



JOHNSON LYMAN
WEALTH ADVISORS

GETTING ACQUAINTED QUESTIONNAIRE

PERSONAL INFORMATION

Client (1)

Client (2)

Name:	_____	_____
Home Address:	_____	_____
City, State, Zip:	_____	_____
Home Phone:	_____	_____
Work Phone:	_____	_____
Fax: (Hm or Work)	_____	_____
E-mail:	_____	_____
Date of Birth:	_____	_____

DEPENDENTS (Please list children or *any other* dependents)

<u>Name</u>	<u>Relationship</u>	<u>Date of Birth</u>	<u>Residence (City & State)</u>
_____	_____	/ /	_____
_____	_____	/ /	_____
_____	_____	/ /	_____
_____	_____	/ /	_____

EMPLOYER INFORMATION

Client (1)

Client (2)

Employer	_____	_____
Job/Title	_____	_____
Years with current employer	_____	_____
Any anticipated employment changes?	_____	_____
At what age should work be optional?	_____	_____
<i>Income Summary (current year)</i>		
Salary	_____	_____
Bonus/Commissions	_____	_____
Self Employment Income	_____	_____
Other Earned Income	_____	_____
TOTAL INCOME	_____	_____

ASSETS

IMPORTANT NOTE: If you have the information requested in this section in a format of your own design, please feel free to submit that instead.

Use the following table to list the current balance or market value of all your long term investments. Include all retirement accounts (401k, 403b, pensions, or IRAs), tax-deferred products (variable life or annuities), savings for educational purposes (529 plans or Coverdell ESAs), or other after-tax personal investments.

Investment Name / Description	Investment Type	Owner	Beneficiary (if applicable)	Current Value or Balance

For fixed income investment such as bonds or CDs, please indicate interest rate and maturity. For company pensions, if applicable, please indicate expected benefit payments at retirement age.

Please list below and estimate a value for any other investment assets not appearing on the list above or the statements provided (i.e. rental real estate or business interests, limited partnerships, stock options, etc.):

How did you select your current investments?

Personal Use Property

	<u>Est. Current Value</u>	<u>Date Purchased</u>	<u>Purchase Price</u>
Primary Residence	_____	_____	_____
Vacation Home	_____	_____	_____

	<u>Description</u>	<u>Est. Current Value</u>
Vehicle	_____	_____
Vehicle	_____	_____
Other	_____	_____
Other	_____	_____
Other	_____	_____

LIABILITIES

Credit Cards

	<u>Paid in Full</u> <u>Monthly</u>	<u>Interest</u> <u>Rate</u>	<u>Monthly</u> <u>Payment</u>	<u>Current</u> <u>Balance</u>
_____	<input type="checkbox"/>	%	\$ _____	\$ _____
_____	<input type="checkbox"/>	%	\$ _____	\$ _____
_____	<input type="checkbox"/>	%	\$ _____	\$ _____
_____	<input type="checkbox"/>	%	\$ _____	\$ _____

Enter interest rate, payment, and balance if not paid in full monthly.

Debts (mortgage, home equity, auto, & business loans)

<u>Type of Loan</u>	<u>Origination</u> <u>Date</u>	<u>Term</u>	<u>Interest</u> <u>Rate</u>	<u>Payment</u>	<u>Current</u> <u>Balance</u>	<u>Original</u> <u>Balance</u>
_____	_____	_____	_____ %	\$ _____	\$ _____	\$ _____
_____	_____	_____	_____ %	\$ _____	\$ _____	\$ _____
_____	_____	_____	_____ %	\$ _____	\$ _____	\$ _____
_____	_____	_____	_____ %	\$ _____	\$ _____	\$ _____

INVESTMENT PREFERENCES

Please answer the following questions to help us understand your preferences around making investments. Later, we will supplement this information with a formal psychometric risk assessment and face-to-face conversations in order to determine what type of investment posture will be most appropriate for your particular circumstance.

Please summarize your attitudes and beliefs concerning the following issues using following (1-5) scale.

- 5 = Strongly Agree
- 1 = Strongly Disagree

Client (1) Client (2)

- | | | |
|-------|-------|--|
| _____ | _____ | I prefer the ease of mutual funds over individual securities. |
| _____ | _____ | I feel that I/we can reduce our current living expenses to save more for the future if needed. |
| _____ | _____ | I am more concerned about protecting my assets than about growth. |
| _____ | _____ | I would rather work longer than reduce my standard of living in retirement. |
| _____ | _____ | I am comfortable with investments that promise slow, long term appreciation and growth. |
| _____ | _____ | I don't brood over the bad financial decisions I have made. |
| _____ | _____ | I feel comfortable with aggressive growth investments. |
| _____ | _____ | I don't like surprises. |
| _____ | _____ | I am optimistic about my financial future. |
| _____ | _____ | My immediate concern is for income rather than growth opportunities. |
| _____ | _____ | I am a risk taker. |
| _____ | _____ | I make investment decisions quickly and confidently. |
| _____ | _____ | I like predictability and routine in my daily life. |
| _____ | _____ | I usually pick the tried and true, the slow, safe, and sure investments. |
| _____ | _____ | I need to focus my investment efforts on building cash reserves. |
| _____ | _____ | I prefer predictability, steady return on my investments, even if the return is low. |

INVESTMENT PREFERENCES (continued)

Please answer the following questions using the provided (1-9) scale.

<i>Not important</i>			<i>Moderately important</i>				<i>Very important</i>	
1	2	3	4	5	6	7	8	9

Client (1) Client (2)

- ____ ____ How important is capital preservation?
- ____ ____ How important is growth?
- ____ ____ How important is low volatility?
- ____ ____ How important is inflation protection?
- ____ ____ How important is current cash flow?
- ____ ____ How much risk are you willing to take in order to achieve a higher rate of return?

Please provide any additional information you feel is important, or to further clarify the advice you seek:

IMPORTANT NOTE

Please mail, fax or email this form, including any attachments to our offices prior to your scheduled meeting time. This will allow us to review your financial situation in advance of our discussion, making our time together more productive.

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