



Let our independence ignite yours.[™]

Confidential Questionnaire for Prospective Advisor - Existing Group

The attached questionnaire is part of our due diligence process. Our goal is to make certain we can support your business model and can accommodate your business. Upon your submission and our satisfactory review, a full U4 registration packet, background check authorization, fingerprint submission instructions and additional documents will be provided.

You should not resign or terminate any employment contract prior to receiving approval from the PCS home office.

Please attach copies of the following items when returning this questionnaire:

- Current Broker Dealer agreement/contract**
- Trailing twelve (12) month commission statement**
- Completed Book of Business Spreadsheet**

New Hire Pre-Approval Packet Dually Registered/Registered Representative

Company:	Requestor's Name:
Requestor's Email:	Requestor's Direct Phone:

Registration Type (Please check box below)

<input type="checkbox"/> Dually Registered Rep: Producing Rep, affiliated with both PCS and an RIA
<input type="checkbox"/> Registered Rep: Producing Rep, with no affiliation to an RIA
Explain the Responsibilities/Role of the New Hire:

1. Potential New Hire Contact Information:

Full Name:	Name you wish to be called:	
Social Security Number:	Date of Birth:	
CRD Number:	Proposed Start Date:	Cell Phone:
New Business Phone:	New Business Fax:	
Personal Email:	Company Email:	
Name of DBA (if applicable):		
Branch Address:		

2. Current Registration / License Information:

Current Broker Dealer:	Protocol/Non-Protocol:	Clearing Firm:
Current Registrations Held: * <input type="checkbox"/> S6 <input type="checkbox"/> S7 <input type="checkbox"/> S26 <input type="checkbox"/> S24 <input type="checkbox"/> S63 <input type="checkbox"/> S65 <input type="checkbox"/> S66 <input type="checkbox"/> S9/10 <input type="checkbox"/> S4 <input type="checkbox"/> S27 <input type="checkbox"/> S51 <input type="checkbox"/> S53 <input type="checkbox"/> Other: _____		
Currently Registered as (Check all that apply): <input type="checkbox"/> Registered Rep <input type="checkbox"/> Advisory Rep <input type="checkbox"/> OSJ / Principal		Current Insurance Licenses Held: <input type="checkbox"/> Life <input type="checkbox"/> VA <input type="checkbox"/> P&C
What professional designations do you hold? <input type="checkbox"/> CFA <input type="checkbox"/> CFP <input type="checkbox"/> CPA <input type="checkbox"/> ChFC <input type="checkbox"/> CLU <input type="checkbox"/> Other: _____	What professional associations do you belong to?	
Your primary marketing approach will be: <input type="checkbox"/> Referrals <input type="checkbox"/> Seminars <input type="checkbox"/> Cross Selling Clients <input type="checkbox"/> Direct Mail <input type="checkbox"/> Radio/TV Talk <input type="checkbox"/> Other: _____		

*PCS does not engage in futures/commodities business and will not affiliate those registrations.

- a. Are you conducting joint business with any firm, agents or RR who will not be affiliating with PC? Yes No
 - i. If yes, please describe: _____
- b. Are you aware of any client accounts with non-transferable insurance company contracts or mutual funds? Yes No
 - i. If yes, please describe: _____
- c. Do you provide clients with consolidated statements that list assets held away? Yes No
 - i. If yes, what system is utilized? _____
- d. Are there currently any non-compete or non-solicitation contracts in place with the broker dealer you are currently / were previously affiliated with? Yes No

3. Registration History:

FINRA requires Private Client Services to communicate with each of your employers for the previous three years and maintain documentation on file with the names of the persons contacted and the date of contact. If you have had more than three employers in the past three years, please list additional contacts on a separate piece of paper.

- a. Current Broker Dealer’s Name: _____
- b. Previous Broker Dealer’s Name: _____
- c. Previous Broker Dealer’s Name: _____

4. Outside Business Activities Notification: (FINRA Rule 3270)

FINRA requires that you notify PCS of all outside business activities you may be involved in, even if they are not securities related. This will allow us to determine if any additional supervisory requirements need to be addressed.

