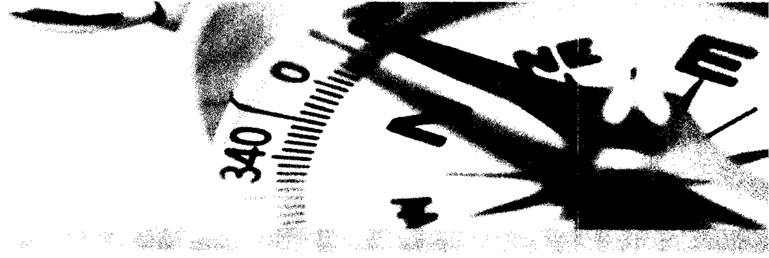
Risk Profile Questionnaire



Your risk tolerance is an indication of your level of comfort with different investment products. Some investment types are inherently more risky than others. This section will help you determine your risk tolerance. Indicate your level of agreement with each of the following statements.

1. How long do you think you will retain this investment portfolio?

1. Less than 5 years
2. Five to 10 years
3. More than 10 years

2. With which investment approach to achieving your financial goals would you be most comfortable?

1. Conservative: I am willing to accept only modest portfolio value fluctuation with infrequent quarterly losses in exchange for the potential of more consistent average returns.
2. Moderate: I am willing to accept short-term portfolio value fluctuation with an occasional year of negative returns in exchange for the potential of positive returns over the long term.
3. Aggressive: I am willing to accept a higher degree of short-term portfolio value fluctuation with periodic years of negative returns in exchange for the potential of higher positive returns over the long term.

3. Six months after you make a $100,000 investment, it decreases in value by $10,000 in a down market period. How would you feel?

1. Very uncomfortable. I would consider selling my investment.
2. Uncomfortable, yet I will stay with the investment if my Advisory Consultant recommends doing so.
3. I would want to buy more of the investment, since this may be a good investment opportunity.

4. Is it important for you to receive money from your account on a monthly basis?

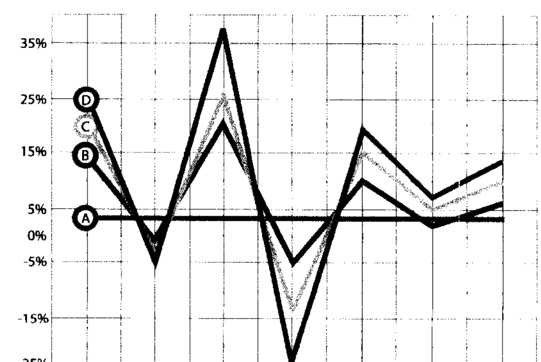
1. Yes, it is highly important, and it must be the same amount each month.
2. It is important, but growth of my portfolio is also an important factor.
3. It is not important, because growth of my portfolio is my primary goal.

5. Although past performance is no guarantee of future results, stocks have historically provided better protection against inflation than bonds. Additionally, diversification using a portfolio of stocks or stock mutual funds also provides the potential for less volatility in returns. Given these factors, complete the following statement: "I would be comfortable if a well-diversified position in stocks or stock mutual funds represented..."

1. A small percentage of my portfolio (less than 50 percent)
2. A significant percentage of my portfolio (50 to 80 percent)
3. A dominant percentage of my portfolio (more than 80 percent)

6. The table to the right shows four hypothetical portfolios with fictitious yearly and 7-year annualized return numbers.* Consider how you would feel if you experienced these hypothetical returns, especially the down years, in your portfolio. With which hypothetical portfolio (A to D) would you feel most comfortable?

0. Portfolio A
1. Portfolio B
2. Portfolio C
3. Portfolio D



Portfolio	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Annualized Return
A	3%	3%	3%	3%	3%	3%	3%	3%
B	14%	-1%	20%	-5%	10%	2%	6%	6%
C	19%	-3%	26%	-13%	15%	5%	10%	7.5%
D	25%	-5%	38%	-23%	19%	7%	14%	9%

RISK PROFILE SCORE: ______

(Add the numbers corresponding to the answers you have circled in questions 1-6)

*The rates of return shown above are purely hypothetical and do not represent the performance of any individual investment or portfolio of investments. They are for illustrative purposes only and should not be used to predict future product performance. Specific rates of return, especially for extended time periods, will vary over time. There is also a higher degree of risk associated with investments that offer the potential for the highest rates of return.