Please complete enclosed forms:

- Investor Profile Questionnaire

Return Forms To:

Iron Street Research, Inc.
111 South 5th Street
Salina, KS 67401

STEP 1

Client Information & Investment History

1. Name(s) of individual(s) in which your account(s) should be registered:

Name:_______________________________ Date of Birth: ____/____/____

Occupation (former occupation if retired): ___________________________

Phone Number: _____________________ Email: ____________________

Name:_______________________________ Date of Birth: ____/____/____

Occupation (former occupation if retired): ___________________________

Phone Number: _____________________ Email: ____________________

2. Have you ever made any investments (i.e. purchased stocks, bonds or mutual funds)?

Yes No

3. Have you ever used an investment adviser, financial planner, or other professional to manage your investments?

No Yes

if yes, please specify adviser or planner or other professional:

____

4. What is your tax bracket for the current year?______________________%

5. Approximate annual income(s) of registrant(s):

Name:_______________________________ Annual Income: $ ________________

Name:_______________________________ Annual Income: $ ________________

6. Approximate net worth (excluding primary residence) of registrant(s):

Name:_______________________________ Net Worth: $ ____________________

Name:_______________________________ Net Worth: $ ____________________

7. What percentage of your total investable assets (excluding primary residence) will be represented by your ISR account?

0% - 25%   26% - 50%   51% - 75%   76%-100%

8. Over what time frame do you believe it is reasonable to evaluate the performance of your investment manager?

2 years or less   3 to 5 years   6 years or more

9. Additional Information:

Is there any additional information you wish to make us aware of regarding your financial or investment situation?

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STEP 2

Investor Profile Questionnaire

Complete the following risk profile questionnaire to assist you in identifying your investment philosophy and attitude towards risk. The results of this questionnaire will define your risk tolerance; helping us narrow the investment portfolios and allocations that may be appropriate for meeting your specific financial objectives.

1. TIME FRAME

How many years can you let your money grow before you'll need to tap into your nest egg? (This is important because a "fully-invested" investor must be able to withstand down cycles).

if the working time frame for your investment portfolio is:	Give yourself:	
1-2 years	1 point	☐
3-5 years	2 points	☐
6-10 years	3 points	☐
more than 10 years	4 points	☐

2. YEARS UNTIL RETIREMENT

Where are you in relation to retirement? The farther you are from retirement, the more risk you may take.

If the number of years between now and retirement is:	Give yourself:	
0-2 years	1 point	☐
3-5 years	2 points	☐
6-10 years	3 points	☐
more than 10 years	4 points	☐

3. FINANCIAL CUSHION

Consider your total financial position and the cushion you have set aside for emergencies. This will help us determine how much risk you may prudently take in your investing.

If you have:	Give yourself:	
Little outside savings set aside, hence preservation of principal is very important	1 point	☐
Reasonable savings set aside and are willing to take moderate risk for moderate returns	2 points	☐
Ample savings set aside (house paid off, CDs, insurance, etc.) hence you feel comfortable taking larger risks for maximum return potential	3 points	☐

4. NEED FOR INCOME

How important is current income to you in the near term? Will you depend on income from your investment account for living expenses?

if current income is	Give yourself	
Critical	1 point	☐
Needed to a large degree	2 points	☐
Needed to a minor degree	3 points	☐
Not important	4 points	☐

5. INVESTING ATTITUDE

Your current attitude toward investing over the next decade will help dictate what type of strategy you could adopt and how much risk your investments could entail.

if your current attitude is:	Give yourself	
I cannot afford any significant loss of capital regardless of potential return	1 point	☐
If I can get ample income from bonds, it is not worth suffering through the ups and downs of the stock market	2 points	☐
If I can get a moderate return on my money, I am willing to sit though some fluctuations in my investments	3 points	☐
Higher risk investments tend to earn higher returns than lower risk investments, and I want higher returns so I am willing to take higher risks	4 points	☐

6. SPECIAL CIRCUMSTANCES

Are there any circumstances you can envision (college tuition, home purchase, retirement, etc.), outside the usual contributions and withdrawals, that might necessitate the immediate liquidation of a major portion of your portfolio?