If any box below is applicable to you, a PCS Outside Business Activities Disclosure form must be completed. The form is attached at the end of the document. Note: PCS E&O does not extend to business done outside of the firm.

- | | |
|---|---|
| <input type="checkbox"/> Lawyer/Legal | <input type="checkbox"/> Real Estate-Related Services |
| <input type="checkbox"/> Accountant | <input type="checkbox"/> Insurance General Agency |
| <input type="checkbox"/> Captive Insurance Agent | <input type="checkbox"/> Trust-Related Services |
| <input type="checkbox"/> Independent Insurance Agent | <input type="checkbox"/> Mortgage-Related Services |
| <input type="checkbox"/> Pension Administration | <input type="checkbox"/> Board of Directors |
| <input type="checkbox"/> Registered Investment Advisor* | <input type="checkbox"/> Other: _____ |
| <input type="checkbox"/> Civic Groups or Organizations | <input type="checkbox"/> Other: _____ |

- a. Do you currently utilize CRUMP National Brokerage for insurance-related activity? Yes No
 - i. If no, which insurance agency do you utilize? _____

5. Regulatory History:

<p>A. Have you been convicted of or pled guilty or nolo contendere (no contest) to:</p> <ol style="list-style-type: none"> 1. A felony or misdemeanor involving: investment or investment-related business, fraud, false statements or omissions, wrongful taking of property or bribery, forgery, counterfeiting or extortion? 2. Gambling? 3. Any other felony? 4. Any other misdemeanor and/or criminal charge? 	<p><input type="checkbox"/> Yes <input type="checkbox"/> No</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No</p>
<p>B. Have you, or an organization over which you exercised management or policy control, ever been charged with a felony or charged with a misdemeanor specified in question A. (1) or (2)? (If yes, please provide a copy of case documents)</p>	<p><input type="checkbox"/> Yes <input type="checkbox"/> No</p>
<p>C. Has any court ever:</p> <ol style="list-style-type: none"> 1. Enjoined you in connection with any investment-related activity? 2. Found that you were involved in a violation of investment-related statutes or regulations? 	<p><input type="checkbox"/> Yes <input type="checkbox"/> No</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No</p>
<p>D. Has the U.S. Securities and Exchange Commission or the Commodity Futures Trading Commission ever:</p> <ol style="list-style-type: none"> 1. Found you to have made a false statement or omission? 2. Found you to have been involved in a violation of investment-related statutes or regulations? 3. Found you to have been a cause of an investment-related business having its authorization to do business denied, suspended, revoked or restricted? 4. Entered an order denying, suspending or revoking your registration, or disciplined you by restricting your activities? 	<p><input type="checkbox"/> Yes <input type="checkbox"/> No</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No</p>
<p>E. Have you ever been the subject of an investment-related, consumer-initiated complaint or proceeding that:</p> <ol style="list-style-type: none"> 1. Alleged compensatory damages of \$10,000 or more, fraud or wrongful taking of property? 2. Was settled or decided against you for \$5,000 or more, or found fraud or the wrongful taking of property? 	<p><input type="checkbox"/> Yes <input type="checkbox"/> No</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No</p>
<p>F. Are you now the subject of any complaint, investigation or proceeding that could result in a "Yes" answer to parts A-E of this section?</p>	<p><input type="checkbox"/> Yes <input type="checkbox"/> No</p>
<p>G. Has a bonding company denied, paid out on or revoked a bond for you?</p>	<p><input type="checkbox"/> Yes <input type="checkbox"/> No</p>
<p>H. Do you have any unsatisfied judgments or liens against you?</p>	<p><input type="checkbox"/> Yes <input type="checkbox"/> No</p>
<p>I. Have you, or a firm that you exercised management or policy control over or owned 10 percent or more of the securities of, failed in business, made a compromise with a creditor, filed a bankruptcy petition or been declared bankrupt?</p>	<p><input type="checkbox"/> Yes <input type="checkbox"/> No</p>
<p>J. Has a broker or dealer firm that you exercised management or policy control over, or owned 10 percent or more of the securities of, been declared bankrupt, had a trustee appointed under the Securities Investor Protection Act or had a direct payment procedure initiated?</p>	<p><input type="checkbox"/> Yes <input type="checkbox"/> No</p>
<p>K. Have you ever been discharged or permitted to resign because you were accused of:</p> <ol style="list-style-type: none"> 1. Violating investment-related statuses, regulation, rules, or industry standards or conduct? 2. Fraud or the wrongful taking of property? 3. Failure to supervise in connection with investment-related statutes, regulation, rules, or industry standards or conduct? 	<p><input type="checkbox"/> Yes <input type="checkbox"/> No</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No</p>

