

ETF Portfolio Partners

The Smarter Way to Invest

Confidential Investment Questionnaire

Professionally Managed Portfolios of Exchange-Traded Funds

Dear Investor,

Congratulations, you have taken the first step in building a better portfolio. By completing and returning this questionnaire to us, you will see how our approach offers significant advantages over traditional mutual fund-based portfolios and packaged financial products.

The key to long-term investment success is to follow a disciplined approach based on sound financial principles and implemented using the most efficient investment tools possible. At ETF Portfolio Partners, we combine the diversification benefits of asset allocation and the efficiency of exchange-traded funds (ETFs) with ongoing active portfolio monitoring.

After you have completed and returned this questionnaire to us, we will determine your optimal portfolio allocation. We will send you a comprehensive portfolio recommendation detailing our suggested allocation and recommended ETFs. If you like the recommendations and wish to move forward, we will assist you in setting up an account and getting your investment program implemented.

Thank you for your interest in our portfolio management services. Please do not hesitate to call should you have any questions or comments.

Richard D. Romey
President

Part I: Investor Profile

1) Account Type (s):

Individual (taxable) Joint (taxable) Retirement (IRA,R/O,Roth) Trust (Complete Section 5)

2) Account Owner(s):

Name: _____ Social Security #: _____

Date of Birth: _____ Occupation: _____ Employer: _____

Name: _____ Social Security #: _____

Date of Birth: _____ Occupation: _____ Employer: _____

Financial Information: _____ Ann. Salary or Retired: _____

Net Worth: _____ Liquid Net Worth: _____ Tax Bracket: _____

Is each individual listed above a U.S. citizen? Yes No

If no, please list country of residence: _____

3) Account Address:

Address: _____

Address: _____

City: _____ State: _____ Zip: _____

Is this your legal address? Yes No (if no, please include legal address on page 5)

4) Contact Information:

Home Phone: _____ Cell Phone: _____

Business Phone: _____ Email: _____

I prefer to be contacted at: Home Business Cell Email Best time to call: _____

Part I: Investor Profile (continued)

5) Trust Accounts Only

Title of Trust: _____

Governed by State of: _____ Dated: _____ Trust ID# _____

Trustee: _____ SSN: _____

Trustee: _____ SSN: _____

Trustee: _____ SSN: _____

6) General Information:

1. How do you plan to fund your account?

- By check (**DO NOT** include a check at this time).
- Transfer from another brokerage firm (please include a copy of recent statement).
- Transfer proceeds of CD or money market from bank account.
- Other (please describe _____)

2. Please check all that apply.

- I/We intend to make withdrawals of \$ _____ from the account.
 - Monthly
 - Quarterly
 - Annually
- I/We intend to withdraw dividends and interest.
- I/We do not anticipate withdrawing funds from the account over the next 12 months.

3. How would you rate your general knowledge of the securities markets?

- Limited
- Average
- Extensive

4. Please indicate how many years you have been investing in each of the following types of investments.

_____ Mutual Funds _____ Common Stocks _____ Bonds _____ Other

5. How much do you expect your initial investment to be? \$ _____

6. What percent of your total investment portfolio does this represent? _____%

Part II: Investing Preferences

Your responses to the following questions will allow us to customize an ETF-based portfolio designed to meet your specific goals and objectives. Please complete the following questions with respect to the assets that will be managed by ETF Portfolio Partners.

