



INVESTOR PROFILE WORKSHEET

RISK TOLERANCE QUESTIONNAIRE

WHAT YOU NEED TO KNOW:

Investor Profile Worksheet (IPW): To assist you in determining your own investment style, we are providing the following IPW as a tool for reviewing your fundamental risk tolerance and investment time line.

Your own personal financial goals and needs will be strongly considered. By completing this questionnaire, we can help suggest a Portfolio specific to your needs.

How to Use the Investor Profile Worksheet: This is an electronic document (*unless provided in paper form*) - fillable and self-scoring. Please answer each of the following questions by clicking on the circle next to the response that best describes you. After you have completed the questionnaire, you will receive an Investor Profile Score. Please compare this score with the recommended portfolio. If you disagree with your scoring and recommended portfolio, please explain why in the section provided.

Call your financial advisor with any questions related to this worksheet or the recommended portfolio. Please sign via electronic signature (*or hand signature if in paper form*) and e-mail (*or mail*) back to your financial advisor.

QUESTIONNAIRE EVALUATES:

Your Tolerance to Risk
Your Time Line
Your Financial Goals

NAME: _____

DATE: _____

YOUR TOLERANCE TO RISK

RISK TOLERANCE QUESTIONNAIRE

I. WHICH INVESTMENT OBJECTIVE IS MOST IMPORTANT TO YOU?

- 1. Preserving my investment.
- 2. Generating current income while preserving the value of my investment.
- 3. Increasing the value of my investment.

II. WHICH OF THE FOLLOWING WOULD YOU FEEL MOST COMFORTABLE?

- 1. U.S. Government securities and high-grade corporate bonds.
- 2. Stocks of established companies.
- 3. Stocks of smaller, growing companies.

III. WHICH OF THE FOLLOWING WOULD YOU FEEL LEAST COMFORTABLE?

- 1. Stocks of smaller, growing companies.
- 2. Stocks of established companies.
- 3. U.S. Government securities and high-grade corporate bonds.

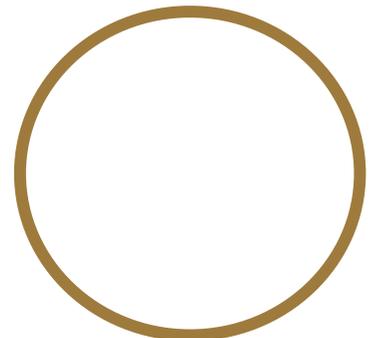
IV. IF YOUR INVESTMENTS SUDDENLY DECLINED BY 20%, WHICH STATEMENT BEST DESCRIBES YOUR REACTION ACCORDING TO YOUR LONG-TERM OBJECTIVES?

- 1. I would be very concerned about such a sudden decline.
- 2. I would be moderately concerned about such a decline.
- 3. I would not be overly concerned about such a decline.

V. HOW DO YOU FEEL ABOUT THE ECONOMY IN THE LONG RUN?

- 1. Not very optimistic.
- 2. Undecided.
- 3. Positive.

YOUR TOLERANCE TO RISK TOTAL:



YOUR TIME LINE

RISK TOLERANCE QUESTIONNAIRE

I. HOW MANY YEARS UNTIL YOU NEED THESE FUNDS?

- 1. 0 to 5 years.
- 2. 6 to 10 years.
- 3. Over 10 years.

II. WHAT IS YOUR PRIMARY FINANCIAL GOAL FOR THIS INVESTMENT?

- 1. Asset preservation and / or emergency reserves.
- 2. Current income and modest growth.
- 3. Long-term wealth accumulation.

III. WHAT IS YOUR AGE?

- 1. Over 55.
- 2. 36 to 55.
- 3. 20 to 35.

IV. IN WHICH RANGE DOES YOUR HOUSEHOLD SALARY FALL?

- 1. \$25,000 - \$50,000.
- 2. \$50,001 - \$100,000.
- 3. More than \$100,001.

V. HOW MANY DEPENDENTS DO YOU HAVE, INCLUDING GROWN CHILDREN AND ELDERLY PARENTS WHO DEPEND ON YOUR FINANCIAL ASSISTANCE?

- 1. 4 or more.
- 2. 1 - 3.
- 3. None.

