While talking to my broker:

Date: ________________  Time: ________________  □ Call made  □ Call received  □ Meeting

Broker’s name: _____________________________  Broker’s firm: _____________________________

Phone number: ____________________________  E-mail: _____________________________

Investment recommendation: ____________________________________________________________
_____________________________________________________________________________________

□ Buy   □ Sell   Name of security: ______________________________________________________

Reason for broker’s recommendation: ____________________________________________________
_____________________________________________________________________________________

→ How does this investment meet my financial goals? ______________________________________
_____________________________________________________________________________________

→ What are the risks associated with this investment? _____________________________________
_____________________________________________________________________________________

Proposed trade:
Number of shares/units:______________________  Price per share: $__________________________

Total cost: $________________________________  Agent’s commission: _______________________

My instructions:
□ Do nothing   □ Buy   □ Sell

Number of shares/units:______________________  Price per share: $__________________________

I asked for written information about the investment before I made a decision:   □ Yes   □ No

Before investing, I will receive a
□ Prospectus   □ Offering memorandum   □ Most recent annual report
□ Most recent quarterly report   □ Research report   □ Other info: __________________________
_____________________________________________________________________________________

The Montana Commissioner of Securities & Insurance presents
Securities and Insurance Fraud:
How to Smell a Rat
**Knowledge is power.** The following checklist is designed as a quick reference to help investors ask the right questions before making an investment. Once your questions have been answered, contact your state securities regulator, or other appropriate state agency to verify the information.

**Remember:** The time to ask questions is **before you invest** your hard-earned money.

## Seller/agent information:

<table>
<thead>
<tr>
<th>Date: ___________________________</th>
<th>Seller/agent name: ___________________________</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business name: ___________________</td>
<td>Address: ________________________________________</td>
</tr>
<tr>
<td>What are you offering? __________________________________________________________________</td>
<td></td>
</tr>
</tbody>
</table>

### 1. How did you get my name? _____________________________________________________________

### 2. Is this investment guaranteed?  
- [ ] Yes  
- [ ] No

### 3. What license(s) do you hold that authorizes you to sell this product or service?  
- Insurance License No: ___________________________  
- Securities License CRD No: ___________________________  
- Accountant License CPA No: ___________________________  
- Real Estate DRE License No: ___________________________  
- Other (explain): __________________________________________________________________________

### 4. Is this investment registered? 
- [ ] Montana State Auditor’s Office  
- [ ] Securities & Exchange Commission  
- [ ] Other: __________________________________________

### 5. Please send me copies of the company’s financial statements.  
- [ ] Yes  
- [ ] No

And a list of customers I can call: ___________________________________________________________

### 6. Please list commissions and fees:  
- Commissions: __________________________________________________________________________
  
- Fees: ________________________________________________________________________________

### 7. Please send me a prospectus or offering material:  
- [ ] Yes  
- [ ] No

### 8. Please tell me your phone number so I can call you: _________________________________

### 9. Will you call my stockbroker/lawyer/banker with the same offer so I can ask for a second opinion?  
- [ ] Yes  
- [ ] No

### 10. How is my principal being used and will I have access to it? ___________________________  

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