

Investment Experiences Questionnaire



Client Name _____

Date _____

Introduction Many objective and subjective factors must be taken into account in attempt to determine an individual's risk tolerance level. This questionnaire is one of the tools we utilize.

Investment Statements Show how much you Agree or Disagree with each of the following investment statements by marking the appropriate box at the end of each sentence.

Statement		Disagree				Agree
		1	2	3	4	5
#1	I can accept minor fluctuations in my account value in exchange for more income.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
#2	I can accept a small risk of loss and somewhat larger fluctuations in my account value in exchange for conservative growth opportunity and the possibility of more income.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
#3	I can accept a greater risk of loss and greater fluctuations in my account value in exchange for more aggressive growth opportunities.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
#4	I can accept the risk of significant losses and large fluctuations in my account value in exchange for very aggressive, rapid growth opportunities.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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Investment Decisions

Please answer both **Part 1** and **Part 2** below:

Part 1 For each of the two investment decisions below, check the option with which you are most comfortable.

Decision 1 Choose between

- a. A sure gain of \$25,000
OR
- b. A 25% chance of winning \$100,000 and a 75% chance of winning nothing.

Decision 2 Choose between

- a. A sure loss of \$75,000
OR
- b. A 75% chance of losing \$100,000 and a 25% chance of losing nothing.

Part 2 For each of the two investment decisions below, check the option with which you are most comfortable.

Decision 1 Choose between

- a. A sure gain of \$250
OR
- b. A 25% chance of winning \$1,000 and a 75% chance of winning nothing.

Decision 2 Choose between

- c. A sure loss of \$750
OR
- d. A 75% chance of losing \$1,000 and a 25% chance of losing nothing.

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Investment Experiences

Are there past investments that you wish you had done differently?

Are you pleased with

- the diversification and performance of your portfolio?

What is the

- best investment decision you have ever made? _____
 - worst investment decision you have ever made? _____
-

Investment Circumstances

1. I plan to begin taking money from my investments in...
 - 1 year or less
 - 1-2 years
 - 3-5 years
 - 6-10 years
 - 11-15 years
 - More than 15 years
2. After beginning withdrawals, I plan to spend my portfolio over a period of...
 - 2 years or less
 - 3-5 years
 - 6-10 years
 - 11-15 years
 - More than 15 years
3. When making a long-term investment, I plan to keep the money invested for...
 - 1-2 years
 - 3-4 years
 - 5-6 years
 - 7-8 years
 - More than 8 years

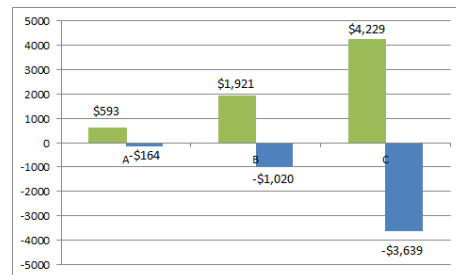
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4. From September 2008 through November 2008 stocks lost more than 31% of their value. If I owned a stock investment that lost about 31% of its value in three months I would...

(If you owned stocks during this period, please select the answer that matches how you would respond today if different)

- Sell all of the remaining investment
- Sell some of the remaining investment
- Hold on to the investment and sell nothing
- Buy more of the investment

5. The chart to the right shows the highest one-year loss and the highest one-year gain on three different hypothetical investments of \$10,000.* Given the potential gain or loss in any one year, I would invest my money in...



- Investment A
- Investment B
- Investment C

6. My current and future income sources (such as salary, pension, etc.) are...

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

7. When it comes to investments such as mutual funds, stocks, or bonds, I would describe myself as...

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

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