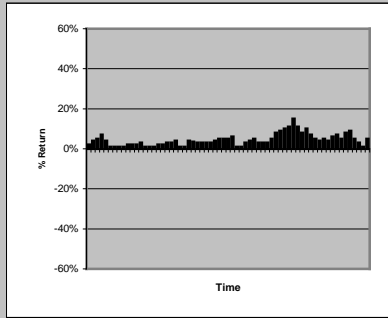
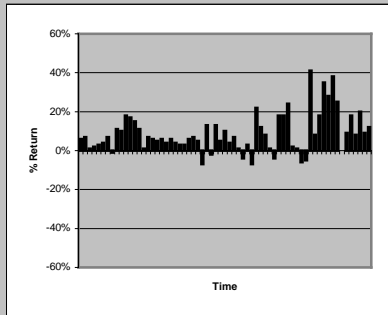


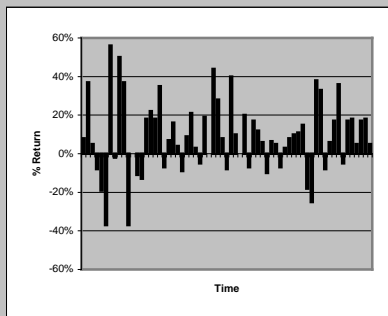
## GRAPHS FOR QUESTION 5



A



B



C

## Wealth Enhancement & Preservation

Please take a few minutes to carefully answer the following questions. Your investment profile, based on your responses below, will be matched to an allocation model determined by you and Benjamin J. Hill.

Date: \_\_\_\_\_

Name: \_\_\_\_\_

### 1. What is your primary purpose for the investment account?

- a. retirement  
b. education  
c. charitable giving or estate planning  
d. other \_\_\_\_\_

### 2. What investments do you currently have? (in dollars)

savings \$ \_\_\_\_\_ stocks \$ \_\_\_\_\_  
bonds \$ \_\_\_\_\_ mutual funds \$ \_\_\_\_\_  
certificates of deposit \$ \_\_\_\_\_ other \$ \_\_\_\_\_

### 3. In what time frame do you anticipate portfolio benefits to be most important?

- a. within 5 years  
b. in 5–10 years  
c. in 10–15 years  
d. in more than 15 years

### 4. What percentage of your total personal wealth is accounted for by a small business (less than \$10 million in revenue) that you own and operate?

- a. zero percent  
b. less than 25 percent  
c. 25–49 percent  
d. 50–75 percent  
e. over 75 percent

### 5. The graphs to the left represent three different ways in which your money can be invested. The graphs show the returns from year to year. Which investment would you have chosen?

- Investment A  
 Investment B  
 Investment C

### 6. If the value of your portfolio decreased by 20 percent in one year, how would you react?

- a. I would be very concerned, and I would find another way to invest my money.  
b. I would be somewhat concerned, and I would reconsider the aggressiveness of my portfolio.  
c. I would not be concerned about the temporary fluctuation in my investment.

### 7. If the stock market increased by 15 percent, while the value of your portfolio, which is composed primarily of bonds and cash, increased by 4 percent in one year, what would be your reaction?

- a. I would replace the bond and cash portions of my portfolio with stocks.  
b. I would add more stocks to my portfolio, but stocks would not make up the majority of the portfolio.  
c. I would not change my portfolio.

### 8. Select the hypothetical investment that would most likely meet your expectations for returns.

	Typical Return in a Bad Year	Typical Return in an Average Year	Typical Return in a Good Year
<input type="checkbox"/> Investment A	-1%	+6%	+10%
<input type="checkbox"/> Investment B	-4%	+8%	+16%
<input type="checkbox"/> Investment C	-8%	+10%	+24%
<input type="checkbox"/> Investment D	-11%	+12%	+30%
<input type="checkbox"/> Investment E	-16%	+14%	+35%

### 9. Select the hypothetical portfolio whose annual change in value is acceptable for your tolerance of short-term volatility.

	Initial Investment	Year 1	Year 2	Year 3	Year 4	Year 5	AAR*
A	\$100,000	-\$14,000	+\$30,820	+\$30,633	-\$6,680	+\$45,532	13%
B	\$100,000	-\$10,000	+\$27,000	+\$22,113	-\$4,173	+\$33,735	11%
C	\$100,000	-\$6,000	+\$18,800	+\$17,935	-\$1,307	+\$24,591	9%
D	\$100,000	-\$2,000	+\$8,820	+\$12,818	\$3,589	+17,252	7%

\*Average Annual Return

Thank you for completing this questionnaire. Your responses help us work together to create a personalized investment program that best suits your comfort level.

  
**HILL FINANCIAL**  
 ADVISORS

Planning to Enhance & Preserve Your Wealth

**WEALTH ENHANCEMENT & PRESERVATION, INC.**

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