If you can envision:	Give yourself:	
Full portfolio could be liquidated	1 point	☐
Major liquidations	2 points	☐
Some small liquidations	3 points	☐
No liquidations planned	4 points	☐

7. PRIMARY OBJECTIVE
Think about your personal investment goals

If you would generally categorize your primary objective as:	Give yourself:
Capital Preservation - emphasis on maximizing principal stability; future growth of income and principal are of minor importance; short investment time horizon and low tolerance for big fluctuations in current income	1 point ☐
Current Income – emphasis on providing a high level of current income; future growth of income and principal are secondary objectives.	2 points ☐
Balanced – approximately equal emphasis on current income and potential for future appreciation and income growth.	3 points ☐
Long-term Growth – emphasis on future appreciation, not current income; year-to-year principal stability is not important.	4 points ☐

8. OVER THE PAST 70+ YEARS, THE INVESTMENT VEHICLES BELOW RETURNED APPROXIMATELY THE FOLLOWING AVERAGE YEARLY GAINS:

Stocks	11.0%
Bonds	5.2%
Cash (T-bills)	3.7%
Inflation	3.7%

Knowing this, what would you consider to be a reasonable average annual return for your portfolio?

	Give yourself
Less than 5%	1 point ☐
4%-8%	2 points ☐
9%-12%	3 points ☐
13% or more	4 points ☐

Note: *We can make no assurances that this result will be achieved.*

Add up the total points for each question in Step 2 to arrive at a total score. Based on your total score, see the chart on the following page to determine the investment risk classification that best meets your objectives.

9. THE TABLE BELOW INDICATES HOW MUCH THE STOCK MARKET HAS FALLEN IN ANY GIVEN YEAR OVER THE LAST SEVERAL DECADES:

	How Often to Expect This
Routine Decline (5% or more)	About 3 times a year
Moderate Correction (10% or more)	About once a year
Severe Correction (15% or more)	About once every 2 years
Bear Market (20% or more)	About every 3 years

Past performance does not guarantee future results

Assume you have $100,000 invested and that sum represents your entire savings. Given the information in the table above, what is the maximum level of decline you can comfortably accept for your $100,000 investment?

$95,000	1 point	☐
$90,000	2 points	☐
$85,000	3 points	☐
$80,000	4 points	☐

SCORECARD

	Points
1. Time Frame	
2. Years to Retirement	
3. Financial Cushion	
4. Need for Income	
5. Investing Attitude	
6. Special Circumstances	
7. Primary Objective	
8. Return on your Investment	
9. Risk Tolerance	
Your Total Score	

What Your Score Means

If your total score is:	This is the amount of risk you could take:	This is the type of investment plan you could follow:
9-13	Low Risk	This objective is most suitable for the needs of more conservative investors who place a greater emphasis on current income with growth of principal as a secondary objective.
14-22	Moderate Risk	This objective is most suitable for the needs of clients desiring moderate growth of capital.
23-31	Moderate-to-High Risk	This objective is most suitable for the needs of assertive growth investors who are willing to accept greater risk in search of bigger returns.
32-35	High Risk	This objective is for aggressive growth investors with a 3-5 year time horizon and little sensitivity to tax considerations. Aggressive growth accepts larger interim loses in the pursuit of growth returns.

CLIENT AGREEMENT

The scores reached by tabulating your answers is only one tool used by our Investment Committee in evaluating the suitability of various investment alternatives. The choice of which investment strategy you invest in may be influenced by other investments in your portfolio. You should review your investments with your Investment Consultant on a regular basis.

I have answered the questions in the Investor Profile Questionnaire based on my current financial situation and needs. Whenever my circumstances or investment attitude changes, I will contact my Investment Consultant to discuss what, if any, changes would be appropriate at such time. Circumstances that would trigger a reevaluation of my portfolio may include, but are not limited to: retirement, loss of employment, change in income, marriage, birth of a child or a child entering college.

Signature	Signature
Print Name	Print Name
Date	Date