



Statement of Investment Selection and Fee Disclosure for Separately Managed Accounts (SMA)

ACCOUNT / CLIENT INFORMATION

Client Name, First M.I. Last		Primary Account SSN/Tax ID#
Co-Client Name, First M.I. Last		SSN/Tax ID#
Registration Type: (IRA, JTWROS, Individual, Trust, etc.)		
Account # (if available)	Estimated Account Value \$	Custodian Pricing: <input type="checkbox"/> Transaction-Based <input type="checkbox"/> Asset-Based
Financial Adviser Name		Introducing firm
Initial Deposit: <input type="checkbox"/> Check <input type="checkbox"/> Wire/ACH <input type="checkbox"/> Transfer (ACAT) <input type="checkbox"/> Transfer (check) <input type="checkbox"/> Payroll Deduction <input type="checkbox"/> Other _____		
Subsequent Deposits: <input type="checkbox"/> Check <input type="checkbox"/> Wire/ACH <input type="checkbox"/> Transfer (ACAT) <input type="checkbox"/> Transfer (check) <input type="checkbox"/> Payroll Deduction <input type="checkbox"/> Other _____		
Recurring Deposit Frequency ¹ : <input type="checkbox"/> Monthly <input type="checkbox"/> Quarterly <input type="checkbox"/> Annually <input type="checkbox"/> None Amount \$_____ Start Date:		
CUSTODIAN: <input type="checkbox"/> Charles Schwab <input type="checkbox"/> Fidelity <input type="checkbox"/> TD Ameritrade		

¹Custodian Move Money form required.

ACCOUNT MINIMUMS

	Account Minimum		
Model Portfolio	Charles Schwab	Fidelity	TD Ameritrade
Income - Cash Yield	\$ 50,000	\$ 50,000	\$ 25,000
Capital Defender Moderate Conservative	\$ 50,000	\$ 50,000	\$ 50,000
Balanced	\$ 100,000	\$ 100,000	\$ 50,000
Strategic Balanced	\$ 25,000	\$ 25,000	\$ 25,000
Capital Defender Moderate	\$ 50,000	\$ 50,000	\$ 50,000
Strategic Moderate Growth	\$ 25,000	\$ 25,000	\$ 25,000
Capital Defender Moderate Growth	\$ 50,000	\$ 50,000	\$ 50,000
Equity	\$ 100,000	\$ 100,000	\$ 50,000
Strategic Equity	\$ 25,000	\$ 25,000	\$ 25,000

RISK PROFILE QUESTIONNAIRE & MODEL PORTFOLIO SELECTION

This questionnaire is designed to gather information to help identify your investment objectives, time horizon and investment risk profile, in order to assist you in selecting an appropriate model portfolio. The RPQ is not required if submitting a RiskPro Proposal.



Instructions: Select the answer that is most applicable to you. Once completed, a Risk Profile Score will be calculated for you. If you are completing the form manually, add the points in parenthesis assigned to each response. The total is your Risk Profile Score.

1) What is your age?

- ☐ Over 66 (2.5)
- ☐ 56-65 (5)
- ☐ 45-55 (7.5)
- ☐ Under 45 (10)

