

SAMPLE NEW ACCOUNT FORM

A. PURPOSE

Open New Account
 Update Existing Account Information

B. ACCOUNT INFORMATION

Name _____ SSN/Tax ID # _____ Birth Date _____

_____ SSN/Tax ID # _____ Birth Date _____

Address _____ Phone Nos. _____

_____ Email _____

Account Type Individual JTW/RS IRA Custodian for minor Other _____

Name of Employer _____ Years employed _____ Position _____

Type of Business _____ Employer Address _____

Spouse Employer _____ Years employed _____ Position _____

Type of Business _____ Spouse Employer Address _____

C. SUITABILITY INFORMATION

We must determine that each mortgage paper securities investment is suitable for you. Your accurate, complete responses to the information requested below will help us meet this obligation and provide you better service.

GROSS INCOME <i>(include spouse)</i>	NET WORTH <i>(exclude home, furnishings, autos)</i>	INVESTMENT OBJECTIVES
<input type="checkbox"/> \$0 - \$49,999 <input type="checkbox"/> \$50,000 - \$99,999 <input type="checkbox"/> \$100,000 - \$199,999 <input type="checkbox"/> \$200,000 - \$299,999 <input type="checkbox"/> \$300,000 +	<input type="checkbox"/> \$0 - \$74,999 <input type="checkbox"/> \$75,000 - \$149,999 <input type="checkbox"/> \$150,000 - \$299,999 <input type="checkbox"/> \$300,000 - \$499,999 <input type="checkbox"/> \$500,000 - \$999,999 <input type="checkbox"/> over \$1,000,000	<input type="checkbox"/> Liquidity <input type="checkbox"/> Deferral of taxes <input type="checkbox"/> Regular income with safety <input type="checkbox"/> Regular income with some risk <input type="checkbox"/> Long-term growth – safety important <input type="checkbox"/> Long-term growth – will accept some risk to meet investment objective <input type="checkbox"/> Speculative capital gains – a greater degree of risk may be tolerated

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SIGNIFICANT ANTICIPATED CHANGES	CURRENT INCOME REQUIREMENTS	INVESTMENT HORIZON <i>(when invested funds needed)</i>
<input type="checkbox"/> None <input type="checkbox"/> Retirement <input type="checkbox"/> Divorce, separation <input type="checkbox"/> Medical expenses <input type="checkbox"/> Education expenses <input type="checkbox"/> Sale of major asset <input type="checkbox"/> Other _____	<input type="checkbox"/> High current income is important. <input type="checkbox"/> Moderate current income is required. <input type="checkbox"/> Current income is not important. Focus on "total return" on my holdings.	<input type="checkbox"/> Short-term (1 - 4 years) <input type="checkbox"/> Intermediate (4 - 9 years) <input type="checkbox"/> Long-term (10 + years)

BUSINESS AND INVESTMENT EXPERIENCE – indicate if you have <i>considerable</i> knowledge or experience in:	YEARS OF INVESTMENT EXPERIENCE	TAX BRACKET
<input type="checkbox"/> Investing in deeds of trust or other mortgage paper <input type="checkbox"/> Real estate appraising <input type="checkbox"/> Ownership or operation of real estate investments <input type="checkbox"/> Mortgage lending <input type="checkbox"/> Management of any business entity <input type="checkbox"/> Practice of real estate or mortgage law <input type="checkbox"/> Public accounting for mortgage lenders <input type="checkbox"/> Other _____	<input type="checkbox"/> less than 1 <input type="checkbox"/> 1 - 2 <input type="checkbox"/> 2 - 5 <input type="checkbox"/> 5 - 10 <input type="checkbox"/> 10 - 20 <input type="checkbox"/> 20 +	Federal: Alternative Minimum:

TYPES OF PROPERTY MOST COMFORTABLE INVESTING IN	TYPES OF BORROWERS MOST COMFORTABLE LENDING TO	TOLERANCE FOR DEFAULT <i>(indicate your tolerance for not receiving the monthly payments on your investment in the event of default)</i>
<input type="checkbox"/> Residential <input type="checkbox"/> Commercial, income-producing <input type="checkbox"/> Unimproved	<input type="checkbox"/> Good credit scores are important. <input type="checkbox"/> Moderate credit scores are required. <input type="checkbox"/> High borrower net worth is important. <input type="checkbox"/> Moderate borrower net worth is required. <input type="checkbox"/> Credit score and net worth not important – focus on property value.	<input type="checkbox"/> Low – I rely on monthly payments, do not seek to own property, and wish to avoid contributing additional funds to sell a property. <input type="checkbox"/> Medium – I can tolerate 1-2 years of non-payment on some loans and am willing to contribute additional funds if needed to sell properties. <input type="checkbox"/> High – I can tolerate several years of non-payment on several properties and am willing to contribute additional funds if needed to sell properties.

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D. RESIDENCY

FOR INDIVIDUALS:

- | | Yes | No |
|---|--------------------------|--------------------------|
| 1. Is Washington your state of principal residence? | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. Is your driver's license issued by Washington? | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. Are you registered to vote in Washington? | <input type="checkbox"/> | <input type="checkbox"/> |

FOR BUSINESS ORGANIZATIONS:

- | | Yes | No |
|---|--------------------------|--------------------------|
| 1. Was the business formed in the past year? | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. Does the business have significant activities other than investing in these securities? | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. Are all beneficial owners residents of Washington? | <input type="checkbox"/> | <input type="checkbox"/> |
| a. If not, was the business organized for the purpose of acquiring mortgage paper securities? | <input type="checkbox"/> | <input type="checkbox"/> |

E. NOTICE OF INVESTMENT RISKS

Investing in mortgage paper securities involves a high degree of risk. These risks include:

- No trading market exists for these securities and none is anticipated to develop. Investors should be prepared to hold their investments for an indefinite period of time.
- Many borrowers will default on their obligations to repay their loans. In this situation, investors will not receive the periodic repayments and may need to foreclose upon and resell the property to recover investment funds. Owning the property may expose investors to risks and reselling the property may require investors to contribute additional funds to make the property saleable or maximize resale value.

THERE ARE OTHER RISKS. INVESTORS SHOULD CAREFULLY CONSIDER ALL OF THE RISKS SET FORTH IN THE OFFERING MATERIALS AND ONLY INVEST IF FINANCIALLY CAPABLE OF ASSUMING THESE RISKS.

F. SIGNATURE

I understand that the company will rely on the accuracy and completeness of my responses to the questions above, and my answers are complete and correct to the best of my knowledge and belief. I will notify the Company of any material changes prior to any purchase of mortgage paper securities.

Signature**Date**

Spouse Signature (if applicable)**Date**

For Business Entity Name (if applicable)

Print Signatory Name, Title (if applicable)

G. SALESPERSON INFORMATION

Salesperson _____ Date Reviewed With Customer _____
Supervisor _____ Supervisor Initial/date _____