

# Investor Questionnaire

Score yourself in both the Time Horizon and Risk Tolerance sections then locate your combined score on the graph. If you have trouble deciding between two answers, select the one which seems more conservative.

**1. I plan to begin withdrawing money from my investment plan within:**

- Less than 3 years.....1 point
  - 3-5 years.....3 points
  - 6-10 years.....7 points
  - 11 years or more.....10 points
- \_\_\_ Points**

**2. Once I begin withdrawing funds from my investments, the principal value will have to support the withdrawals on an inflation adjusted basis for:**

- Less than 2 years.....0 points
  - 2-5 years .....1 point
  - 6-10 years.....4 points
  - 11 years or more.....8 points
- \_\_\_ Points**

**Subtotal A: Time-Horizon Score**

Enter the total points from questions 1 and 2 **\_\_\_ Points**

**If your Subtotal A score is less than 3, stop here.**

A score of less than 3 indicates a very short investment time horizon. For such a short time horizon, a relatively low-risk portfolio of 40% short-term (average maturity of five years or less) bonds or bond funds and 60% cash is suggested, as stock investments may be significantly more volatile in the short-term.

**If your score is 3 or greater, please continue.**

**3. I would describe my knowledge of investments as:**

- None.....0 points
  - Limited.....2 points
  - Good.....4 points
  - Extensive.....6 points
- \_\_\_ Points**

**4. I am concerned:**

- Mostly about the possibility of my investment losing value.....0 points
  - Equally about the possibility of my investment losing or gaining value .....4 points
  - Mostly about the possibility of my investment gaining value.....8 points
- \_\_\_ Points**

**5. Imagine that from an initial investment of \$100,000 seven years ago, your portfolio had grown to \$200,000, but then suddenly dropped 20% (\$40,000) to a value of \$160,000. How do you think you would react**

- Try to avoid such a portfolio in the first place.....0 points
- Sell the entire investment portfolio .....3 points
- Do nothing and sit tight.....6 points
- Add additional investment capital if available.....8 points

**\_\_\_ Points**

**6. Consider this scenario:**

**Imagine that in the past three months, an individual investment within your portfolio also lost 25% of its value. What would you do?**

I would:

- Sell all of my shares.....0 points
- Sell some of my shares.....2 points
- Do nothing.....5 points
- Buy more shares.....8 points

**\_\_\_ Points**

**7. Review the following chart.**

**We've outlined the most likely, best-, and worst-case annual returns of five hypothetical investment plans. Which range of possible outcomes is most acceptable to you or best suits your investment philosophy? (The figures are hypothetical and do not represent the performance of any particular investment.)**

Investment Plan	Average Annualized Return (1 year)	Best-case Scenario (1 year)	Worst-case Scenario (1 year)	Points
Plan A	7%	16%	-23%	0 points
Plan B	8%	25%	-28%	3 points
Plan C	9%	34%	-33%	6 points
Plan D	10%	43%	-38%	8 points
Plan E	11%	50%	-48%	10 points
				<b>___ Points</b>

**Subtotal B: Risk Tolerance Score**

Enter the total points for questions 3 through 7.

