

Sub Firm #	BR Code	FA Code	Account Number
<input style="width: 90%;" type="text"/>	<input style="width: 90%;" type="text"/>	<input style="width: 90%;" type="text"/>	<input style="width: 90%;" type="text"/>

(Office Use Only)

<input type="checkbox"/> New
<input type="checkbox"/> Update

Account Classification			
<b>Tax Status</b>		<b>Product Types</b>	
<input type="checkbox"/> U.S. Citizen <input type="checkbox"/> U.S. Non Individual Account <input type="checkbox"/> Resident Alien <input type="checkbox"/> Non-Resident Alien		<input type="checkbox"/> Advantage Program <input type="checkbox"/> Standard Brokerage	
<b>Individual Account Registration Types (select type)</b>		<b>Non-Personal Account Registration Types (select type)</b>	
<input type="checkbox"/> Individual <input type="checkbox"/> Custodian/Minor** <input type="checkbox"/> Guardian/Conservatorship (must attach appointment) <input type="checkbox"/> Sole Proprietorship <input type="checkbox"/> 529 Plan - Individual <input type="checkbox"/> 529 Plan - Custodian** <input type="checkbox"/> 403(b) Retirement Plan	<b>Joint Account Types</b> <input type="checkbox"/> Joint Tenants in Common <input type="checkbox"/> Joint Tenants with Rights of Survivorship* <input type="checkbox"/> Joint Tenants by Entirety (if permitted by your State law) <input type="checkbox"/> Community Property (if required by your State law) <input type="checkbox"/> Other: _____	<b>IRA Types</b> <input type="checkbox"/> Traditional IRA <input type="checkbox"/> Simple <input type="checkbox"/> ESA <input type="checkbox"/> Roth <input type="checkbox"/> SEP <input type="checkbox"/> SAR-SEP <input type="checkbox"/> Inherited <input type="checkbox"/> Spousal <input type="checkbox"/> Outside IRA <input type="checkbox"/> IRA Annuity-External Custodian <input type="checkbox"/> SEP Annuity-External Custodian <input type="checkbox"/> 403B Annuity-External Custodian <input type="checkbox"/> 401A Annuity-External Custodian <input type="checkbox"/> 401K Annuity-External Custodian	<input type="checkbox"/> Corporate <input type="checkbox"/> Estate (Certificate of Qualification must be attached/Affidavit of Domicile must be provided) <input type="checkbox"/> Non-Profit Organization <input type="checkbox"/> LLC <input type="checkbox"/> Investment Club <input type="checkbox"/> Municipal/Government/Public Funds <input type="checkbox"/> Partnership <input type="checkbox"/> Other  <input type="checkbox"/> Qualified Plan or Profit Sharing Plan: <input type="checkbox"/> Prototype <input type="checkbox"/> Other <input type="checkbox"/> Trust    Trustee Type: <input type="checkbox"/> Individual w/ SSN <input type="checkbox"/> Non-Individual w/ TIN  Trust Date: _____    Number of Trustee(s): _____
* If two or more owners, Joint Tenants with Rights of Survivorship will be selected automatically if you fail to select one of the above. ** Primary is the minor on a custodian account.			
Primary Owner Information			
Will this account have Third Party Authorization? <input type="checkbox"/> Yes <input type="checkbox"/> No			Mother's Maiden Name _____
<input type="checkbox"/> Mr. <input type="checkbox"/> Mrs. <input type="checkbox"/> Ms. <input type="checkbox"/> Dr. <input type="checkbox"/> Rev. <input type="checkbox"/> Senator <input type="checkbox"/> Justice <input type="checkbox"/> Other _____			
<b>Name and Address</b>		<b>Customer Identity Verification</b>	
Name		Does FA have an existing or previous relationship with this person?	
Legal Address (cannot be a P.O. Box)		<input type="checkbox"/> Y <input type="checkbox"/> N (If "No," please complete a-e below.)	
City		a. Govt ID Type (Reference Govt ID Codes on page 6)	
State		b. Govt ID No.	
ZIP		c. Date of Issue	
Country of Residence		d. Date of Expiration	
Home Phone 1		e. Place of Issue	
Home Phone 2		SSN/TID	
Business Phone (1) + Extension		Is FA registered in the Client's state of legal address?	
Business Phone (2) + Extension		<input type="checkbox"/> Y <input type="checkbox"/> N	
Cell Phone 1			
Cell Phone 2			
Other Phone			
Fax Number			
Date of Birth			
Country of Citizenship			
Tenants In Common Ownership % (must equal 100%)			
Name			%
Name			%
Owner Information Details			
Source of Funds: <input type="checkbox"/> A-Savings (From Earnings) <input type="checkbox"/> B-Inheritance <input type="checkbox"/> C-Business Revenue <input type="checkbox"/> D-Donations (Trusts Only) <input type="checkbox"/> E-Sale of Business <input type="checkbox"/> F-Sale of Real Estate <input type="checkbox"/> G-Sale of Asset <input type="checkbox"/> H-Legal/Ins Settlements <input type="checkbox"/> I-Asset Appreciation <input type="checkbox"/> J-Other <input type="checkbox"/> K-Associated Persons			
Person of Interest / High Risk Indicators			
US Non Individual (Select up to five (5) indicators that apply to this account owner.) <input type="checkbox"/> CASINO (5B) <input type="checkbox"/> MONEY SERVICE BUS (5D) <input type="checkbox"/> TRAVEL AGENT (5A) <input type="checkbox"/> GEM/PREC MTL DLRS (5C) <input type="checkbox"/> NON-GOVT ORG (5F) <input type="checkbox"/> NOT APPLICABLE (00) <input type="checkbox"/> GUN DLR/FIREARMS (5E) <input type="checkbox"/> PEP-FOREIGN (5G)			
US Individual (Select all that apply.) <input type="checkbox"/> PEP (1A) <input type="checkbox"/> NOT APPLICABLE (00) <input type="checkbox"/> CASINO (6B) <input type="checkbox"/> FOR PERS INV/HOLDING CO (6H) <input type="checkbox"/> MONEY SERVICE BUS (6D) <input type="checkbox"/> NOT APPLICABLE (00)			
Foreign Non Individual (Select up to five (5) indicators that apply to this account owner.) <input type="checkbox"/> FFI (6L) <input type="checkbox"/> FOREIGN TRUST (6I) <input type="checkbox"/> NON-GOVT ORG (6K) <input type="checkbox"/> FOR FIN INTERMEDIARY (6M) <input type="checkbox"/> GEM/PREC MTL DLRS (6C) <input type="checkbox"/> PEP-FOREIGN (6N) <input type="checkbox"/> FOR OPERATING CO (6G) <input type="checkbox"/> GUN DLR/FIREARMS (6F) <input type="checkbox"/> TRAVEL AGENT (6A)			
Foreign Individual (Select all that apply.) <input type="checkbox"/> FOR FIN INTERMEDIARY (3B) <input type="checkbox"/> PEP (3A) <input type="checkbox"/> NON-RESIDENT ALIEN (3C) <input type="checkbox"/> NOT APPLICABLE (00)			

