



## Risk Tolerance Questionnaire

Name of Client: \_\_\_\_\_ Date: \_\_\_\_\_

1. Which is most important to you of the two goals?:

**Maintaining Account Value**

**Growth and Inflation Protection**

2. In general, how would your best friend describe you as a risk taker?

**A real gambler**

**Willing to take risk after adequate research**

**Cautious**

**A risk avoider**

3. What is the worst one year performance you would want to tolerate for your portfolio? Pick one.

**-50%**

**4 -40%**

**-30 -30%**

**-20%**

**An Any loss is unacceptable to me.**

4. Which of the following best describes how you evaluate the performance of your investments?

**I check to see how my portfolio did over the last month.**

**I track my portfolio's gains and losses on a regular basis.**

**I don't at all.**

**5. Do you need income from your investments now?**

**Yes**

**No**

**6. If answered no to Question 5, how soon in the future will you be making withdrawals from your account to accommodate your goal for this portfolio?**

**0-3 years**

**4-7 years**

**8-12 years**

**13-20 years**

**20+ years**

**7. Which of the following three statements best describes your feelings about investing?**

**I prefer conservative investments which will minimize the chance of losing any principal in a given year. (I realize this may limit my portfolio's long-term growth).**

**I am comfortable with a moderate amount of risk and am willing to tolerate periodic market downturns in order to increase chances of future growth.**

**I seek maximum future growth and am not concerned about short term fluctuations in value. I am willing to incur significant short-term losses to maximize long term gains.**

**8. In 2008, if you had investments, how did you react to the market decline?**

**You immediately sold all or most of your investments.**

**You looked at some changes but did not liquidate everything.**

**You were concerned and monitored the market and made no changes. You felt that the market was likely to go up again at some time in the future.**

**You were not invested in any securities which fluctuate with the market.**

**You invested more into the market.**

**9. I would rank my investment knowledge as follows:**

**None**

**Limited.**

**Some knowledge and experience.**

**Very knowledgeable about all types of investments.**

**10. Which statement is true?**

**I prefer to handle my own investment decisions.**

**I like to handle it on my own with some assistance.**

**I like investments are best handled by professionals.**