



Investment Management Questionnaire & Risk Capacity Assessment

It is the policy of Brick Financial Management to treat the information provided herein as absolutely **CONFIDENTIAL**. (See our Privacy Policy at the end of this questionnaire.) Nothing will be released to any other party (including family members) without the expressed permission of the parties filling out this form.

SECTION I – PERSONAL/ORGANIZATION INFORMATION

Type of account you are opening:

- Individual Joint IRA Roth IRA IRA Rollover SEP/Keogh Corporate Pension
 401k 403b LLC LP Sole Proprietor Investment Club Trust Custody

Is this an ERISA account? Yes No

Personal Information (client one)

First Name _____ Last Name _____
 D-O-B _____ SS# or Tax ID _____
 Country of Citizenship _____ Employer _____
 Address, City, State, ZIP Code _____
 Day Phone _____ Email _____
 Evening Phone _____ Email 2 _____
 Fax _____
 Preferred contact Day Phone Evening Phone Email

Personal Information (client two/spouse)

First Name _____ Last Name _____
 D-O-B _____ SS# or Tax ID _____
 Country of Citizenship _____ Employer _____
 Address, City, State, ZIP Code _____
 Day Phone _____ Email _____
 Preferred contact Day Phone Email

Are you employed by a broker/dealer? Yes No
 If yes, specify company: _____

Family Members (please list children and other dependents)

Name	Relationship	Date of Birth	Dependent?		SS#
			Y	N	
_____	_____	_____	Y	N	_____
_____	_____	_____	Y	N	_____
_____	_____	_____	Y	N	_____
_____	_____	_____	Y	N	_____

SECTION II - ASSETS AND LIABILITIES

A. Please list **all** of your financial assets here, **and make sure to include the latest statements for every asset below.**

If you plan on making regular (monthly, quarterly) contributions to your Account¹, we can set up an EFT (electronic funds transfer) instructions with the Custodian.

Bank Name:

checking, savings, mm, etc.

Account #	Routing #	Account Owner	Use for EFT?
_____	_____	_____	<input type="checkbox"/> Yes <input type="checkbox"/> No
_____	_____	_____	<input type="checkbox"/> Yes <input type="checkbox"/> No
_____	_____	_____	<input type="checkbox"/> Yes <input type="checkbox"/> No

Please designate the amount of your contributions to and withdrawals from your Account(s):

Type of Account

(i.e. Taxable, IRA, Roth IRA)

Contribution Frequency	Amount (\$)	Withdrawal Frequency	Amount (\$)
<input type="checkbox"/> mo / <input type="checkbox"/> qtr	\$ _____	<input type="checkbox"/> mo / <input type="checkbox"/> qtr	\$ _____
<input type="checkbox"/> mo / <input type="checkbox"/> qtr	\$ _____	<input type="checkbox"/> mo / <input type="checkbox"/> qtr	\$ _____
<input type="checkbox"/> mo / <input type="checkbox"/> qtr	\$ _____	<input type="checkbox"/> mo / <input type="checkbox"/> qtr	\$ _____

CDs, mutual funds, stocks, etc:

Number of shares or "All"	Description of Asset (Symbol)	Sell and Transfer Cash Proceeds?	Transfer Shares?
_____	_____	<input type="checkbox"/>	or <input type="checkbox"/>
_____	_____	<input type="checkbox"/>	or <input type="checkbox"/>
_____	_____	<input type="checkbox"/>	or <input type="checkbox"/>
_____	_____	<input type="checkbox"/>	or <input type="checkbox"/>
_____	_____	<input type="checkbox"/>	or <input type="checkbox"/>
_____	_____	<input type="checkbox"/>	or <input type="checkbox"/>
_____	_____	<input type="checkbox"/>	or <input type="checkbox"/>

Cash Balance

Transfer entire cash balance? Yes No

Transfer a part of the cash balance in the amount of \$ _____

¹ Account refers to the account that Brick Financial will be managing for you.

What percentage of your total financial assets will be managed by Brick Financial?
 _____%

List any financial assets that will *not* be managed by Brick Financial (or not mentioned above):

<u>Type of asset</u>	<u>Value (\$)</u>
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____

B. Business Interests – List investments including businesses, partnerships, company stock options, joint ventures, and debts where the recovery of principal is uncertain.

<u>Description</u>	<u>Owner</u>	<u>Estimated Value</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

Are you a director, 10% or more shareholder or policy making officer of a publicly traded company?

Yes No

If yes, specify company: _____

C. Other Assets – List all your remaining assets including real estate, furnishings, vehicles, collectibles and the like. You may also list any assets you may receive in the future such as inheritances.

<u>Description</u>	<u>Estimated Value</u>
_____	_____
_____	_____
_____	_____
_____	_____

D. Outstanding Debts – Please list all your outstanding. Under description indicate what type of loan/debt it is (e.g., charge account, car loan, student loan, home equity loan, etc.) and indicate whether it is quarterly or monthly.