Sub Firm #	BR Code	FA Code	Account Number
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

**Owner Information Details Continued**

**Rule 144:** Is authorized person, or member of their immediate family a director, policy-making officer, or 10% stockholder in any publicly traded company?  
 Y  N **If Yes, Indicate Ticker Symbol, Cusip or Name:** \_\_\_\_\_

**FINRA Insider Information:** Is Client, Client's Spouse or immediate relative employed by Introducing Firm (U, V) or another FINRA Member (W or X)?  
 Customer not associated with FINRA firm  X - Immediate family members of employees or other security firms  
 U - Associate of Introducing Firm and/or dependents, family members  
 V - Non-dependent family members of an associate of Introducing Firm  
 W - Employees or brokers of other security firms, their dependent accounts and accounts in which they have a financial or beneficial control or interest

Occupation/Title:  
 A-Proprietor, Professional, Manager  B-Info Tech Sys  C-Craftsman, Skilled Worker  D-Sales  E-Admin, Clerical  
 F-Public Service  G-Personal Service Provider  H-Farming, Fishing, Forestry  I-Education  J-Clergy  
 K-Other\*  L-Unemployed  M-Retired (If retired, complete questions based on the firm from which you retired.)  N-Student  P-Homemaker  
 \*(Business Nature code is required.)

