



FINRA 6/7/65/66 DUMP SHEET

Suitability

Preservation of capital

- ✓ Little to no risk of losing money
- ✓ Short-term, high-quality investment
- ✓ Typical securities:
 - Money market fund
 - Treasury bill
 - Certificates of deposit (CDs)

Safety of principal

- ✓ Willing to take a small amount of risk
- ✓ Longer-term, high-quality income investment
- ✓ Typical securities:
 - Treasury note
 - Treasury bond
 - TIPS

Aggressive growth

- ✓ Taking considerable risk in return for high growth
- ✓ Typical securities:
 - Small-cap / start-up common stock
 - Sector fund
 - Emerging market securities

Moderate income

- ✓ Taking some risk in return for higher income
- ✓ Typical securities:
 - Investment grade corporate bond
 - Preferred stock
 - Dividend-paying common stock

Moderate growth

- ✓ Taking some risk in return for higher growth
- ✓ Typical securities:
 - Large and mid-cap growth stock
 - Defensive stocks

Speculation

- ✓ Betting on price movement
- ✓ Significant risk involved
- ✓ Typical securities:
 - Option
 - Penny stock
 - Leveraged and inverse ETFs

Tax-advantaged income

- ✓ Income-based investments with tax benefit
- ✓ Typical securities:
 - Municipal bond
 - Preferred stock

High yield income

- ✓ Taking considerable risk in return for high yield
- ✓ Typical securities:
 - Speculative (junk) bond
 - Preferred stock

FINRA suitability standard

Reasonable basis

Is the security suitable for any client?

Customer-specific

Is the security suitable for this client?

Quantitative

How much of the security is suitable for this client?

Financial consideration

- ✓ Suitability factors directly relating to money
- ✓ Includes:
 - Annual income
 - Net worth
 - Tax status
 - Liquidity needs

Non-financial consideration

- ✓ Suitability factors not directly relating to money
- ✓ Includes:
 - Stage in life
 - Investment objective
 - Risk tolerance
 - Investment experience
 - Investment goals

Investor profile

20—30s

- High risk
- Long-term growth

40—50s

- Moderate risk
- Sustained growth

60+

- Low risk
- Preservation of capital