

“What Type of Investor are You?” Questionnaire

Instructions: Read each question and check the box in the right-hand column which best reflects your preference. Total the numbers checked for each section. Complete the score at the end of the questionnaire to determine the most appropriate Investment Objective for you.

- Helps you, the customer, identify your Investment Objective by answering questions on Risk Tolerance and Time Horizon.
- Helps identify the Investment Allocation mix suitable for your objective.
- The questionnaire score will be used to identify a corresponding Risk Tolerance in the next chart. You may either use the questionnaire or select a Risk Tolerance. All owners must select an Investment Objective that is consistent with their Risk Tolerance or questionnaire score.

Section 1	
1. All investments involve risk. Which of the following describes the level of risk with which you would feel MOST comfortable associated with your investment?	
a. Prefer relatively lower Risk and lower volatility or loss of principal in return for accepting potentially relatively lower returns.	1 <input type="checkbox"/>
b. Willing to assume some Risk and volatility or loss of principal to seek potentially enhanced returns.	2 <input type="checkbox"/>
c. Willing to assume an average amount of Risk and volatility or loss of principal in order to seek the potential of relatively higher returns.	3 <input type="checkbox"/>
d. Willing to assume above average or a substantial amount of risk and volatility or loss of principal in pursuit of potential higher return.	4 <input type="checkbox"/>
2. As Investments with higher levels of risk may offer the potential for higher returns on the investment, which of the following describes the level of risk with which you would feel LEAST comfortable?	
a. Substantial amount of volatility and potential for loss of principal.	1 <input type="checkbox"/>
b. Average amount of volatility and potential loss of principal.	2 <input type="checkbox"/>
c. Lower volatility and potential loss of principal.	3 <input type="checkbox"/>
d. Little volatility and potential loss of principal.	4 <input type="checkbox"/>
3. How optimistic are you about the long-term prospects for the U.S. economy?	
a. Very pessimistic	1 <input type="checkbox"/>
b. Unsure	2 <input type="checkbox"/>
c. Somewhat optimistic	3 <input type="checkbox"/>
d. Very optimistic	4 <input type="checkbox"/>
4. Which of the following better describes your attitude about investments outside the U.S.?	
a. I believe that investing in foreign markets involves risk	1 <input type="checkbox"/>
b. I believe that overseas markets provide attractive investment opportunities	2 <input type="checkbox"/>

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5. “If the securities portion of my portfolio were to lose 10% of its value over a one month period, I would prefer to cut my losses and shift into a more conservative investment strategy.” How do you feel about the previous statement?	
a. Strongly Agree	1 <input type="checkbox"/>
b. Agree	2 <input type="checkbox"/>
c. Disagree	3 <input type="checkbox"/>
d. Strongly Disagree	4 <input type="checkbox"/>
6. Choose the answer that best describes your response to the following statement: “I am comfortable with investments that may decline in value if there is equivalent upside potential.”	
a. Strongly Disagree	1 <input type="checkbox"/>
b. Disagree	2 <input type="checkbox"/>
c. Agree	3 <input type="checkbox"/>
d. Strongly Agree	4 <input type="checkbox"/>
Section 1 Total:	

Section 2	
1. Which of the following best describes your investment objective for this purchase?	
a. Preserving Capital while earning income.	1 <input type="checkbox"/>
b. Earning Income while generating Moderate Growth.	2 <input type="checkbox"/>
c. Steady Long term Growth with a low level of earned income.	3 <input type="checkbox"/>
d. Aggressive Growth with no income.	4 <input type="checkbox"/>
2. What do you expect your standard of living to be 10 years from now as compared to your standard of living today?	
a. Lower than it is today	1 <input type="checkbox"/>
b. The same as it is today	2 <input type="checkbox"/>
c. Somewhat higher than it is today	3 <input type="checkbox"/>
d. Substantially greater than it is today	4 <input type="checkbox"/>
3. Six years from today, you would find it acceptable based on the risk of loss of principal you are willing to assume if the value of your investment is:	
a. The same as it is today	1 <input type="checkbox"/>
b. Somewhat more than it is today	2 <input type="checkbox"/>
c. Greater than it is today	3 <input type="checkbox"/>
d. Substantially greater than it is today	4 <input type="checkbox"/>
Section 2 Total:	

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Section 3	
1. What is your age?	
a. 56 or older	1 <input type="checkbox"/>
b. 46–55	2 <input type="checkbox"/>
c. 36–45	3 <input type="checkbox"/>
d. 18–35	4 <input type="checkbox"/>
2. What is your primary financial goal for this purchase?	
a. Retirement planning	2 <input type="checkbox"/>
b. Wealth accumulation	3 <input type="checkbox"/>
3. What is the time frame for you to achieve your financial goals for this purchase?	
a. 0-6 years	1 <input type="checkbox"/>
b. 7-14 years	2 <input type="checkbox"/>
c. 15 years or more	3 <input type="checkbox"/>
Section 3 Total:	

Totals	Reference Table												
<p>The total for each Questionnaire Section is weighted (multiplied) by a number that represents the overall importance of that section when determining your Investment Objective.</p> <ul style="list-style-type: none"> • Multiply each total by its weighted factor. • Add the subtotals to determine your Total Score. 	<table border="1"> <thead> <tr> <th>Total Score</th> <th>Investment Objective</th> </tr> </thead> <tbody> <tr> <td>27 or higher</td> <td>A. Income with Capital Preservation</td> </tr> <tr> <td>40 or higher</td> <td>A. Income with Capital Preservation B. Income with Moderate Growth</td> </tr> <tr> <td>61 or higher</td> <td>A. Income with Capital Preservation B. Income with Moderate Growth C. Growth with Income</td> </tr> <tr> <td>72 or higher</td> <td>A. Income with Capital Preservation B. Income with Moderate Growth C. Growth with Income D. Growth</td> </tr> <tr> <td>84 or higher</td> <td>A. Income with Capital Preservation B. Income with Moderate Growth C. Growth with Income D. Growth E. Aggressive Growth</td> </tr> </tbody> </table>	Total Score	Investment Objective	27 or higher	A. Income with Capital Preservation	40 or higher	A. Income with Capital Preservation B. Income with Moderate Growth	61 or higher	A. Income with Capital Preservation B. Income with Moderate Growth C. Growth with Income	72 or higher	A. Income with Capital Preservation B. Income with Moderate Growth C. Growth with Income D. Growth	84 or higher	A. Income with Capital Preservation B. Income with Moderate Growth C. Growth with Income D. Growth E. Aggressive Growth
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