Business Nature:  
 A-Agriculture  B-Consumer & Business Services  C-Construction  D-Energy  S-Estate  E-Financial Services  F-Government  
 G-Healthcare  H-Industrial  I-Media  J-Non-profit  R-Other  K-Personal Investment Company  L-Real Estate  
 M-Retail  N-Technology  O-Telecommunications  P-Transportation  T-Trust  Q-Wholesale

Employer Name  Employer Phone  Years with Employer

Employer Address

City  State  ZIP  Country

Position

**Account Registration & Instructions**

**Registration Title (if different from page 1)**  
*Primary Owner must match information for tax certification*

Mailing Address (if different from Legal Address)

City  State  ZIP

Home Phone  Business Phone

Fax Number  Other Phone

Email Address  SSN/TID

**Suitability Data Collected Should be for the Account**  
 (Reference tables provided on page 5)

1. Is primary owner a registered investment advisor/company either with the SEC or state securities commission?  Y  N  
 2. Does the account holder have total assets of at least \$50 million?  Y  N  
 3. Is this an account for a Municipal Government Entity (MGE)?  Y  N

Initial Transaction Amount:

Other Investments: (Table 1)

Annual Income - All Sources: (Table 1)

LiquidNet Worth: (Table 1)

Net Worth - Excluding Residence: (Table 1)

**Investment Objective**

Income & Conservative - A  
 Income & Moderate - G  
 Income & Long Term - I  
 Growth & Income + Conservative - B  
 Growth & Income + Moderate - D  
 Growth & Income + Long Term - K  
 Growth & Conservative - H  
 Growth & Moderate - C  
 Growth & Long Term - E  
 Trading & Speculation - L

**AML Compliance Field (For Corporation and Partnership Accounts Only)**

Is this customer a casino, travel agency, or money remitter?  Y  N  
 If "yes," provide TIN: \_\_\_\_\_

\*AML Checklist and Enhanced Due Diligence forms are required and Compliance approval must be obtained before submitting the account for opening.

Tax Bracket  10%  15%  25%  28%  33%  35%  
 Other %

**Standing Instructions**

Margin  Cash

Will this account be enabled for options trading?  Y  N

If requested, does Client want us to provide name and address to an issuer in which we hold securities in street name? SEC Rule 14b-1 prohibits from using name and address for any purpose other than corporate communications.  Y  N

**Margin Account — All Qualified Accounts are Opened as Margin Accounts.**

**YOU WILL HAVE A MARGIN ACCOUNT UNLESS YOU ARE INELIGIBLE OR DECLINE BELOW.** An ineligible account is defined as: Custodian, Guardian, ERISA, IRAs, Investment Club, and Pension and Profit-Sharing accounts. **Margin trading entails greater risk and is not suitable for all investors. If the market value of eligible securities in your account declines, you may be required to deposit more money or eligible securities in order to maintain your line of credit.** By signing this Application, I acknowledge that I have received and read the Margin Disclosure Statement, the Basic Brokerage Account Agreement and Disclosure Document and Statement of Interest Charges and Margin Account Policy documents. I understand that my securities may be pledged, repledged, hypothecated or rehypothecated by Introducing Firm as deemed necessary.

I **DECLINE** margin privileges. Please open my account as a cash account only.  
 I understand that I will not have overdraft protection.

**Primary Owner Demographics**

Female  Male  Own  Rent

Single  Married  Divorced  Widowed Number of Dependents:

Education Level  
 High School Graduate  Post Secondary Study  Two-Year Degree  
 College Graduate  Post Graduate Study  Advanced Degree  
 Other

**Investment Experience** (Indicate Years of Experience for each category)

Stocks	Bonds	Options	Annuities-Life Ins	Mutual Funds
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Sub Firm #	BR Code	FA Code	Account Number
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

**Average Pricing**

Yes  No (Selecting "Yes" will establish average pricing for all order transactions in the account.)

