The following questions are designed to help us better understand your investment profile and risk tolerance. All responses are confidential and will be analyzed to ensure that the portfolio design is carefully tailored to meet your unique needs.

1. How would you describe your investment knowledge?
   A. None
   B. Limited
   C. Good
   D. Extensive

2. Please circle any of the following investments you’ve purchased in the past.
   A. Money market funds
   B. Bonds or bond funds
   C. Stocks or stock funds
   D. Options and/or commodities

3. Which of the following best describes your approach to investing?
   A. Primary focus on not losing money
   B. Evenly focused on making money and not losing money
   C. Primary focus on making money

4. Imagine your equity portfolio declined in value by 33% over six months. Which of the following would best describe your reaction to this situation?
   A. Liquidate a substantial portion of the portfolio
   B. Lighten up on stocks
   C. Do nothing; adhere to the original investment plan
   D. Add to stock positions
5. Which investment portfolio would you feel most comfortable owning, given the following return characteristics?

A. 7.5% average annual return/ 16.5% gain in the best year/ -5.75% drop in the worst year
B. 9.5% average annual return/ 26% gain in the best year/ -12.5% drop in the worst year
C. 11% average annual return/ 35% gain in the best year/ -20% drop in the worst year
D. 12% average annual return/ 43% gain in the best year/ -25% drop in the worst year
E. 13% average annual return/ 60% gain in the best year/ -40% drop in the worst year

6. When will you begin liquidating your investment dollars to cover a major expenditure(s) such as buying a home, paying for a child’s college education, helping with a family member’s nursing home care or covering retirement expenses?

A. Less than 2 years
B. 2-5 years
C. 5-10 years
D. More than 10 years

7. Once you begin withdrawals for this expenditure(s), how many years do you estimate it will take to exhaust your total funds?

A. Less than 2 years
B. 2-5 years
C. 5-10 years
D. More than 10 years

Risk Estimate:

- 7-11  Conservative
- 12-15  Moderately Conservative
- 16-20  Moderate
- 21-24  Moderately Aggressive
- 25-28  Aggressive

By signing below, I acknowledge that the answers on this questionnaire reflect my personal choices.

Signature: ________________________________

Date: _________________________________