



RISK TOLERANCE QUESTIONNAIRE



**FIRST
FINANCIAL
GROUP**

Select the statement that best describes your answer to each of the following questions.

1) WHEN DO YOU EXPECT TO TAP INTO YOUR ACCOUNT?

- a. In less than 5 years
- b. In 6–10 years
- c. In 11–15 years
- d. In 16–20 years

2) WHAT IS YOUR OBJECTIVE FOR THIS ACCOUNT?

- a. Preserving initial investment potential
- b. Generating income and achieving slight growth
- c. Achieving moderate to substantial growth
- d. Seeking maximum growth

3) OVER THE NEXT 10 YEARS, DO YOU EXPECT YOUR INCOME TO:

- a. Decline (due to raising children, retirement, slow economy)?
- b. Keep pace with inflation?
- c. Outpace inflation and grow steadily?
- d. Increase considerably?

4) IF THE VALUE OF YOUR ACCOUNT DROPPED SUDDENLY BY 30 PERCENT, WOULD YOU:

- a. Sell all of your investments and move to cash?
- b. Transfer some of your money to more conservative investments?
- c. Do nothing and wait for the value to come back?
- d. Add to your investments to take advantage of low prices?

5) YOU CAN LIVE OFF YOUR CURRENT CASH SAVINGS AND INVESTMENTS FOR:

- a. 0–3 months
- b. 4–6 months
- c. 7–12 months
- d. More than 1 year

6) HOW MUCH RISK ARE YOU WILLING TO TAKE TO ACHIEVE A POTENTIALLY HIGHER RETURN?

- a. None. You are risk-averse
- b. A little risk. You are concerned about significant market fluctuations
- c. Moderate risk. You understand the relationship between risk and reward
- d. A lot of risk. You are not concerned with market fluctuations

7) HOW KNOWLEDGEABLE DO YOU CONSIDER YOURSELF TO BE ABOUT ECONOMIC ISSUES, PERSONAL FINANCE, AND INVESTING?

- a. Virtually no understanding of the economy, personal finance, and investing
- b. Not very knowledgeable
- c. Somewhat knowledgeable
- d. Very knowledgeable

WHAT IS YOUR INVESTMENT OBJECTIVE PROFILE?

INCOME

I am willing to accept limited risk to my investment principal in this account, even if that means this account does not generate significant returns and may not keep pace with inflation. This objective generally focuses on the generation of current income. Accounts with this objective may be invested primarily in fixed income/bonds, with up to 25% in equities/stocks, but actual investment allocations will differ based on individual client goals, concerns, and market conditions. This objective has historically been the most conservative on a relative basis and has exhibited lower volatility than objectives that allocate a greater portion of investments to the equity/stock markets; however, past performance is no guarantee of future results.

INCOME AND GROWTH

I am willing to accept relatively low risk to my investment principal and will tolerate some volatility to seek a modest level of income and/or objective returns. This objective generally focuses on asset appreciation sufficient to offset inflation over time while also generating current income. This objective may consist of a majority of fixed income/bonds, with up to 45% in equities/stocks, but actual investment allocations will differ based on individual client goals, concerns, and market conditions. This objective has historically exhibited modest volatility compared with objectives that allocate a greater portion of investments to the equity/stock markets over time; however, past performance is no guarantee of future results.

GROWTH AND INCOME

I am willing to accept moderate risk and volatility to my investment principal to seek higher returns. This objective generally targets a balanced asset allocation approach that seeks to provide growth potential and generation of interest or dividend income. This objective may consist of up to 65% in equities/stocks, with the remainder in fixed income/bonds, but actual investment allocations will differ based on individual client goals, concerns, and market conditions. This objective has historically exhibited less overall volatility than objectives that allocate a greater portion of investments to the equity/stock markets over time; however, past performance is no guarantee of future results.

GROWTH

I am willing to accept a relatively higher risk to my investment principal, including greater volatility, to seek higher returns over time. This objective generally targets growth of the portfolio, which may or may not focus on the generation of interest or dividend income. This objective may consist of up to 85% in equities/stocks, with the remainder in fixed income/bonds, but actual investment allocations will differ based on individual client goals, concerns, and market conditions. This objective has exhibited greater market value fluctuations than objectives that allocate a greater portion of investments to the fixed income markets; however, past performance is no guarantee of future results.

AGGRESSIVE

I am willing to accept maximum risk to my initial principal in order to aggressively seek maximum returns. This objective generally seeks maximum growth potential or generation of income from equities or alternative investments. This long-term-oriented objective is typically invested almost entirely in equities/stocks, with the remainder, if any, in fixed income/bonds or alternative investments, but actual investment allocations will differ based on individual client goals, concerns, and market conditions. This objective has historically offered the highest level of risk and widest market value fluctuations compared to other objectives, especially in the short term; however, past performance is no guarantee of future results.