For any "yes" answers, please provide a written explanation and supporting documentation.

Do you have any criminal, civil, financial or regulatory reportable events that are pending or are not currently disclosed on your U4? Yes No

Signature of Registered Representative

Date

6. Branch Information:

- a. Will you maintain your own branch? Yes No
 - i. If yes, please proceed (if no, skip to section 7)
- b. Are you sharing office space with any other individual(s) or entity? Yes No
- c. Describe your location(s) (i.e. office building, office condo, other): _____
- d. Can you ensure client files/data are secure? Yes No
- e. Does your location(s) have any signage? Yes No
- f. Do you meet with clients at this location? Yes No
- g. Do you meet with clients consistently from any other (Office of Convenience) location(s)? Yes No If yes, please identify: _____
- h. If you work from a home office, do you have a separate entrance to your workspace? Yes No

7. Investment Advisory Business:

- a. When you join PCS, will you: (Select One)
 - Maintain your own RIA?
 - Be affiliated with an outside RIA?
 - Become an IAR of PCS' RIA? (Skip to Part "C")
 - Fee-based only
 - Hybrid

Please be aware that PCS may decide not to hold alternative investments, hedge funds or leveraged ETFs in an advisor-managed account. In addition, PCS's advisory program does not allow clients to have margin accounts or hold pledged/collateralized accounts at a bank/custodian other than Pershing.

- b. RIA Details:
 - i. Name of RIA: _____
 - ii. The RIA is registered with: State SEC Both
 - iii. The RIA provides the following:
 - Financial Planning Investment Management Fee for Services
 - Other _____
 - iv. What is the date of your last audit? _____
 - v. RIA IARD number: _____
 - vi. Who is the RIA control person? _____

c. Advisory Account Details:

- i. Current custodian(s): _____
- ii. Number of advisory accounts: _____
- iii. Total advisory Assets Under Management (AUM): \$ _____
- iv. What is your annual advisory revenue? \$ _____
- v. Breakdown of investment advisory business:
Non-model based _____ % Model-based _____ %
- vi. Breakdown of model-based business:
 - 1. Rep managed _____ % (you conduct individual security selection and trade accounts yourself)
 - 2. Institutionally managed _____ % (someone else selects securities and rebalances accounts on your behalf)
 - 3. Third-Party Asset Manager (TPAM)/Turnkey Asset Management Platform (TAMP) _____ % Name(s): _____
- vii. Financial planning/consulting business:
 - 1. Annual revenue: \$ _____
 - 2. Number of clients: _____
 - a. Individuals: _____
 - b. Group retirement plans: _____
- viii. Breakdown of products:
Equities _____ % Fixed Income _____ % Mutual Funds _____ %
ETFs _____ % Other _____ % If Other, indicate product: _____
- ix. Do you trade options? Yes No
 - 1. If yes, which options do you trade? Covered calls Long options
 Other options: _____
- x. Do you have fee-based variable annuities? Yes No
- xi. Do you have discretion? Yes No
 - 1. If yes, what form of discretion? Limited Trading Full Discretion
 - 2. If yes, what percentage of advisory accounts do you manage with discretion? _____ %
- xii. Do you utilize an Investment Policy Statement? Yes No

d. Please review and answer the following:

- I do I do not have alternative investments in advisory accounts that I manage.
Please be aware that PCS does not permit the purchase of non-registered alternative investments, hedge funds or leveraged ETFs in a PCS advisor-managed account. PCS will not allow the transfer of non-registered alternative investments that are currently being held in an advisory account at another custodian.
- I do I do not have hedge funds in advisory accounts that I manage.
Hedge funds cannot be held in PCS advisory accounts.
- I do I do not have leveraged ETFs in advisory accounts that I manage.
Leveraged ETFs cannot be held in PCS advisory accounts.
- I do I do not have margin, pledged or collateralized loans in advisory accounts that I manage.
Pledged/collateralized loans are not permitted on PCS advisory accounts.
- I do I do not hold mutual fund B or C shares in advisory accounts that I manage.
IARs cannot bill or charge a fee on Class B or C share mutual fund assets in PCS accounts.

8. Brokerage (Commission) Business:

- a. Current clearing firm: _____
- b. Total commission Assets Under Management (AUM): \$ _____
- c. Gross annual revenue from brokerage business: \$ _____
- d. Number of brokerage accounts: _____
- e. Breakdown of brokerage business:
Mutual Funds, Fixed Income, Annuities, Equities _____ %
Structured Notes, DSTs, REITS, other alternative investments _____ %
- f. Does cost basis information print on client statements? Yes No

9. Direct Business:

- a. Number of 'direct', 'held away' or 'held at fund company' accounts: _____
- b. Gross annual revenue from directly held business: \$ _____
- c. Do you have variable annuities linked to brokerage accounts? Yes No
- d. Do you offer Equity Indexed Annuities (EIAs) to your clients? Yes No
 - i. If yes, how much annual premium do you generate in EIAs? \$ _____
 - ii. If yes, what General Agency do you use? _____

10. Insurance Business:

- a. Do you offer insurance products? Yes No
 - i. If no, do you presently service any fixed insurance products as Agent of Record? Yes No
 - ii. If yes, please note each line of business you currently sell: Life
 Disability Income Long Term Care Fixed annuities (other than FIAs)
 - iii. If yes, your annual commissions are: \$ _____
 - iv. If yes, please provide the name(s) of the BD, General Agencies, BGAs or IMO/FMOs that you currently do insurance business with: _____

11. Alternatives:

This would include non-listed REITs and UITs, Private Placements, DSTs, Leveraged ETFs, 1031/1033 Exchanges, Structured Notes, Oil and Gas and other such non-listed and illiquid products.

- a. Do you have alternative or complex product investments in brokerage/direct accounts? Yes No
- b. If no, have you ever sold alternatives or complex products investments? Yes No
- c. Do you have leveraged ETFs in brokerage/direct accounts? Yes No
Leveraged ETFs cannot be held in PCS brokerage accounts.
- d. Do you have pledged or collateralized loans in brokerage accounts? Yes No
Pledged/collateralized loans are not permitted on PCS brokerage accounts.
- e. If applicable, list any proprietary products: _____

12. Private Securities Transaction Notification/Request: (FINRA Rule 3280)

FINRA requires that you serve prior written request to PCS of your intention to conduct a securities/investment advisory business outside of the scope of your registered representative activity with the firm. PCS must then serve you written notice granting or denying its permission and supervise the activities.

Therefore, in addition to my commission-based securities business, which I conduct through my current broker/dealer, I am engaged in the following outside securities/investment advisory activities:

- a. I am engaged with / own an independent RIA. Yes No
- b. I am engaged as a general partner in oil/gas/real estate syndication, or other limited partnerships.* Yes No
- c. I am engaged in mortgage brokerage.* Yes No
- d. I am engaged in Viatical/Life Settlement activities.* Yes No

** Such activities are prohibited without prior written approval by PCS.*

13. FINRA CRD Background Report

I, _____, hereby give my consent to Private Client Services to review and verify my registration history/records within the FINRA Central Registration Depository (WebCRD) (if applicable).

Social Security Number

Date of Birth (Month/Day)

Signature

Date

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