******

***Investment Profile***

**Account Number: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Full Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ DOB: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Residential Address: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Suburb: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**City: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_Post Code: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Mobile: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Email: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Understanding your investment needs**

Legislation requires us to inquire about your relevant circumstances before providing personal advice to you. You are not required to provide this information. Should you choose to not provide all the details requested below, our advice may be based on incomplete or inaccurate information relating to your relevant circumstances. Before acting upon our advice, you should consider whether it is appropriate for your personal circumstances, particularly in regard to any undisclosed or inaccurate information provided to us.

□ Should you choose to NOT answer these questions, please tick this box and note the warnings set out in your Investment Program.

**Employment and** PRIMARY SOURCE OF INCOME: EMPLOYMENT: INCOME CATEGORY:

**Income** □ Business □ Permanent □ Under $50,000 pa

□ Salary □ Casual/Part time □ $50,000 - $150,000 pa

□ Investments □ Self Employed □ Over $150,000 pa

□ Retirement assets □ Retired

□ Pension □ No regular income

**Investment Priorities** YOUR INVESTMENT STYLE: IN THE NEXT 12 MONTHS YOU INTEND TO:

□ Active □ Buy more shares

□ Long term □ Sell some shares

□ Speculative □ Rebalance your portfolio

□ Aggressive □ Sit on your current holdings

□ Short Term

□ Defensive

□ Unsure

**Experience and** PAST INVESTMENT EXPERIENCE INVESTMENT OBJECTIVES

**Objectives** None Limited Some Extensive □ Higher yielding Securities

Australian Equities □ □ □ □ □ Mix of Income and Capital gain Options/Warrants □ □ □ □ □ Fully or substantially franked income

Margin Lending □ □ □ □ □ Capital gain is more important than yield

Fixed Interest □ □ □ □ □ Trading; short term capital gain Property Trust □ □ □ □ □ Leveraged income or growth

Managed Funds □ □ □ □

Internat. Equities □ □ □ □

**Investment Priorities** **Not important Important Very Important**

Capital preservation □ □ □

Capital growth □ □ □

Current cash flow □ □ □

Low volatility □ □ □

Tax effective income □ □ □

**Time Horizon** Over what period do you expect to achieve your investment objectives?

□ 1 – 3 years □ 3-5 years □ 5+ years □ 7 + years □ Other

**Insurance** Do you have life insurance?□ Yes □ No

Do you have income protection insurance? □ Yes □ No

**Planning** Have you assessed your long term financial needs? □ Yes □ No

Do you wish to have a meeting to discuss you current financial situation? □ Yes □ No

**Current Share** What is the approximate value of your securities portfolio $\_\_\_\_\_\_\_\_\_\_\_

**Investments** What is the approximate size of your securities portfolio as a percentage of total net worth? \_\_\_\_\_\_\_\_\_\_\_%

Are you currently looking to add to your share portfolio? □ Yes □ No

If so, approximately how much cash are you looking to invest? $\_\_\_\_\_\_\_\_\_\_\_\_

What is the approximate size of your super fund? $\_\_\_\_\_\_\_\_\_\_\_\_

Do you have a self managed superfund? □ Yes □ No

If not, would you like more information in regards to establishing a self managed super fund? □ Yes □ No

**Mailing Lists** Are you currently subscribed to Baker Young’s morning note? □ Yes □ No

If not, would you like to be added to the list? □ Yes □ No

Would you like to be subscribed to Baker Young’s Weekly note? □ Yes □ No

Would you like to be subscribed to Baker Young’s Monthly note? □ Yes □ No

Would you like to be subscribed to Baker Young’s ‘Best Buys’? □ Yes □ No

Are you currently on Tom Boormans mailing list? □ Yes □ No

**Any further comments:**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**