INVESTOR QUESTIONNAIRE

Name: _____ Date: _____

What type of investor are you?

The answers provided on this sheet will help indicate which investment strategy may be appropriate for your current needs. Select the answers that best represent your individual financial situation. Then, match the total to the strategy listed at the end of the score sheet.

1. In approximately how many years do you expect to start taking distributions?	Points
○ A. 2–3 years	20
○ B. 4–6 years	38
○ C. 7–10 years	50
○ D. 10+ years	69

2. Do you expect to withdraw more than one-third of the money in this account within seven years (e.g., for retirement income, home down payment, college tuition)?	Points
○ A. No	20
○ B. Yes, in 2–3 years	0
○ C. Yes, in 4–7 years	12

3. Do you have an emergency fund (i.e., savings of at least six months' after-tax income)?	Points
○ A. No, I do not have an emergency fund.	8
○ B. I have an emergency fund, but it's less than six months' after-tax income.	3
○ C. Yes, I have an adequate emergency fund.	0

4. If you anticipate other major expenses (e.g., college tuition, home down payment, home repairs), do you have a separate savings plan for them?	Points
○ A. Yes, I have a separate savings plan for these expenses.	0
○ B. I do not expect to have any such expenses.	1
○ C. I intend to withdraw a portion of this money for these expenses, and I have answered question 2 accordingly.	3
○ D. I have no separate savings plan for these items.	4

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	Points
5. Approximately what portion of your total investable assets* is held in this account?	
○ A. Less than 25%	0
○ B. Between 25% and 50%	1
○ C. Between 51% and 75%	2
○ D. More than 75%	4
6. Which one of the following describes your expected future earnings over the next five years? (Assume inflation will average 3 percent.)	Points
○ A. I expect my earnings to far outpace inflation (e.g., due to promotions).	0
○ B. I expect my earnings to stay somewhat ahead of inflation.	1
○ C. I expect my earnings keep pace with inflation.	2
○ D. I expect my future earnings to decrease (i.e., due to retirement)	4
7. Approximately what portion of your monthly take-home income goes toward paying off debt other than your home mortgage?	Points
○ A. Less than 10%	0
○ B. Between 10% and 25%	1
○ C. Between 26% and 50%	2
○ D. More than 50%	6
8. How many dependents do you have (e.g., children you continue to support, elderly parents)?	Points
○ A. None	0
○ B. 1	1
○ C. 2–3	2
○ D. More than 3	4
9. Have you ever invested in individual bonds or bond investment vehicles, aside from U.S. Savings bonds?	Points
○ A. No, and I would be uncomfortable with the risk if I did.	10
○ B. No, but I would be comfortable with the risk if I did.	4
○ C. Yes, but I was uncomfortable with the risk.	6
○ D. Yes, and I felt comfortable with the risk.	0

Investable assets include your emergency fund, this account, bank accounts, retirement assets, CDs, mutual funds, cash value of life insurance, stocks or bonds, investment real estate, and so on. They **do not include your principal residence or vacation home.*

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10. Have you ever invested in individual stocks or stock investment vehicles? **Points**

- ○ A. No, and I would be uncomfortable with the risk if I did. 8
- ○ B. No, but I would be comfortable with the risk if I did. 3
- ○ C. Yes, but I was uncomfortable with the risk. 5
- ○ D. Yes, and I felt comfortable with the risk. 0

11. When thinking about your investments, where would you place yourself on a scale of 1–8 in terms of your comfort level with risk/potential reward?

Risk level	Less risk/less potential return			Moderate risk with greater potential return			Maximum potential return regardless of risk	
Scale (1-8)	①	②	③	④	⑤	⑥	⑦	⑧
Points	**12**	**7**	**5**	**3**	**2**	**1**	**0**	**0**

12. Which one of the following statements describes your feelings toward choosing an investment? **Points**

- ○ A. I prefer investment options with a low degree of risk (i.e., it is unlikely I would lose my original investment). 12
- ○ B. I prefer a mix of investment options, with an emphasis on those with a low degree of risk, and a small portion in others that have a higher degree of risk, which may yield greater returns. 9
- ○ C. I prefer a balanced mix of investment options, some with a low degree of risk and others with a higher degree of risk, which may yield greater returns. 5
- ○ D. I prefer an aggressive mix of investment options, some with a low degree of risk, but with an emphasis on others with a higher degree of risk, which may yield greater returns. 1
- ○ E. I would only select investment options with a higher degree of risk and a greater potential for higher returns. 0

13. If you could increase your chances of improving your returns by taking more risk, you would: **Points**

- ○ A. Be willing to take a lot more risk with all my money. 0
- ○ B. Be willing to take a little more risk with all my money. 3
- ○ C. Be willing to take a little more risk with some of my money. 6
- ○ D. Be unlikely to take much more risk. 10

14. Most investments fluctuate over the short term. If a $10,000 investment you made for 10 years lost value in the first year, at what point would you sell and transfer the funds to a more stable investment rather than wait for a turnaround? **Points**

- ○ A. $9,500 10
- ○ B. $9,000 8
- ○ C. $8,500 6
- ○ D. $8,000 4
- ○ E. Below $8,000 2
- ○ F. Would not sell 0

15. Are you interested in Value-Based investments (choosing portfolio options that align with your values, such as protecting the planet, reducing carbon, or improving human rights)?

○ Yes

○ No

(if you indicate yes, we will review your value-based goals with you in more detail)

16. Diversified portfolios often include international investments. Are there reasons you would not want international funds as part of your portfolio?

○ Yes

○ No

Risk Score and Strategy

Use the following calculation to determine your point score and identify the appropriate strategy listed below.

A. Add your points for questions 1–2. 0_____

B. Add your points for questions 3–14. 0_____

C. Subtract B from A. 0_____ (total points)

Points Strategy Asset Class Mix

0–9 Income with Limited Growth: 80% Fixed Income, 20% Equity

10–19 Income with Moderate Growth: 65% Fixed Income, 35% Equity

20-39 Balanced Portfolio: 50% Fixed Income, 50% Equity

40–59 Growth and Income: 35% Fixed Income, 65% Equity

60–79 Primarily Growth*: 20% Fixed Income, 80% Equity

80+ Growth: 98% Equity, 2% Cash

Given your specific circumstances, if you believe that any of these strategies will be more suitable than the diversified strategy specified by the worksheet, your advisor will discuss the alternatives and make an appropriate recommendation.

**If your score points you to the Primarily Growth strategy, consider investing in the Growth strategy if the amount that you are investing for this goal represents the only aggressive portion of your total portfolio and if you already own more conservative investments—such as fixed income and short-term securities—that can provide a balance to the short-term fluctuations of stocks.*

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