- 2) How much cash reserves do you have outside of your investment plan?
- ☐ 3 months (2.5)
 - ☐ 6 months (5)
 - ☐ 9 months (7.5)
 - ☐ Over 12 months (10)
- 3) Indicate approximately how many years from today until you need to reach your primary investment goal?
- ☐ Within 1 to 4 years (2.5)
 - ☐ Within 5 to 10 years (5)
 - ☐ Within 11 to 20 years (7.5)
 - ☐ More than 20 years (10)
- 4) Which of the following statements best describes your reaction if the value of your portfolio suddenly declined by 15%?
- ☐ I would be very concerned because I cannot accept fluctuations in the value of my portfolio (2)
 - ☐ I invest for long-term growth, and some income, but would be concerned about even a temporary decline (4)
 - ☐ I invest for long-term growth but would be very concerned if the downturn were more than 15% (6)
 - ☐ I invest for long-term growth and can accept some market fluctuation (8)
 - ☐ I invest for long-term growth and accept market fluctuations as normal market risk for an aggressive portfolio (10)
- 5) Which of the following statements most accurately reflects your feelings about the stock market?
- ☐ I am uncomfortable investing in the stock market and would prefer money markets for investments (2.5)
 - ☐ While I would like the ability to participate in the stock market, I prefer more conservative positions and want a sizable portion of my holdings to be in fixed incomes (5)
 - ☐ I want to participate in the stock market but prefer a mix of fixed incomes and growth- oriented equities (7.5)
 - ☐ I am committed to the stock market and am comfortable that, overtime, I should be rewarded for the extra risks involved in growth-oriented investing (10)
- 6) When do you plan to begin withdrawing money from your investments?
- ☐ Less than 3 years (2.5)
 - ☐ 3 to 5 years (5)
 - ☐ 6 to 10 years (7.5)
 - ☐ 11 years or more (10)
- 7) How optimistic are you about the long-term prospects for the economy?
- ☐ Pessimistic (2.5)
 - ☐ Unsure (5)
 - ☐ Somewhat optimistic (7.5)
 - ☐ Very optimistic (10)
- 8) How long are you prepared to wait for your account to return to its original value after a down market?
- ☐ Less than 18 months (2.5)
 - ☐ Between 18 months and two years (5)
 - ☐ Between two and three years (7.5)
 - ☐ More than three years (10)

9) Which of the following best describes your investment objectives?

- ☐ Preserving principal and earning a moderate amount of current income (0)
- ☐ Generating a high amount of current income (2.5)
- ☐ Generating some current income and growing my assets (5)
- ☐ Moderately growing my assets (7.5)
- ☐ Growing my assets substantially (10)

10) What is your current annual income requirement from this portfolio?

- ☐ More than 4% (2.5)
- ☐ 2% to 4% (5)
- ☐ 0% to 2% (7.5)
- ☐ I don't need current income (10)

Total Risk Score _____

MODEL PORTFOLIO SELECTION

Risk Score	Risk Profile	RiskPro® Tolerance Range*	Select only one Model Portfolio:
22 to 43.2	Conservative	+/- 0.00% to +/-12.00%	Income – Cash Yield
43.3 to 53.2	Moderate Conservative	+/- 12.01% to +/-17.67%	Capital Defender Moderate Conservative^
53.3 to 68.7	Moderate	+/- 17.68% to +/- 26.51%	Balanced Strategic Balanced Capital Defender Moderate^
68.8 to 84.3	Moderate Growth	+/-26.52% to +/- 35.35%	Strategic Moderate Growth Capital Defender Moderate Growth^
84.4 to 100	Aggressive	+/- 35.36% to +/- 44.20%	Equity Strategic Equity

* **Tolerance Range** represents the estimated max gain/loss over a forward looking 12 month period, with a high degree of statistical probability, of the Model Portfolio's (the "Model") absolute returns based on the historical performance of the Model's underlying securities. The range illustrates the upper and lower limits of the Model's risk tolerance as a percent of probable gain or loss. The range is hypothetical and inherently limited given it does not reflect fees, trading in actual accounts, economic or market conditions among other factors impacting TPF's decision making. TPF manages the models within the range of risk however there is no guarantee the range will not be exceeded. For the Aggressive Risk Profile, Models frequently have a Tolerance Range of less than 35.36%. Tolerance Range is for illustrative purposes only and should not be relied upon when making investment decisions. All investments contain risk to include the total loss of invested principle.

^Tactical strategy where RiskPro Tolerance may go as low as 0.00%, depending on market circumstances.

The Risk Profile for the model portfolio selected is different than the Risk Profile noted in the Risk Profile Questionnaire but is appropriate for the objectives for this account.

SPECIAL INSTRUCTIONS

Please note below any special instructions or other limitations the Client wishes to place on this account. The Pacific Financial Group, Inc. ("TPFG") will use its best efforts to accommodate the Special Instructions. In the event TPFG is not able to accommodate the Special Instruction, TPFG in its sole discretion may resign from managing the account.

