

MARATHON

STRATEGIC ADVISORS, LLC

500 Market Street, Suite 610 • Steubenville, OH 43952-2847 • (740) 282-5198

CLIENT QUESTIONNAIRE (Schedule B)

Thank you for considering Marathon Strategic Advisors, LLC (MSA) for professional management of your assets. Through this questionnaire, we will obtain the information our investment managers need to recommend a strategy that is appropriate for your unique investment goals. The information you provide in this questionnaire will be kept strictly confidential and used only by MSA in connection with the management of your assets.

SECTION ONE: PERSONAL BACKGROUND INFORMATION

	You	Spouse (if married)
Name	_____	_____
Address	_____	_____
City, State, Zip	_____	_____
Home Telephone	_____	_____
Home Fax	_____	_____
Email	_____	_____
Date of Birth	_____	_____
Social Security Number	_____	_____
Occupation	_____	_____
Employer Name	_____	_____
Work Telephone	_____	_____
Work Fax	_____	_____
If you are not retired, at what age do you plan to retire?	_____	_____
If you are retired, what was your previous occupation?	_____	_____

Children and Dependents

<u>Name</u>	<u>Relationship</u>	<u>Date of Birth</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

Important Individuals

	<u>Name</u>	<u>Firm</u>	<u>Telephone</u>
Accountant	_____	_____	_____
Attorney	_____	_____	_____
Financial Planner	_____	_____	_____
Insurance Advisor	_____	_____	_____

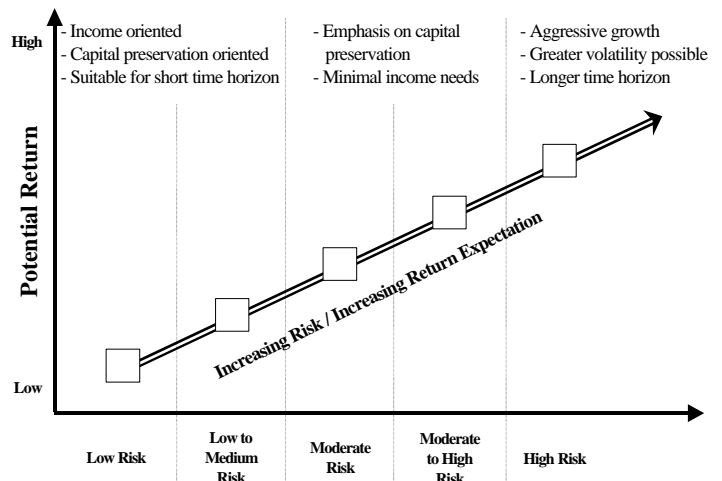
SECTION TWO: RISK ASSESSMENT AND INVESTMENT EXPERIENCE

Questions in this section will help us understand your investment experiences and assess your attitude toward investment risk. Your comfort level with risk and volatility will influence the portfolio we recommend for you. Please indicate your choice by placing an "X" in only *one* of the appropriate boxes.

- What is your overall knowledge of investments?
 - Low*: I have very little investment experience outside of bank savings accounts, money market funds and Certificates of Deposits (CDs)
 - Medium*: I have some experience investing in mutual funds or individual stocks and bonds.
 - High*: I have been an active participant in the stock market, and understand that investments, including international markets, can be volatile and unpredictable.
- During the last 12 months, how many times would you estimate you traded individual securities or mutual funds?

<input type="checkbox"/> 0	<input type="checkbox"/> 11-25
<input type="checkbox"/> 1-5	<input type="checkbox"/> 26-50
<input type="checkbox"/> 6-10	<input type="checkbox"/> 51+
- Approximately how often do you check the value of your investments?
 - Once a year
 - Several times each year
 - Monthly
 - More frequently than monthly
- When investing, what is most important for you?
 - Avoid losses
 - Keep pace with inflation
 - Keep pace with the stock market
 - Outperform the stock market
- How comfortable are you with investing in a company that has no revenues, based on the company's potential to capitalize on proprietary, cutting edge technologies?
 - Very comfortable
 - Comfortable
 - Neither comfortable nor uncomfortable
 - Uncomfortable
 - Very uncomfortable
- If a \$10,000 investment you made for the long term declined in value during the first year, but the fundamentals of the company remained the same, at what point would you sell in favor of a more stable investment?

<input type="checkbox"/> \$9,500	<input type="checkbox"/> \$7,500
<input type="checkbox"/> \$9,000	<input type="checkbox"/> \$7,000
<input type="checkbox"/> \$8,500	<input type="checkbox"/> \$6,500
<input type="checkbox"/> \$8,000	<input type="checkbox"/> I would not sell
- The value of your portfolio will fluctuate over time. This means it will rise and fall in response to market events. Historically, investments that have higher fluctuations have provided higher returns. *Which statement best describes your attitude towards investment fluctuations?*
 - I cannot accept any loss of principal
 - Conservative*: I am more concerned with preserving the value of my account than maximizing capital growth, and can tolerate declines in value through a market cycle.
 - Moderate*: I am comfortable with fluctuations in my portfolio, and the possibility of larger declines in value, in order to seek to grow my portfolio over time.
 - Aggressive*: I am comfortable taking on high levels of risk, and the possibility of large fluctuations and substantial declines in the value of my portfolio, in pursuit of higher levels of appreciation in my portfolio over time.
- The process of investing requires careful consideration of risk. There is a trade-off between the risk associated with an investment and its expected return over time. Typically, one must endure greater risk of decline in portfolio value in order to pursue higher returns. The chart below shows that as you move up the risk ladder from conservative investments to aggressive investments you have the potential to receive higher returns but may also experience higher fluctuations in value. *Please indicate the best match to your investment objectives by placing an "X" in the appropriate box.*



SECTION THREE: INVESTMENT CASH FLOWS AND FINANCIAL PROFILE

Please complete only Section A or Section B. Complete Section A if you wish our investment managers to develop a customized investment strategy that does not incorporate your other assets and liabilities. Complete Section B if you wish our investment managers to develop an investment strategy that incorporates your security investments together with all of your assets, liabilities, and future cash flows.

