



WEALTH  
MANAGEMENT

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### Discovery Questionnaire

1. Socially responsible investing (SRI) is an investing strategy that aims to generate both social change and financial returns for an investor. Socially responsible investments can include companies making a positive sustainable or social impact, such as a solar energy company, and exclude those making a negative impact

How important is investing in “Socially Responsible” companies to you?

- a. Absolutely!
  - b. Only if it does not hurt long term performance.
  - c. Not important
2. Are there any companies or organizations that you cannot or would not want to be invested for social or environmental reasons? (ie. Sin Stocks, Guns, Tobacco, Alcohol...)

3. Ideally, how many meetings would you like to have annually with our team?

- a. 1
- b. 2
- c. 4

4. In your mind, how can our team add the most value?

5. How much personal control do you want in your investments?

- a. None, I trust you and want you to review quarterly
- b. Some, I want to know what’s going on but will defer to you as the professional
- c. All, I just want someone to design a financial plan and bounce ideas off

6. Is charitable giving important to you? What charities do you currently support?

7. Is it important we coordinate your financial plan with your family? Why?