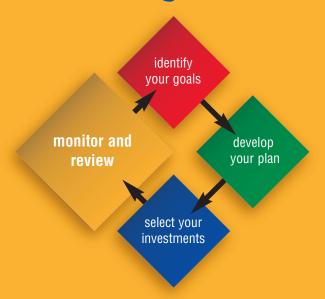


Personal Information			3. How long before you anticipate needing to spend more than 1/3 of the money you're investing? (choose one)
			 Ten years or more away (15) Less than three years
Vame	Telephone	Date of Birth	O Three to ten years away (10) away (5)
			Till to to toll yours away (10) away (3)
nvestor Profile			4. What is your goal for the performance of your investmen
			portfolio, relative to the rate of inflation? (choose one)
These questions will help determi			O Far outpace the rate of inflation (15)
for you, based on your personal o	arcumstances and attitude	O Outpace the rate of inflation (10)	
Pi	lease enter vour score for	each question.	O Keep pace with the rate of inflation (5)
	then add for your tota	l score · · · ·	O I'm not concerned with the rate of inflation. I am more
	,	:	interested in protecting the value of my principal (1)
1. Investment Experience			
I have previously invested in th		pply): 1. Score	5. How do you feel about investment risk? (choose one)
. ,	O Options (5)		O I'm not willing to take any risks with my principal. (0)
	O Mutual Funds (3)		O I'm willing to accept some risks to increase the value of
\ /	O Partnerships (5)	:	my investment. (5)
O Variable Annuities (3)	O Stocks (3)		O I'm willing to ride out market ups and downs to pursue
Fixed Annuities (1)	O First Time Investor (0)	:	maximum growth of my investment. (10)
2. Current Investment Portfolio ((hald mare than 2 month	: 2. Score	6. Attitude About Market Fluctuation (choose one)
	•	, I I	How would you feel if an investment you owned lost 10%
I currently own the following in Municipal Bonds (1)		ipiy).	
	O Options (5)		in one year? (if \$10,000 declines to \$9,000 in one year)
. , ,	O Mutual Funds (3)	:	O I'd take it in stride. (10)
` '	O Partnerships (5)	:	O I'd be upset, but I'd keep my investment. (5)
. ,	O Stocks (3)	:	O I'd sell immediately. (0)
O Fixed Annuities (1)	O None (0)	(please continue	
		at right)	Please use the scale below to evaluate your total score:

we continually
monitor your investments
and work with you to
reach your
investment goals



Total Score	Risk Tolerance Level	Recommended Investment Strategy
5-15	None	Consider Bank Products or Fixed Annuities
16-27	Low	Conservative
28-37	Low to Moderate	Moderate
38-46	Moderate	Balanced
47-55	Moderate to High	Growth
56+	High	Aggressive

Comments	
Customer/Client Signature	Date
Customer/Client Signature	Date