SECTION THREE: PART A (Marathon Strategic Portfolio Management™ Program)

For us to provide you with an appropriate recommendation, it is important that we understand your most likely plans for the money that Marathon will be managing. Please review the following options to determine which one most accurately describes your anticipated investment goal(s) and time horizon. Our overall objective will be to maximize total return taking into consideration your time horizon and risk parameters. (Check one.)

- I plan to use this account to provide income at some point in the future (whether it is withdrawn monthly, annually, or periodically), starting in _____ years. If this income need starts within 3 years, please provide the annual amount you would anticipate withdrawing: \$ _____.
- I anticipate withdrawing lump sums from this account within 10 years to cover large, one-time expenses (such as college education, home purchases, etc.) starting in _____ years. The most I anticipate withdrawing is \$ _____.
- I do NOT anticipate using this money to meet income needs or large, one-time expenses within 10 years. The earliest I would need to make a withdrawal is in _____ years.

Do you plan to add money regularly to this account? (Check One)

- Yes (approximately how much per year \$ _____)
- No
- Don't Know

SECTION THREE: PART B (Marathon Strategic Wealth Management™ Program)

In order to provide you with an appropriate recommendation, it is important that we understand your investment horizon. By knowing the sources and uses of your savings and investments, our investment managers will be able to match your investment horizon (short, medium, and long term) to your unique cash flow needs. Our overall objective will be to maximize total return taking into consideration your time horizon and risk parameters.

	(Current Year)	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Ongoing
Expected Household Pretax Income	\$ _____	_____	_____	_____	_____	_____	_____	_____	_____
Additional Amounts You Plan to Invest									
Company retirement/savings plan	_____	_____	_____	_____	_____	_____	_____	_____	_____
Accounts managed by Marathon Strategic Advisors	_____	_____	_____	_____	_____	_____	_____	_____	_____
Other investments:									
Other: _____	_____	_____	_____	_____	_____	_____	_____	_____	_____
Other: _____	_____	_____	_____	_____	_____	_____	_____	_____	_____
Withdrawals From Investments:									
Retirement	_____	_____	_____	_____	_____	_____	_____	_____	_____
Major Acquisitions:									
Buy a Home	_____	_____	_____	_____	_____	_____	_____	_____	_____
Buy a Car	_____	_____	_____	_____	_____	_____	_____	_____	_____
Other: _____	_____	_____	_____	_____	_____	_____	_____	_____	_____
Education Tuition	_____	_____	_____	_____	_____	_____	_____	_____	_____
Other Withdrawals: _____	_____	_____	_____	_____	_____	_____	_____	_____	_____
Other Withdrawals: _____	_____	_____	_____	_____	_____	_____	_____	_____	_____

SECTION THREE: PART B (Continued)

Please list all of your assets and liabilities to provide an overview of your total financial situation. This information is essential to ensure that the recommendation we provide takes into account the positioning of your entire portfolio of assets. Dollar amounts may be rounded off.

	Taxable		Tax Deferred	
	Domestic	International	Domestic	International
Assets				
Cash & Cash Equivalents	\$ _____	\$ _____	_____	_____
Fixed Income				
Government Bonds	_____	_____	_____	_____
Municipal Bonds	_____	_____	_____	_____
Mortgage Backed Securities	_____	_____	_____	_____
Corporate Bonds:				
High Quality ("A" rating or better)	_____	_____	_____	_____
Other Quality (Lower than "A" rating)	_____	_____	_____	_____
Equities				
Large & Mid-Cap Equities	_____	_____	_____	_____
Large & Mid-Cap Equity Mutual Funds	_____	_____	_____	_____
Small-Cap Equities	_____	_____	_____	_____
Small-Cap Equity Mutual Funds	_____	_____	_____	_____
Real Estate				
Residential Primary & Secondary Home	_____	_____	_____	_____
Residential Investment Property	_____	_____	_____	_____
Commercial Investment Property & REITS	_____	_____	_____	_____
Other				
Variable Annuities	_____	_____	_____	_____
Life Insurance (Cash Value)	_____	_____	_____	_____
Collectibles	_____	_____	_____	_____
Other Businesses Ownerships	_____	_____	_____	_____
Other: _____	_____	_____	_____	_____
Other: _____	_____	_____	_____	_____
Liabilities				
Mortgage Debt (year paid off _____)	_____	_____		
Other: _____	_____	_____		
Other: _____	_____	_____		

Investment Account Types

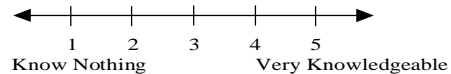
Please list the types of investment accounts both you and your spouse own:

	You	Spouse
Taxable	\$ _____	\$ _____
Traditional IRA	_____	_____
Roth IRA	_____	_____
SEP-IRA	_____	_____
Keogh	_____	_____
401 (k)	_____	_____
Profit Sharing	_____	_____
403 (b)	_____	_____
ESOP	_____	_____
Coverdel Edu. Acct.	_____	_____
529 Plan	_____	_____
Other: _____	_____	_____

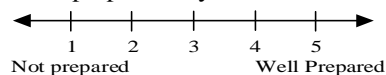
Estate Planning

Please indicate on the scale from one to five your appropriate response.

1. How much do you know about estate planning?



2. How well prepared is your estate?



3. What is the Death Benefit of your life insurance policies?

	Death Benefit
You	_____
Spouse	_____
Last Survivor	_____