

General Information			
Primary Client Name	Primary Client SSN / Tax ID	Primary Client Date of Birth	
Secondary Client Name	Secondary Client SSN / Tax ID	Secondary Client Date of Birth	
Relationship to Primary Client	Primary Client Email	Secondary Client Email	
Mailing Address	Home Phone		
City, State, Zip	Business Phone		
Legal Address, If Different	Mobile Phone		
Primary Client Country of Citizenship	Secondary Client Country of Citizenship	Number of Dependents	Federal Tax Bracket %
Primary Client Occupation and Employer	Secondary Client Occupation and Employer	Annual Household Income (all sources) \$	

Assets and Net Worth	
Cash Reserves \$ _____	Total Illiquid Investments (LPs, real estate, etc.) \$ _____ (Do not include the value of your primary residence)
Total Liquid Investments \$ _____ (Stocks, bonds, ETFs, etc.)	

Investment Experience
<p>How would you describe your level of knowledge with regard to finance and investing?</p> <p>Minimal. I have little interest in understanding finance and investing, or I have not had the opportunity to learn.</p> <p>Low. I have basic knowledge of finance, such as understanding what stocks, bonds and mutual funds are.</p> <p>Medium. I have knowledge beyond basic products and I understand diversification and other financial and investing terminology and strategies.</p> <p>High. In addition to understanding most financial products and terminology, I understand factors that affect the price of stocks and bonds.</p> <p>Advanced. I have an in-depth knowledge of most financial products, including stocks, bonds and options. I understand overall market risk as well as company-specific risk.</p> <p>How many years of experience do you have investing in each of the following types of investments?</p> <p>Mutual Funds: _____ years Stocks: _____ years Bonds: _____ years</p> <p>Please check any of the following types of investments that you have previously used in your portfolio(s).</p> <p>Options ETFs Variable Annuities REITs Limited Partnerships/Private Placements</p>

Investment Time Horizon	Financial Objective
<p>What is your investment time horizon?</p> <p>1 to 3 years 3 to 5 years</p> <p>5-10 years 10+ years</p>	<p>Check which one of the following best describes your attitude toward your investments over your investment time horizon:</p> <p>My goal is capital preservation. I am adverse to short-term loss and can accept only minimal fluctuations in my portfolio value. My investment objective is fixed income.</p> <p>My primary goal is capital preservation and my secondary goal is capital growth. I am willing to accept a low level of fluctuation in my portfolio value. My investment objective is income with growth.</p> <p>My primary goal is capital growth and my secondary goal is capital preservation. I am willing to accept a moderate level of fluctuation in my portfolio value. My investment objective is capital appreciation with income.</p> <p>My goal is capital growth. I am modestly concerned with the level of fluctuation in my portfolio. My investment objective is capital appreciation.</p> <p>My only goal is aggressive capital growth. I am not very concerned with the level of fluctuation in my portfolio value. My investment objective is aggressive growth.</p>
Income Needs	
<p>How much of this portfolio is required as current income?</p> <p>No need for current income</p> <p>Less than 2% per year</p> <p>2-4% per year</p> <p>5-7% per year</p> <p>More than 7% per year</p>	

Risk Attitude

What is your attitude towards risk with respect to the assets you are placing under our management? Select the most appropriate number below. You understand and accept that individual components of your portfolio may be more or less volatile or aggressive than the portfolio as a whole.

1	2	3	4	5	6	7	8	9	10
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Low Volatility	Medium Volatility	High Volatility
Your portfolio will invest mainly in low volatility assets such as cash, bonds, and other safer and more stable investments but may also include some level of stock exposure. Long-term returns are expected to be lower than the broad stock markets.	Your portfolio will be a more balanced mix of relatively stable assets such as bonds/cash as well as more volatile investments in the stock markets. Long-term returns are likely to be moderate but lower than the broad stock markets.	Your portfolio will consist mainly of investments in the stock markets which will be more volatile. The portfolio may include a relatively large allocation to small company stocks, foreign stocks, emerging markets, and alternative investments.

Your portfolio just declined by 15%. What action would you take?

- Move all of my money out of the market
- Liquidate half of my holdings, even at a loss, but leave the other half invested
- Wait six months or so to see if the market will recover before taking any action
- Stay the course
- I would consider this a buying opportunity

During the decline in stock market values that took place in 2022, what action did you take with respect to your investments?

- Sold all equity holdings
- Moderately decreased equity holdings
- No changes
- Moderately increased equity holdings
- Significantly increased equity holdings
- Not applicable

How long are you willing to wait for your account to return to its original value after a down market? _____

What is your expected annual return for your portfolio with HWM? _____

What would be the worst short-term loss you could accept in your portfolio with HWM? _____

Investor Status

Accredited Investor

An Accredited Investor is generally,

- a) Any natural person whose individual net worth or joint net worth with that person's spouse, at the time of purchase exceeds \$1,000,000, excluding the value of their primary residence*, or
- b) Any natural person who had an income in excess of \$200,000 in each of the two most recent years or joint income with that person's spouse in excess of \$300,000 (both spouses should sign) in each of those years and has a reasonable expectation of reaching the same income level in the current year.

*When calculating net worth, you should (i) exclude your primary residence as an asset, (ii) exclude debt secured by your primary residence, up to the fair market value of your residence, (iii) include the amount of any increase on the debt secured by your primary residence incurred within the last 60 days of making a purchase of the securities, unless related to the acquisition of your primary residence, and (iv) include debt in excess of the fair market value of your primary residence.

Please check all that apply: I am an Accredited Investor I am a Qualified Client I am a Qualified Purchaser

Qualified Client

A Qualified Client is generally a natural person whose individual net worth, or joint net worth with that person's spouse, at the time of purchase exceeds \$2,100,000, excluding the value of their primary residence*.

Qualified Purchaser

A Qualified Purchaser is generally a natural person whose individual net worth, or joint net worth with that person's spouse, at the time of purchase exceeds \$5,000,000, excluding the value of their primary residence*.

Primary Client Signature

Primary Client Date

Secondary Client Signature

Secondary Client Date