

“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.
- This is a required questionnaire if any owner is 65 years of age or older AND indicated “None” for Investment Experience. In such cases, the questionnaire score must be used to select an Investment Objective in the applicable section of this form. This is an optional questionnaire for all other owners. All other owners may either use the questionnaire score or select a Risk Tolerance. All owners must select an Investment Objective that is consistent with their Risk Tolerance or questionnaire score.

Risk Tolerance	
1. Which of the following investments would you feel most comfortable owning?	
a. Certificates of deposit	1 <input type="checkbox"/>
b. U.S. Government securities or other investment-grade bonds	2 <input type="checkbox"/>
c. Stocks of companies in the S&P 500	3 <input type="checkbox"/>
d. Stocks of new, growth, or emerging-market companies	4 <input type="checkbox"/>
2. Which of the following investments would you least like to own?	
a. Stocks of new, growth, or emerging-market companies	1 <input type="checkbox"/>
b. Stocks of companies in the S&P 500	2 <input type="checkbox"/>
c. U.S. Government securities or other investment-grade bonds	3 <input type="checkbox"/>
d. Certificates of deposit	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 U.S. stock portion of my portfolio were to lose 10% of its value over a one month period, consistent with the overall market, 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 will periodically decline in value if there is a potential for high returns.”

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"/>

Risk Tolerance Total:

Investment Objectives

1. Which of the following best describes your investment objective for this purchase?

a. Preserving principal and generating a moderate amount of income	1 <input type="checkbox"/>
b. Generating a high amount of income	2 <input type="checkbox"/>
c. Generating some income and increasing my assets over an extended time frame	3 <input type="checkbox"/>
d. Increasing my assets substantially over an extended time frame	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. Ten years from today, you expect the value of your purchase to be:

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"/>

Investment Objective Total:



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Investment Time Horizon	
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. Wealth preservation	1 <input type="checkbox"/>
b. Retirement planning	2 <input type="checkbox"/>
c. Wealth accumulation	3 <input type="checkbox"/>

3. What is the time frame for you to achieve your financial goals for this purchase?	
a. 0-5 years	1 <input type="checkbox"/>
b. 6-14 years	2 <input type="checkbox"/>
c. 15 years or more	3 <input type="checkbox"/>
Investment Time Horizon Total:	

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.

- Multiply each total by its weighted factor.
- Add the subtotals to determine your Total Score.

Investment Time Horizon			Reference Table	
Risk Tolerance Total		x 3 =	Total Score	Investment Objective
Investment Objective Total		x 2 =	27-51	A Income with Capital Preservation
Investment Time Horizon Total		x 1 =	40-70	B Income with Moderate Growth
Total Score:			61-86	C Growth with Income
			72-97	D Growth
			84-100	E Aggressive Growth

Match your Total Score with one of the Investment Objectives listed on the next page. You will notice that there is some overlap in the Total Score ranges. If your score falls within an overlap, please examine each applicable objective to determine which represents your needs.

