

### **Initial Consultation Form**

Date:			
Client name Tax ID Number		Co-client nam Tax ID Number	e
Address		Home Phone	
Date of birth		Date of birth	
Work phone		Work phone	
E-mail address		E-mail address _	
Marital Status: Marrie	ed Single	Divorced	Widowed
Children's names D	eate of birth	Other dependents	<del></del>
Employment		ny Position	# of Years
ClientCo-client			
Financial Information			
Asset	s -Current Value		Liabilities -Current Balance
Cash, checking, savings Taxable investments Retirement investments Personal residence Other real estate Vehicles Business(es) Limited partnerships Stock options/warrants Personal property Cash value of life Insurance		Other mortgages Home equity loar Auto loans Student loans Investments loan Personal loans Bank loans Credit cards Life insurance loa	n
Total Assets		Total Liabilities	



# Initial Consultation Form (pg 2)

Client's income (projected for current calendar year)	
Co-Client's income (projected for current calendar year)	
Non-employment income	
In order of importance, what are your 3 most critical financial concerns?	
<del></del>	
What qualities are you looking for in an investment advisor?	
Restrictions on purchases (list above)	
Periodic or recurring deposits (list amount and frequency above)	
How did you learn about Dark Horse LLC?	
Flow did you learn about Dark Florse LLO:	
Please list any additional comments or concerns you may have:	



## Risk Tolerance Questionnaire

1.	When will you need to make withdrawals from your stock market portfolio?  a. Immediately b. Less than 3 years c. From 3-5 years d. Between 6-10 years e. More than 10 years (please specify approximate amount of time):
2.	When making a long-term investment, I plan to hold the investment for:  a. 1-2 years  b. 3-4 years  c. 5-6 years  d. 7-8 years  e. 9-10+ years
3.	Generally, I prefer investments with little or no fluctuation in value, and I'm willing to accept the lower return associated with these investments.  a. Strongly disagree  b. Disagree  c. Somewhat agree  d. Agree  e. Strongly agree
4.	My current and future income sources (ex: salary, Social Security, pension) are: a. Very unstable b. Unstable c. Somewhat stable d. Stable e. Very stable
5.	I would classify my investment knowledge as being:  a. Limited  b. Good  c. Extensive  Explain:



#### Risk Tolerance Questionnaire

- 6. I would describe the investment approach with which I feel comfortable as being:
  - a. Aggressive
  - b. Moderate
  - c. Conservative
  - d. Extremely low risk

Explain:			
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- 7. From September 2008 through November 2008, stocks lost over 31%. If I owned a stock investment that lost about 31% in 3 months, I would: (If you owned stocks during this period, select the answer that corresponds to your actual behavior.)
  - a. Sell all of the remaining investment
  - b. Sell a portion of the remaining investment
  - c. Hold on to the investment and sell nothing
  - d. Buy more of the investment
- 8. What degree of risk are you currently willing to take with your financial decisions?
  - a. Very small
  - b. Small
  - c. Medium
  - d. Large
  - e. Very large
- 9. When making an investment, return and risk usually go hand-in-hand. Investments which produce above average returns are usually of above average risk. With this in mind, how much of the funds you have available to invest would you be willing to place in investments where both returns and risk are expected to be above average?
  - a. None
  - b. 20%
  - c. 40%
  - d. 60%
  - e. 80%
  - f. 100%



#### Risk Tolerance Questionnaire

- 10. How do you feel about short-term fluctuations in the value of your portfolio?
  - a. I do not want the possibility of substantial fluctuations in the value of my portfolio. I prefer to minimize all fluctuations in the value of my portfolio.
  - b. I can tolerate small to moderate fluctuations in my portfolio (-5% to +5%) in order to attempt to outpace inflation over the long term.
  - c. I can tolerate moderate to high amounts of fluctuations in my portfolio (-10% to +10%) in order to attempt to achieve returns higher than inflation over the long term.
  - d. I can tolerate large fluctuations in my portfolio (-/+ >10%) in order to increase the potential of achieving returns much higher than inflation over the long term.
- 11. Which of the following best describes your investment objectives and temperament?
  - Income: Preservation of capital with emphasis on generating current income. Most investment income will be withdrawn and spent. (I want my portfolio to produce income to live off)
  - b. Income & Growth: A combination of current income, preservation of capital and capital appreciation, with the emphasis on preserving capital and generating current income. Some income will be withdrawn. (I want my portfolio to produce income to live off but want principal growth so income will keep pace, or out pace, inflation over the long-term)
  - c. Growth & Income: A combination of capital appreciation and current income, with the emphasis on capital growth. Most income will be reinvested. (I want my portfolio to grow moderately to accumulate wealth for future goals)
  - d. Growth: Maximum long-term capital appreciation, accepting higher risk and volatility. Little or no income expected or withdrawn. (I want my portfolio to grow substantially to accumulate wealth for future goals)
- 12. What is your primary investment objective?
  - a. Preserve capital

Additional Client Signature (if applicable)

- b. Generate maximum income with modest asset growth
- c. Achieve moderate growth and income
- d. Achieve strong asset growth with modest income
- e. Achieve maximum asset growth

Client Acknowledgement (By signing below, you confirm that you have reviewed the above information and that it is accurate)

Print Name

Date

Print Name

Please mail to the address on this page or email to <u>James@be-a-darkhorse.com</u> prior to our first meeting.