bond, Tax Free Mutual Fund, Roth IRA, etc.)

J / C 1 / C 2

J / C 1 / C 2

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J / C 1 / C 2

Total Tax Free Assets: _____

<u>Non-Qualified Assets</u>	<u>Date of Purchase</u>	<u>No. of Shares</u>	<u>Cost</u>	<u>Current Value</u>	<u>Ownership*</u>
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(Examples: Commercial Annuity, Non-Qualified Deferred Compensation, etc.)

J / C 1 / C 2

J / C 1 / C 2

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J / C 1 / C 2

Total Non-Qualified Assets:

*Ownership codes: J = Joint ownership, C 1 = Client 1 individually owned asset, C 2 = Client 2 individually owned asset (e.g. Spouse)

Notes/Comments: