PANFILI FINANCIAL SERVICES, INC.

PROVIDING GUIDANCE FOR YOUR FINANCIAL FUTURE

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Appointment Date________________________ Time_________________

Please complete and bring this form and the following items to our meeting:

Most recent company paystubs
Last year's income tax return
Investment account statements
Anything else you feel would be pertinent to our discussion

Name ______________________________ Age _______ Email ______________________________

Spouse ______________________________ Age _______ Email ______________________________

Address______________________________ City/State/Zip ______________________________

Home Phone ____________________ Your Cell ____________________ Spouse Cell ____________________

Dependents Name____________________ Age ________ Name ____________________ Age ________

Name____________________ Age ________ Name ____________________ Age ________

Occupation You ______________________________ Spouse ______________________________

Employer ______________________________ ______________________________

Work Phone ______________________________ ______________________________

May we call you at work? Yes ☐ No ☐ May we call you at work? Yes ☐ No ☐

Within the next year I/we plan to:

☐ Get married ☐ Have a child ☐ Get a promotion ☐ Retire

☐ Buy a home ☐ Borrow money ☐ Start a business ☐ Inherit

☐ Change jobs ☐ Pay off a loan ☐ Sell a business ☐ Invest

Please summarize your objectives for our meeting: ______________________________

Briefly describe any personal or financial proposal(s) you are currently considering: ____

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How would you best identify yourself as an investor? Initial the style below that best identifies you.

You	Spouse	
		RISK AVERSE - This individual does not want any stock market investment risk. They want their entire portfolio invested in guaranteed instruments such as certificates of deposit, savings bonds, guaranteed annuities, and such. This individual understands that the effect of taxes and inflation will likely erode the purchasing power of their account over time.
		CONSERVATIVE - This investor is willing to commit a portion of their investable assets to a managed investment account. Those assets to be managed under this agreement will be invested as discussed in the MODERATE section below, but with a higher emphasis on dividend yield. This investor understands and accepts market volatility and is willing to commit those assets managed under this agreement to a long-term time horizon of five of more years.
		INCOME - This investor is seeking a current income stream from their investment portfolio. This portfolio will be invested as discussed in the MODERATE section below, but with a higher emphasis on dividend yield. This investor understands and accepts market volatility and is willing to commit to a long-term time horizon of five or more years.
		MODERATE - This investor is willing to assume a moderate amount of investment risk and price fluctuations. Their portfolio will be invested in a variety of investments that may include, but is not limited to, dividend paying stocks, exchange traded funds (ETFs), real estate investment trusts (REITs), and utilities. This investor understands and accepts market volatility and is willing to commit to a long-term time horizon of five or more years.
		GROWTH - This investor is willing to assume more investment risk than the moderate investor and has the fortitude to ride out market downturns. The primary objective is for long-term growth in the portfolio even at the expense of some short-term volatility. This investor has a very long-term time horizon (greater than ten years) in an effort to achieve anticipated investment returns.
		AGGRESSIVE GROWTH - This investor is looking for maximum growth in the portfolio by using aggressive investment strategies (day-trading, margin, options, etc.). This investor is willing to assume significant investment risk to potentially maximize investment return. PLEASE NOTE: This investment objective is outside the scope of our practice and we will not be able to serve this investor.

Please describe your prior investment experience: ____

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If applicable to our meeting, please provide a list of your assets and liabilities:

Cash savings .... ______________

.... ______________

Non-Retirement investment accounts (list)

.... ______________

.... ______________

.... ______________

Retirement investment accounts (IRAs/401(k)/403(b) etc.)

.... ______________

.... ______________

.... ______________

.... ______________

.... ______________

Home: Fair Market Value .... ______________

Other assets: .... ______________

.... ______________

.... ______________

.... ______________

.... ______________

Total Assets .... ______________

Mortgages: First .... ______________

Second and/or Equity .... ______________

Auto Loans: .... ______________

.... ______________

.... ______________

Credit Cards: .... ______________

.... ______________

.... ______________

Other Debts: .... ______________

.... ______________

.... ______________

.... ______________

.... ______________

Total Liabilities .... ______________

Total Assets .... ______________

Less Total Liabilities.......................... ______________

Net Worth .... ______________

Directions coming from Bremerton/Silverdale

Take Highway 16 east to the Tremont Street/Old Clifton Road exit. Circle back under the highway and then go 3/4 miles to 104 Tremont Street. After the third stop light, get in the right hand lane. Take the first drive on the right.

Directions coming from Tacoma/Gig Harbor

Take Highway 16 west to the Tremont Street/Old Clifton Road (Exit 26). Turn right at the bottom of the off-ramp and then go 3/4 miles to 104 Tremont Street. After the third stop light, get in the right hand lane. Take the first drive on the right

If you go past the fire station, you just missed us - Parking is at the rear of our building