Investment Profile Questionnaire

This comprehensive, personal financial summary is designed to help you take inventory and assign realistic values to your personal assets and liabilities. It is the essential first step in organizing your financial future. At Park Lake Advisors, our goal is to help you make the right decisions for your financial future. The information you provide in this questionnaire will assist us in making sound recommendations with confidence.

BASIC INFORMATION:

Your Name	Nickname	Age	Birth date (mm/dd/yyyy)
Spouse's Name	Nickname	Age	Birth date (mm/dd/yyyy)

Residence Address	City	State	Zip
Mailing Address	City	State	Zip

Home Phone	Cell Phone	Fax	E-mail Address

How did you hear about us?

DEPENDENTS:

Relationship	Age
Relationship	Age
Relationship	Age
Relationship	Age

OCCUPATION:

Your Job Title	Employer (last, if retired)	# of Years	Retirement Date
Spouse's Job Title	Employer (last, if retired)	# of Years	Retirement Date

FAMILY ASSETS:

PERSONAL	Owner*	Purpose**	Current Value
Primary residence	____________	____________	$ ____________
Vacation home/second residence	____________	____________	$ ____________
Automobile(s)	____________	____________	$ ____________
Other personal assets ____________	____________	____________	$ ____________
Other personal assets ____________	____________	____________	$ ____________
Total personal assets			**$ ____________**

LIQUID AND INVESTMENT			
Cash	____________	____________	$ ____________
Fixed			
Bonds and bond mutual funds	____________	____________	$ ____________
Bonds and bond mutual funds	____________	____________	$ ____________
Equity			
Stocks and stock mutual funds	____________	____________	$ ____________
Stocks and stock mutual funds	____________	____________	$ ____________
Other investment assets ____________	____________	____________	$ ____________
Total liquid and investment assets			**$ ____________**

RETIREMENT	Owner*	Purpose**	Current Value
IRA	____________	____________	$ ____________
IRA	____________	____________	$ ____________
Qualified retirement plan (e.g., 401(k))	____________	____________	$ ____________
Qualified retirement plan (e.g., 401(k))	____________	____________	$ ____________
Annuities	____________	____________	$ ____________
Other retirement assets ____________	____________	____________	$ ____________
Total retirement assets			**$ ____________**

TOTAL ASSETS **$____________**

(add personal assets, liquid and investment assets, and retirement assets)

* Indicate whether the asset is owned by you, a second person, or jointly.

** Indicate whether the purpose of the asset is for cash reserves, education, an accumulation goal, or retirement.

FAMILY LIABILITIES:

	Debtor***	Current balance	Original balance	Origination date
Mortgage on first residence	____________	$ ____________	$ ____________	____/____/____
Mortgage on second residence	____________	$ ____________	$ ____________	____/____/____
Charge accounts and credit cards	____________	$ ____________	$ ____________	____/____/____
Other liabilities	____________	$ ____________	$ ____________	____/____/____
TOTAL LIABILITIES		**$ ____________**		

*** Indicate whether the debtor of the liability is you, a second person, or both.

FAMILY INCOME:

ANNUAL INCOME	Primary	Secondary
Employment (wages, salaries, bonuses)	$ ______________________________	$ ______________________________
Self-employment/business income	$ ______________________________	$ ______________________________
Social Security benefits	$ ______________________________	$ ______________________________
Other government benefits	$ ______________________________	$ ______________________________
Taxable investment income	$ ______________________________	$ ______________________________
Nontaxable investment income	$ ______________________________	$ ______________________________
Pensions (if currently receiving)	$ ______________________________	$ ______________________________
Other income – taxable ____	$ ______________________________	$ ______________________________
Other income – nontaxable ______________________________________	$ ______________________________	$ ______________________________
Total annual income	**$ ______________________________**	**$ ______________________________**

COMBINED TOTAL ANNUAL INCOME **$ ____________________________**

FAMILY EXPENSES:

Fixed ____________________________

Variable ____________________________

TOTAL ____________________________

GENERAL:

Are you anticipating any major lifestyle changes? ☐ Yes ☐ No ☐ Uncertain
(i.e., marriage, divorce, retirement, moving, etc.)
If so, what changes are you expecting? ____

Are you comfortable with your current cash flow? ☐ Yes ☐ No ☐ Uncertain

Do you anticipate any significant changes in your cash flow? ☐ Yes ☐ No ☐ Uncertain

