

## Dollar Range Card

- A** ...\$1 - \$100
- B** ...\$101 - \$500
- C** ...\$501 - \$1,000
- D** ...\$1,001 - \$2,500

.....

- E** ...\$2,501 - \$5,000
- F** ...\$5,001 - \$7,500
- G** ...\$7,501 - \$10,000
- H** ...\$10,001 - \$25,000

.....

- I** ...\$25,001 - \$50,000
- J** ...\$50,001 - \$75,000
- K** ...\$75,001 - \$100,000
- L** ...\$100,001 - \$250,000
- M** ...\$250,001 - \$500,000

.....

- N** ...\$500,001 - \$1 million
- O** ...\$1 million - \$5 million
- P** ...\$5 million - \$10 million
- Q** ...\$10 million - \$25 million

.....

- R** ...\$25 million - \$50 million
- S** ...\$50 million - \$100 million
- T** ...More than \$100 million

## **Card # 1**

0. Not at all knowledgeable about personal finance
- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
10. Very knowledgeable about personal finance

## Card #2

0. Not at all willing to take financial risks
- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
10. Very willing to take financial risks

## Card #3

0. No searching

1.

2.

3.

4.

5.

6.

7.

8.

9.

10. A great deal of searching

## Card #4

Call around

Newspapers/Magazines

Material in the mail

Television/Radio

Internet/Online service

Advertisements

Friend/Relative

Lawyer

Accountant

Banker

Broker

Financial Planner

Other

Never borrow

Do not save or invest

## **Card #5**

Commercial bank

Savings & Loan or Savings bank

Credit Union

Mortgage Company

Finance or Loan Company

Brokerage

Broad Financial Services Company

Other

## **Card #6**

Personal savings or assets

Credit card (personal or business)

Personal loan from a bank or savings institution

Personal loan from a credit union

Personal loan from some other type of institution or investor

Business loan from a bank or savings institution

Business loan from a credit union

Business loan from some other type of institution or investor

Other

## **Card #7**

Business checking or share draft accounts

Business savings accounts

Business lines of credit

Business mortgages

Other business loans or leases

Business credit cards

Credit or debit card payment processing

Other



## Card #8

Aspire Resources Inc.  
CornerStone  
ESA/EdFinancial  
FedLoan Servicing/AES (PHEAA)  
Granite State – GSMR  
Great Lakes Educational Services, Inc.  
MOHELA  
Navient (formerly Sallie Mae)  
Nelnet  
OSLA Servicing  
VSAC Federal Loans  
Discover Financial Services  
The First Marblehead Corporation  
JP Morgan Chase Bank  
PNC Bank  
SunTrust Bank  
U.S. Bank  
Wells Fargo Bank  
RBS Citizens  
College or University  
Other

## **Card #9**

Next few months

Next year

Next few years

Next 5 –10 years

Longer than 10 years

## **Card #10**

Take substantial financial risks expecting to earn substantial returns

Take above average financial risks expecting to earn above average returns

Take average financial risks expecting to earn average returns

Not willing to take any financial risks

## **Card #11**

Don't save – usually spend more than income

Don't save – usually spend about as much as income

Save whatever is left over at the end of the month –  
no regular plan

Save income of one family member, spend the other

Spend regular income, save other income

Save regularly by putting money aside each month

## **Card #12**

Family

Friends

Credit Card

Payday Lender

Pawn Shop

Car Title Lender

Church

Social Service Institution

## **Card #13**

Savings account

Stocks, bonds, CDs, or other financial assets

Home equity loan or line of credit

Pension or Retirement Accounts

Automobile

Real estate

Durable goods

Other miscellaneous valuables

## **Card #14**

Credit cards

Store charge cards

Payments due for services or goods purchased

Utilities

Insurance

Rent

Mortgage

Auto loans

Student loans

Other Miscellaneous loans

Installment or layaway loans

## **Card #15**

Eating or drinking out

Food or beverages at home

Entertainment

Travel

Non-durable goods

Personal care

Health care

Personal or home services



## **Card #16**

Location of their offices

Had the lowest fees/minimum balance requirement

Able to obtain many services at one place

Offered safety and absence of risk

Some other reason

## Card #17

### Retirement Assets

#### Retirement assets associated with jobs

##### Current Job Pensions

- 401(k) and other account plans
- Plans that provide monthly retirement income
- Hybrid plans

##### Past Job Pensions

- Currently receiving benefits /making withdrawals
- Will receive benefits in the future

##### Social Security

- Retirement, survivor's, or disability benefits

#### Other retirement assets

##### IRAs, Keoghs

- Started directly, or rolled over from pension/account from a former job

##### Annuities

- Directly purchased annuities

## **Card #18**

Don't write enough checks to make it worthwhile

Minimum balance is too high

Do not like dealing with banks

Service charges are too high

No bank has convenient hours or location

Some other reason

## Card #19

Working now/ Self-employed

On vacation/ Other leave of absence

Temporarily laid off

Unemployed and looking for work

On sick leave or maternity leave

Disabled

Retired (full, partial, or temporary)

Student

Homemaker

On strike

Volunteer work

Other

## **Card #20**

**PLEASE LIST YOUR STRONGEST IDENTIFICATION FIRST**

White

Black/African-American

Hispanic/Latino

Asian

American Indian/Alaska Native

Native Hawaiian/Other Pacific Islander

Other

## **Card #21**

Too expensive, can't afford health insurance

Don't believe in health insurance

Not much sickness in the family - we haven't needed health insurance

Dissatisfied with previous insurance

Job layoff or job loss

Some other reason