Observe the table below. You will find some sample questions filled for the entities using the 5Ws + HOW framework. Fill in the questions with blanks ----? with suitable questions that you would ask to know the situation better.

**Questions**

|  | **Client/Prospect** | **Investment fund** | **Securities** | **Investment horizon** | **Financial goals** |
| --- | --- | --- | --- | --- | --- |
| **Who?** | Who is the investor assigned to you? | Who is going to handle Investing Funds ? | Who will manage the security? | Who is going to look after investment horizon? | Who going to maintain financial goal? |
| **What?** | What are the clients expatiations? | What are the total funds that the client is willing to invest? | What kind of risk involved in securities? | What type of horizon are available? | What types of goals they have associated? |
| **When?** | When is our client is making investing? | When the client will disclose information about investment amount? | When security can be use to raise capital in public and private market? | When does the client intend to withdraw the returns? | When they are planning for their financing goal ? |
| **Which?** | Which type of Future Goal Client Has ? | Which type of investment funds do you know ? | Which of the securities will provide the best returns? | Which is the best investment horizon? | Which types of financial goals clients has ? |
| **Where?** | Where Our Client Wants to Make an Invest? | Where are they going to manage investment funds? | Where does the client wish to invest the available funds? | Where client can check about investment horizon ? | Where they are going to use their financial goal? |
| **How?** | How our client Is handling Finance ? | How will you invest funds? | How securities can provide the returns ? | How investment horizon can help? | How does the individual intend to use the returns from the investment? |

Complete the document with the relevant questions. You must provide an answer to each question using the information provided about the investor and the available securities in the videos.

**Answers**

**Answers for clients/prospects ?**

**Que :** Who is the investor assigned to you?

**Ans :** Ms. Alexandra Kalsihnyick is the Investor that is assign to us.

**Que :** What are the clients expatiations?

Ans : The Client wants good returns so they can start their NGO.

**Que :** When is our client is making investing?

Ans : Our Client Wants to invest during her college time.

**Que :** Which type of Future Goal Client Has ?

Ans : Our Client wants to establish NGO.

**Que :** Where Our Client Wants to Make an Invest?

Ans : Our clients Wants to make an invest in stock market.

**Que :** How Our Client Is Handling Finance ?

Ans : she has a huge savings from the money sent by parents for daily expense till date.

**Answers for investment funds?**

**Que :** Who Is Going to Handle Investing Funds ?

Ans : We are going to help to handle her funds.

**Que :** What are the total funds that the client is willing to invest?

Ans : The Client is not eager to disclose any information regarding funds.

**Que :** When The client Will disclose information about investment amount?

Ans : Client will disclose information about investment amount after getting proper report on market analysis so that the investment will give more return and with strong fundamental.

**Que :** Which type of investment funds do you know ?

Ans : They wants a comprehensive report on all the metrics used to devise the investment strategy.

**Que :** Where are they going to manage investment funds?

Ans : They are going to manage investment funds in stock market.

**Que :** How will you invest funds?

Ans : They will invest funds based on report that we will provide.

**Answers for securities?**

**Que :** Who will manage the security?

Ans : SEC ( Security and Exchange commission ) in the United States manage the Security.

**Que :** What kind of risk involved in securities?

Ans : There are three types of securities , first one is equity , second one is debt and last one is hybrids.

**Que :** When security can be use to raise capital in public and private market?

Ans : Securities are fungible and tradable financial instruments used to raise capital in public and private market.

**Que :** Which of the securities will provide the best returns?

Ans : That will be based on report we will provide.

**Que :** Where does the client wish to invest the available funds?

Ans : They don’t have anything in their mind right now but after we will provide our report they will make decision

**Que :** How securities can provide the returns ?

Ans :Fixed-Income security provides investors with a stream of fixed periodic interest payments and the eventual return of principal upon its maturity.

**Answers for investment horizon?**

**Que :** Who is going to look after investment horizon?

Ans : we will option to the clients whether they want to invest for which time horizon.

**Que :** What type of horizon are available?

Ans : There are different type of horizon available like short term long term .

**Que :** When does the client intend to withdraw the returns?

Ans : The client intend to withdraw returns when their need will get fulfilled.

**Que :** Which is the best investment horizon?

Its depend on the clients requirement , whether they wanted to invest for a long term or a short term.

**Que :** Where client can check about investment horizon ?

Ans : Client check about investment horizon on the platform where they are investing.

**Que :** How investment horizon can help?

Investment horizon can help clients to get there returns in the time period they wank like if they want to get the return they can proceed with short term investing or they can go for long term investment like for retirement.

**Answers for financial goal?**

**Que :** Who going to maintain financial goal?

Ans : Ms. Alexandra Kalsihnyick is going to maintain financial goal.

**Que :** What types of goals they have associated?

Ans : It's totally depends on clients whether they want for their retirement plan, financing a loan or a future expense.

**Que :** When they are planning for their financing goal ?

Ans : The client is planning in there college

**Que :** Which types of financial goals clients has ?

Ans : Client has to intends to form an NGO later with batchmates to support sub-Saharan African region.

**Que :** Where they are going to use their financial goal?

Ans : They are going to use their financial goal to establish NGO.

**Que :** How does the individual intend to use the returns from the investment?

Ans : The Return from the investment for establish NGO without the help of their parents.