Do you anticipate any major expenditures in the near future? ☐ Yes ☐ No ☐ Uncertain
If so, what expenditures are you expecting? ____

PROTECTION:

Do you have any current health problems? ☐ Yes ☐ No ☐ Uncertain

Do you have adequate medical coverage? ☐ Yes ☐ No ☐ Uncertain

Do you have disability coverage? ☐ Yes ☐ No ☐ Uncertain

Do you have personal liability coverage? ☐ Yes ☐ No ☐ Uncertain
Amount? ____________________

Do you have enough life insurance? ☐ Yes ☐ No ☐ Uncertain
Amount? ____________________

Do you have an emergency fund (money set aside in savings)? ☐ Yes ☐ No ☐ Uncertain

ESTATE PLANNING:

Do you have updated/adequate wills?	☐ Yes	☐ No	☐ Uncertain
Have you established any trusts?	☐ Yes	☐ No	☐ Uncertain
Will you be receiving a significant inheritance?	☐ Yes	☐ No	☐ Uncertain
Have you adequately considered estate taxes?	☐ Yes	☐ No	☐ Uncertain
Have you provided adequate estate liquidity for your heirs?	☐ Yes	☐ No	☐ Uncertain
Is proper titling a concern?	☐ Yes	☐ No	☐ Uncertain
Do you have long-term health care coverage?	☐ Yes	☐ No	☐ Uncertain

QUESTIONS:

Please list any questions you may have: ____

____

____

GOALS:

What are your major objectives for your investments?

☐ Current and future income ☐ Keeping ahead of inflation

☐ Preserving capital ☐ Increasing returns

☐ Building wealth for heirs

Investment Goals	Low Priority									High Priority
Return should exceed inflation rate	1	2	3	4	5	6	7	8	9	10
Principal should be safe	1	2	3	4	5	6	7	8	9	10
Investments should be liquid (immediately accessible)	1	2	3	4	5	6	7	8	9	10
Diversification is important	1	2	3	4	5	6	7	8	9	10
I want to reduce my taxable income	1	2	3	4	5	6	7	8	9	10
I want to build tax-free income	1	2	3	4	5	6	7	8	9	10
I am interested in long-term growth	1	2	3	4	5	6	7	8	9	10
I am interested in short-term profits	1	2	3	4	5	6	7	8	9	10

INVESTOR EXPERIENCE & HISTORY:

How much investing experience do you have (in years)? Stocks__________ Mutual Funds __________

Bonds __________ Variable Annuities __________ REIT's __________ Options __________

I expect to start drawing income from this investment:

☐ Not for at least 20 years ☐ Not now, but within 5 years

☐ In 10 to 20 years ☐ Immediately

☐ In 5 to 10 years

For this investment my goal is:

- ☐ To grow aggressively
- ☐ To grow with caution
- ☐ To avoid losing money

Assuming normal market conditions, what would you expect from this investment over time?

- ☐ To generally keep pace with the stock market
- ☐ To trail the stock market, but make a decent profit
- ☐ To have a high degree of stability, but only modest profits

Suppose the stock market performs unusually poorly over the next decade. Then what would you expect from this investment?

- ☐ I will be OK if I lose money
- ☐ To make a small gain
- ☐ To be little affected by what happens in the stock market

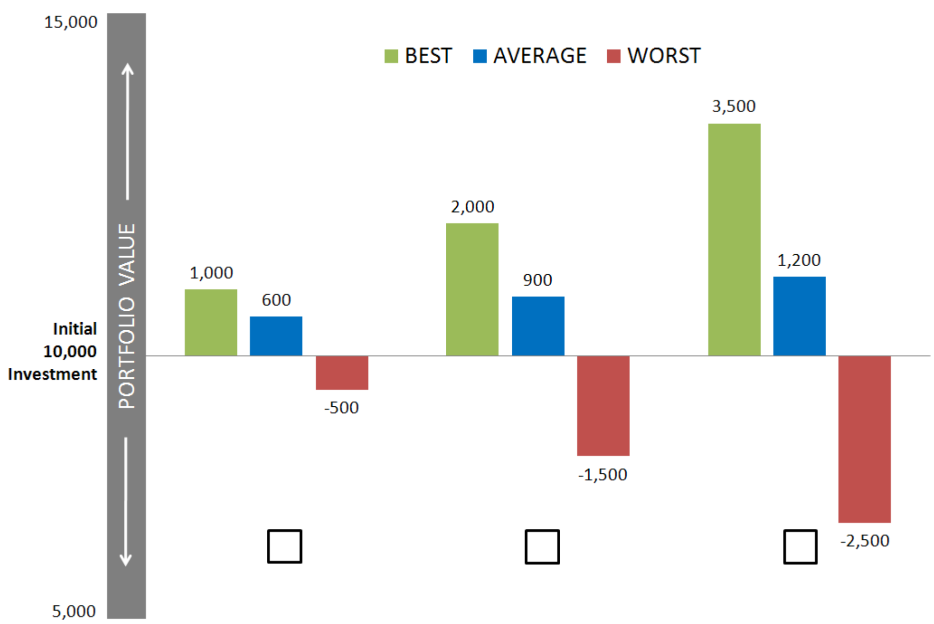
Which of these statements would best describe your attitude about the next three years' performance of this investment?

