RISK TOLERANCE QUESTIONNAIRE

Selection Points

A. Time Horizon

1. My current age is:

   a. More than 75
   b. 66-75
   c. 56-65
   d. 45-55
   e. Less than 45

   _____

2. I expect to start taking income from this investment:

   a. Less than 1 year
   b. 1 to 3 years
   c. 4 to 7 years
   d. 8 to 11 years
   e. 12 or more years

   _____

3. Once you begin withdrawing money from your investment account, how long do you expect the withdrawals to continue?

   a. 1 – 10 years
   b. 11 – 20 years
   c. 21 or more

   _____

B. Investment Objectives

4. For this investment, my goal is:

   a. To preserve my asset value.
   b. To develop current income of $_____ and moderate asset growth.
   c. To grow my assets at a rate greater than inflation.
   d. To achieve maximum capital appreciation.

   _____

TOTAL POINTS

_____

5. Which of the following investments do you feel comfortable owning? Select all that apply.

   a. Cash and money market funds
   b. Government bonds, mortgage bonds and municipal bonds
   c. Other U.S. bonds – corporate bonds and high yield bonds
   d. U.S. stocks
   e. Developed markets international securities (stocks & bonds)
   f. Emerging markets international securities (stocks & bonds)
   g. Alternative investments (private equity, Venture capital, hedge funds)
   h. Real Estate Investment Trusts

   _____

6. Investment Objectives/Risk Tolerance
   For each investment category below, use one number to signify investment experience of the person(s) who will make investment decision.

   1 None   2 Occasional   3 Frequent   4 Extensive

   ____Stocks   ____Bonds   ____Options   ____Commodities

   ____Real Estate   ____Mutual Funds   ____ ETF's   ____Insurance/Annuities

   ____REITs/DPPs/Lps   Other_____

C. Risk Tolerance

7. Which would you prefer:

   a. a portfolio with the potential to earn more than 15%, but also lose more than 10%
   b. a portfolio with the potential to earn between 11-15%, but also lose between 5-10%
   c. a portfolio with the potential to earn between 6-10%, but also lose between 1-5%

   _____

8. Which of the following statements best describe your attitude about the next 3 years performance of your investments?

   a. Avoiding short-term losses is more important than achieving my long-term goals
   b. I am equally concerned with avoiding short-term losses and meeting my long-term investment goals
   c. I am willing to endure short-term losses to maximize the chances of achieving my long-term goals

   TOTAL POINTS

   _____

9. 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 loss
    b. I'm more influenced by the potential loss than the potential gain
    c. I'm more influenced by the potential gain than the potential loss
    d. I'm mainly influenced by the potential gain

    _____

10. How long could you cover monthly living expenses with the cash and liquid investments you currently have on hand?
    a. 1 month or less
    b. 1 – 3 months
    c. 3 - 6 months
    d. 6 – 12 months

    _____

TOTAL POINTS   _____

G R A N D   T O T A L   P O I N T S   _____

SCORING KEY:

Questions 1 – 3:   a. = 1   b. = 2   c. = 3   d. = 4   e. = 5

Questions 4, 5, 8 – 10:   a. = 1   b. = 2   c. = 3   d. = 4

Question 5 & 6:   Always 0 points

Consistency check:

Questions with:

1 point   _____

2 points   _____

3 points   _____

4 points   _____

5 points   _____

Portfolio selection:

Section	Points	Portfolio
Time Horizon	_____	
Investment Objectives	_____	
Risk Tolerance	_____	
Total	_____	

Model Portfolio - _____

( )	Aggressive – above 30 points	[Equities – 100%]
( )	Growth – 24 – 29 points (Moderate Aggressive)	[Equities – 80%, Bonds & Cash – 20%]
( )	Balanced – 18 – 23 points (Moderate)	[Equities – 60%, Bonds & Cash - 40%]
( )	Moderate – 12 – 17 points (Moderate Conservative)	[Equities – 40%, Bonds & Cash – 60%]
( )	Conservative – 6 – 11 points	[Equities – 20%, Bonds & Cash – 80%]