

Investor Profile Questionnaire

Investment Objectives

1. An investment objective can vary, from a conservative strategy in which the focus is on capital preservation to an aggressive growth strategy in which the focus is on capital appreciation, or it can fall somewhere in between. Using the scale of 1 (Capital Preservation) to 7 (Most Aggressive), what is your primary investment objective?
 - Capital Preservation
 - Conservative
 - Moderately Conservative
 - Moderate
 - Moderately Aggressive
 - Aggressive
 - Most Aggressive
2. Different investment portfolios have different risk and return profiles, which can have significant impact on your ability to meet your financial goals. Which portfolio best matches your investment preference?
 - A portfolio that is expected to have low risk and return characteristics with the goal of protecting the principal and potentially generating income.
 - A portfolio that is expected to have low to moderate risk and return characteristics with the goal of conservatively growing the principal and generating income.
 - A portfolio that is expected to have moderate risk and return characteristics with the goal of moderately growing the principal and generating a higher income.
 - A portfolio that is expected to have moderate to aggressive risk and return characteristics with the goal of growing the principal.
 - A portfolio that is expected to have aggressive risk and return characteristics with the goal of maximizing the growth of principal.
3. In providing a portfolio recommendation, both your desire to generate income and/or growth from your investments and your tolerance for market risk and potential loss of principal are considered. Which of the following best describes your attitude towards the relative importance of your investment objective and risk tolerance?
 - Provide a portfolio recommendation that emphasizes my investment objective over my risk tolerance.
 - Provide a portfolio recommendation that emphasizes my risk tolerance over my investment objective.
 - Provide a portfolio recommendation that places equal weight on my investment objective and risk tolerance.
4. Rate yourself on your experience with investment products such as stocks, bonds, mutual funds, variable life insurance, and variable annuities.
 - Not very experienced
 - Somewhat experienced
 - Very experienced

Risk Aversion

5. Sometimes investment losses are permanent, sometimes they are prolonged, and sometimes they are short-lived. How might you respond when you experience investment losses?
 - I would sell my risky investments immediately if they suffered substantial declines.
 - Even if my investments suffered a significant decline over several years, I would continue to follow my long-term investment strategy.
 - I would consider buying more of an investment that had suffered a substantial decline.

6. Choose the answer that best describes your response to the following statement: "I am comfortable with investments that will periodically decline in value if there is a potential for high returns."

- Strongly disagree
- Disagree
- Somewhat agree
- Agree
- Strongly agree

7. Over time, inflation can have a significant negative impact on how much your income can buy. If your investments earn higher returns, your income from those investments is more likely to keep pace with inflation and maintain buying power. However, higher returns can generally only be achieved by accepting greater risk.

Which of the following choices best reflects your attitude toward inflation and accepting greater risk to maintain buying power?

- My main goal is to avoid losses, even though my income might not keep pace with inflation.
- My main goal is to have my income keep pace with inflation, which may require me to take on a moderate level of risk.
- My main goal is to increase my portfolio's value beyond what is necessary to have my income keep pace with inflation, so I am willing to take on higher levels of risk and tolerate investment losses.

8. Assume your monthly income is a fixed percentage of your portfolio value, and the amount of your monthly income will increase or decrease as the portfolio value increases or decreases.

If your original income was \$1,000 per month and your portfolio value declines, how much will your monthly income have to decline in the first year before you would consider becoming more conservative with your investments?

- When my monthly income declines 3% to \$970.
- When my monthly income declines 6% to \$940.
- When my monthly income declines 10% to \$900.
- When my monthly income declines 18% to \$820.
- I would not make changes in the first year.

9. "If the U.S. stock portion of my portfolio were to lose 10% of its value over a one-month period, consistent with the overall market, I would prefer to cut my losses and shift into a more conservative investment strategy." How do you feel about the previous statement?

