

# FINANCIALink®

Your Money Management Newsletter

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Title

### ✓ INVESTOR SURVEY

## Fill Us In on Your Current Attitudes and Outlook

*Take a Moment to Let Us Know Whether Your Situation Has Changed*

The investing landscape has been shifting. To help us stay abreast of your circumstances — and help identify any new or unaddressed concerns in your personal financial situation — please take a moment to complete this brief survey and return it to us in the enclosed envelope.

**Has your attitude toward investment risk changed over the past few years?**

- Yes
- No
- Not sure
- Should it have?
- If yes, how? \_\_\_\_\_

**Have your long-term goals changed since your last portfolio review?**

- No
- Yes, I have some new goals that could affect my investing situation.
- Yes, I may need to save more for college than I originally anticipated.
- No, but I'd like to discuss my long-term situation to make sure my goals are still realistic.
- Other \_\_\_\_\_

**The financial markets are influenced by a variety of factors. From the list below, choose the one that concerns you most.**

- Taxes
- Inflation
- Interest rates
- Stock prices
- Unemployment
- Budget deficits

**Are you concerned that tax increases could affect your situation?**

- Yes, I'm concerned that higher taxes could affect my retirement.
- Yes, I'm concerned that higher taxes could interfere with my current lifestyle.
- Yes, I'm concerned that I may need to alter my investment situation because of taxes.
- No, my tax situation is under control.

**Often, our attitudes toward risk are influenced by everything from our personal experiences to the current outlook for the financial markets. How would you characterize your current investing approach?**

- Speculator
- Growth investor
- Growth and income investor
- Check this box if you would have chosen a different answer two years ago.*
- Trader
- Low risk

**Have you seen or heard of a possible investment opportunity that you would like to know more about?**

- Yes, I'd like some information on \_\_\_\_\_
- No, but I am open to new opportunities.
- No

**Since our last conversation, have you changed or considered changing the age at which you plan to retire?**

- Yes
- No

If yes, why? \_\_\_\_\_

**Has there been a birth, death, or other change in your family's status that could affect your long-term financial strategy or outlook?**

- Yes, the change is \_\_\_\_\_
- No changes to report.

**Has your monthly income increased during the past year?**

- Yes, and I am saving more as a result.
- Yes, but I haven't yet altered my saving strategy and/or retirement contributions.
- No, but I am expecting a raise soon.
- Nothing has changed.

**Which experience is more difficult for you?**

- Buying an investment and then watching the price go down.
- Selling an investment and then watching the price go up.

**Have there been any developments in your personal financial situation that you would like to discuss with us?** \_\_\_\_\_

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\_\_\_\_\_

**Name** \_\_\_\_\_

**Phone number** \_\_\_\_\_

**Email** \_\_\_\_\_

**Thank you for taking the time to complete this survey.**

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