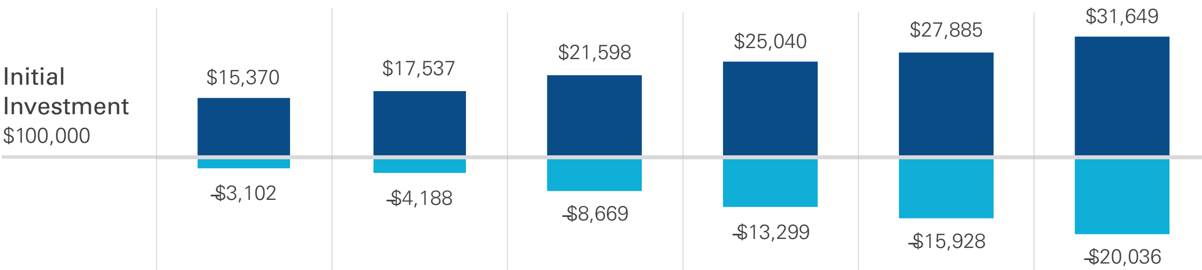
Risk Profile Questionnaire

The risk profile number will automatically calculate after all five questions are answered. If you are manually calculating this, use the number key below each checkbox to calculate the risk profile score.

1. **Investment Return Range**
   During any 12-month period, returns on portfolios with exposure to the stock market can vary dramatically. Given this variability and an assumed initial investment of $100,000, please select the typical range of potential gains and losses with which you are most comfortable.*



☐ Select	☐ Select	☐ Select	☐ Select	☐ Select	☐ Select
1	2	3	4	5	6

2. **Maximum Decline**
   Given an initial investment of $100,000, how much could this investment decline, with no relief in sight, before you sold all or most of your investments in stocks?

☐ -$15,000	☐ -$25,000	☐ -$35,000	☐ -$45,000	☐ -$50,000	☐ -$55,000
1	2	3	4	5	6

Average of question 1 and question 2

0

3. **Stock Market Forecast**
   Even if you have very little confidence in your forecast, take a best guess at what you think is a likely return for the stock market over the next 12 months.

☐ Less than -10%	☐ Between -10% and 10%	☐ Between 10% and 20%	☐ More than 20%
0.5	0	-0.25	-0.5
☐ No Expectations			
0			

4. **Your Age Range**
   How old are you?

☐ Younger than 50	☐ 50-59 years old	☐ 60-69 years old	☐ 70-79 years old	☐ 80+ years old
0	-0.25	-0.5	-0.75	-0.75

Planned Withdrawal
When do you expect to withdraw a significant portion from your account—at least one-third of the balance—for large expenses (e.g., home purchase, child's education)?

☐ Immediately	☐ Within 5 years	☐ 5-15 years from now	☐ 15+ years	☐ Never
-0.5	-0.5	-0.25	0	0

Sum of questions 3-5, plus the average calculated above

Risk Profile:

1

*The returns displayed above reflect the typical high and low ranges of the rolling 12-month averages from January 1, 1990 through December 31, 2021 for six hypothetical portfolios of global stocks and bonds. These returns do not reflect the performance of actual investment accounts and are presented for illustrative purposes only. Past performance is not a guarantee of future results.
Source: Zephyr StyleADVISOR, AssetMark.

Risk tolerance: The degree of variability in investment returns that an investor can emotionally withstand.

A realistic understanding of your ability to tolerate large swings in the value of your investments helps identify the level of risk that will maximize expected returns, while avoiding a decline in value that might lead an investor to panic and sell investments at the wrong time.

Estimating your risk tolerance is not an exact science. It's difficult for investors to accurately anticipate how they will react to a financial shock when their reaction is situationally-dependent and likely to vary based on factors, such as:

- the accuracy of your risk perceptions at the time you're surveyed
- expectations set by popular media during the decline
- the capacity to absorb the loss at the time it occurs
- the duration of the decline in value
- the magnitude of the realized decline in value relative to initial expectations
- perceptions of the relative investment performance of friends and family

Given these challenges, the objective of this questionnaire is to anticipate your ability to stay invested when confronted with a possible extreme decline in the value of your portfolio.

No standardized set of questions and weightings can effectively substitute for an advisor's knowledge of you—their client—and your specific situation and concerns. For this reason, this questionnaire is provided as a recommended starting point for you and your advisor—working together—to estimate your risk tolerance and adjust it upward or downward.

SIGNATURE DATE

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Important Information

This is for informational purposes only, is not a solicitation, and should not be considered investment, legal or tax advice. The information has been drawn from sources believed to be reliable, but its accuracy is not guaranteed, and is subject to change.

Investing involves risk, including the possible loss of principal. Past performance does not guarantee future results.

AssetMark, Inc. is an investment adviser registered with the U.S. Securities and Exchange Commission.

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