

Your Investment Profile

1. The investment objective addressed by this questionnaire represents:

- A. my overall investment objectives
- B. one component of a larger investment plan

Please elaborate on the objectives and components of this larger plan:

2. These assets in my managed portfolio will eventually be used to:

- A. fund retirement
- B. finance education of children or grandchildren
- C. fund a major purchase such as a home, business or collectibles
- D. other

3. I envision the following investment time horizon for these assets: (The time horizon used in evaluating investment return has significant impact on the probability of realizing the stated return objectives. The longer the time period, the better the chance that up and down periods within market cycles will average out and your desired return can be achieved. If your time horizon is less than three years, this may not be the ideal program for you.)

- A. 3 to 5 years
- B. 5 to 7 years
- C. 7 years or more

4. My investment objective for this portfolio over a market cycle would be:

- A. Preservation of capital and returns exceeding those of risk-free investments. (A low risk level means the portfolio is subject to minimal price fluctuations.)
- B. A combination of modest growth of capital and income via high-quality investments. (Diversification and risk control through a balanced portfolio of stocks, bonds and or cash equivalents.)
- C. Growth of capital. (Exposure to increased levels of price volatility with expectations to outperform an equity index.)
- D. Aggressive growth of capital. (Exposure to yet higher levels of volatility with a greater expectation for outperforming a growth equity index. Income is incidental and not a major investment consideration.)

5. My current income requirement from these assets (the portion of total return which should come from dividends/interest) is:
 - A. None. I have no need for current income.
 - B. Low. These assets should be managed on a total return basis with minor emphasis on dividend/interest return.
 - C. Moderate. These assets should be managed on a total return basis with some emphasis on dividend/interest return.

6. I would best describe my tolerance for capital fluctuation as:
 - A. Low. I am able to accept only infrequent and very modest losses during difficult phases in a market cycle.
 - B. Moderate. I am able to accept only two or three quarters of negative returns during difficult phases in a market cycle.
 - C. High. I am able to accept negative annual returns during difficult phases in a market cycle.

7. I feel an acceptable annual rate of return over a market cycle to be:
 - A. 6%
 - B. 8%
 - C. 10%
 - D. Other _____%

I would describe my Risk/Return profile as follows: (Please indicate the best match to your investment objective by placing an “X” in the appropriate box.)



