

Different investors have different risk tolerances. Much of the difference stems from time horizon. That is, someone with a short investment time horizon is less able to withstand losses. The remainder of the difference is attributable to the individual's appetite for risk. Volatility can be nerve-wracking for many people and they are more comfortable when they can avoid it. However, there is a definite relationship between risk and return. Investors need to recognize this risk/return trade-off. The following risk tolerance questionnaire has been designed to measure an individual's ability (time horizon) and willingness (risk tolerance) to accept uncertainties in their investment's performance. The total score recommends which of the five risk profiles is most appropriate for the investor.

### Time Horizon

1. When do you expect to begin withdrawing money from your investment account?
  - a. Less than 1 year
  - b. 1 to 2 years
  - c. 3 to 4 years
  - d. 5 to 7 years
  - e. 8 to 10 years
  - f. 11 years or more
2. Once you begin withdrawing money from your investment account how long do you expect the withdrawals to last?
  - a. 1 to 4 years
  - b. 5 to 7 years
  - c. 8 to 10 years
  - d. 11 years or more

### Risk Tolerance

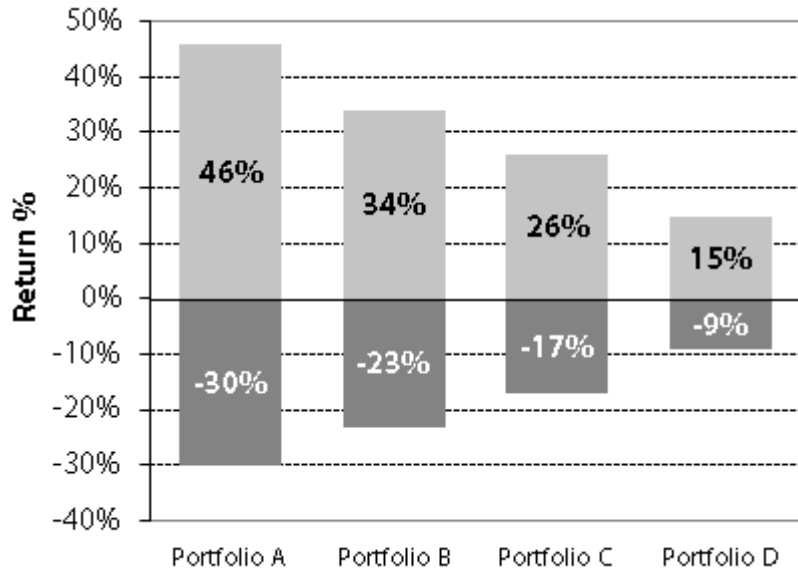
1. Inflation, the rise in prices over time, can erode your investment return. Long-term investors should be aware that, if portfolio returns are less than the inflation rate, their ability to purchase goods and services in the future might actually **decline**. However, portfolios with long-term returns that significantly exceed inflation are associated with a higher degree of risk. Which of the following portfolios is most consistent with your investment philosophy?
  - a. **Portfolio 1** will most likely exceed long-term inflation by a significant margin and has a high degree of risk.
  - b. **Portfolio 2** will most likely exceed long-term inflation by a moderate margin and has a high to moderate degree of risk.
  - c. **Portfolio 3** will most likely exceed long-term inflation by a small margin and has a moderate degree of risk.
  - d. **Portfolio 4** will most likely match long-term inflation and has a low degree of risk.
2. Portfolios with the highest average returns also tend to have the highest chance of short-term losses. The table below provides the average dollar return of four hypothetical investments of \$100,000 and the possibility of losing money (ending value of less than \$100,000) over a **one-year holding period**. Please select the portfolio with which you are most comfortable.

Probabilities After 1 Year

		Possible Average Value at the End of One Year	Chance of Losing Money at the End of One Year
a.	Portfolio A	\$105,000	24%
b.	Portfolio B	\$107,000	27%
c.	Portfolio C	\$108,000	29%
d.	Portfolio D	\$110,000	31%

3. Investing involves a trade-off between risk and return. Historically, investors who have received high long-term average returns have experienced greater fluctuations in the value of their portfolio and more frequent short term losses than investors in more conservative investments. Considering the above, which statement best describes your investment goals?
  - a. **Protect the value of my account.** In order to minimize the chance for loss, I am willing to accept the lower long-term returns provided by conservative investments.
  - b. **Keep risk to a minimum** while trying to achieve slightly higher returns than the returns provided by investments that are more conservative.
  - c. **Balance** moderate levels of risk with moderate levels of returns.
  - d. **Maximize long-term investment returns.** I am willing to accept large and sometimes dramatic fluctuations in the value of my investments.

4. Historically, markets have experienced downturns, both short-term and prolonged, followed by market recoveries. Suppose you owned a well-diversified portfolio that fell by 20% (i.e., \$1,000 initial investment would now be worth \$800) over a short period, consistent with the overall market. Assuming you still have 10 years until you begin withdrawals, how would you react?
  - a. I would **not** change my portfolio.
  - b. I would **wait at least one year** before changing to options that are more conservative.
  - c. I would **wait at least three months** before changing to options that are more conservative.
  - d. I would **immediately** change to options that are more conservative.
5. The following graph shows the hypothetical results of four sample portfolios over a one-year holding period. The best potential and worst potential gains and losses are presented. Note that the portfolio with the best potential gain also has the largest potential loss.



Which of these portfolios would you prefer to hold?

- a. Portfolio A
  - b. Portfolio B
  - c. Portfolio C
  - d. Portfolio D
6. I am comfortable with investments that may frequently experience large declines in value if there is a potential for higher returns.
    - a. Agree
    - b. Disagree
    - c. Strongly disagree

**Declaration**

I declare that I have reviewed the information collected in this questionnaire and that the investment data is correct to the best of my knowledge.

Client A Printed Name	Signature	Date
Client B Printed Name	Signature	Date