

## Asset Allocation Mix

### All Equity

**Stocks: 90 - 100%**

**Cash: 0 - 5%**

A broadly diversified portfolio with 100% equity investment in both US and non-US securities. Moderately aggressive exposure to stocks for capital appreciation. Equity exposure blends multiple asset classes and styles.

### Growth

**Stocks: 60 - 80%**

**Bonds: 20 - 40%**

**Cash: 0 - 5%**

A broadly diversified portfolio made up of approximately 80% equity investments and 20% fixed-income securities. Stocks for capital appreciation and bonds for income. Equity exposure blends multiple asset classes and styles.

### Balanced

**Stocks: 40 - 60%**

**Bonds: 40 - 60%**

**Cash: 0 - 5%**

A broadly diversified portfolio made up of approximately 60% equity investments and 40% fixed-income securities. Modest capital appreciation potential with income. Equity exposure blends multiple asset classes and styles.

### Moderate

**Stocks: 20 - 40%**

**Bonds: 60 - 80%**

**Cash: 0 - 5%**

A diversified portfolio made up of approximately 40% equity investments and 60% fixed-income securities. Balanced exposure to stocks for long-term capital appreciation and bonds for stability of investment principal and income.

### Conservative

**Stocks: 10 - 20%**

**Bonds: 80 - 90%**

**Cash: 0 - 5%**

A diversified portfolio made up of approximately 20% equity investments and 80% fixed-income securities. Emphasis on capital preservation and stability through bond investments.

### All Fixed Income

**Bonds: 80 - 100%**

**Cash: 0 - 5%**

A portfolio made up of approximately 100% fixed-income securities. Emphasis on capital preservation, stability and income through bond investments.

**What is your current income tax bracket?**

15%    25%    28%    33%    35%

**What is your annual capital gains tolerance?**

% of Market Value      \$  Amount

**This account will represent what percentage of your TOTAL investable assets?**

Less than 20%    21-50%    51-75%    76-100%

**Are there restrictions that you wish to impose on the management of the account that your portfolio manager should consider?    No**

If yes, please describe:

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**Additional Objectives:**

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*The Trust Company of Virginia will rely on the information provided in this questionnaire to assist in the design of your investment portfolio.*

## Asset Inventory Worksheet

Making a complete inventory of your assets is the first step in preparing an estate plan. The chart below shows you how to organize your inventory for easy reference.

<b>Assets</b>	<b>In Your Name</b>	<b>In Your Spouse's Name</b>	<b>In Joint Name</b>
Your home (current market value)	\$ _____	\$ _____	\$ _____
Other real estate	_____	_____	_____
Bank accounts (checking & savings)	_____	_____	_____
Other cash accounts (money market funds, savings bonds, brokerage cash accounts, etc.)	_____	_____	_____
Stocks, bonds, mutual funds	_____	_____	_____
Retirement plan accounts:			
• IRA	_____	_____	_____
• Keogh	_____	_____	_____
• SEP	_____	_____	_____
• 401k	_____	_____	_____
• Profit plan	_____	_____	_____
• Other	_____	_____	_____
Personal Property (replacement value of jewelry, autos, household furnishings, etc.)	_____	_____	_____
Annuities, trusts or other assets	_____	_____	_____
Collectibles (market value of fine art, precious metals, etc.)	_____	_____	_____
<b>Total Assets \$</b>	<b>_____</b>	<b>_____</b>	<b>_____</b>
 <b>Liabilities</b>			
Mortgages	_____	_____	_____
Life insurance loans	_____	_____	_____
Other loans or debts	_____	_____	_____
<b>Total Liabilities \$</b>	<b>_____</b>	<b>_____</b>	<b>_____</b>
 <b>Net Estate</b> (assets less liabilities)	<b>\$ _____</b>	<b>_____</b>	<b>_____</b>



Active Asset Management