**Time Horizon** *The expected period over which a customer plans to invest to achieve a particular financial goal.*

(A) Long Term (10+ years)  (B) Moderate (5-10 years)  (C) Intermediate (3-5 years)  (D) Short Term (1-3 years)  (E) Immediate (Less than 1 year)

**Liquidity Needs** *The extent to which a customer desires the ability or has financial obligations that dictate the need to quickly and easily convert to cash all or a portion of an investment or investments without experiencing significant loss in value from, for example, the lack of a ready market, or incurring significant costs or penalties.*

(A) Significant (Primary Need is liquidity)  (B) Moderate (May need quick access to cash)  (C) None (Have other sources of cash)

**Referral Information**

Account acquired from:

- |   |   |
|---|---|
| <input type="checkbox"/> Direct Mail        | <input type="checkbox"/> Print Advertising                      |
| <input type="checkbox"/> E-commerce         | <input type="checkbox"/> Radio Advertisement                    |
| <input type="checkbox"/> Existing Client:   | <input type="checkbox"/> Referral (Broker, Firm, Prof., Other): |
| _____                                       | _____   |
| <input type="checkbox"/> Know Personally    | <input type="checkbox"/> Seminar                                |
| <input type="checkbox"/> Other:             | <input type="checkbox"/> Specific Promotion:                    |
| _____                                       | _____   |
| <input type="checkbox"/> Phone Solicitation | <input type="checkbox"/> Television Advertisement               |
| <input type="checkbox"/> Phone-In Client    | <input type="checkbox"/> Walk-in Client                         |

**Money Market Dividend Distributions:**

- Pay out money market fund distributions
- Reinvest money market fund distributions

**Cash Sweep Instructions:**

- Sweep money market in cash only
- Sweep money market in cash and margin

**Stock Instructions:**

- Register in street name and hold
- DVP

**Trade Balance Instructions:**

- Pay net credit balance
- Pay and Pay
- Hold all balances\*\*\*

\*\*\* If the stock instructions, trade balance instructions, and/or dividend instructions are left blank, the account will default to hold stocks in street name, hold balances, and/or hold dividends.

Other Brokerage Accounts?  Y  N If "yes," list the firm name(s):

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Cost Basis Elections** (Reference table provided on page 6)

Tax Lot Relief Method\*:

\*The default method is FIFO (First In First Out)

Election for Rights/Warrants Apportionment  Yes  No (if applicable)

**Average Cost Elections** (If you choose N do not enter the date)

Mutual Funds \_\_\_\_\_

Election Date: \_\_\_\_\_

Dividend Reinvestment Plans \_\_\_\_\_

Election Date: \_\_\_\_\_

Personally met with client?  Y  N

Old Account Number

**Client Identification Program**

Has the Broker advised the party establishing this account that information collected on parties associated with this account is subject to verification as mandated by the USA PATRIOT Act and outlined in our Client Identification Program?  Y  N

**Dividend Standing Instructions:**

- Into Free Credit  Daily  Semi-Weekly  Monthly
- Credit Margin Pay Cash Semi-Weekly  Credit Margin Pay Cash Monthly

**Commission Discounts (%)**

Stocks	Bonds	Options

**Dividend Reinvestment Instructions:**

- All eligible dividends will be reinvested for this account.  No dividends will be reinvested for this account. Cash dividends will be paid for all new trades.
- Cash dividends will be paid for this account unless the security is coded for reinvest.  Reinvest all new dividends for this account unless the security is coded for cash dividends.

**Principal Instructions:**

- Principal payment to free credit for reinvestment
- Process principal payments according to trade standing instructions

Display cost basis on statements?  Y  N

FULL  NET

**Account Relationship Reminders**

If the new account is related to other accounts, please indicate the account number of the primary account:

This acts as a reminder to input this relationship for the items listed below, if applicable.

