



Initial Meeting Questionnaire

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Thank you for your interest in Turret Investment Management. This document has been put together to walk you through the first stages of meeting with an advisor at Turret Investment Management. Your first meeting with an advisor can seem daunting, but this is designed to get you comfortable with what to expect and prepare you for the terminology and topics which we will discuss.

During our first meeting, we will give you a background and history of Turret Investment Management and discuss our relationship with LPL Financial, which is the Broker/Dealer with whom we are affiliated. After this, the advisor with whom you're working will discuss their Securities Registrations and Certifications which qualify them to be in the financial industry, and their personal work experience. After a brief overview, we will discuss your current financial situation, along with your goals and future plans. The initial meeting typically takes 30 minutes to an hour, and we will review your entire financial situation. A few of the items that will be discussed include investment experience, liquidity needs, and risk tolerance. It is helpful to bring along any recent statements from your investments, and any expected Social Security Benefits if you are not already receiving benefits.

Following this page, you will find a document which will help you prepare for these conversations by asking questions which are specific to your financial situation. Filling out this document allows us to formulate a financial background of your personal cash flow and balance sheet. If you see an item of particular importance, please make sure to highlight it so that we can speak about it more in depth. Once we review your current situation, we will put together a plan that might include savings goals for pre-retirement, or distribution goals for post-retirement. We will also discuss a number of investment options that can help you pursue these goals. Additionally, we will discuss any fees or charges that you can expect with the management of your account.

After the initial meeting, we will set up a time to follow-up and meet again. The reason for waiting is because at Turret Investment Management, we don't use high pressure sales tactics. It's important that the client has time to fully understand all of the options that are available for their situation, and has time to make their own decision. During the second meeting, we will open the required accounts and discuss the ongoing communications and investment monitoring that you can expect.

Your Contact Information

Name _____
Address _____
Date of Birth _____
Phone Number _____
Employer and Job Title(Name of Business if Self Employed) _____
Pets(List name and type) _____

Your Current Financial Information

Annual Household Income

Employment Related(W-2/1099)	Rental
Investments and Dividends	Pension
Partnerships	Other

Total Income _____

Annual Household Expenses

Mortgage	Utilities
Interest Payments on Loans	Vacation
Charitable Donations	Other

Total Expenses _____

Assets-Please list approximate values next to all that apply:

Primary Home	Business Ownership
Second Home	IRA/SEP
Rental Properties	Retirement Plan/ 401k
Savings/Checking Account	CD's
Limited Partnerships	Stocks/Bonds
Life Insurance	Annuities
Mutual Funds	Other

Total Assets _____

Asset Questions to Ponder

1. What is the best investment you have ever made?
2. What is the worst investment you have ever made?
3. Will you be selling any of these assets in the next 12 months?
4. Will you be receiving any assets in the near future?(ie gift, transfer, or inheritance)

Debt/Liabilities

Primary Home Mortgage	Vacation Home Mortgage
Credit Card Debt	Home Equity Loan

Total Debt/Liabilities _____

Debt Questions to Ponder

1. Do you have plans to pay off any outstanding debts in the next 12 months?
2. Do you have any debt that is based on variable interest rates?
3. Have you ever taken out a loan on a purchase and regretted it later?

Your Financial Goals

What are your financial goals?

Which of the following is the most important:

- Preserving principal and earning a moderate amount of current income
- Generating a high amount of income
- Generating some current income and growing assets over an extended time frame
- Growing assets substantially over an extended time frame

Five years from today, you expect your portfolio to be:

- Portfolio value is not my primary concern; I am more concerned with current income
- The same or slightly more than it is today
- Greater than it is today
- Substantially greater than it is today

Generating current income from your portfolio is:

- A primary concern
- Not important

With the income generated from your portfolio, you plan to:

- Use it for living expenses
- Use some and reinvest some
- Reinvest all income

Your Risk Tolerance

Imagine you've just received a large amount of money. How would you invest it?

- I would invest in something that offered moderate current income and was very conservative
- I would invest in something that offered high current income with a moderate amount of risk
- I would invest in something that offered high total return(current income plus capital appreciation)with a moderately high amount of risk
- I would invest in something that offered substantial capital appreciation even though it has a high amount of risk

Which of the following statements would best describe your reaction if the value of your portfolio were to suddenly decline by 15%?

- I would be very concerned because I can't accept fluctuations in the value of my portfolio
- If the amount of income I receive was unaffected, it wouldn't bother me
- Although I invest for long-term growth, even a temporary decline would concern me
- Because I invest for long-term growth, I would accept temporary fluctuations due to market influences

Which of the following investments would you feel most comfortable owning?

- Certificates of deposit
- U.S. Government Securities
- Blue-Chip Stocks
- Stocks of New growth companies

Questions on Investment Experience

1. Please explain any investment experience you have and the types of investments you have owned.
2. If you have a retirement plan, do you direct the investments in your account?
3. Are you familiar with past returns and volatility on the following :
 - a. S&P 500 Stock Index
 - b. Long Dated Government Bonds
 - c. 30 day treasury bills
 - d. Gold
4. Were you invested during the market volatility which took place in 2008-2009? If so, what actions did you take/not take with your investments during that time period?

Final Questions

1. Are you worried about the rising cost of healthcare for seniors?
2. Are you worried about running out of money in retirement?
3. How will your family's lifestyle change if there is a sudden death of the primary earner?
4. Is there anything that hasn't been discussed in this packet that you would like to discuss?