

Excel Securities & Associates, Inc.

Client Profile

Because your financial goals and needs are unlike those of any other client, we ask that you complete the following profile. Providing us this information is the first – and perhaps the most important – step in our investment process.

Tell us about yourself...

Client #1 _____

Main Address _____

Home Phone _____

Work Phone _____

Cell Phone _____

Email _____

DOB: _____

Occupation _____

Annual Income _____

Net Worth _____

Federal Tax Bracket _____

Client #2 _____

Mailing Address _____

Home Phone _____

Work Phone _____

Cell Phone _____

Email _____

DOB: _____

Occupation _____

Annual Income _____

Net Worth _____

Federal Tax Bracket _____

What are your Goal(s)...

	<i>Least Important = 1</i>			<i>Most Important = 5</i>	
Building Assets	1	2	3	4	5
Tax Savings	1	2	3	4	5
Hedging Against Inflation	1	2	3	4	5
Dependent Benefits	1	2	3	4	5
Safety	1	2	3	4	5
Diversification	1	2	3	4	5
Current Income	1	2	3	4	5
Future Income	1	2	3	4	5
Tax-Free Income	1	2	3	4	5
Retirement Planning	1	2	3	4	5
Other _____	1	2	3	4	5

Risk Questionnaire

1. How long before you begin making withdrawals from the account?

- | | | |
|-----------------------|----|-------|
| a. More than 20 years | 12 | |
| b. 10 to 20 years | 8 | |
| c. 5 to 9 years | 6 | |
| d. Less than 5 years | 2 | _____ |

2. In 1979, a new car cost \$13,000. Due to inflation, the same car would cost \$22,000 today. With this potential loss of buying power in mind, which of the following best reflects your preferences?

- | | |
|---|---------|
| a. My goal is to avoid loss, even though I may or may not keep pace with inflation. | 0 |
| b. My goal is to assume minimal risk, but still exceed inflation. | 2 |
| c. My goal is to significantly increase my net worth and outpace inflation. I am willing to accept short-term losses, I am NOT comfortable with extreme volatility. | 4 |
| d. My goal is to maximize my net worth. I am willing to accept all necessary risk to achieve higher returns well in excess of inflation. | 6 _____ |

3. The following table shows hypothetical values of \$50,000 invested in four different portfolios over a three-year period. Which portfolio would you prefer?

Hypothetical Values after 3 Years			
	<u>Worst Case</u>	<u>Best Case</u>	
a.	\$44,000	\$56,000	0
b.	\$38,000	\$62,000	2
c.	\$35,000	\$65,000	3
d.	\$27,500	\$72,500	4 _____

4. Over the period 2000-2002, stocks lost half their value. The possibility of short-term loss is an important consideration when investing. Assume today stocks make up a significant portion of your portfolio, what would you do if stocks lost half their value over the NEXT two years?

- | | |
|---|---------|
| a. I would sell the stock portion of my portfolio | 0 |
| b. I would sell some of my stock investment | 3 |
| c. I would not change my holdings | 5 |
| d. I would buy more stocks | 7 _____ |

5. Apart from what you will invest here, do you have savings equal to at least six months of your total monthly expenses that you would use in case of an emergency?

- | | |
|--------|---------|
| a. Yes | 3 |
| b. No | 0 _____ |

6. Suppose you initially invested \$30,000 and it grew over time to \$50,000. Suppose further your investment suddenly drops in value to \$42,000 (a 16% drop). Would you:

- | | |
|---|---------|
| a. Invest more | 4 |
| b. Be somewhat concerned but take no action | 3 |
| c. Transfer assets to less risky investments | 2 |
| d. Try avoiding an investment that may suddenly lose 16% of its value | 0 _____ |
- (If you answered "d," skip the next question)

7. Your investment from Question 6, worth \$42,000, drops to \$40,000 (another 4% drop). Would you:

- | | |
|--|---------|
| a. Invest more | 6 |
| b. Be somewhat concerned but take no action | 4 |
| c. Transfer assets to less risky investments | 0 _____ |

8. The following table shows hypothetical returns of four \$10,000 portfolios over a one-year period. For example, if you invest in "a," your best case return is a gain of \$1,400 and your worst case return is a loss of \$500. Given only this information, in which portfolio would you invest?