Statement Linking \_\_\_\_\_ Firm Householding \_\_\_\_\_ Access Online \_\_\_\_\_

**Additional Client Reporting**

**Duplicate Confirmations 1**

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Duplicate Confirmations 2**

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Sub Firm #	BR Code	FA Code	Account Number
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Duplicate Statements 1

Duplicate Statements 2

**Tax Certification. Check ONE box below that applies.**

**U.S Person or Resident Alien:**  
*Under penalties of perjury, I certify that:*  
 1) *The number shown on this form is my correct Taxpayer Identification Number (or I am waiting for a number to be issued to me); and*  
 2) *I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and*  
 3) *I am a U.S. citizen or other U.S. person.*  
 You must cross out item 2) above if you have been notified by the IRS that you are currently subject to backup withholding because of underreporting interest or dividends on your tax return.  
 Exempt Payee (please check, if an applicable entity)

**Non-Resident Alien:** By checking this box, I certify that I am not a U.S. citizen or resident alien for U.S. tax purposes and I will provide Form W-8BEN, W-8ECI, W-8EXP or W-8IMY with this application. If one of the joint owners provides a Form W-9 furnished in accordance with the procedures described in 31.3406(d)-1 through 31.3406(d)-5 of the federal tax regulations, all payments shall be reportable to that payee.

**Acceptance of Terms**

I understand that this account is governed by the Basic Brokerage Account Agreement and Disclosure Document and/or other agreements I have with Introducing Firm. Accounts are carried and credit is extended by First Clearing, LLC. ("Clearing Agent").

**Arbitration**

**Arbitration Disclosures:**  
 This Agreement contains a pre-dispute arbitration clause. By signing an arbitration agreement, the parties agree as follows:  
 • All of the parties to this Agreement are giving up the right to sue each other in court, including the right to a trial by jury, except as provided by the rules of the arbitration forum in which the claim is filed.  
 • Arbitration awards are generally final and binding; a party's ability to reverse or modify an arbitration award is very limited.  
 • The ability of the parties to obtain documents, witness statements and other discovery is generally more limited in arbitration than in court proceedings.  
 • The arbitrators do not have to explain the reason(s) for their award unless, in an eligible case, a joint request for an explained decision has been submitted by all parties to the panel at least 20 days prior to the first scheduled hearing date.  
 • The panel of arbitrators typically will include a minority of arbitrators who were or are affiliated with the securities industry.  
 • The rules of some arbitration forums may impose time limits for bringing a claim in arbitration. In some cases, a claim that is ineligible for arbitration may be brought in court.  
 • The rules of the arbitration forum in which the claim is filed, and any amendments thereto, shall be incorporated into this Agreement.  
 No person shall bring a putative or certified class action to arbitration, nor seek to enforce any pre-dispute arbitration agreement against any person who has initiated in court a putative class action; or who is a member of a putative class who has not opted out of the class with respect to any claims encompassed by the putative class action until:  
 (i) the class certification is denied; or  
 (ii) the class is decertified; or  
 (iii) the client is excluded from the class by the court.  
 Such forbearance to enforce an agreement to arbitrate shall not constitute a waiver of any rights under this Agreement except to the extent stated herein.

**Arbitration Provision:**  
 It is agreed that all controversies or disputes which may arise between you and Introducing Firm, Clearing Agent and any other agent, (collectively, "us") concerning any transaction or the construction, performance or breach of this Agreement or any other agreement between us, whether entered into prior to, on, or subsequent to the date of this Agreement, including any controversy concerning whether an issue is arbitrable, shall be determined by arbitration conducted before, and only before, an arbitration panel set up by either the Financial Industry Regulatory Authority ("FINRA") or the New York Stock Exchange, Inc. ("NYSE") in accordance with their respective arbitration procedures. Any of us may initiate arbitration by filing a written claim with the FINRA or the NYSE. Any arbitration under this Agreement will be conducted pursuant to the Federal Arbitration Act and the Laws of the State of New York. The state or federal statute of limitations, statute of repose, non claim statute or any other time bar that would be applicable to any claim filed in a court of competent jurisdiction shall be applicable to any claim filed in arbitration.

