

StockOpter[®] Pro Equity Compensation Modeling

Advisor Questionnaire

The information requested below is required in order to develop an accurate cash flow and taxation model in StockOpter[®] Pro. Please provide the requested information below and fax it to 541-388-0308 so that we may begin developing your model immediately.

Client Name:

Company:

Advisor Name:

Phone:

In order to better incorporate your client's personal preferences and inclinations into our analysis, please describe your client's stock option situation and what issue they would like to address.

Please complete the following information so that our analysis can consider factors unique to your client's situation:

1. Are there any income or deduction items your client anticipates to be materially different than those found in the tax return provided? Include any expected capital gain or loss transactions you anticipate during the 15-year planning horizon.
2. Has your client exercised any options or sold any company stock during the current tax year? If so, please provide details of options exercised/shares sold and the FMV at exercise or sale. Also, please provide all information regarding the remaining options and/or shares held, including regular and AMT basis information (if any).
3. Is your client an employee or independent contractor?
4. What does your client feel is a reasonable expectation for the annual growth in the company's stock over the next 15 years?
5. If your client were to diversify company holdings (options and/or shares) in to a mutual fund, what return assumptions would your client expect from the reinvested funds?
 - a. Dividend Income: ____%
 - b. Capital Gain Distributions: ____%
 - c. Deferred Growth (increase in NAV of the mutual fund): ____%
6. What margin rate (or opportunity cost) would you use for strategies that result in negative cash flows?
7. If the company pays a dividend, does the client expect that dividend to grow over the next 15 years and if so, at what rate?
8. What is your client's estimated state tax rate?

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9. What adjustments to federal income should be made in arriving at state taxable income (if any)?
10. Is your client subject to trading windows? When? How long?
11. How much of your client's net worth would your client be comfortable holding in a single stock?
12. Does your client anticipate any changes in employment (retirement, layoff, job change)?
13. Please prioritize the following (1 most important):
- a. ___ Tax efficiency
 - b. ___ Maximizing the leverage of options
 - c. ___ Diversifying company holdings
14. Do you expect your client's company to out-perform, perform-inline-with or under-perform the market? What index would you use as a proxy for the market (Dow Industrials, S&P500, NASDAQ, etc.)?
15. Is your client a 10% or greater shareholder in the company?
16. Is your client subject to the reporting requirement of SEC rule 144?