

## Investment Broker Questionnaire

When talking to a broker that you might do business with, you should ask many questions. If the broker, advisor, or investment company representative cannot answer these questions, don't invest. When you ask these questions, write down the answers. If something goes wrong, your notes can help to establish what was said. Let your broker or investment advisor know you're taking notes.

1. Are you registered with our state securities regulator?  
 Yes                       No
2. Have you ever been disciplined by the SEC, a state regulator or other organization?  
 Yes                       No
3. What training and experience do you have?  
Describe: \_\_\_\_\_
4. How long have you been in the business? \_\_\_\_\_ years
5. What is your investment philosophy?
6. What is the profile of your typical client?
7. Can you provide me with some names and telephone numbers of your long term clients?  
 Yes                       No  
If yes:  
Name \_\_\_\_\_ Phone \_\_\_\_\_  
Name \_\_\_\_\_ Phone \_\_\_\_\_  
Name \_\_\_\_\_ Phone \_\_\_\_\_  
Name \_\_\_\_\_ Phone \_\_\_\_\_
8. How do you get paid?  
\_\_\_\_\_ By commission?  
\_\_\_\_\_ Amount of assets you manage?  
\_\_\_\_\_ Another method? Describe \_\_\_\_\_
9. Do you make more if I buy this stock (or bond, or mutual fund) rather than another?  
 Yes                       No
10. If you weren't making extra money, would your recommendation be the same?  
 Yes                       No
11. Are you participating in a sales contest?  
 Yes                       No

12. You've told me what it costs me to buy this stock (or bond, or mutual fund); how much will I receive if I sell it today?

Material provided by Michael P. Griffin.