



Financial West Group - Investment Policy Statement

Account Number(s) _____

Client Name(s) _____

The purpose of this Investment Policy Statement ("IPS") is to establish an understanding between ("[Advisory Rep]") _____ and ("Client") _____ as to the investment objectives and policies applicable to Client's portfolio.

This IPS is not a contract. Client shall also sign an Investment Advisory Agreement, which specifies the terms of the engagement. The IPS is intended to summarize how the account will be managed.

Statement of Objectives

Objective setting – Defining appropriate investment objectives and desired investment returns, based on a client's unique situation and risk tolerance.

Asset Allocation – Allocating a client's assets among different asset classes, such as common stocks, fixed income securities, international securities, temporary cash investments and real estate, in a way most likely to achieve the client's objectives and desired returns.

Objectives may be stated as aggressive growth, growth, growth with income, income, tax-free, tax deferred, capital preservation, along with other descriptives. Please describe below the objectives of this account.

Time Period

[Advisory Rep] _____ monitors the assets quarterly or more frequently as market conditions warrant. Changes could occur in the portfolio at any time. However, investing is done with a long-term outlook. Investing requires patience and sometimes riding through down markets.

The portfolio is being invested for a time horizon of:

- 1-5 years
- 5-10 years
- 10 or more years

At this time Client intends on using the capital for (college funding, retirement, passing wealth to the estate)

Client has special liquidity or other short term needs as follows:

Client will receive a quarterly performance review.

Target Rates of Return

Realizing that "high returns" may mean taking more risk, and that markets and investments can and will fluctuate over time. Client is targeting to earn over the time period specified, an average rate of return of _____%.

(No guarantees can be given about future performance, and this Investment Policy Statement shall not be construed as offering such a guarantee)

Risk Tolerance

From the results of the Risk Profile Questionnaire in the Program ____ (II, IV, V, VI & VII) Investment Advisory Agreement the client considers him / herself to be _____. (Aggressive, Moderate Aggressive, Moderate, Moderate Conservative, Conservative)

Client Initials

My risk tolerance is Moderate / Aggressive or Aggressive and I/we hereby authorize my/our Investment Advisory Representative to purchase stocks below \$10.00 in price without further additional approval. Please note under no circumstances can a pink sheet stock be purchased in a fee based account. The stock must be a listed security.

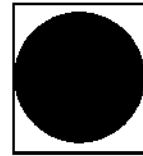
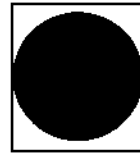
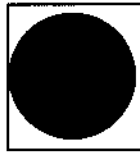
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My risk tolerance is Moderate/Aggressive or Aggressive and I/we hereby authorize my/our Investment Advisory Representative to purchase or hold 20% or more of my portfolio in a single equity position without further additional approval.

Based on the target rate of return please select the appropriate benchmark below. If the portfolio underperforms the benchmark by _____% this will be the trigger point to have a review meeting with the Advisory Rep.

Benchmarks: (Please check one)



	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Conservative	Con/Mod	Moderate	Mod/Agg	Aggressive
S&P 500	20	40	60	80	100
LA31	30	40	40	20	0
LA38	50	20	0	0	0

Reference:

S&P = S&P 500 Index LA31 = Lehman Aggregate Composite Bond Index LA38 = Lehman Short Term Bond Index

Target Mix of Assets

The portfolio is invested in different asset classes [mutual funds, stocks, etc.] Based on the benchmark selected above and the targeted Rate of Return the asset mix for this account should be within +/- 20.00% of the allocation selected below:

Equities _____% Long Term Bond Index _____%
 Short Term Bond Index _____% Cash Equivalents _____%

Select one the following:

- The portfolio should be rebalanced periodically until a new mix is agreed upon with Client.
- The allocation may change as the economy changes subject to the discretion of [Advisory Rep].

If the portfolio drops more than _____% in a 12-month period, the Advisor will contact client to review the portfolio to determine what changes, if any, should be made.

Restrictions/Constraints

Client may place limitations on the investing of the portfolio such as specific issuers or industries that should not be purchased. Client may specify constraints such as needs for periodic withdrawals, liquidity, and other criteria. Please describe any restrictions and/or constraints that apply:

Authority Delegated to the Advisor

Pursuant to the Investment Advisory Agreement, [Advisory Rep] _____ maintains discretionary trading authority. Furthermore, the Investment Advisory Agreement provides for a fee payment authorization. Financial West Group will deduct [Advisory Reps] _____ fees from the account. Client will receive quarterly informational invoices and a quarterly performance report.

Meeting Your Goals

Investing involves risk. Not investing for fear of loss involves risk as well. There is no guarantee that investment objectives will be met.

Notification of Changes in Your Financial Situation

In accordance with the terms of the Investment Advisory Agreement, Client shall advise [Advisory Rep] of any change in Client's financial condition or objectives at any time during the period of the Agreement. Such events may include but are not limited to retirement, significant changes in income, and family situations that may impact a financial requirement.

