Client Name:

Risk Tolerance Profile

What Type of Investor Are You?

Your previous Risk Profile questionnaire score was:

☐ Aggressive ☐ Moderately Aggressive ☐ Moderate ☐ Moderately Conservative ☐ Conservative

1 = strongly disagree
2 = moderately disagree
3 = neutral
4 = moderately agree
5 = strongly agree

1. I would not change my retirement investments if the value of my investments declined 10%.	1 2 3 4 5
2. I am willing to risk losses to my retirement investments.	1 2 3 4 5
3. As a rule, I would not use CDs or other "very safe" investments in my retirement planning.	1 2 3 4 5
4. I don't consider myself a conservative investor.	1 2 3 4 5
5. I might be willing to invest a small part of my retirement money in bonds or money market investments, but I prefer to keep most or all of my money investments in stocks and real estate.	1 2 3 4 5
6. I prefer using stock funds for my retirement money, even though bond funds usually are less risky.	1 2 3 4 5
7. I prefer using investments that are likely to produce higher returns, even though these investments are riskier.	1 2 3 4 5
8. Stock funds are better investments for retirement than bonds, money market investments, or CDs.	1 2 3 4 5
9. I seek the highest potential return for the investments in my retirement plan.	1 2 3 4 5
10. In choosing retirement investments, the growth of my investments is more important to me than risk.	1 2 3 4 5
11. I do not need to be able to readily convert my investments into cash. Aside from my portfolio, I have adequate liquid net worth to meet major near-term expenses.	1 2 3 4 5

Now, total the numbers circled and see where your score falls on the Investor Profile. Remember, neither the ten statements nor your total score is meant to tell you which investments to choose. Rather, the questionnaire may help you better understand your objectives and feelings about risk so you can select investments that are right for you.

Investor Profile

10 **20** **30** **40** **50**

CONSERVATIVE **MODERATE** **AGGRESSIVE**

Your Score:____ Signature:_____ Date:_____