

Each investor is unique. In order to develop an investment portfolio that fits your needs, we provide this questionnaire with four components—**your investment objectives, risk tolerance, financial sophistication and investment time horizon.**

No matter what type of investor you are, we offer you choices that you may select from. Each choice represents a balanced return and risk trade-off so that a portfolio can be designed for your individual situation.

It is recommended that investors establish a separate liquidity pool to meet short-term and emergency needs.

If investors have multiple investment objectives with different time horizons, consideration should be given to establishing dedicated portfolios to meet those objectives.

**1. My primary investment objective is:**

**A. Protect Capital**

I am a conservative investor. Risk must be low. I am prepared to accept low returns in an attempt to protect capital.

**B. Maintain Wealth**

I am seeking better than the average return, but desire low risk in my investment portfolio. I want to protect the wealth I have accumulated. I am willing to consider growth investments to cope with the negative effects inflation can have on my investment portfolio.

**C. Meet Investment Objectives**

I am a moderate investor who wants a balanced portfolio to work towards medium- to long-term financial objectives. I require an investment strategy that over time can provide returns to meet those objectives. Calculated risks will be acceptable in an attempt to meet those objectives.

**D. Growth Oriented**

I am an assertive investor, probably earning sufficient income to invest most funds for capital growth. Prepared to accept some potential losses and moderate risks. My primary concern is to accumulate assets over the medium- to long-term. I desire a balanced portfolio, but more aggressive investments may be included.

**E. Aggressively Build Long-Term Wealth**

I am an aggressive investor prepared to compromise safety of principal to pursue potentially high long-term returns. My investment choices are diverse and I realize they carry with them a high level of risk. Security of capital is secondary to the potential for wealth accumulation.

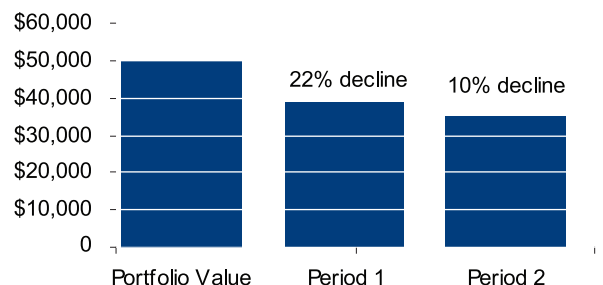
**2. What do you expect your total income and investment earnings to do over the next 10 years?**

- A.** Decline significantly
- B.** Decrease somewhat
- C.** Stay the same
- D.** Improve
- E.** Increase substantially

**3. If you could increase your chances of improving your investment returns by increasing the investments that may fluctuate in value over time, such as stocks, and take on more risk in your portfolio, would you:**

- A.** Be **unlikely** to take more risk?
- B.** Be willing to take **a little** more risk with **some** of my overall portfolio?
- C.** Be willing to take **a lot** more risk with **some** of my overall portfolio?
- D.** Be willing to take **a lot** more risk with my **entire** portfolio?

**Use the following graph to answer questions 4 and 5 on the following page.**



**4. If your portfolio, valued at \$50,000, declined in value to \$39,000 (as did the S&P 500 in 2002, declining by 22%), what would you most likely do?**

- A. Sell all the positions and move the money to safer investments.
- B. Sell only the losing investments.
- C. Sell nothing and wait for the markets to recover.
- D. Buy more as the losing investments may represent opportunity.

**5. If the above portfolio declined by an additional 10% to \$35,100 the following year, what would you most likely do?**

- A. Sell all the positions and try to avoid investments with steep decline possibilities.
- B. Sell only the losing investments and move the money to safer investments.
- C. Sell nothing and wait for the markets to recover.
- D. Buy more as the losing investments may represent opportunity.

**6. Which of the following best describes the monitoring of your investments?**

- A. I do not monitor my investments, nor do I have them reviewed.
- B. I monitor, or have my investments reviewed periodically, but not regularly.
- C. I monitor, or have my investments reviewed regularly, at least once per year.

**7. When it comes to investing, I would describe myself as:**

- A. Having little to no experience.
- B. Having some experience in managed investments such as mutual funds and/or variable annuities.
- C. Experienced in managed investments such as mutual funds and/or variable annuities and/or individual stocks and bonds.
- D. Very experienced in a broad range of investments.

**8. What is your investment time horizon; i.e., when will you need most of your invested money?**

- A. 1 – 3 years
- B. 4 – 9 years
- C. 10 – 15 years
- D. Over 15 years

## Sample Portfolio Details

Now that you've completed your Risk Tolerance Questionnaire, I will analyze and determine which portfolio matches your personal assessment. That portfolio's allocations will help to develop investment selections that may be right for your financial objectives. Your portfolio's allocations may differ from the models below and between clients using the same portfolio model.

