

Client Name: _____

1. I plan to begin withdrawing money from my investments in:

- A. Less than 3 years: these investments need to remain very liquid 1
- B. 3–5 years: I can only tolerate a small amount of volatility 3
- C. 6–10 years: I can tolerate a moderate amount of volatility 7
- D. 11 years or more: these are long term assets & can tolerate fluctuations 10

2. Once I begin withdrawing funds from my investments, I plan to spend all of the funds in:

- A. Less than 2 years 0
- B. 2–5 years 1
- C. 6–10 years 4
- D. 11 years or more 8

Enter the total points from questions 1 and 2.

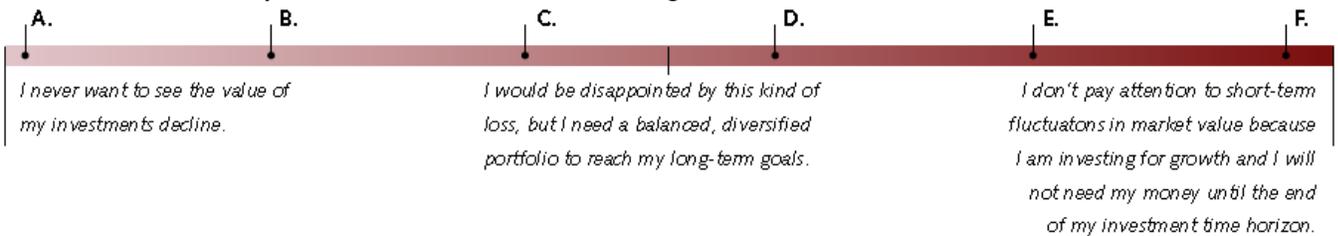
Subtotal: Time Horizon Score: _____ point(s)

3. When you think of the word “risk” in a financial context, which of the following words comes to mind first?

- A. Danger 0
- B. Uncertainty 2
- C. Opportunity 4
- D. Thrill 6

4. Compared to others, how do you rate your willingness to take financial risks?

- A. Extremely Low Risk Taker 0
- B. Low Risk Taker 2
- C. Average Risk Taker 4
- D. High Risk Taker 6
- E. Extremely High Risk Taker 8

5. Assume your investment time horizon is 10+ year. In year #2, your investment portfolio declines to less than its initial value. What would your reaction be based on the following scale:


- A. 0
- B. 2
- C. 4
- D. 5
- E. 7
- F. 8

6. In the chart below, 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?
Best- and Worst-Case Scenarios (1-year)

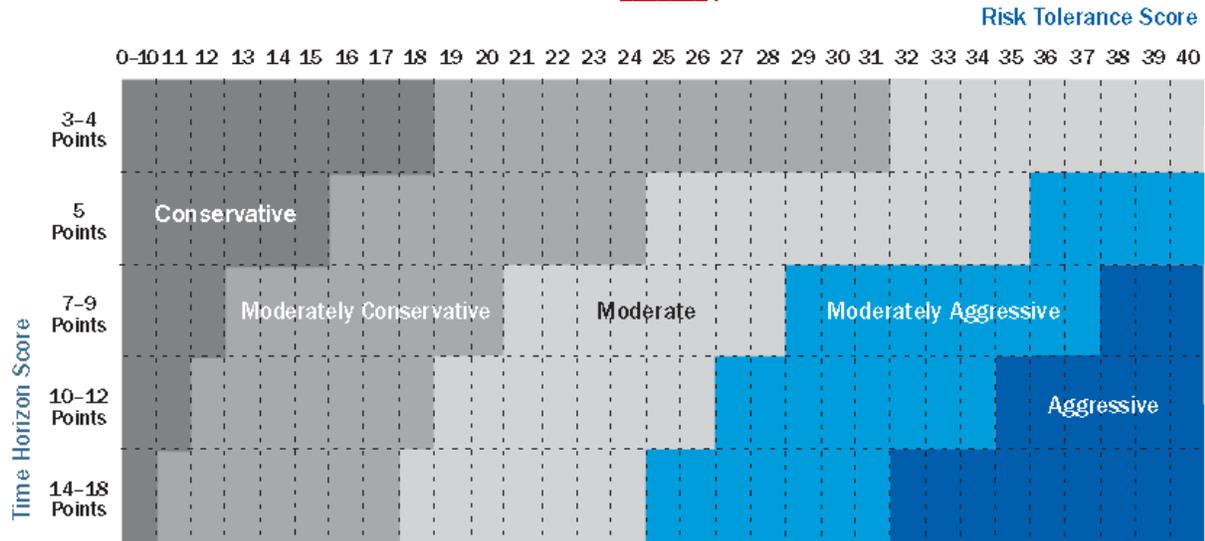
Plan	Avg Ann Ret	Best-Case	Worst-Case	Points
<input type="checkbox"/> A.	7.2%	16.3%	-5.6%	1
<input type="checkbox"/> B.	9.0%	25.0%	-12.1%	3
<input type="checkbox"/> C.	10.4%	33.6%	-18.2%	6
<input type="checkbox"/> D.	11.7%	42.8%	-24.0%	8
<input type="checkbox"/> E.	12.5%	50.0%	-28.2%	10



7. If you had to choose between more job security with a small pay increase, or less job security with a big pay increase, which would you pick?