- Over the next five years, do you expect your financial situation to:
 - Dramatically improve
 - Stay about the same
 - Improve somewhat
 - Worsen
- What is the primary objective for the assets that you are considering for this program?
 - Current Income
 - Growth and Income
 - Growth
 - Aggressive Growth
- What is the approximate time horizon for the assets that you are considering for this program?
 - 3 years or less
 - 3-6 years
 - 6-10 years
 - 10 years or more
- Please indicate which category best describes your investment objectives.
 - Conservative Investor*. You prefer little risk and low volatility in return for accepting potentially lower returns. Minimizing exposure of principal to loss or fluctuation is very important.
 - Moderately Conservative Investor*. You are willing to take some risk to seek enhanced returns. Reduced exposure of principal to loss or fluctuation is important.
 - Moderate Investor*. You are willing to assume an average amount of market risk and volatility or loss of principal to achieve higher potential returns.
 - Moderately Aggressive Investor*. You are willing to assume an above-average amount of market risk and volatility or loss of principal to take advantage of potentially higher return opportunities.
 - Aggressive Investor*. You are willing to sustain substantial volatility or loss of principal and assume a high level of risk in pursuing higher potential returns.
- How important is it to you that your investment results remain consistent from one quarter to the next?
 - Very Important
 - Somewhat Important
 - Important
 - Not Important
- Please indicate your ability to withstand short-term (1 year or less) investment losses by placing an “x” in the appropriate box. “Low” means you’re unable to accept any losses while “High” indicates you’re willing to accept substantial short-term losses.

Low	1	2	3	4	5	6	7	8	9	10	11	12	High
-----	---	---	---	---	---	---	---	---	---	----	----	----	------

Part II: Investing Preferences (continued)

7. Which of the following is most important to you?

- Minimizing losses during market declines.
- Performing in line with the market over an extended period of time.
- Outperforming the market over an extended period of time, realizing that there will be short-term volatility as the market fluctuates.
- Maximizing gains during market advances, understanding that there could be significant volatility during market declines.

8. By setting a longer time horizon there is a better chance that normal up and down market cycles will average out and have less impact on your total return. How long are you willing to wait for your account to reach your investment goal?

- Less than three years.
- Three to five years.
- Five to ten years.
- More than ten years.

9. When investing there is a trade-off between investment performance and the risk of a decline in the value of your portfolio. Typically, the higher the expected return of a portfolio the greater the potential loss. Please review the following **hypothetical** portfolio returns and select the portfolio that would most likely meet your expectations for returns in “average” or “good” years without making you uncomfortable during periods of declining values. The returns shown below are for illustrative purposes only to help us determine an appropriate asset allocation mix for you. They **do not** represent anticipated future performance.

	Bad Year Performance	Average Year Performance	Good Year Performance
<input type="checkbox"/> Portfolio A	0%	5%	8%
<input type="checkbox"/> Portfolio B	-4%	7%	10%
<input type="checkbox"/> Portfolio C	-8%	10%	14%
<input type="checkbox"/> Portfolio D	-11%	12%	20%
<input type="checkbox"/> Portfolio E	-16%	14%	25%

10. Investing in equities is unpredictable and losses can occur, regardless of the risk management strategies used. Are you comfortable knowing that your portfolio could lose money over both short and long-term periods?

- Yes No

Part II: Investing Preferences (continued)

11. Historically, the stock market has experienced large price swings and extended market downturns. At the start of a market downturn, however, it is difficult to tell how long the downturn will last. Suppose you owned a well-diversified portfolio that fell by 20% (i.e., \$100,000 initial investment would now be worth \$80,000) over a short period, consistent with the overall market. Assuming you still have **10 years** until you begin withdrawals, how would you react?
- I would **increase** my investment in the fund.
 - I would **not** change my portfolio.
 - I would **wait at least one year** before changing to options that are more conservative.
 - I would **wait at least three months** before changing to options that are more conservative.
 - I would **immediately** change to options that are more conservative.
12. Most investments fluctuate over the short term. Suppose you invested \$50,000 this year with the intention of holding it for 10 years. If this investment lost value during the first year, at what value of your initial \$50,000 investment would you sell and move to a more stable investment?
- \$47,500
 - \$45,000
 - \$42,500
 - \$40,000 or less
 - I would not sell

Comments/Special Instructions

Please use this area to list any additional comments, questions or specific instructions you would like us to know regarding the management of your investments.



4831 W. 136th Street ▪ Suite 300 ▪ Leawood, KS ▪ 66224

Phone: 913-851-1100 ▪ Fax: 913-851-9400

Email: Bill@ETFPortfolioPartners.com

Website: www.TheSmarterWayToInvest.com