

## Investor Profile Descriptions

**A - Capital Preservation:** Client seeks preservation of principal over potential income or capital appreciation. The primary goal of this account is to prevent the loss of the investment's value, even if that means the account does not keep pace with inflation. A typical portfolio may include cash and/or cash alternative securities, FDIC insured certificates of deposit, insured high-grade general obligation municipal bonds and certain government securities.

**B - Conservative:** Client seeks current income. Long term capital growth is not an objective. Client is willing to accept very low levels of volatility and the possible loss of a portion of his or her principal, but preservation of capital is still an important concern. A typical portfolio may be heavily weighted towards fixed income investments and cash and/or cash alternative securities.

**C - Moderately Conservative:** Client seeks current income with long-term growth as a secondary goal. Client is willing to accept low levels of volatility and the possible loss of a portion of his or her principal in order to pursue his or her investment goal. A typical portfolio may have a fixed income investment bias with more modest allocations to equities.

**D - Moderate:** Client seeks both capital growth and current income. Client is willing to accept moderate levels of volatility in order to achieve capital appreciation or higher income returns and the possible loss of a portion of his or her principal in order to pursue his or her investment goal. A typical portfolio may include an approximate balance of fixed income investments and equities.

**E - Moderately Aggressive:** Client primarily seeks long-term growth with some current income as a secondary goal. Client is willing to accept high levels of volatility and the possible loss of a substantial portion of his or her principal in order to pursue his or her investment goal. A typical portfolio may have exposure to various asset classes but would generally be biased toward equities.

**F - Aggressive:** Client seeks long-term capital growth. Current income is not an objective. Client is willing to accept very high levels of volatility and the possible loss of a substantial portion of his or her principal in order to pursue his or her investment goal. A typical portfolio may have exposure to various asset classes but would generally have a strong bias towards equities.

**G - Speculative:** Client seeks realized gains on short-term movements in securities prices. Client is willing to accept the highest levels of volatility and the possible total loss of principal that may occur in attempting to achieve his or her investment goal. A typical portfolio may consist of heavy allocations toward small cap and microcap equities, high-risk options strategies, high-yield bonds and in many instances concentrated positions in securities of a particular industry or issuer.