- A. Definitely more job security with a small pay increase 2
- B. Probably more job security with a small pay increase 4
- C. Probably less job security with a big pay increase 6
- D. Definitely less job security with a big pay increase 8

Enter the total points for questions 3 through 7.
Subtotal: Risk Tolerance Score: _____ points



8. What degree of risk are you currently prepared to take with your financial decisions?

- a. Very Small
- b. Small
- c. Medium
- d. Large
- e. Very Large

9. How much confidence do you have in your ability to make good financial decisions?

- a. None
- b. A little
- c. A reasonable amount
- d. A great deal
- e. Complete

10. Investment portfolios have a mix of investments – some are high-risk/high-return while others are low-risk/low-return. Which mix of investments do you find most appealing? Pick one of the seven portfolios below.

Portfolio	High Risk/Return	Medium Risk/Return	Low Risk/Return
<input type="checkbox"/> A	0%	0%	100%
<input type="checkbox"/> B	0%	30%	70%
<input type="checkbox"/> C	10%	40%	50%
<input type="checkbox"/> D	30%	40%	30%
<input type="checkbox"/> E	50%	40%	10%
<input type="checkbox"/> F	70%	30%	0%
<input type="checkbox"/> G	100%	0%	0%

Client Signature _____

Date _____

***I agree to inform my advisor in a timely fashion if my circumstances or view towards risk changes.**



FOR ADVISOR TO COMPLETE:

CONNECTING YOUR RESPONSES TO AN INVESTMENT PORTFOLIO

Based on your time frame, risk tolerance, and risk capacity I recommend a _____ portfolio. Descriptions of each are below.

The Aggressive Investor is prepared to sacrifice the investment capital in pursuit of the highest long-term capital growth investment, and are most interested in reducing taxable income and have an understanding of the behavior of investment markets.

- The Aggressive investor is willing to take a high degree of risk and aims to maximize long-term expected returns rather than to minimize possible short-term losses.
- An Aggressive investor values high returns relatively more and can tolerate both large and frequent fluctuations through time in portfolio value in exchange for a higher return over the long term.

The Moderately Aggressive investors understands the movement of investment markets, and are prepared to sacrifice short term safety in order to maximize long term capital growth.

- The Moderately Aggressive investor is willing to accept a higher level of risk in their portfolios and chance of loss in order to achieve higher returns on his or her investment.
- Significant losses over an extended period may prompt the Moderately Aggressive Investor to shift to a less risky investment.

The Moderate investors have some understanding of investment markets and their behavior, and can accept some short-term risk to capital.

- The Moderate investor does not wish the capital is eroded by tax and inflation, and are prepared to take a small short-term risk in order to gain longer term capital growth.
- The Moderate investor is somewhat concerned with short-term losses and may shift to a more stable option in the event of significant losses.
- The safeties of investment and return are typically of equal importance to the Moderate investor.

The Moderate Conservative investors may take on some investment risk. The main priority is conservative growth with the bulk of portfolio in income and less risky investments. They are content with modest long-term growth.

- The Moderately Conservative investor is fairly sensitive to short-term losses and cannot afford to take many chances with capital.
- A Moderately Conservative investor's risk aversion to losses could compel them to shift into a more stable investment if significant short-term losses occur.
- Analyzing the risk-return choices available, a Moderately Conservative investor is usually willing to accept somewhat lower returns in order to assure greater safety of his or her investment.

The Conservative investors do not wish to take on much investment risk. The main priority is safeguarding investment capital, and they are prepared to sacrifice higher returns for peace of mind.

- The Conservative investor is very sensitive to short-term losses. This investor wants to minimize the chance for loss and their portfolio will most likely be structured to match long-term inflation.
- A Conservative investor's aversion to short-term losses could compel them to sell a growth investment and hold a low-risk investment instead if losses occur.
- Conservative investors would accept lower long-term return in exchange for smaller and less frequent changes in portfolio value.

OTHER PORTFOLIO CONSIDERATIONS:

Advisor Signature _____

Date _____