VI. HOW DO YOU EXPECT YOUR EMPLOYMENT INCOME WILL CHANGE OVER THE NEXT SEVERAL YEARS?

- 1. I fear I might lose my job or I plan to retire.
- 2. I think it will fluctuate widely.
- 3. I anticipate a steadily growing income.

YOUR TIME LINE

RISK TOLERANCE QUESTIONNAIRE

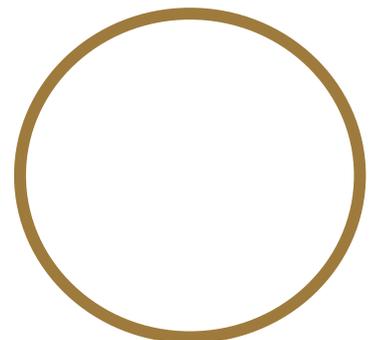
VII. HOW WOULD YOU DESCRIBE YOUR FINANCIAL “CUSHION” TO MEET UNEXPECTED EMERGENCIES?

- 1. *More than adequate.* I have more than enough cash in a money-market fund or other short-term investments to meet my needs. I may even carry more insurance than I require.
- 2. *Adequate.* I have ample liquid assets. I have enough insurance and my monthly obligations are manageable.
- 3. *Borderline.* I have a modest amount of cash and some insurance. But I may need to dip into my investments or borrow in an emergency.
- 4. *Inadequate.* My reserves are insufficient at the present time.

VIII. WHAT IS YOUR ATTITUDE TOWARD INSURANCE?

- 1. I stay well insured because I'm highly averse to suffering large losses. I spend more for policies with low deductibles because I want maximum coverage.
- 2. I have adequate insurance and my deductibles are low.
- 3. I have adequate coverage, but I buy policies with high deductibles to lower my premiums.
- 4. I don't believe in having any more insurance than is absolutely necessary.

YOUR TIME LINE TOTAL:



YOUR FINANCIAL GOALS

RISK TOLERANCE QUESTIONNAIRE

I. HOW WOULD YOU DESCRIBE YOUR INVESTMENT PHILOSOPHY?

- 1. I am conservative in my approach and understand that growth of principal may be limited in order to reduce risk.
- 2. I prefer a moderate approach with an average level of risk in the pursuit of growth.
- 3. I am an aggressive investor willing to accept higher risk in the pursuit of high growth.

II. HOW MUCH OF AN INCREASE IN THE VALUE OF YOUR PORTFOLIO DO YOU EXPECT FIVE YEARS FROM NOW?

- 1. A slight increase in value.
- 2. A moderate increase in value.
- 3. An above average increase in value.

III. HOW DO YOU EXPECT YOUR STANDARD OF LIVING TO ADJUST OVER THE NEXT FIVE YEARS?

- 1. Decline.
- 2. Remain the same.
- 3. Improve.

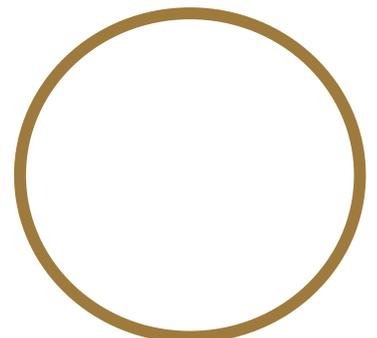
IV. WHAT DO YOU WANT TO DO WITH THE INCOME FROM THIS PORTFOLIO?

- 1. Receive all income.
- 2. Receive some and reinvest some.
- 3. Reinvest all.

V. WHAT IS YOUR INVESTMENT FOCUS?

- 1. Income.
- 2. A blend of income and growth.
- 3. Growth.