Hypothetical Returns after 1 Year			
	<u>Worst Return</u>	<u>Best Return</u>	
a.	-\$500	\$1,400	0
b.	-\$1,000	\$2,100	2
c.	-\$1,500	\$2,800	3
d.	-\$2,400	\$4,100	4 _____

9. Which of the following statements do you feel best describes your investment attitude?

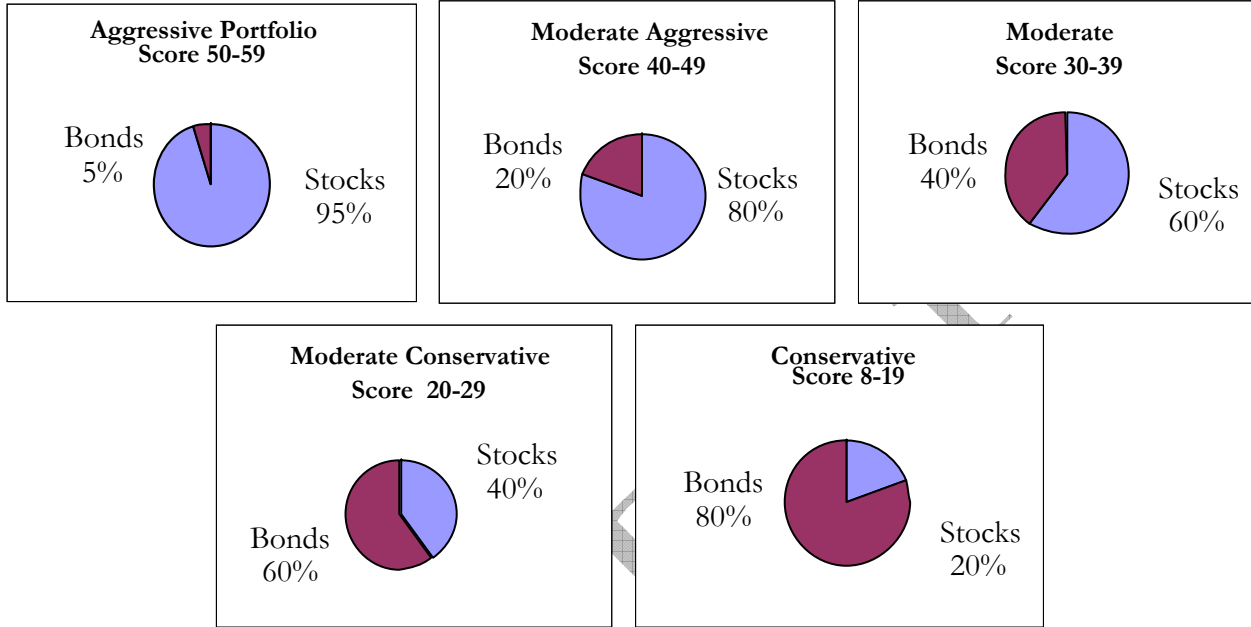
- | | |
|--|---------|
| a. I prefer investments that are designed to provide stable returns with minimal chance of loss. | 3 |
| b. I prefer investments that are designed to provide moderate returns, even if I assume a greater chance of short-term loss. | 6 |
| c. I prefer investments that are designed to maximize returns, and I realize such investments also carry the greatest chance of short-term loss. | 9 _____ |

10. The following table shows hypothetical performance of \$50,000 invested in three different portfolios over a 25-year period. Which portfolio do you prefer?

Hypothetical Performance after 25-Years			
	<u>Likely Value</u>	<u># Negative Yrs</u>	<u>Lowest Return</u>
a.	\$400,000	1	-5% 3
b.	\$600,000	5	-28% 6
c.	\$1,000,000	7	-35% 8 _____

Total Points from question 1-10 _____

Model Portfolios



Is there anything else your investment advisor representative should know about your investment preferences / experience in order to better serve you?

Acknowledgement

I understand that Excel Securities & Associates, Inc. will utilize the information I have provided here to make recommendations to assist me in attaining my stated objectives. Further, any recommendation may be based upon my responses to all of the questions and items contained in this client profile, and not upon any one individual response. I also understand that in making recommendations, Excel Securities will consider my expectations, but does not guarantee that my particular expectations will be met. The information contained in this profile is confidential.

Client Signature(s): _____ **Date** _____

_____ **Date** _____