<u>Description</u>	<u>Amount Outstanding</u>	<u>Interest Rate</u>	<u>Payment & Frequency</u>	<u># of Payments Remaining</u>
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

SECTION III – INCOME & TAXES

A. Current Earnings

	<u>Client one</u>	<u>Client two</u>
Salary	\$ _____	\$ _____

Bonus/Commissions	\$ _____	\$ _____
Self Employment Income	\$ _____	\$ _____
All Other Income (investment, alimony, etc)	\$ _____	\$ _____
Expected Earnings Growth Rate*	_____ %	_____ %

**The expected earnings growth rate is the average annual percentage you expect your salary to grow from year to year due to raises, promotions, bonuses, etc.*

B. Tax Rate

	<u>Client one</u>		<u>Client two</u>
Are you subject to U.S. income taxes?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
Federal income tax rate	_____ %		_____ %
Federal capital gains tax rate	_____ %		_____ %
State income tax rate	_____ %		_____ %
State capital gains rate	_____ %		_____ %

SECTION IV – GOALS

Please list any financial goals you may have in the space provided. A financial goal is defined as any goal that requires you to save money to achieve it. Please do not include expenses that you have already included in your budget. Some examples include investment in business opportunities, first or second homes, recreational items (boat, vacation, etc.), or any other currently known future need for substantial cash. Please estimate the amount needed (in today’s dollars) to achieve each financial goal and the year that you want to fund the goal by.

SECTION V - RISK ASSESSEMENT

This risk tolerance assessment is designed to assist in the recommendation of an optimal portfolio based on your investment time horizon, risk tolerance, investment objectives and liquidity needs. The information you enter into this worksheet and your reactions to certain investment scenarios provided in the assessment are instrumental in determining a recommended portfolio. Below are several types of questions used to measure your reactions to various investment scenarios. These include risk/return trade-off, upside potential and downside risk, volatility aversion and impact of inflation.

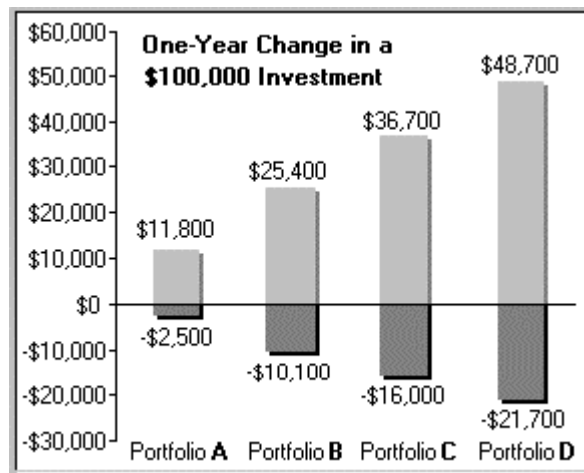
Indicate which of the following statements summarize your attitudes or beliefs using a scale of 1-5 (1 being most true and 5 being least true)

_____ I would rather work longer than reduce my standard of living in retirement
 _____ I feel that I/we can reduce our current living expenses to save more for the future if needed

- I am more concerned about protecting my assets than about growth
- I prefer owning mutual funds over individual securities
- I am comfortable with investments that promise slow, long term appreciation for growth
- I don't brood over bad investment decisions I've made
- I feel comfortable with aggressive growth investments
- I don't like surprises
- I am optimistic about my financial future
- My immediate concern is for income rather than growth of my capital
- I am a risk taker
- I make investment decisions comfortably and quickly
- I like predictability and routine in my daily life
- I usually pick the tried and true, the slow, safe but sure investments
- I need to focus my investment efforts on building cash reserves
- I prefer predictable, steady return on my investments, even if the return is low
- I believe that real estate (being a landlord) is a superior investment to stocks

Check () the appropriate response.

1. This graph shows the potential range of gains or losses of a \$100,000 investment in each of four hypothetical portfolios at the end of a 1-year period. The number above each bar shows the best potential gain for that portfolio, while the number below each bar shows the worst potential loss. Given that this is the only information that you have on these four hypothetical portfolios, which one would you choose to invest in?



- Portfolio A
- Portfolio B
- Portfolio C
- Portfolio D

2. Inflation (risk prices for goods and services) can have a significant effect on your investments by decreasing their potential purchasing power over time. Aggressive investments have historically outpaced inflation over the long run, but have had more instances of short-term losses than more conservative investments. How do you feel about inflation and its impact on your investments?

- I am satisfied with my investments keeping pace with inflation. Limiting the potential for short-term loss is my main goal, and I am willing to sacrifice the potential for higher returns.
- I would like my investments to outpace inflation. I am willing to assume some potential for short-term loss in order to achieve that goal.
- I prefer that my investments significantly outperform inflation. I am willing to assume a greater potential for short-term loss in order to achieve that goal.

3. Suppose that a substantial portion of your investment portfolio is invested in stocks. If the stock market were to experience a prolonged down market, losing 45 percent of its value over an 18 month period, what would you do (assuming your stocks behaved in a similar fashion)?

- Sell all the stocks in your portfolio. You are afraid that the stock market is in a downturn and you cannot afford the decrease in value.

