

## Discovery Profile

A guide to understanding your investment needs.





Client Account Name |

Client Account Number (existing client) |

Adviser Name |

**We acknowledge that some of the questions in this form may be sensitive, and you are not obligated to answer all of them. However, the more information you provide will enable your Investment Adviser to develop a more thorough investment proposal.**

Account

- Individual     Joint     Trust     Deceased Estate     Charitable Trust  
 Company     Partnership     Incorporated Entity     Unincorporated Entity (e.g club)

## A Personal Details

### Primary Applicant

- Mr     Mrs     Miss     Ms     Dr     Other

Surname |

First Name(s) |

Middle Name(s) |

Preferred Name (if different from above) |

Residential Address |

Postal Address (if different from above) |

Country of Residence |     New Zealand

Other (please specify) |

### Secondary Applicant (for joint accounts only)

- Mr     Mrs     Miss     Ms     Dr     Other

Surname |

First Name(s) |

Middle Name(s) |

Preferred Name (if different from above) |

Postcode | | | | |

Postcode | | | | |

Please complete each section below and tick one box for your preferred method of contact:

- Telephone: Home     Mobile  
 Telephone: Work     Facsimile  
 E-mail

### Primary Applicant

Date of Birth |

DAY    MONTH    YEAR

Occupation |

### Secondary Applicant (for joint accounts only)

Date of Birth |

DAY    MONTH    YEAR

Occupation |

Please indicate how you first became aware of Craigs Investment Partners:

- Advertising     Referral from a friend or family member  
 Referral from a professional firm    Name of firm |  
 You personally know the Investment Adviser     Market commentary on television/radio/newspaper  
 Other (please specify) |     Craigs Investment Partners website



**B4 Other Investment Requirements**

1 Will there be any investment restrictions on this portfolio? (i.e are there any individual securities, industry groups, geographies or ethical considerations that should not be selected?)

Yes (please specify below)       No

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2 Are you aware of any significant events that may occur in the future that may impact your Investment portfolio ( e.g Purchase of a property, child attending university in 2 years time)

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3 Will there be plans to leave any legacies that require consideration for this investment portfolio?

DESCRIPTION

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**B5 Retirement Planning - if applicable**

1 What is your anticipated age of retirement? |  Already retired

2 How much do you require in retirement? (pre-tax income per annum in today's dollars) | \$

3 How important will this investment portfolio be in supporting you in retirement?     High     Medium     Low

4 What additional sources of income will you/do you have to meet your retirement expenses? (e.g part-time work?)

| \$ p.a.

| \$ p.a.

5 Will you receive any additional capital between now and when you retire? (e.g inheritance)

DESCRIPTION

AMOUNT

| \$

| \$

| \$

6 Which of the following options describes the use of your capital in retirement?

I wish to preserve my capital in retirement

I wish to use most of my capital but leave a specified amount | \$

I wish to use all my capital in retirement

## C Financial Situation (of the individual or investment entity)

### C1 Primary Assets

Primary source of income |  Employed (salary/wages)  Self employed/contractor  Business Owner  
 Other (please specify)

Sources of secondary income (directorships, rental income, investment income, other)

SOURCE

Gross Annual Income (for the entity) (from all sources, including bonuses, directorships etc) | \$

Marginal Tax Rate |

Please complete the below questions where applicable.

#### Home Ownership

Do you own your own home?  
 Yes  No

	VALUE	BORROWINGS
House Value (approx)	\$	\$

#### Liabilities (e.g business loan, overdraft)

Do you have any current liabilities?  
 Yes  No

	BORROWINGS
	\$
	\$

Total Primary Value (value less borrowings and liabilities) | \$

### C2 Secondary Investments (investment assets and cash)

#### Superannuation

Do you have any superannuation schemes?  
 Yes  No

	CONTRIBUTING		VALUE	
	Y	N	\$	Provider
<input type="checkbox"/> KiwiSaver				
<input type="checkbox"/> NZ Superannuation savings				
<input type="checkbox"/> Overseas Pension				Provider (and country)
<input type="checkbox"/> Other				Provider
<input type="checkbox"/> Other				Provider

If you are completing this form on behalf of a joint account, please also specify below the secondary applicants superannuation schemes.