**Authorized Signatures**

**Account Control.** All Individuals, Joint Owners, Fiduciaries of Trusts, Estates, Pension and Profit-Sharing Plans and General Partners of Partnerships and those authorized to establish and control accounts must sign. For Corporations and all other organizations, the President and Secretary (or those with equivalent titles) must sign along with any other officer(s) to give instructions on behalf of the Account. If the Account has authorized an Investment Advisor Plan Administrator or other third party to give trading or other instructions, please provide a copy of such authorization.

**THE INTERNAL REVENUE SERVICE DOES NOT REQUIRE YOUR CONSENT TO ANY PROVISION OF THIS DOCUMENT OTHER THAN THE CERTIFICATIONS REQUIRED TO AVOID BACKUP WITHHOLDING.**

**THIS CLIENT AGREEMENT CONTAINS A PRE-DISPUTE ARBITRATION CLAUSE LOCATED ON PAGE 4 UNDER THE PARAGRAPH HEADER "ARBITRATION" AND IN THE BASIC BROKERAGE ACCOUNT AGREEMENT AND DISCLOSURE DOCUMENT ON PAGE 1, PARAGRAPH 5, UNDER THE HEADER "ARBITRATION." THE UNDERSIGNED HEREBY ACKNOWLEDGES RECEIPT OF A COPY OF THE CLIENT AGREEMENT AND THE BASIC BROKERAGE ACCOUNT AGREEMENT AND DISCLOSURE DOCUMENT AND HEREBY AGREES TO THE TERMS OF THESE AGREEMENTS.**

➔	Primary Account Owner Use <b>BLACK</b> ink only.	Title if Applicable	Date
	<b>X</b> Signature 2	Title if Applicable	Date
	<b>X</b> Signature 3	Title if Applicable	Date
	<b>X</b> Signature 4	Title if Applicable	Date

Internal Use	Financial Advisor Signature	FA Code	Principal Approval Signature	Principal Rep Code	Date
--------------	-----------------------------	---------	------------------------------	--------------------	------

## Investment Objectives & Risk Tolerance

All investors have objectives or goals, such as seeking income, growth & income, growth, or trading or speculating. All investors also have risk tolerance, which is the amount of risk of loss they are willing and able to tolerate in order to achieve their investment goals. Although all investments involve risk, including the potential loss of principal, some securities, such as equities (stock), among others, involve more risk. Higher risk investments may have the potential for higher returns, but also have the potential for greater losses. Generally speaking, investment objectives are on a spectrum, with "Income" investors generally holding the smallest percentage of higher risk investments and "Trading and Speculation" investors holding the largest percentage of higher risk investments. Similarly, risk tolerances are on a spectrum such that an investor with a "Conservative" risk tolerance will accept less risk than an investor with a "Moderate" risk tolerance; a "Moderate" investor less than a "Long Term" investor; and a "Long Term" investor less than a "Trading & Speculation" investor. The "Long Term" investor accepts short term market volatility associated with a large proportion of higher risk investments because he or she has a long term time horizon and seeks the higher long term return potential associated with these higher risk investments.

Below are descriptions of the combined Investment Objective and Risk Tolerance, listed in order of least aggressive to most aggressive for both (Investment Objective and Risk Tolerance) categories. Please carefully consider your Investment Objective and Risk Tolerance for your account. Your selection is your representation that you meet all the criteria described in the profile.

**Investment Objective- Income:** Income investors seek a maximum amount of income given their risk tolerance, and are willing to forgo capital appreciation and growth of income.

**Risk Tolerance- Conservative:** Conservative Income investors seek the maximum amount of income consistent with a modest degree of risk. They are willing to accept a lower level of income in exchange for lower risk. Higher risk investments, such as high yield bonds and some equities, are typically not a large percentage of the account.

**Risk Tolerance- Moderate:** Moderate Income investors seek to balance the potential risk of capital loss with increased income potential. Higher risk investments, such as high yield bonds and some equities, may be some percentage of the account.

**Risk Tolerance- Long Term:** Long Term Income investors seek a significant level of income, are financially able and willing to risk losing a substantial portion of investment capital, and, due to their long term horizon or other factors, they employ higher risk, more aggressive strategies that may offer higher potential income. Higher risk investments, such as high yield bonds and some equities, may be a significant percentage of the account.

