

INVESTOR PROFILE QUESTIONNAIRE

YOU CAN SELECT A STRATEGY WITHOUT USING THIS QUESTIONNAIRE, HOWEVER YOU MAY FIND IT HELPFUL TO EVALUATE YOUR RESPONSES TO THE FOLLOWING QUESTIONS WHEN CHOOSING AN INVESTMENT STRATEGY

Step 1

Please answer the following questions with regard only to the assets intended for this particular investment plan (use a separate questionnaire for additional accounts). Enter the appropriate point score for each of your client's responses, total the point score below, then proceed to Step 2 for the allocation style.

Question 1

In how many years do you expect to begin needing access to your funds? For example, if you are using the funds toward your retirement, in how many years do you plan to retire?

A. 1 to less than 3 Years (1 point)

B. 3 to less than 5 years (2 points)

C. 5 Years or more (3 points)

Enter
Score

Question 2

On a scale of 1 to 9, please indicate your attitude toward the investment of your assets. The higher the number you choose, the more aggressive you consider yourself to be.

1	2	3	4	5	6	7	8	9
1 point			2 points			3 points		

Question 3

What is your primary investment objective for your assets?

A. **Income:** current income with an emphasis on safety of principal.

B. **Income with Growth:** current income with some growth of capital.

C. **Growth and Income:** balanced between current income and growth of capital.

D. **Growth:** growth of capital with some current income.

E. **Maximum Growth:** growth of capital without regard to current income.

A = 1 point

B = 2 points

C = 3 points

D = 4 points

E = 5 points

Question 4

Which of the following **hypothetical** portfolios best reflects your preference for your assets? Pay attention to down years; if you lost 1/3 of your money in a single year, would you stick with your investment plan?

Note: Historically, the more volatile the portfolio (a greater range of potential returns), the higher the average return has been. Of course, there is no assurance that this will remain true in the future.

	Year 1	Year 2	Year 3	Year 4	Year 5	5-Year Average
A.	+7%	+14%	+7%	-8%	+11%	+6%
B.	+10%	+19%	+16%	-15%	+13%	+8%
C.	+27%	+17%	+29%	-32%	+23%	+10%

A = 1 point

B = 2 points

C = 3 points

Step 2

Please total the points from above and note your score in the box below, then locate the corresponding allocation style in the column to the right. If the style listed makes sense to you, it may be appropriate to keep that style in mind when reviewing potential investments; if not, it may make sense to review the four questions above and reconsider your answers.

Total Score

ALLOCATION STYLE

4 or 5 Points →

Conservative

6 or 7 Points →

Moderately Conservative

8 to 10 Points →

Moderate

11 or 12 Points →

Moderately Aggressive

13 or 14 Points →

Aggressive

Diversification and asset allocation do not assure or guarantee better performance and cannot eliminate the risk of investment losses.

This Investor Profile Questionnaire is intended to provide you with a general indication of your current investment personality and does not constitute investment advice. There may be other factors specific to your situation that are not considered. Your investment risk tolerance may change over time, and you should revisit your situation from time to time to determine if a selected portfolio is still appropriate for your situation.

Please see the next page for additional information and disclosure.

IMPORTANT INFO & DISCLOSURE

Overview of the Questionnaire

Your asset allocation (that is, how you divide your money among stocks, bonds, and short-term reserves like cash) may be the most important factor in determining your portfolio's short- and long-term risks and returns. One way to determine which asset allocation might be appropriate for you is to figure out what your allocation style is. Many investment companies provide asset allocation models with names like Preservation Allocation or Conservative Allocation on the conservative side, Moderate Allocation in the middle, and Aggressive Allocation or Growth Allocation on the aggressive end. While this questionnaire can't analyze each one of those asset allocation models, it can give you a general idea of which asset allocation models might make sense to consider.

This investor profile questionnaire suggests an allocation style based on your answers to questions about your investment objectives, time horizon, and risk tolerance. As your financial circumstances or goals change, it may be helpful to complete the questionnaire again and consider a new asset allocation model if your style has changed. Many investment firms suggest completing a questionnaire like this at least annually.

Additionally, please review some of this questionnaire's limitations below.

Some Limitations of the Questionnaire

The allocation style outcome of this questionnaire depends on your assessment of certain subjective factors, such as your risk tolerance. This questionnaire can't gauge if you are making the correct assumptions with regard to these types of subjective factors.

You should view the allocation style outcome only as a general guideline for how you might consider approaching various investment strategies offered to you. This questionnaire shouldn't be considered the sole or primary basis on which you make investment decisions.

It's important to carefully review the historical returns of various combinations of stocks, bonds, and short-term reserves over various holding periods to see if you can accept the level of risk in a given investment mix. This questionnaire can't help you with that type of analysis. Additionally, some investment companies might name their asset allocation models conservative or aggressive for one reason, while another investment company uses different reasons. This questionnaire can't determine if an investment company has correctly defined their allocation model as conservative or aggressive, etc.

As mentioned above, over time, your answers to the questions on this questionnaire may change based on your experience and changing goals. This questionnaire doesn't provide comprehensive investment advice meant for changing investor needs, and it cannot replace the council of a professional investment advisor, accountant, attorney, or broker.