- ☐ I'll be OK if I lose money
- ☐ I want to at least break even
- ☐ I need at least a small profit

Which of these statements would best describe your attitude about the next three months' performance of this investment?

- ☐ Who cares? One calendar quarter means absolutely nothing
- ☐ If I suffered a loss of greater than 10% I'd get concerned
- ☐ I can tolerate only small short-term losses

The following graph shows the possible outcomes (best, average and worst case scenario) of 10,000 invested in three different hypothetical portfolios over one year. Select the portfolio that best matches how you would have invested the money.



RISK PROFILE:

1. What is your current age?
   - ☐ Over 65 years old (1)
   - ☐ 55-64 years old (2)
   - ☐ 45-54 year old (4)
   - ☐ 30-44 year old (6)
   - ☐ 18-29 years old (8)

2. When do you plan to retire?
   - ☐ Already retired (0)
   - ☐ 1-5 years (1)
   - ☐ 6-10 years (3)
   - ☐ 11-20 years (6)
   - ☐ 21 or more years (8)

3. When do you plan to begin withdrawing funds from your investment accounts?
   - ☐ 1-5 years (1)
   - ☐ 6-10 years (3)
   - ☐ 11-15 years (6)
   - ☐ 16 or more years (8)

4. How many months could you continue to meet all your living expenses from existing cash and cash equivalents if you suddenly lost your income?
   - ☐ Less than one month (0)
   - ☐ 2-3 months (2)
   - ☐ 4-6 months (4)
   - ☐ More than 6 months (6)

5. How long do you anticipate being retired? Many experts suggest you should plan as though you will live into your 90s.
   - ☐ 1-5 years (1)
   - ☐ 6-10 years (3)
   - ☐ 11-20 years (6)
   - ☐ 21 or more years (8)

6. Which statement best reflects your attitude toward taking risk in order to counter the effects of inflation?
   - ☐ I want to avoid risk, no matter the effect of inflation (2)
   - ☐ I am willing to assume a moderate level of risk in an effort to stay ahead of inflation (3)
   - ☐ I am willing to accept a substantial level of risk in an effort to significantly outpace inflation. (6)

7. When monitoring the performance of your portfolio, which of the following are you most concerned with?
   - ☐ Not meeting expected returns (6)
   - ☐ Long-term erosion of principal (2)
   - ☐ Short-term fluctuations in portfolio value (4)
   - ☐ Not keeping up with inflation (3)

8. Which of the following statements best describe how you feel about fluctuations in the value of your portfolio?
   - ☐ I have no tolerance for fluctuations (1)
   - ☐ I feel somewhat uncomfortable with fluctuations (3)
   - ☐ I do not mind seeing fluctuations (6)

9. If you were to select between these two investments with these annual returns, which would you select?

	Year 1	Year 2	Year 3	Year 4	Year 5	
☐ A	+10%	+54%	-30%	+2%	+18%	(6)
☐ B	+5%	+9%	+3%	+7%	+8%	(3)

10. You bought a growth stock investment about one year ago. You hear on the evening news that the stock just dropped 10%. You would be inclined to:
    - ☐ Sell the investment (1)
    - ☐ Hold onto it (4)
    - ☐ Buy more (6)

Scoring Key:
<= 18 = Income and Preservation
19-24 = Capital Preservation
25-31 = Conservation Growth
32-37 = Growth & Income
38-47 = Balanced Growth
48-57 = Growth
>= 58 = Aggressive Growth

I have reviewed the results of my Investment Profile Questionnaire.

Client Signature	Date	Print Name
Client Signature	Date	Print Name

Thank You.