**\_\_\_ Points**

**Now determine your Investor Profile.**

**Step 1**

**Enter Subtotal A here:**

This number represents your time-horizon score

**\_\_\_ Points**

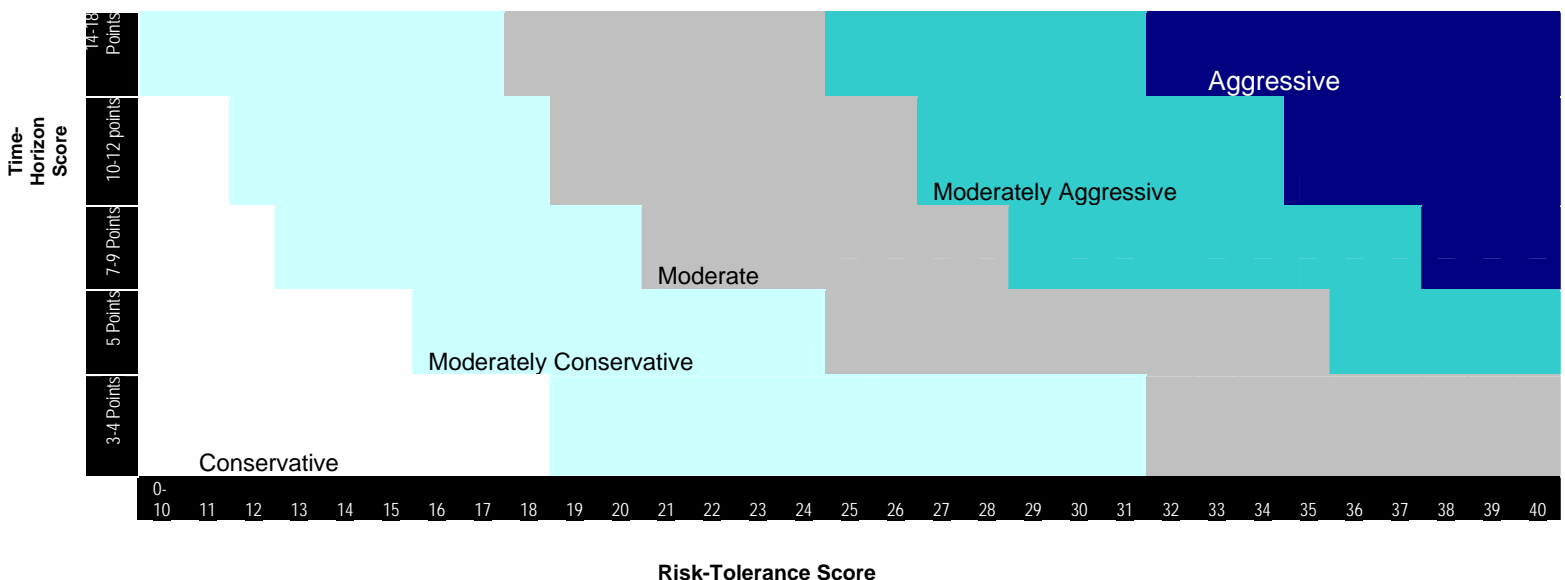
**Enter Subtotal B here:**

This number represents your risk-tolerance score

**\_\_\_ Points**

**Step 2**

**Plot your time-horizon score and your risk-tolerance score on the Personal Investor Profile chart and locate their intersection point. This shows the type of investor you may be.**



# Model Portfolios

Choose your plan.

Match your investor profile with the corresponding asset allocation plan. The suggested percentages of stocks/stock fund, bonds/bond fund, and cash-equivalent investments are based on your answers to the Investor Questionnaire and the varying risk/return potential of each type of investment.

## Score 1-22 Conservative Plan

This investment plan is for investors who seek current income and stability and are less concerned about growth.

### Stocks 20%

15% Large-cap stocks  
5% International stocks

### Bonds 55%

Cash 25%

## Score 23-30 Moderately Conservative Plan

This investment plan is for investors who seek current income and stability, with some modest potential for increase in the value of their investments.

### Stocks 40%

20% Large-cap stocks  
10% Small-cap stocks  
10% International stocks

### Bonds 45%

Cash 15%

## Score 31-40 Moderate Plan

This investment plan is for long-term investors who don't need current income and want some growth potential. Likely to entail some fluctuations in value but presents less volatility than the overall stock market.

### Stocks 60%

30% Large-cap stocks  
15% Small-cap stocks  
15% International stocks

### Bonds 30%

Cash 10%

## Score 41-46 Moderately Aggressive Plan

This investment plan is for long-term investors who want good growth potential and don't need current income. Entails a fair amount of volatility, but not as much as a portfolio invested exclusively in stocks.

### Stocks 80%

35 % Large-cap stocks  
20% Small-cap stocks  
25% International stocks

### Bonds 15%

Cash 5%

## Score 47-58 Aggressive Plan

This investment plan is for long-term investors who want high growth potential and don't need current income. May entail substantial year-to-year volatility in value in exchange for potentially high long-term returns.

### Stocks 95%

40% Large-cap stocks  
25% Small-cap stocks  
30% International stocks

### Bonds 0%

Cash 5%

# Qualitative Questions

1. Do you prefer to invest in a manner that will to minimize the taxable portfolio events, even if this may result in a lower potential return? What is you tax bracket %?

2. How are your preferences about long-term investing different from those of your spouse?

Beneficiary?

3. In addition to age & income needs, what other factors might influence you to be more aggressive or conservative in your investment planning?

4. Are there any specific restrictions or limitations you wish for the advisor to take into account when making investment decisions on your behalf

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Client Signature

Date

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Joint Client Signature

Date