

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. Consider the primary goal for your money. Which time period below best describes how your money will be needed to support that goal?

1. My goal will start soon and/or the money will need to last for 5 years or less.
2. My goal will start after a few years and/or the money will need to last for 10 years or less.
3. My goal is still years away and/or the money will need to last for more than 10 years.

2. Which of the following statements best describes your attitude toward the trade-off between risk and return?

1. I am most concerned with limiting risk. I am willing to accept lower expected returns in order to limit my chance of loss.
2. I am willing to accept moderate risk and chance of loss in order to achieve moderate returns. Limiting risk and maximizing return are of equal importance to me.
3. I am primarily concerned with maximizing the returns of my investments. I am willing to accept high risk and high chance of loss to maximize my investment return potential.

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 on a regular/scheduled basis.
2. It is important to receive money from my account when needed, but growth of my portfolio is also an important factor.
3. It is not important, and growth of my portfolio is my primary goal.

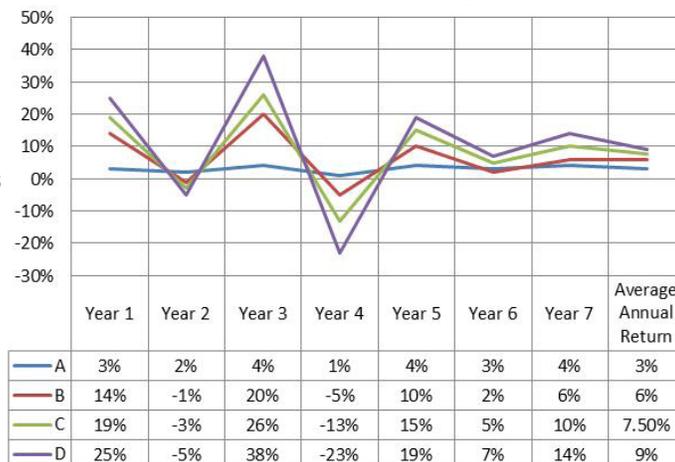
5. What do you want most from your investments?

1. Less volatility, even if that means there is less growth potential
2. Some investment income, but more growth potential over long term
3. The highest growth potential over the long term (assuming more volatility), with little or no need for current or near-term investment income.

6. When we invest, we often have to make a trade-off between risk and reward.¹ The more risk we take, the higher potential reward but we also have a higher chance of loss. The graph to the right shows the returns from four completely hypothetical portfolios that are set up to represent increasing levels of both risk and reward. Which pattern of portfolio returns best matches your comfort level for balancing risk and reward?

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

Returns Year Over Year²



RISK PROFILE SCORE: _____

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

Models By Risk Profile Score³



Risk Profile Score	Risk	Advisory Model	Advisory Model Objective
5 to 7	LESS RISK	Conservative Income	Seeks to provide current income through an asset mix which is predominantly allocated to fixed income investments. A limited amount of equity exposure provides some opportunity for long-term growth of capital. Investors should be willing to accept some principal volatility.
8 to 10		Income	Seeks to provide current income through an asset mix with a majority of fixed-income investments. Equity investments may be significant, but typically still represent a minority of the portfolio. Investors should be willing to accept some to moderate principal volatility.
11 to 13		Conservative Growth	Seeks to provide long-term growth of capital through a balanced asset mix that is allocated between fixed-income and equity investments. Investors should be willing to accept a moderate level of principal volatility.
14 to 16		Growth	Seeks to provide long-term growth of capital through an asset mix with increased exposure to equity investments. Fixed-income investments may be significant, but typically represent a minority of the portfolio. Investors should be willing to accept moderate to high levels of principal volatility.
17 to 18		Maximum Growth	Seeks to provide long-term growth of capital through an asset mix which is predominantly equity investments. A limited amount of fixed income may be included in portfolios. Investors should be willing to accept a high level of principal volatility.
17 to 18		Maximum Growth without Fixed Income	Seeks to provide long-term growth of capital through an asset mix which generally consists entirely of equity investments. Investors should be willing to accept a high level of principal volatility.
	MORE RISK		

¹Diversification does not assure or guarantee better performance and cannot eliminate the risk of investment losses.

²The rates of return shown above are purely hypothetical and do not represent the performance of any individual investment or portfolio 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.

³The corresponding models represented above are meant to serve as a guide for potential asset allocation. You and your Advisory Consultant will select and implement an investment mix that is appropriate for your situation. The investment allocation you select based on your particular investment needs may differ significantly from the model portfolios detailed above. All investments involve risk, including risk of loss, and are made at your risk exclusively. Neither HDVAS nor your Advisory Consultant guarantees any investment or its returns. Diversification and Asset Allocation do not assure or guarantee better performance and cannot eliminate the risk of investment losses.

The client acknowledges that the Advisor is relying upon the information provided for the purposes of providing recommendations to the client. The client agrees to give the Advisor notice of any significant changes in the client information and to provide any additional information the Advisor may reasonably request.