- Sell half of the stock in your portfolio. You think that the market may rebound, but you are not willing to leave all of your investments exposed to further loss.
 - Hold the stocks in your portfolio. You understand that your investments may be subject to short-term price swings and are comfortable 'weahtering the storm'.
 - Buy more stocks for your portfolio to take advantage of their low prices. You are comfortable with market fluctuations and assume that the stocks will regain their previous value or increase in value.
4. Once again, assume you have a substantial portion of your investment portfolio in stocks. If the stock market were to gradually decline at an average of 2 percent per month, eventually losing 22% of its value over a year, which of the following would you do?
- Invest more now because stocks are selling for approximately 20% less than they were 12 months ago. You believe that stocks will regain their value or possibly appreciate even higher over the long-run.
 - Sell the stocks in your portfolio and realize the 22% loss. You wish to avoid the risk of further loss.
 - Sell half of the stocks in your portfolio. You are not willing to leave all of your investment at risk for further loss.
 - Do nothing. You are comfortable waiting for the stocks to regain their previous value to or to increase in value.
5. Aggressive investments have historically provided higher *long-term* returns while exhibiting greater short-term price fluctuations and potential for temporary loss. How do you feel about fluctuations in the value of your portfolio?
- I want to minimize the possibility of loss in the value of my portfolio. I understand that I am sacrificing higher long-term returns by holding investments that reduce the potential for short-term loss and price fluctuation.
 - I can tolerate moderate losses in order to achieve potentially favorable returns.
 - I can tolerate the risk of large losses in my portfolio in order to increase the potential of achieving high returns.
6. For each of the two investment decisions below, check the option with which you are comfortable. Please consider both decisions 1 and 2 before answering either *and* before moving on to decision 3.
- Decision 1 – Choose between
- A sure gain of \$24,000
 - A 25% chance of winning \$100,000 and a 75% chance of winning nothing
- Decision 2 – Choose between
- A sure loss of \$76,000
 - A 75% chance of losing \$100,000 and a 25% chance of losing nothing

Now after making decisions 1 and 2, consider the following question.

Decision 3 – Choose between

- A 25% chance of winning \$24,000 and a 75% chance of losing \$76,000
- A 25% chance of winning \$25,000 and a 75% chance of losing \$75,000

Please send this document by fax or mail to the following:

Fax: 973-313-1230

Mail: Brick Financial Management, LLC
51 John F. Kennedy Parkway
1st Floor West
Short Hills, NJ 07078

Our preference is that you fax this questionnaire in order to expedite the process.
Supporting material should be mailed. After we have reviewed your completed questionnaire we will contact you to set up an in-person, teleconferencing or phone meeting to discuss the next steps.

Client: _____

Date: _____

Client: _____

Date: _____

Privacy Policy

Brick Financial Management, LLC., a Registered Investment Advisor, is committed to safeguarding the confidential information of its clients. We hold all personal information provided to our firm in the strictest confidence. These records include all personal information that we collect from you in connection with any of the services provided by Investor Solutions Inc.

All information furnished by Client to Brick Financial, including Client's identity, shall be treated as confidential. Brick Financial agrees not to voluntarily disclose confidential information without Client's prior consent (unless required by law, court order or agency directive, or unless Brick Financial expects, in its reasonable opinion, that it will be compelled by a court or government agency, or unless such information becomes publicly available or known other than as a result of actions of Brick Financial). In the event Brick Financial is compelled to disclose confidential information by legal process, Brick Financial will attempt to give prior written notice to Client.

Our policy with respect to personal information about you is listed below.

- To help the government fight the funding of terrorism and money laundering activities, Federal law requires us to obtain and record information that identifies each person who opens an account. When you open an account we will ask you for your name, address, date of birth and any other information that will allow us to identify you. We may ask you for your driver's license, password or other identifying documents.
- We limit employee access to information only to those who have a business or professional reason for knowing, and only to nonaffiliated parties as permitted by law. (For example, federal regulations permit us to share a limited amount of information about you with a brokerage firm in order to execute securities transactions on your behalf.)
- We maintain a secure office and computer environment to ensure that your information is not placed at unreasonable risk.
- The categories of nonpublic information that we collect from a client depend upon the scope of the client relationship. It will include information about your personal finances, transactions and accounts with other financial institutions, wills, trusts, and any other financial documents needed in the financial planning process.
- For unaffiliated third parties that require access to your personal information, including financial service companies, consultants, and auditors, we also require strict confidentiality in our agreements with them and expect them to keep this information private. Federal regulators may also review firm records as permitted by law.
- We do not provide your personal identifiable information to mailing list vendors or solicitors for any reason.
- Year-end account information, requested on your behalf (e.g., client accountant, attorney, etc.) will only be released upon receiving your prior approval. At no time, shall such information be released without authorized approval.
- Personal identifiable information about you will be maintained during the time you are a client, and for the required time thereafter that such records are required to be maintained by federal securities laws, and consistent with the CFP Board Code of Ethics and Professional Responsibility and the CFA Institute Code of Ethics. After this required period of record retention, all such information will be destroyed.