- Strongly agree
- Agree
- Somewhat agree
- Disagree
- Strongly disagree

10. Inflation can have a significant negative impact on the purchasing power of your income stream. Below are three model portfolios and their risk-return tradeoffs that take into account purchasing power after inflation. Which would you choose?

- Investment X: On average, my income stream will increase by 2% with a low likelihood of a small (4%) decline.
- Investment Y: On average, my income stream will increase by 6% with a moderate likelihood of a moderate (5%) decline.
- Investment Z: On average, my income stream will increase by 8% with a moderate likelihood of a larger (9%) decline.

Time Horizon

11. When do you expect to begin withdrawing money from your investment account?

- Less than 5 years
- 5 to 7 years
- 8 to 10 years
- 11 years or more

12. Once you begin withdrawing money from your investment account, how long do you expect the withdrawals to last?

- I plan to take a lump sum distribution
- 1 to 4 years
- 5 to 7 years
- 8 to 10 years
- 11 years or more

Earnings Volatility

Complete **only** if you want to factor Human Capital in the client's asset allocation for this proposal.

13. The stock market can go up or down in any given year. For some individuals, total compensation (salary + bonus) is related to stock market performance. If the stock market goes down, what do you think will happen to your total compensation in the following year?
- Increase
 - No change
 - Decrease
14. How often do you anticipate changing jobs?
- One or more times every 3 years
 - Once about every 5 years
 - One or fewer times every 10 years / Retired

Earnings Dependence

Complete **only** if [client is not retired and] you intend to include a recommendation for life insurance in your proposal.

15. Children between ages of 0 and 6 _____
16. Children between ages of 7 and 12 _____
17. Children between ages of 13 and 18 _____

18. In the unfortunate event that you pass on before reaching your target retirement age, the majority of your net worth should pass to your beneficiaries; however, your beneficiaries will not benefit from your future labor income. If you are the primary wage earner, this future labor income may be critical to the financial stability of your beneficiaries. How important is it to you to insure a significant portion of your future labor income for your beneficiaries?
- Very important
 - Important
 - Neutral
 - Not important
 - I have no beneficiaries.

19. In addition to your beneficiaries, you may have other dependents (non-children) or children that you expect to support beyond age 18. How important is it to you to insure a significant portion of your future labor income for your other dependents?
- Important
 - Neutral
 - Not important
 - I have no other dependents.
20. Compare your own health status, family history, and life style with a typical or average person the same age as you. Based upon that comparison, which statement do you most agree with? [Asked if an annuity or life insurance recommendation is included.]
- I am likely to outlive most people my age.
 - I am likely to live about as long as most people my age.
 - I am less likely to outlive most people my age.

Financial Information

21. Total Financial Net Worth (\$) _____
Includes liquid financial capital plus assets such as personal property, business interests and real estate. Does not include primary residence.
22. Marginal federal income tax rate (%) _____
23. Total annual before-tax income (\$) _____
24. Current annual savings (\$) _____
25. Annual income from defined benefit pensions (\$)

26. Pension start age _____ (Enter 0 if not applicable)
27. Pension benefits for surviving beneficiary (%) _____
28. Existing Life Insurance death benefit (\$) _____

Outside Liquid Assets

Complete **only** if you want to factor outside assets, such as cash value of a NYL insurance policy, in your proposal.

29. Outside Liquid Assets (\$) _____

30. Equities Allocation of Outside Liquid Assets (%) _____

31. Net cash value for existing whole life insurance policies (\$)

(New York Life policies only; Net cash value refers to the cash value that reflects the deduction of any surrender charges, outstanding loans, and loan interest)

Retirement Income

Complete **only** if the client is retired and you want to include an annuity recommendation in your proposal.

