

# Risk Tolerance Questionnaire



DATE \_\_\_\_\_

CLIENT \_\_\_\_\_

**1. I plan to begin taking money from my investments in . . .**

- |   |   |
|---|---|
| <input type="checkbox"/> 1 year or less | <input type="checkbox"/> 6 – 10 years       |
| <input type="checkbox"/> 1 – 2 years    | <input type="checkbox"/> 11 – 15 years      |
| <input type="checkbox"/> 3 – 5 years    | <input type="checkbox"/> More than 15 years |

**2. As I withdraw money from these investments, I plan to spend it over a period of . . .**

- |  |   |
|--|---|
| <input type="checkbox"/> 2 years or less | <input type="checkbox"/> 11 – 15 years      |
| <input type="checkbox"/> 3 – 5 years     | <input type="checkbox"/> More than 15 years |
| <input type="checkbox"/> 6 – 10 years    |   |

**3. When making a long-term investment, I plan to keep the money invested for . . .**

- |                                      |  |
|--------------------------------------|--|
| <input type="checkbox"/> 1 – 2 years | <input type="checkbox"/> 7 – 8 years       |
| <input type="checkbox"/> 3 – 4 years | <input type="checkbox"/> More than 8 years |
| <input type="checkbox"/> 5 – 6 years |  |

**4. From September 2008 through November 2008, stocks lost over 31%. If I owned a stock investment that lost about 31% in 3 months, I would: (If you owned stocks during this period, select the answer that corresponds to your actual behavior.)**

- |  |  |
|--|--|
| <input type="checkbox"/> Sell all of the remaining investment.       | <input type="checkbox"/> Hold on to the investment and sell nothing. |
| <input type="checkbox"/> Sell a portion of the remaining investment. | <input type="checkbox"/> Buy more of the investment.                 |

**5. Generally, I prefer investments with little or no fluctuation in value, and I'm willing to accept the lower return associated with these investments.**

- |  |   |
|--|---|
| <input type="checkbox"/> Strongly disagree | <input type="checkbox"/> Agree          |
| <input type="checkbox"/> Disagree          | <input type="checkbox"/> Strongly agree |
| <input type="checkbox"/> Somewhat agree    |   |

**6. During market declines, I tend to sell portions of my riskier assets and invest the money in safer assets.**

- |  |   |
|--|---|
| <input type="checkbox"/> Strongly disagree | <input type="checkbox"/> Agree          |
| <input type="checkbox"/> Disagree          | <input type="checkbox"/> Strongly agree |
| <input type="checkbox"/> Somewhat agree    |   |

**7. I would invest in a mutual fund based solely on a brief conversation with a friend, co-worker, or relative.**

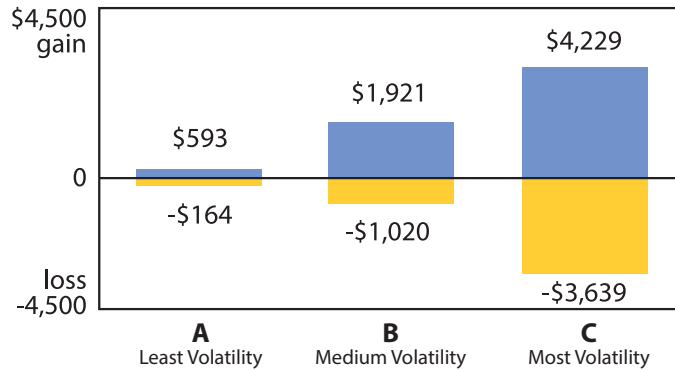
- |  |   |
|--|---|
| <input type="checkbox"/> Strongly disagree | <input type="checkbox"/> Agree          |
| <input type="checkbox"/> Disagree          | <input type="checkbox"/> Strongly agree |
| <input type="checkbox"/> Somewhat agree    |   |

8. From September 2008 through October 2008, bonds lost nearly 4%. If I owned a bond investment that lost almost 4% in 2 months, I would: (If you owned bonds during this period, select the answer that corresponds to your actual behavior.)

- Sell all of the remaining investment.
- Hold on to the investment and sell nothing.
- Sell a portion of the remaining investment.
- Buy more of the investment.

9. The chart below shows the greatest 1-year loss and the highest 1-year gain on 3 different hypothetical investments of \$10,000.\* Given the potential gain or loss in any 1 year, I would invest my money in:

- A (loss of \$164, gain of \$593)
- B (loss of \$1,020, gain of \$1,921)
- C (loss of \$3,639, gain of \$4,229)



10. My current and future income sources (for example, salary, Social Security, pension) are:

- Very unstable
- Stable
- Unstable
- Very stable
- Somewhat stable

11. When it comes to investing in stock or bond mutual funds (or individual stocks or bonds), I would describe myself as . . .

- Very inexperienced
- Experienced
- Somewhat inexperienced
- Very experienced
- Somewhat experienced

**Current vs. Recommended Asset Allocation**

Enter the current allocation in whole numbers for the savings used to answer question 10. Your percentages must total 100%. If you don't enter any data, we will assume 100% of your assets are in short-term reserves. The recommended allocation will be filled out by the financial professional - leave spaces blank.

Current Allocation		Recommended Allocation	
Short-term reserves	<input type="text"/> %	Short-term reserves	<input type="text"/> %
Bonds	<input type="text"/> %	Bonds	<input type="text"/> %
Stocks	<input type="text"/> %	Stocks	<input type="text"/> %

\* The maximum gain or loss on an investment is impossible to predict. The ranges shown in the chart are hypothetical and are designed solely to gauge an investor's risk tolerance.