

RISK TOLERANCE QUESTIONNAIRE

The Risk Tolerance Questionnaire helps you discover your risk comfort level for an investment portfolio. Answer the questions below as best you can. There are no wrong answers because each answer reflects your feelings toward investing. Place the number corresponding to your answer in the box to the right.

➤ Time Horizon

What is the time frame to achieve your goals?

5. 15 years or longer 4. 10-15 years 3. 5-10 years 2. 1-5 years 1. Immediately

What is your age?

5. 45 or under 4. 46-55 3. 56-65 2. 66-75 1. 76 or over

➤ Financial Goals

Which statement below best describes your goal for this investment?

5. Aggressively grow my account over a short time frame
4. Grow my account significantly over a long period
3. Create current income and grow the assets over a longer time frame
2. Generate high current income
1. Preserve the balance and create some income

In five years, what do you expect your portfolio balance to be?

5. Significantly greater than it is today
4. Greater than it is today
3. Somewhat more than it is today
2. Slightly more than today
1. I'm more concerned about my current income

➤ Risk Tolerance

If your portfolio suddenly declined by 15% which one of these statements would express your feelings?

5. I invest for long-term growth and can accept short-term fluctuations.
4. I invest for long-term growth, but a temporary decline would concern me.
3. It wouldn't bother me if my income was unaffected.
2. I'd be concerned.
1. I'd be very concerned; I want to avoid any potential loss.

Which of the following investments would you feel most comfortable owning?

5. Stocks in small growth companies
4. Stocks in midsize growth companies
3. Stocks in older, large, established companies
2. US Government securities
1. Certificates of deposit

How optimistic are you about the economy in the long term?

5. Very optimistic 4. Somewhat optimistic 3. Unsure 2. Pessimistic 1. Very pessimistic

* Total your score in the bottom right-hand box.

**Match your score to the legend on the next page.

Total Score

Match your total score with one of the investment objectives listed below. If your score is near the top or bottom of a total range, you may want to examine the next or previous category to see which one sounds more like you.

As a note, an increased score also increases risk, volatility, and investment return expectations.

Conservative Allocation Score 7-15

- Need for capital preservation with a secondary goal for current income
- The asset mix has a higher concentration for fixed income and a lesser concentration on equities
- Lowest tolerance for risk and shortest investment horizon

Moderate Allocation Score 16-29

- Focused on growth and current income
- The asset mix is closer to being balanced between equities and fixed income investments
- Moderate tolerance for risk and intermediate investment horizon

Aggressive Allocation Score 30-35

- Focused on aggressive growth with no need for current income
- The asset mix has the highest concentration of equities
- Highest tolerance for risk and longest investment horizon

The investment objectives shown are for illustrative purposes only. Your investment objective is based on many factors, including your financial situation, tolerance for risk, time horizon, and other financial needs. Consult your financial advisor if you have any questions.