**Investment Objective- Growth & Income:** Growth and Income investors seek current income, but also seek income and capital growth over time. These investors are willing to forgo a portion of current income in order to seek potential future growth.

**Risk Tolerance- Conservative:** Conservative Growth and Income investors seek the maximum growth and income consistent with a relatively modest degree of risk. They are willing to accept lower potential returns in exchange for lower risk. Equities, generally dividend paying equities, may be some percentage of the account.

**Risk Tolerance- Moderate:** Moderate Growth and Income investors seek to balance the risk of capital loss with higher potential growth and income. High yield bonds and equities, generally dividend paying equities, may be a significant percentage of the account.

**Risk Tolerance- Long Term:** Long Term Growth and Income investors seek a significant level of growth and income, are financially able and willing to risk losing a substantial portion of investment capital, and due to their long term horizon or other factors they pursue high risk, more aggressive strategies that may offer higher potential returns. High yield bonds and equities, generally dividend paying equities, may be the primary assets in the account.

**Investment Objective- Growth:** Growth Investors do not seek account income and their primary objective is capital appreciation.

**Risk Tolerance- Conservative:** Conservative Growth investors seek maximum growth consistent with a relatively modest degree of risk. They are willing to accept lower potential returns in exchange for lower risk. Equities may be a significant percentage of the account.

**Risk Tolerance- Moderate:** Moderate Growth investors seek to balance the potential risk of capital loss with their goal of higher potential growth. Equities may be the primary asset in the account.

**Risk Tolerance- Long Term:** Long Term Growth investors seek a significant level of growth, are financially able and willing to risk losing a substantial portion of investment capital, and due to their long term time horizon or other factors, they employ higher risk, more aggressive strategies that may offer higher potential returns. Higher risk investments such as equities may be as much as 100% of the account.

**Trading & Speculation:** Trading and Speculation investors seek out maximum return through a broad range of investment strategies, which generally involve a high level of risk, including potential for significant loss of investment capital.

## Standing Instructions

### Stock Instructions

- 1 Register in customer name and mail
- 4 Register in street name and hold
- 5 DVP

### Trade Balance Instructions

- A Pay net credit balance
- B Pay and Pay
- C Hold all balances

### Dividend Instructions

- 1 Into Free Credit
- 3 Semi-Weekly
- 5 Monthly
- 6 Credit Type 2 Pay Type 1 Semi-Weekly
- 7 Credit Type 2 Pay Type 1 Monthly

### Dividend Reinvestment

- A Reinvest all trades for this account. All current positions and future trades for eligible positions will be reinvested automatically.
- C Cash dividends will be paid for this account unless the security is coded for reinvestment on RDIV.
- N Dividends will not be reinvested for this account; cash dividends will be paid for all new trades. Note: RIN default.

R Dividends will be reinvested for all new trades for this account, unless the security is coded for cash dividends on RDIV.

### Account Category Codes

- 101 Individual US Citizen/Resident Alien
- 102 Sole Proprietorship
- 103 Guardian/Conservator/Committee
- 104 Joint
- 105 Prime Broker
- 106 Corporation
- 107 Limited Liability Company
- 108 Estate
- 112 Partnership
- 113 Bank/Trust Company/Credit Union
- 114 FCC Traditional/Roth IRA
- 115 FCC SEP IRA/FCC SIMPLE IRA
- 116 Investment Club
- 117 Insurance Company
- 118 Mutual Fund/Money Manager
- 119 Personal Trust
- 020 WFA Prototype Retirement Plan
- 122 Non-Corporate/Religious/Non-Profit
- 123 Uniform Gift/Transfer to Minor

- 126 Non-FCC IRA
- 127 ERISA (Investment Advisor Use only)
- 128 Municipal/Government/Public Funds
- 131 Personal DVP
- 132 Education Savings Account
- 133 403(b) Retirement Account
- 140 Individual Non-Resident Alien, with Treaty
- 141 Individual Non-Resident Alien, no Treaty
- 142 Custodian for Non-Resident Alien, with Treaty
- 143 Custodian for Non-Resident Alien, no Treaty