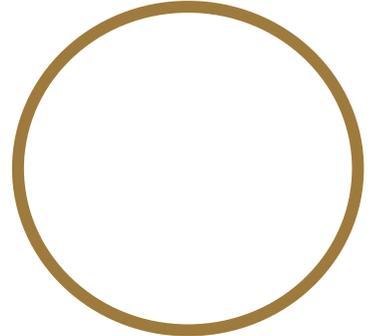
YOUR FINANCIAL GOALS TOTAL:



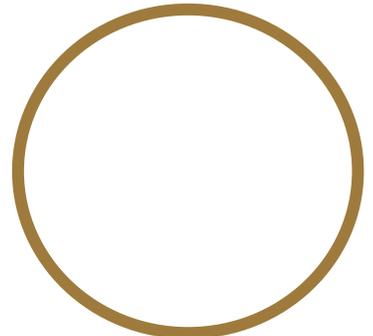
INVESTOR PROFILE SUMMARY

RISK TOLERANCE QUESTIONNAIRE

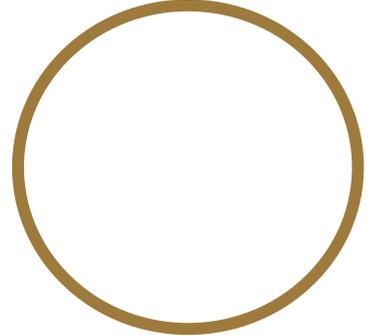
YOUR TOLERANCE TO RISK TOTAL:



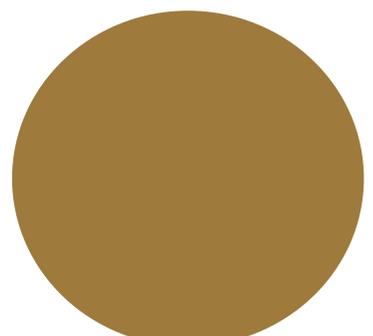
YOUR TIME LINE TOTAL:



YOUR FINANCIAL GOALS TOTAL:

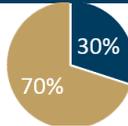
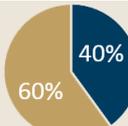
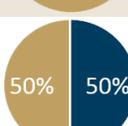
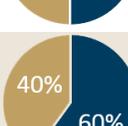
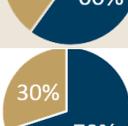


YOUR INVESTOR PROFILE TOTAL:



INVESTOR PROFILE WORKSHEET

SCORING SYSTEM AND PROFILE TYPES

PORTFOLIO TYPE	PROFILE	DESCRIPTION	SCORE	INV. MIX
Capital Preservation (30% Stock - 70% Bond)	1	Utilizes income and other stable value investments to minimize exposure to market risk. However, the CP strategy does allow for a small allocation to equities when market conditions allow.	18 - 21	
Income Plus (40% Stock - 60% Bond)	2	For investors in need of their retirement assets now or in just a few years. This allocation is designed for stability with an approach to minimize exposure to high risk investments without fully limiting the opportunity for Growth.	22 - 26	
Conservative Growth (50% Stock - 50% Bond)	3	For investors with a shorter time horizon to retirement yet still have the desire for some growth. Its primary objective is to balance a desire for return with a concentrated focus on safety measures.	27 - 33	
Moderate Growth (60% Stock - 40% Bond)	4	For investors in, or near retirement yet still have the desire for some growth. Its primary objective is to balance a desire for return with a <i>balanced</i> focus on safety measures.	34 - 40	
Growth (70% Stock - 30% Bond)	5	For investors with relatively long time horizon. This allocation's primary objective is to balance a desire for safety measures with a concentrated focus on growth.	41 - 47	
Growth Plus (80% Stock - 20% Bond)	6	For investors with a long time horizon. This allocation's primary objective is growth, but is designed to protect a portion of the portfolio during periods of market decline.	48 - 53	
Aggressive Growth (90% Stock - 10% Bond)	7	For younger investors with a long time horizon and whose primary objective is growth. This allocation has the greatest potential for market ups and downs in exchange for the potential for higher returns.	54 - 56	

I. DO YOU AGREE WITH THE RESULTS OF THIS RISK TOLERANCE QUESTIONNAIRE?

YES
 NO

II. IF YOU DO NOT AGREE WITH THE PORTFOLIO ALLOCATION THAT YOUR RESULTS SUGGEST, PLEASE DETAIL WHICH PORTFOLIO YOU BELIEVE WOULD BE MORE APPROPRIATE AND **WHY**:

III. PLEASE **SIGN AND DATE** BELOW:

SIGNATURE

PRINT

DATE

SIGNATURE

PRINT

DATE