



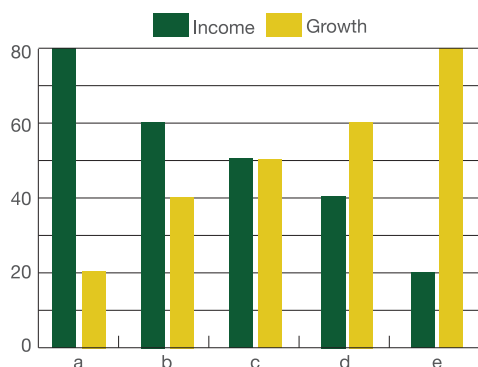
Asset Allocation Questionnaire

This questionnaire will help to determine the best asset allocation for your investments, based on your answers.

TIME HORIZON

1. What is your current age?
 - ☐ Older than 75
 - ☐ 65 to 75
 - ☐ 55 to 65
 - ☐ 45 to 55
 - ☐ Under 45
2. When do you expect to begin withdrawing money from your investments?
 - ☐ Less than 1 year
 - ☐ 1-3 years
 - ☐ 4-6 years
 - ☐ 7-10 years
 - ☐ 10 years or more
3. What would you say is the time horizon for this investment?
 - ☐ Less than 1 year
 - ☐ 1-3 years
 - ☐ 4-6 years
 - ☐ 7-10 years
 - ☐ 10 years or more

LONG-TERM GOALS AND EXPECTATIONS



4. Which of the above best describes your long-term needs from this investment?

- ☐ a
- ☐ b
- ☐ c
- ☐ d
- ☐ e

5. Below, you'll see three hypothetical investments, with an initial deposit of \$10,000.00 and approximate rates of return of 5%, 7.5%, and 11%. Which investment looks most attractive to you, taking into consideration both returns and volatility?



6. What is your long-term rate of return expectation from this investment, net of fees but before taxes?

- ☐ Less than 4%
- ☐ 4-6%
- ☐ 7-10%
- ☐ 10-12%
- ☐ 12% or greater

SHORT-TERM RISK ATTITUDE

7. The table to the right displays five scenarios for best and worst outcomes of \$100,000 invested in five hypothetical portfolios over a five-year period. With which portfolio are you most comfortable?

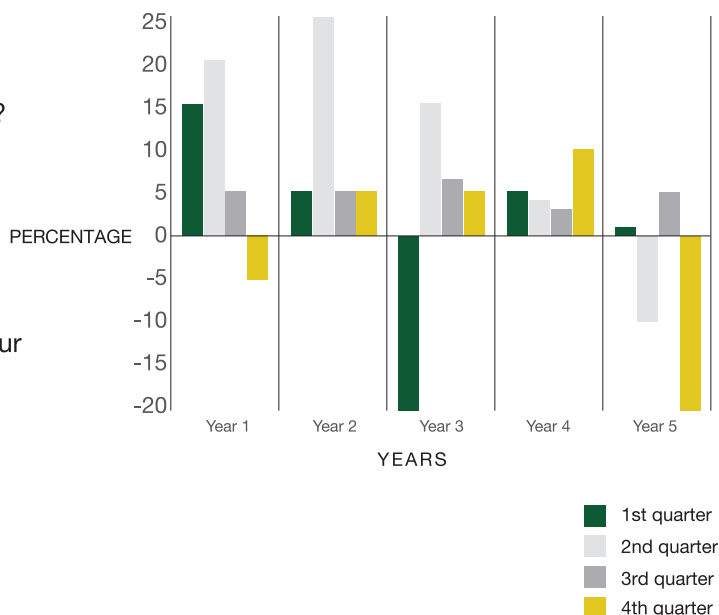
- ☐ Portfolio 1
- ☐ Portfolio 2
- ☐ Portfolio 3
- ☐ Portfolio 4
- ☐ Portfolio 5

Possible Outcomes: \$100,000 invested over 5 years

	Worst Case	Best Case
Portfolio 1	\$110,000.00	\$115,000.00
Portfolio 2	\$105,000.00	\$125,000.00
Portfolio 3	\$100,000.00	\$175,000.00
Portfolio 4	\$80,000.00	\$200,000.00
Portfolio 5	\$60,000.00	\$250,000.00

8. The graph to the right shows the quarterly returns of a hypothetical investment over time. If you owned this investment (given its historical and current returns), what action would you take today?

- ☐ Sell off the investments and cut your losses
- ☐ Sell off some of the investments to reduce your losses
- ☐ Continue to hold onto your investments with expectations of future gains



9. Which of these statements would best describe your attitude about the next three-month performance of this investment?

- ☐ I'd have a hard time stomaching any losses
- ☐ I can only tolerate small short-term losses
- ☐ If I suffered a loss of greater than 10%, I'd be concerned
- ☐ I wouldn't worry about the losses in that time frame
- ☐ Short-term losses do not concern me

\$ LIQUIDITY NEEDS

10. Do you have a minimum or desired annual income or distribution requirement from this portfolio?

- ☐ No income or distributions are needed
- ☐ 1-3%
- ☐ 2-4%
- ☐ 5-7%
- ☐ 8% or more

11. Do you expect to take any large single sum distributions in the next 12 months?

Yes/No

Purpose: _____

How much: _____

Is there anything else that we should know in determining your initial asset allocation?

OFFICE USE ONLY

Asset Allocation Total:

Client Signature _____ Date _____

Client Signature _____ Date _____

Advisor Signature _____ Date _____