### Table 1

A-\$0 - \$49,999
B-\$50,000 - \$99,999
C-\$100,000 - \$199,999
D-\$200,000 - \$499,999
E-\$500,000 - \$999,999
G-\$1,000,000 - \$4,999,999
H-\$5,000,000 - \$9,999,999
I-\$10,000,000 or more
X-Client did not provide

## Cost Basis Election Codes

- F FIFO - First In First Out** - If the account is set up for First In First Out, the first security purchased is assumed to be the first security sold. If the trade requires additional units to be closed, the process will be repeated sequentially until the required number of shares is reached.
- L LIFO - Last In First Out** - If the account is set up for Last In First Out, the most recent tax lot purchased will be the first closed. If the trade requires additional units to be closed, the process will be repeated sequentially until the required number of shares is reached.
- H HIFO - Highest In First Out** - If the account is set up for Highest In First Out, the tax lot with the highest cost basis will be the first closed. If the trade requires additional units to be closed, the process will be repeated sequentially until the required number of shares is reached.
- C LOFO - Lowest Cost First Out** - If the account is set up for Lowest Cost First Out, the tax lot with the lowest unit cost will be closed first, regardless of the holding period. If the trade requires additional units to be closed, the process will be repeated sequentially until the required number of shares is reached.
- S HCST - Highest Cost Short Term** - If the account is set up for Highest Cost Short Term, the process will pick only the short term tax lots and the tax lot with the highest unit cost will be closed first. If the trade requires additional units to be closed, the process will be repeated sequentially until the required number of shares is reached. If no short term lots are found, or if the number of short term units is insufficient to cover the sale, the process will look at long term lots and continue to close HCLT.
- T HCLT - Highest Cost Long Term** - If the account is set up for Highest Cost Long Term, the process will pick only the long term tax lots and the tax lot with the highest unit cost will be closed first. If the trade requires additional units to be closed, the process will be repeated sequentially until the required number of shares is reached. If no long term lots are found, or if the number of long term units is insufficient to cover the sale, the process will look at the short term lots and continue to close HCST.
- R LCLT - Lowest Cost Long Term** - If the account is set up for Lowest Cost Long Term, the process will pick only the long term tax lots and the tax lot with the lowest unit cost will be closed first. If the trade requires additional units to be closed, the process will be repeated until the required number of shares is reached. If no long term lots are found, or if the number of long-term units is insufficient to cover the sale, the process will look at the short term lots and continue to close LCST.
- M LCST - Lowest Cost Short Term** - If the account is set up for Lowest Cost Short Term, the process will pick only the short term tax lots and the tax lot with the lowest unit cost will be closed first. If the trade requires additional units to be closed, the process will be repeated sequentially until the required number of shares is reached. If no short term lots are found, or if the number of short term units is insufficient to cover the sale, the process will look at the long term lots and continue to close LCLT.

## Average Cost Basis Accounting Codes

- N** No Average Cost on Mutual Funds, accounting is lot by lot.
- O** All; Post-Effective Date, All mutual fund tax lots acquired after 1/1/2012 will be averaged.
- M** Mixed/Specific Security, Client will specify which mutual fund securities they hold will get average cost basis methodology applied.

## Government ID Codes

<b>AI</b> Articles of Incorporation	<b>FD</b> Foreign ID Card	<b>PP</b> Passport
<b>AO</b> Articles of Organization (LLC)	(e.g. Drivers License, Visa or Green Card)	<b>RA</b> Resident Alien ID Card (Green Card)
<b>AR</b> Adoption Record	<b>HC</b> Health Insurance Card (not a Medicare Card)	<b>SC</b> School ID Card
<b>BC</b> Birth Certificate	<b>LP</b> Life Insurance Policy	<b>ST</b> State ID Card
<b>CD</b> Court Document	<b>MD</b> Marriage or Divorce Record	<b>TR</b> Trust Agreement or Trust Deed
<b>DL</b> Drivers License	<b>MR</b> Military Records	
<b>EC</b> Employer ID Card	<b>PA</b> Partnership Agreement	