



ASSET MANAGEMENT RISK PROFILE

As you complete the following questions, keep in mind your investment time horizon and keep a running total of the numbers that appear after your answers from questions 2-15. Refer to the scoring explanation in this brochure when you have your final total.*

Your Investment Time Horizon

1. Your investment time horizon is an important consideration when constructing your investment strategy. How long will it be before you plan to use your investment for its intended purpose (i.e., college funding, retirement, etc.)

- 0-2 Years
- 3-5 Years
- 6-10 Years
- More than 10 Years

About You

2. Age is a very important determination of portfolio selection. Please check your age.

- 35 or under (4)
- 36-45 (3)
- 46-55 (2)
- 56 or over (1)

3. How much of your current income comes from your investment portfolio?

- 0 (4)
- 1%-24% (3)
- 25%-50% (2)
- Over 50% (1)

4. How long could you cover your monthly living expenses with the cash and investments you currently have on hand?

- Less than 3 months (1)
- 3-12 months (2)
- 13-24 months (3)
- Over 2 years (4)

**This is a hypothetical model to assist an investor in thinking about their risk tolerance. Be sure to consult your financial advisor*

5. What is your and your spouse's/partner's annual income?
(Total combined income before taxes)

- Less than \$25,000 (1)
- \$25,000 to \$50,000 (2)
- \$51,000 to \$100,000 (3)
- Over \$100,000 (4)

6. What is the outlook for your earnings from sources other than investments over the next ten years?

- It will greatly decrease (1)
- It will decrease, but not by much (2)
- It will increase, but not by much (3)
- It will greatly increase (4)

Your Investment Goals and Risk Tolerance

7. Your investment objective summarizes the primary purpose of your investment. Which of the following best summarizes your overall investment philosophy?

- Take little or no risk (1)
- Achieve current income and growth with moderate risk (2)
- Achieve capital growth with some income and average risk (3)
- Achieve maximize capital growth with heightened risk (4)

8. Once you begin to make withdrawals from your portfolios, how long will the money in the account have to last?

- Less than 1 year (1)
- 1-5 years (2)
- 6-10 years (3)
- Over 10 years (4)

9. Please check the box that indicates your response to the following statement: "I am comfortable with investments that may go down in value from time to time, if they offer the potential for higher returns".

- Strongly disagree (1)
- Somewhat disagree (2)
- Somewhat agree (3)
- Strongly agree (4)

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10. You are uncomfortable taking any risk with your investment.

- Strongly agree (1)**
- Somewhat agree (2)**
- Somewhat disagree (3)**
- Strongly disagree (4)**

11. Do you believe in buying and holding investments for the long-term (5 years or longer) regardless of how the markets change on a daily basis?

- Strongly disagree (1)**
- Somewhat disagree (2)**
- Somewhat agree (3)**
- Strongly agree (4)**

12. A month later you made an investment, its value decreases by 15% would you:

- Sell it (1)**
- Hold it until you break even, then sell it (2)**
- Hold it (3)**
- Hold it and buy more (4)**

13. A month after you made an investment, its value increases by 25%, would you:

- Sell it and go to cash**
- Hold it until you break even, then sell it (2)**
- Hold it (3)**
- Hold it and buy more (4)**

14. From your previous investment history, which of the following are you most comfortable with?

- Certificates of deposit (CD) (1)**
- Bonds (2)**
- Bonds and stocks (3)**
- Stocks (4)**

15. Your intermediate and long-term goals are very important in determining your investment strategy. In the future do you think you'll need:

- No income from your investments (1)**
- Less than your current income (2)**
- The same as your current income (3)**
- More than your current income (4)**

Total Score _____

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Responses to the questionnaire provide an indication of your risk profile. The lowest that you can score is 14 and the highest is 56. Lower scores indicate a more risk adverse profile, while higher scores suggest the opposite. The range of possible scores has been divided into five groups, each of which reflects a different risk.

The five groupings are:

Total Score

Risk Profile

- | | |
|------------------------|---|
| 1) more than 50 | Suggests an investor that is willing and able to assume risk and bear possible swings in share price. Equity exposure is 100% although weightings among asset classes are neutral to the Russell 300 Index. |
| 2) 41-50 | Suggests a willingness and ability to assume heightened risk in the form of equity exposure (80%). This exposure is spread across various equity asset classes, with no reference to market weights. |
| 3) 29-40 | Suggests a moderate view towards investment risk. The Strategy's 66% equity position includes small-cap stocks. Overall, the equity exposure is neutral to the market, as measured by the Russell 3000 Index. Fixed income positions are evenly weighted to intermediate high quality mortgage-backs and longer-term corporates. |
| 4) 21-28 | Suggests a willingness to take some risk when investing, but still highly cautious. Equity weighting (34 %), which is only invested in large-cap stocks, provides some exposure, but allows for potentially less volatility. |
| 5) 20 or less | Suggest a highly risk averse investor, willing to take few chances when investing. An allocation with limited equity exposure (only 10%) and weighted toward fixed income with lower volatility is recommended. |

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