



Investment Centers of America
Located At Home State Bank
300 East 29th Street
Loveland, CO
970-622-2366

Please Bring the Following Items to Your Next Appointment

Appointment

Date: _____ Time: _____

- ✓ Statement of Your Current Investment Statements (*mutual funds, annuities, IRAs, brokerage account statements*)
- ✓ Bank Accounts & CD Statements
- ✓ Most Recent Tax Return
- ✓ Life Insurance Statements
- ✓ Long Term Care Insurance Statements

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Financial Physical

Please bring in to your first appointment.

1. Name: _____

2. Address: _____ City: _____ State _____ Zip _____

3. Your Phone Number _____ Age(s): _____

4. Email Address: _____

5. I preferred be contacted by ___ Email ___ Regular Mail ___ Phone (Best time call _____)

6. Occupation: You _____ Spouse _____

7. What year do you plan to retire?

You

Spouse

Retired Now

Retired Now

8. Have you ever invested before: ___ Yes ___ No If so, in what (check box):

Mutual Funds Stocks Annuities Bonds Bank products Other (explain) _____

10. What do you feel are your present investment objectives with the money you are now concerned about?

Current Income Growth of my money Pass on to my heirs Tax Savings Don't know

Other (explain) _____

11. This money is needed: Within one year 1-3 years It's for our future

12. When thinking about your retirement savings, where would you place yourself on the following scale:

I want my money to have as much growth potential as possible, regardless of fluctuation in account value.

I want to maintain a balanced mix of investments with some fluctuation and growth potential along with some conservative investments.

I want as much assurance as possible that the value of my retirement savings will not go down.

I am not sure and need help.

13. You have \$100,000 to invest. The following choices show a range of possible results of three different types of investments at the end of one year. Which one would you choose?

Total value of \$80,000-\$140,000

Total value of \$90,000-\$120,000

Total value of \$98,000-\$108,000

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14. If you were invested in something that had the potential return of 10% per year, but it went down 15% in one year, what would you do?

- Get out
- Leave it alone
- Add more to it
- Call my investment representative

15. Which of the following best describes your attitude about long-term investing in income securities (such as bonds) as compared to stocks?

- The lower return potential of bonds leads me to prefer stocks despite their higher volatility.
- Because bonds have the least volatility, but also lower returns, I have a hard time choosing between the two.
- The high volatility of the stock market concerns me, so I prefer to invest in bonds.

16. What is your overall knowledge of investments?

- High. I have extensive experience in investing and have a broad understanding of capital markets in general.
- Medium. I have some experience investing in mutual funds or individual stocks and bonds.
- Low. I have very little investment experience outside of bank savings accounts, money market funds and Certificates of Deposit (CDs).

17. Many folks invest for income now...or income later. How about you?

- Income Now
- Income later (when?) _____

18. Do you have a Will? ___Yes ___No

19. Do you have life insurance? ___Yes ___No

20. If you are receiving Social Security benefits, are you paying taxes on those benefits?

- ___Yes
- ___No
- ___Don't know

21. Are you concerned about a long term care stay for you or your loved ones?

- ___Yes
- ___No

22. What is important about money to you?

Please bring in your most recent tax return and your various investment statements.

Thank You!