32. Social Security benefits (\$) _____

33. Social Security start age _____

34. Before tax income from guaranteed income sources (\$) _____ Annual before-tax income from annuities or other guaranteed income sources

35. Annual Basic Expenses: Food (\$) _____

36. Annual Basic Expenses: Housing (\$) _____

37. Annual Basic Expenses: Healthcare (\$) _____

38. Annual Basic Expenses: Transportation (\$) _____

39. Annual Basic Expenses: Loan / Credit card payments (\$) _____

40. Annual Basic Expenses: Other (\$) _____

41. Annual Discretionary Expenses: (\$) _____

Retirement Income Needs

Complete **only** if the client is retired and you want to include an annuity recommendation in your proposal.

42. The size of an inheritance may affect how much income you have to fund your retirement. If your plan to leave an inheritance might reduce your ability to meet income needs in retirement, how might you respond?

- Lower my retirement income goal because I want to make sure I leave an inheritance.
- Make no changes to either my income goal or the inheritance I set aside for my heirs.
- Reduce the amount I set aside for my heirs to ensure that I have enough retirement income.

43. In general, lower income levels in retirement tend to be more stable, while higher income levels tend to be more volatile. Which do you prefer?

- Higher income with LESS stability.
- Moderate income with MODERATE stability.
- Lower income with MORE stability.

To be completed by the advisor only.

The following section should be completed by an Eagle Strategies' Advisor.

Program Type:

- Mutual Fund Advisory (MFA)
- Separately Managed Accounts (SMA)
- Multi-Strategy
- Rep Directed - Guided Portfolios
- Rep Directed - Rep as Advisor
- Rep Directed - Rep as Portfolio Manager
- UMA

Please specify which investment manager, specific strategy (i.e. fund/SMA, etc.) and percentage allocation you would like to use in the proposal. _____

Proposal Type

- Individual
- Joint

Primary Client

_____/_____/_____ Male Female
Name Date of Birth Gender

_____/_____/_____ _____
Street Address City State Zip Code

Marital Status Married/Domestic partnership Single/Not married

Retirement Status Is the client retired or planning to retire within the next 12 months? Yes No
If not retired, at what age do they plan to retire? _____

Secondary Client (if applicable)

_____/_____/_____ Male Female
Name Date of Birth Gender

Marital Status Married/Domestic partnership Single/Not married

Retirement Status Is the client retired or planning to retire within the next 12 months? Yes No
If not retired, at what age do they plan to retire? _____

Relationship between Primary Client and Secondary Client

- Married/Domestic partnership
- Other

To be completed by the advisor only.

Life Insurance Coverage

Ibbotson Associates uses a proprietary formula to determine the value of your human capital and recommends a base amount of life insurance face value to protect a portion (less than full value) of your human capital. If the proposal is for an actively working client and you wish to include a life insurance recommendation, please indicate which of the following life insurance recommendations do you prefer for human capital protection?

Primary Client

- A. Base amount of human capital recommendation.
- B. Full amount of human capital recommendation.

Secondary Client

- A. Base amount of human capital recommendation.
- B. Full amount of human capital recommendation.

Annuity Coverage

If the proposal is for a retiree and you're including an annuity recommendation, please select which of the products you would like to use:

Primary Client

- LIA
- RIA

Secondary Client

- LIA
- RIA

Investment Amount information

Investment Amount \$ _____

Account Registration (ex. John Doe – IRA) _____

Source of Funds:

- Deposit by check, bank wire, or electronic funds transfer
- Transfer from an existing account within the same broker-dealer and custodian
- Transfer from another broker-dealer or custodian
- Other _____

Advisor Information

Advisor #1

Advisor Name _____
Agent Code _____
Advisor Telephone _____
Split Advisor Fee (if Applicable) _____

Advisor #2

Advisor Name _____
Agent Code _____
Advisor Telephone _____
Split Advisor Fee (if Applicable) _____

Total Advisor Fee _____

Proposal Assistance

If you need assistance with this proposal, please contact the Eagle Support Team at 888-695-3245.

Eagle Strategies

51 Madison Avenue
New York, NY 10010

www.eaglestrategies.com

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