



Risk Tolerance Questionnaire

1. Which of the following best describes the risk that you have in mind for your retirement portfolio?

- A. A portfolio containing some high-risk investments. (10 Points)
- B. A portfolio containing mostly low-risk investments. (2 Points)
- C. A portfolio containing mostly high-risk investments. (14 Points)
- D. A portfolio containing some medium-risk investments. (6 Points)

Selection

2. Which of the following statements best describes what your reaction would be if the value of your retirement portfolio suddenly declined by 15%?

- A. I would be concerned because I can't accept a decline in the value of my portfolio. (1 Point)
- B. I invest for long-term growth but would be concerned about a temporary decline. (7 Points)
- C. If the amount of income I received was unaffected, it would not bother me. (3 Points)
- D. I invest for long-term growth and accept temporary declines due to market fluctuations. (10 Points)

Selection

3. An investment decision involves the possibility of high return as well as the possibility of suffering a loss. What influences your thinking the most when making an important investment decision?

- A. I'm mainly influenced by the potential gain. (10 Points)
- B. I'm more influenced by the potential loss than the potential gain. (3 Points)
- C. I'm more influenced by the potential gain than the potential loss. (7 Points)
- D. I'm mainly influenced by the potential loss. (1 Point)

Selection

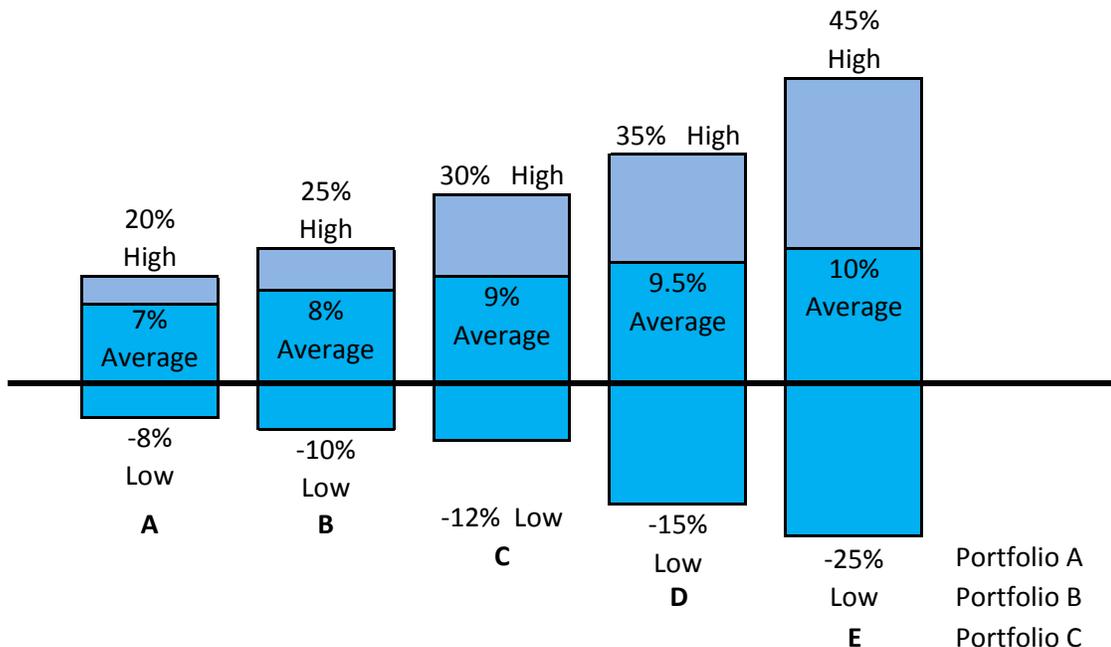
4. Which of the following statements best describes what your reaction would be to short-term fluctuations in this retirement proposal?

- A. I would be extremely uneasy about any fluctuations in the value of my investment. (2 Points)
- B. I would have very little concern about short-term fluctuations in the value of my investment. (14 points)
- C. I would be very concerned about short-term fluctuations in the value of my investment. (6 Points)
- D. I would have some worries about short-term fluctuations in the value of my investment. (10 Points)

Selection

5. Each year, the value of your investment portfolio will fluctuate as markets change. If you invested \$500,000, which of the following portfolios would you choose?

Hypothetical One-Year Range of Potential Values*



- Portfolio A (2 Points)
- Portfolio B (4 Points)
- Portfolio C (6 Points)
- Portfolio D (8 Points)
- Portfolio E (10 Points)

Selection

Now add all of your scores from each question to obtain your total score.

TOTAL SCORE

**Please note that the numbers above are hypothetical and are not indicative of any particular investment. Past performance is not an indicator of future performance.*

Print Name _____ Signature _____ Date _____

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