Describe any special instructions that apply to TPFG's management of the Model Portfolio held in this account:

SEPARATE FEE DISCLOSURE

TPFG has entered into a written agreement with the Adviser's supervising firm ("Introducing Firm") whereby TPFG has agreed to pay the Adviser, via the Introducing Firm, the Adviser Fee for introducing Client to TPFG and for providing to the Client the Adviser Services identified in the Investment Management Agreement ("IMA"). Clients do not pay more on account of TPFG sharing the Program Fee with Adviser. TPFG and the Introducing Firm are not affiliated.

When participating in the Program, the Client will pay a Program Fee, comprised of the TPFG Fee and Adviser Fee as noted in the table below. The Program fee is paid quarterly, in advance, and is calculated by multiplying the annual Program Fee to the market value of the Account as of the last day of trading for any calendar quarter, and dividing the product by the number of days in the applicable quarter, or pro-rated for any partial quarter during which the Account was invested. Unless Client makes alternative arrangements, TPFG will deduct the Program Fee from the Client's Account in accordance with the terms set forth in the IMA and remit the Adviser Fee to the Adviser. The Total Fee is calculated on a tiered basis; e.g. an account of \$1,000,000 would pay 2.00% on the first \$500,000, and 1.50% on the second \$500,000. TPFG or Adviser may amend the fees paid by providing Client with prior written notice; provided, however, that the Program Fee will not exceed the Total Program Fee listed in the Fee Schedule. The Program Fee does not include other fees or expenses to include the internal fees or expenses charged by mutual funds, exchange traded funds, or other investment vehicles allocated to a Model Portfolio held in the Account, or trading costs or account maintenance fees assessed by the Account Custodian. In addition to these fees, TPFG will assess an annual administrative fee of \$40.00 paid quarterly (\$10 per quarter).

Fee Schedule Paid by Client				Custom Fee Schedule (Subject to TPFG Pre-Approval)	
Assets Under Management:	TPFG Fee	Adviser Fee	Total Program Fee	TPFG Fee	Adviser Fee
\$0 to \$500,000	1.00%	1.00%	2.00%	_____%	_____%
\$500,001 to \$3,000,000	0.75%	0.75%	1.50%	_____%	_____%
\$3,000,001 to \$5,000,000	0.50%	0.50%	1.00%	_____%	_____%
\$5,000,001 to \$10,000,000	0.40%	0.40%	0.80%	_____%	_____%
\$10,000,001 and up	SUBJECT TO NEGOTIATION			_____%	_____%

Note: The Program Fees for the Income Cash yield is 0.75% for the TPFG Fee and Adviser Fee from \$0.00 through \$3,000,000. The Program Fees for Capital Defender Models are a flat fee equal to: TPFG Fee of 0.55% and Adviser Fee up to 1.0% on all account value tiers.

CLIENT ACKNOWLEDGEMENT AND INSTRUCTIONS TO TPFG:

By signing below, the undersigned Client(s) confirms that after reviewing the Program and the available Model Portfolios with the undersigned Financial Adviser, the model selected is consistent with the client's investment objectives, time horizon and risk level. Client has been provided and has reviewed all appropriate disclosures to include Model fact sheets, TPFG's disclosure brochure which further describes the programs and services offered by TPFG, as well as the prospectuses for the PFG funds which are used in constructing the Models. Client has reviewed and received the Separate Fee Disclosure describing the Program fees and expenses. Client authorizes TPFG to allocate the selected Model to the account and to manage the Account in accordance with the terms and conditions as set forth in the IMA as may be amended from time to time.

Client Signature	Date	Co-Client Signature	Date

FINANCIAL ADVISER ACKNOWLEDGEMENT

By signing below, I confirm that I am Client's Financial Adviser for this Account and that I provided Client with sufficient information for Client to understand the Program, fees and available Models. After reviewing the Program information with the Client and evaluating the Client's investment needs, time horizon, and risk appetite, the Model selected is appropriate for the Client. I have also provided the Client with all necessary disclosures to include without limitation, applicable prospectuses, TPFG's ADV 2A and B, and the Separate Fee Disclosure as incorporated in this document.

Financial Adviser Signature	Financial Adviser Name	Date