

Investor Profile

Name:



Determining your personal investment objectives and risk tolerance is the first step in the Asset Management Process – and an important one.

Instructions: Please answer each question by circling the number in the right-hand column that best fits you and your current situation. Then, add the numbers and write the total where indicated.

I. Investment Objectives

What Is your Birth Date: _____ current age? _____

What is the net worth of your capital (assets, 401(k), IRA, Real Estate Owned, Savings)
_____ (please specify)

What is your current annual income? (Salary=investment income)

\$ _____

Which statement best describes your investment objectives?

Security	Income and Growth
Steady Income	Maximized Returns

Which is your main investment objective (it's ok to have two or more objectives)?

- To create residual income at \$_____monthly 1
- Earning a high amount of profit 2
- Earning some current income and growing my assets 5
- Substantially growing my assets 7

How much do you agree or disagree with the following statements?

“The losses on my investment are a short term phenomenon. Any losses incurred could be recovered if I keep my investments over the long term.”

Totally Disagree Strongly Agree

1 2 3 4 5

In five years, what do you want your portfolio value to be?

- The same or slightly better 1
- Showing moderate growth from today 4
- Showing substantial growth from today 6

Will you need income right away from this portfolio? How much?

- More than 5% 2
- 3% to 4% 6
- 0% to 2% 9

Which statement best describes how much you know about investments?

- | | | |
|-------------|----------|---------------|
| Very Little | Moderate | Very Advanced |
| Little | Advanced | |

Investment Objectives Total: _____

2

II. Time Horizon

When do you expect to use the bulk of the funds you're accumulating?

- Within 5 years 1
- 6 to 10 years 3
- 11 to 15 years 9
- 16 or more years 12

What is your primary financial goal, right now?

- "Emergency" fund or wealth preservation 1
- Paying for a college education 3
- Providing for retirement 7
- Long-range wealth accumulation 12

What is your age?

- I am 56 or over 1
- I am 46 to 55 3
- I am 36 to 45 8
- I am 20 to 35 12

Time Horizon Total: _____

III. Risk Tolerance

Which of the plans below would you choose for your investment dollars?

- I would choose something very safe that gave me a moderate amount of current income. 1
- I would put a portion into each of several investments that gave me higher current income and moderate risk. 3
- I would choose something with a moderately high risk that gave me high total return on my investment. 7
- I would choose the investment that offered the highest rate of return, even though it had high risk factors. 10

***Let's assume you have invested \$50,000. One year later, you have made some gains but then the stock market declines temporarily. From the chart below, which fluctuation in value would you be most comfortable with?**

	Very Low	Low	Medium	High
Upside	\$60,000	\$62,000	\$64,000	\$70,000
Downside	\$48,000	\$47,000	\$45,000	\$39,000
Stop-Loss	0-5%	5-10%	10-15%	15-20%

Which range above did you find most comfortable?

- Very Low volatility 2
- Low volatility 4
- Medium volatility 6
- High volatility 8

Risk Tolerance Total: _____

IV. Investor's Score

Instructions: Carry forward all your totals from each previous section, and enter them below. Then, add the numbers to arrive at your Total Score.

Investment Objectives Total _____

Time Horizon Total _____

Risk Tolerance Total _____

Total Score _____

V. Determining Your Appropriate Asset Allocation

Based on the information you just provided; your investment objectives, time horizon, and risk profile; your "Total Score" will show you which type of asset allocation portfolio may be most appropriate.

Total Score	Asset Allocation Model
00-06	Value: fixed
07-14	Core: Fixed
15-20	Growth: Fixed
21-26	Value: Conservative
27-34	Core: Conservative
35-40	Growth: Conservative
41-46	Value: Moderate
47-54	Core: Moderate
55-60	Growth: Moderate
61-65	Value: Balanced
66-70	Core: Balanced
71-75	Growth: Balanced
76-80	Value: Aggressive
81-85	Core: Aggressive
86-90	Growth: Aggressive
91-93	Growth: Equity

Signature of investor

Date

Advisor's Signature

PROPERTY PROFILE

Name: _____ SS Number (if getting credit pulled): ____ - ____ - ____

Cell: _____ Work: _____

Profession: _____ # of years at Job/Profession: _____

Email: _____@_____.

****How soon are you looking to invest? ASAP Next 2-3 Months Next 6 months Next 12 months**

1. Are you looking to **FLIP or Grab and Hold**? What's your price range? \$_____
2. Are you looking for a **home, multifamily unit, condo, town home or apartment complex**?
3. In what area(s) or zip codes are you looking for a property in? _____

4. Do you have any experience in real estate investing? _If so, how many years/deals? _____
5. If "grabbing and holding", How much money are you expecting to make residually? \$_____
6. If "Flipping", how much do you desire to earn? \$_____
7. How would you rate your credit? GOOD BAD FAIR UNSURE
8. How much liquid cash do you have to invest? \$_____
9. When was the last time you've seen a copy of your credit report? _____ What were the scores? _____ Who was the report furnished by? _____
10. What is your monthly or annual salary; including bonuses? \$_____
11. Do you have a stock portfolio, 401k, IRA or any other investment acct? ___ If so, which type of accts do you have and how much money is in each acct?

12. INVESTMENT GOAL(S): _____

