KEY WEALTH
unlocking your financial success

+267 316 3011
www.keywealth.co.bw
Plot 50361, Sunshine park (1st Floor)
Fairgrounds, Gaborone

CUSTOMER PROSPECTING QUESTIONNAIRE

SECTION A

1.Full Names :

2. Other Names:

3. Date of birth:

4. Age:

5. Address (Physical and Postal):

6. Identification (ID/Passport):

7. Marital Status:

8. Highest level of Education:

9. Household Income:

10. Source of income:

PART B FACT FIND

What is your current financial situation and goals?

What is your investment experience?

How long have you been investing?

What is your current total net worth?

What is your investment objective (short-term or long-term)?

How much money are you planning to invest?

What type of investments are you interested in (stocks, bonds, mutual funds, etc.)?

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Do you have any tax considerations or special restrictions on your investments?

Are there any other financial goals you have beyond investing (saving for emergencies, school, retirement, etc.)?

How often do you plan to review your investments?

PART C RISK APPETITE

1.I would describe my knowledge of investments as

None ☐ Limited ☐ Good ☐ Extensive ☐

COMMENTS:

2. In terms of experience, how comfortable are you with investing?

Not at all ☐ Somewhat comfortable ☐ Very comfortable ☐

COMMENTS:

3. My current and future income sources are?

Very Unstable ☐ Unstable ☐ Somewhat stable ☐ stable ☐ Very stable ☐

COMMENTS:

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4. What is your personal investment philosophy?

Income ☐
(Investments with lower returns with a primary focus on generating income)

Growth & Income ☐
(Balances growth objectives with income needs)

Growth ☐
High fluctuations with potentially higher returns

COMMENTS:

5. What length of investment are you considering?

4 Years ☐ 5 Years ☐ 10 Years ☐ 15 Years ☐ 20 and more years ☐

COMMENTS:

6. For this investment, my intention is to?

To grow aggressively ☐ To grow significantly ☐ To grow moderately ☐ To grow with caution ☐
To avoid losing ☐

COMMENTS:

7. When do you want to start drawing from this investment?

Not immediately ☐
(but within the first 3 years)

4 -5 years ☐ 5 – 10 years ☐ 10 – 15 years ☐

20 years and beyond ☐

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COMMENTS:

8. Once I begin withdrawing funds from my investment, I plan to spend all the funds in

Less than 2 years ☐ 2 – 5 years ☐ 6 – 10 years ☐ 11 or more years ☐

COMMENTS:

Signed by: ____

Date: ____________________________

FOR OFFICE USE ONLY:

Private Wealth Consultant: ____________________________

Date: _________________________________