	CONTRIBUTING		VALUE	
	Y	N	\$	Provider
<input type="checkbox"/> Other				
<input type="checkbox"/> Other				Provider

### Other Investments

Do you have any other significant assets or investments?

Yes

No

DESCRIPTION	VALUE	BORROWINGS
<input type="checkbox"/> Cash/Term Deposits	\$	\$
<input type="checkbox"/> Fixed Interest/Debentures	\$	\$
<input type="checkbox"/> Share Portfolio	\$	\$
<input type="checkbox"/> Managed Fund	\$	\$
<input type="checkbox"/> Property - Holiday Home(s)	\$	\$
<input type="checkbox"/> Property - Rental/Land	\$	\$
Other (please specify)	\$	\$
Other (please specify)	\$	\$
Other (please specify)	\$	\$
<b>Total Secondary Value (value and borrowings)</b>	<b>\$</b>	<b>\$</b>
<b>Total Net Worth (total primary and secondary value, less total borrowings and liabilities)</b>	<b>\$</b>	

Notes

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### C3 Asset Protection

*Craigs Investment Partners and its advisers are not qualified insurance advisers or legal specialists, however acknowledge that these are important considerations. Should you require further advice on the below services (beyond their influence on your investment portfolio), please consult a qualified professional.*

Do you have adequate insurance provisions?

Life Insurance

Income Protection

Mortgage Protection

Health and Disability Insurance

Do you have any of the following provisions?

Family Trust

Wills

Powers of Attorney

Enduring Powers of Attorney (property)

Enduring Powers of Attorney (personal care and welfare)

Accounting or Tax Advice

Do you have other professional advisers?

Solicitor

Name |

Accountant

Name |

Other (please specify)

Name |

## D Risk Profile

### Selecting the right investments for you

All investments involve a trade-off between risk and return. A certain amount of risk is inevitable if you want your money to grow. The key is determining how much risk you feel comfortable with.

1 Which statement best describes your knowledge about investing?

- No knowledge - I know virtually nothing about investing
- Minimal knowledge - I don't know much about investing
- Somewhat knowledgeable - I have a fair understanding about investing
- Highly knowledgeable - I have a very good understanding about investing

2 Which statement best describes your investment experience?

- Virtually none - I am new to the area of investing
- Limited - I have invested before, but my expertise is limited
- Moderate - I have some experience in investing in the share market
- Extensive - I have invested in a variety of vehicles including direct investments in stocks

Definition of Risk: The risk that the value of a portfolio will decrease due to the change in value of the market factors.

3 In investment risk terms, are you?

- Very conservative, I prefer a high level of security
- Fairly conservative, but with a view to returns
- Willing to take some risk to improve returns
- Willing to take more risk than most to improve returns

4 Choose the statement that best describes your feelings towards investments.

- I prefer an investment portfolio with virtually no risk, recognising there may be no capital growth potential
- I prefer an investment portfolio of lower to medium-risk funds that offers conservative growth potential
- I prefer an investment portfolio of medium-risk funds that offers balanced growth potential over a medium term
- I prefer an investment portfolio of medium to higher-risk funds with higher potential returns over a longer term
- I prefer higher-risk investments that offer the highest potential returns over the longer term

Notes

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Signature |

Date |

DAY

MONTH

YEAR

Thank you for taking the time to complete this Discovery Profile. The information you have disclosed will remain confidential to Craigs Investment Partners.

If you do not currently have a Craigs Investment Partners Adviser and would like to discuss this Discovery Profile, you can contact your nearest branch by calling **0800 272 442** or visit our website **www.craigsip.com**



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