FINANCIALink®
Your Money Management Newsletter

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Title

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 beneath our feet for the past few years. To help us stay abreast of your circumstances, and to 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, I've got my tax situation under control.

PREVIEW

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

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? _____
_____
_____
_____
_____
_____
_____
_____
_____
_____

Name_____

Phone number_____

E-mail_____

Thank you for taking the time to complete this survey.

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PREVIEW