



ACCOUNT UPDATE FORM

Terms & Definitions

Investment Objectives & Risk Tolerance

All investors have objectives or goals, such as seeking income, growth & income, growth, or trading or speculating. All investors also have risk tolerance, which is the amount of risk of loss they are willing and able to tolerate in order to achieve their investment goals. Although all investments involve risk, including the potential loss of principal, some securities, such as equities (stock), among others, involve more risk. Higher risk investments may have the potential for higher returns, but also have the potential for greater losses. Generally speaking, investment objectives are on a spectrum, with "Income" investors generally holding the smallest percentage of higher risk investments and "Trading and Speculation" investors holding the largest percentage of higher risk investments. Similarly, risk tolerances are on a spectrum such that an investor with a "Conservative" risk tolerance will accept less risk than an investor with a "Moderate" risk tolerance; a "Moderate" investor less than a "Long Term" investor; and a "Long Term" investor less than a "Trading & Speculation" investor. The "Long Term" investor accepts short term market volatility associated with a large proportion of higher risk investments because he or she has a long term time horizon and seeks the higher long term return potential associated with these higher risk investments.

Below are descriptions of the combined Investment Objective and Risk Tolerance, listed in order of least aggressive to most aggressive for both (Investment Objective and Risk Tolerance) categories. Please carefully consider your Investment Objective and Risk Tolerance for your account. Your selection is your representation that you meet all the criteria described in the profile.

Investment Objective- INCOME: Income investors seek a maximum amount of income given their risk tolerance, and are willing to forgo capital appreciation and growth of income.

Risk Tolerance- Conservative: Conservative Income investors seek the maximum amount of income consistent with a modest degree of risk. They are willing to accept a lower level of income in exchange for lower risk. Higher risk investments, such as high yield bonds and some equities, are typically not a large percentage of the account.

Risk Tolerance- Moderate: Moderate Income investors seek to balance the potential risk of capital loss with increased income potential. Higher risk investments, such as high yield bonds and some equities, may be some percentage of the account.

Risk Tolerance- Long Term: Long Term Income investors seek a significant level of income, are financially able and willing to risk losing a substantial portion of investment capital, and, due to their long term horizon or other factors, they employ higher risk, more aggressive strategies that may offer higher potential income. Higher risk investments, such as high yield bonds and some equities, may be a significant percentage of the account.

Investment Objective- GROWTH & INCOME: Growth and Income investors seek current income but also seek income and capital growth over time. These investors are willing to forgo a portion of current income in order to seek potential future growth.

Risk Tolerance- Conservative: Conservative Growth and Income investors seek the maximum growth and income consistent with a relatively modest degree of risk. They are willing to accept lower potential returns in exchange for lower risk. Equities, generally dividend paying equities, may be some percentage of the account.

Risk Tolerance- Moderate: Moderate Growth and Income investors seek to balance the risk of capital loss with higher potential growth and income. High yield bonds and equities, generally dividend paying equities, may be a significant percentage of the account.

Risk Tolerance- Long Term: Long Term Growth and Income investors seek a significant level of growth and income, are financially able and willing to risk losing a substantial portion of investment capital, and due to their long term horizon or other factors they pursue high risk, more aggressive strategies that may offer higher potential returns. High yield bonds and equities, generally dividend paying equities, may be the primary assets in the account.

Investment Objective- GROWTH: Growth investors do not seek account income and their primary objective is capital appreciation.

Risk Tolerance- Conservative: Conservative Growth investors seek maximum growth consistent with a relatively modest degree of risk. They are willing to accept lower potential returns in exchange for lower risk. Equities may be a significant percentage of the account.

Risk Tolerance- Moderate: Moderate Growth investors seek to balance the potential risk of capital loss with their goal of higher potential growth. Equities may be the primary asset in the account.

Risk Tolerance- Long Term: Long Term Growth investors seek a significant level of growth, are financially able and willing to risk losing a substantial portion of investment capital, and due to their long term time horizon or other factors, they employ higher risk, more aggressive strategies that may offer higher potential returns. Higher risk investments such as equities may be as much as 100% of the account.

Investment Objective - TRADING & SPECULATION: Trading and Speculation investors seek out maximum return through a broad range of investment strategies, which generally involve a high level of risk, including potential for significant loss of investment capital

Time Horizon- The expected period over which a customer plans to invest to achieve a particular financial goal.

(A) Long Term (10+ years) (B) Moderate (5-10 years) (C) Intermediate (3-5 years) (D) Short Term (1-3 years) (E) Immediate (Less than 1 year)

Liquidity Needs- The extent to which a customer desires the ability or has financial obligations that dictate the need to quickly and easily convert to cash all or a portion of an investment or investments without experiencing significant loss in value from, for example, the lack of a ready market, or incurring significant costs or penalties.

(A) Significant (Primary Need is liquidity) (B) Moderate (May need quick access to cash) (C) None (Have other sources of cash)



ACCOUNT UPDATE FORM

Account Registration: _____

Account Number: _____

Client's Mailing Address: _____

Physical Address: _____

SELECT ✓ ONLY ONE ANSWER IN EACH OF THE FOLLOWING CATEGORIES FOR THIS ACCOUNT:

Investment Objective:

- Income
- Growth & Income
- Growth
- Trading & Speculation

Risk Tolerance:

- Conservative
- Moderate
- Long-Term

Time Horizon:

- A) Long Term 10+ years
- B) Moderate 5-10 years
- C) Intermediate 3-5 years
- D) Short Term 1-3 years
- E) Immediate Less than 1 year

Liquidity Needs:

- A) Significant
- B) Moderate
- C) None

Estimated Value of Investments: _____

Annual Income:

- \$0 - \$49,999
- \$50,000 - \$99,999
- \$100,000 - \$199,999
- \$200,000 - \$499,999
- \$500,000 - \$999,999
- \$1,000,000 - \$4,999,999
- \$5,000,000 - \$9,999,999
- \$10,000,000 or more

Tax Rate: (highest marginal)

- 10%
- 15%
- 25%
- 28%
- 33%
- 35%
- Other _____%

Net Worth:

- \$0 - \$49,999
- \$50,000 - \$99,999
- \$100,000 - \$199,999
- \$200,000 - \$499,999
- \$500,000 - \$999,999
- \$1,000,000 - \$4,999,999
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Liquid Net Worth:

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/We attest that the information provided is true and correct for each account listed.

Signature: _____

Date

Other Party's Signature: _____

Date

Driver's License #: _____

State

Driver's License #: _____

State

Employer: _____

✓ if Retired

Employer: _____

✓ if Retired

Work Phone#: _____

Work Phone #: _____

Home or Cell Phone#: _____

Home or Cell Phone #: _____

Financial Advisor Signature: _____ Date _____

Branch Manager Initials: _____ Date: _____ Operations Dept: _____ Date: _____