

CLIENT QUESTIONNAIRE

NAME _____ DATE _____

Now that you have carefully reviewed the five general investor types, please list below the *one* that most closely matches your return requirements and your ability to withstand short-term decreases in account value.

Please answer the remaining questions so that we may be able to develop an investment strategy unique to you.

1. Approximately what percentage of your total net worth would your Thomas Smith and Associates (TSA) managed account represent?
 - More than 75%
 - 50% - 75%
 - Less than 50%

2. How long could you cover monthly living expenses utilizing only cash savings (checking accounts, savings accounts, money market accounts, CD's, etc.) if all of your current income sources suddenly stopped?
 - Less than 6 months
 - 6 - 12 months
 - More than 12 months

3. At present, would you be needing to draw upon your TSA managed account to meet current income needs? If so, what annual percentage would you need to withdraw?
 - 7% - 8%
 - 5% - 6%
 - 3% - 4%
 - 1% - 2%
 - Currently, I do not need to draw upon this account to meet my income needs.

4. Outside of meeting any current income needs and barring any unforeseen events, when would you anticipate needing to make *substantial* withdrawals from your TSA managed account?
 - Less than 1 year
 - 1 - 3 years
 - 4 - 6 years
 - 7 - 9 years
 - 10 years or more

CLIENT ACCOUNT QUESTIONNAIRE

5. Please summarize below your overall goals and objectives for this account.

6. Are there any particular tax issues relative to this account of which you feel we should be aware?

7. Are there any particular legal issues relative to this account of which you feel we should be aware?

8. Are there any other issues relative to this account of which you feel we should be aware?

PLEASE READ THE FOLLOWING DISCLOSURE:

Thomas Smith and Associates is a registered investment advisor with the North Carolina Securities Division. Stocks, bonds and other securities contained in TSA managed portfolios (1) are not bank deposits; (2) are not insured or guaranteed by the FDIC or any other government agency; (3) are not obligations of, or guaranteed by, any financial institution; and (4) involve risks including fluctuations in investment return and potential loss of principal.

Please indicate by signing below that the representations you have made on this form are true and accurate to the best of your knowledge. Thank you.

Signature _____

Second Signature if joint account _____