

## QUESTIONNAIRE

Name: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

### INVESTMENT OBJECTIVES

### AND RISK TOLERANCE

#### SAVING FOR RETIREMENT

I would like a historical return analysis on investment amount \_\_\_\_\_, including annual additions of \_\_\_\_\_

#### LIVING IN RETIREMENT

I would like a historical return analysis on investment amount \_\_\_\_\_, including annual withdrawals of \_\_\_\_\_

## INVESTMENT OBJECTIVES AND RISK TOLERANCE

- Which of the following best describes your primary financial goal for this investment?
  - ☐ a. My goal is preserving the real (inflation protected) value of my investment; I am not concerned with out-performing the market.
  - ☐ b. My goal is generating current income; I am not concerned with growing the value of my investment.
  - ☐ c. My goal is a combination of generating current income and growing the value of my investment.
  - ☐ d. My goal is growing the value of my investment, and I am willing to tolerate losses in some years.
- What is the time horizon for your investment?
  - ☐ a. 1-3 years: these investments need to remain very liquid.
  - ☐ b. 3-5 years: I can only tolerate a small amount of volatility.
  - ☐ c. 5-10 years: I can tolerate a moderate amount of volatility.
  - ☐ d. Over 10 years: these assets are invested for the long term and can tolerate short-term fluctuations in value.
- The assets considered for investment are what percentage of your total investable assets?
  - ☐ a. More than 75%
  - ☐ b. 50%-75%
  - ☐ c. 25%-50%
  - ☐ d. Less than 25%
- Please choose the phrase that best describes the degree to which you will rely on these assets.
  - ☐ a. These investments are critical to my current and future financial well-being; I have few other assets or sources of current and future income.
  - ☐ b. While these assets are a significant portion of my wealth; I have other assets and additional sources of current and future income.
  - ☐ c. While these investments are an important portion of my wealth; I have considerable additional assets and other significant sources of current and future income.
  - ☐ d. This investment is fairly small in relation to my overall wealth and my other sources of current and future income.
- How likely is it you will need to withdraw a significant portion of these assets prior to your planned time horizon to pay for a home, education or some other purpose?
  - ☐ a. There is little to no chance.
  - ☐ b. It is possible, but not likely.
  - ☐ c. There is a strong chance.
  - ☐ d. I will definitely be withdrawing assets.
- If you do expect to withdraw a significant portion of your account, when is it likely to be?
  - ☐ a. Not applicable
  - ☐ b. Within 5 years
  - ☐ c. Within 5 - 10 years
  - ☐ d. More than 10 years from now

7. Assume your investment time horizon is more than ten years. During the second year of investment, your portfolio declines to less than its initial value. Where would you place your reaction along the following scale?

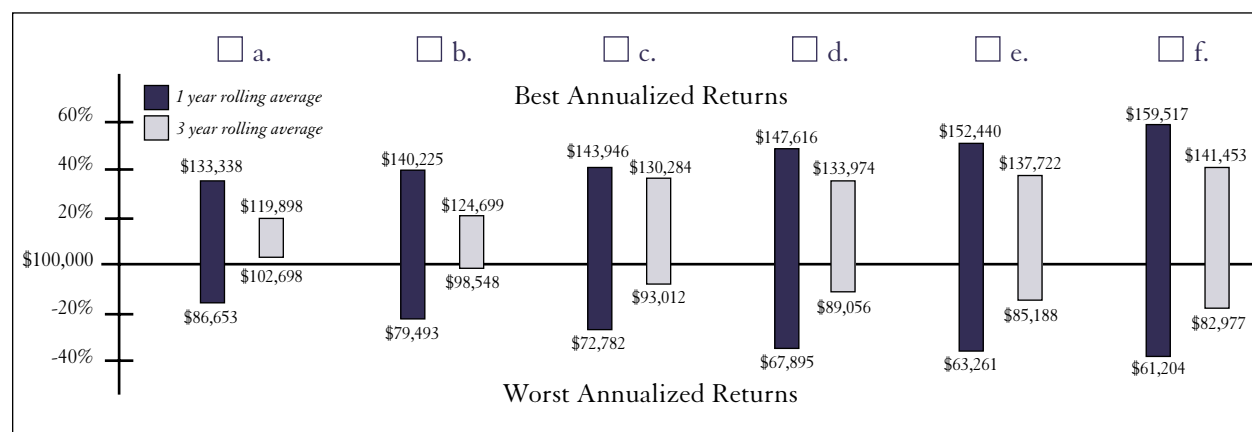
☐ a. ☐ b. ☐ c. ☐ d. ☐ e. ☐ f.

*I never want to see the value of my investments decline.*

*I would be disappointed by this kind of loss, but I need a balanced, diversified portfolio to reach my long-term goals.*

*I don't pay any attention to short-term fluctuations in market value because I am investing for growth and I will not need my money until the end of my investment time horizon.*

8. Illustrated below is the range of annualized returns from best to worst for both 1 year and 3 year periods, from January 1973 through December 2004, for six hypothetical portfolios in which \$100,000 was invested.<sup>1</sup> Considering the range of returns and the downside risk associated with each portfolio, which portfolio do you feel would be the most appropriate for you?



<sup>1</sup>The returns are rolling 12 month and 36 month averages from January 1973 through December 31, 2004 for six hypothetical multi-asset class portfolios along the risk-return spectrum ranging from conservative to aggressive. These returns do not reflect the performance of actual investment accounts, and are presented for illustrative purposes only. Past performance is not indicative of future results.

9. If you made a long-term investment of \$100,000, how much of a loss in a single year would you withstand before selling?
- ☐ a. 5%, or \$5,000 on a \$100,000 investment. ☐ b. 10%, or \$10,000 on a \$100,000 investment.
- ☐ c. 20%, or \$20,000 on a \$100,000 investment. ☐ d. I would not sell my investments based on a single year loss.
10. Suppose that, over a two to three year period, your portfolio has lost value. What action would you take?
- ☐ a. Transfer my investments to another investment manager of similar strategy that I believe is more skilled.
- ☐ b. Move my investments to a more conservative portfolio to avoid losing more money.
- ☐ c. Maintain my present disciplined, long-term strategy.
- ☐ d. Develop a more aggressive strategy to recover my losses.