



DETERMINING YOUR INVESTOR PROFILE AND INVESTMENT OBJECTIVES

The first step in the Asset Management Process is to determine your investor profile. This profile will help define important factors such as your investment objectives, time horizon, and your attitudes toward investing.

This profile will help build the base of information needed for you to progress to the next step in the asset management process – the development of an appropriate asset allocation policy.

To complete this profile, answer each question by circling the number in the right hand column that best matches your personal situation. Remember to answer the questions according to your investment objective (i.e.) retirement savings, education funding, wealth accumulation or preservation.

INVESTMENT OBJECTIVES

Which of the following best describes your investment objectives?

- | | |
|------------------------------------------------------------------------|---|
| ▪ Preserving principal and earning a moderate amount of current income | 1 |
| ▪ Generating a high amount of current income | 2 |
| ▪ Generating some current income and growing my assets | 3 |
| ▪ Growing my assets substantially | 4 |

Five years from now, what do you expect your standard of living to be?

- | | |
|----------------------------------------|---|
| ▪ The same as it is now? | 1 |
| ▪ Somewhat better than it is now? | 2 |
| ▪ Substantially better than it is now? | 3 |

Ten years from now, what do you expect your portfolio value to be?

- | | |
|--------------------------------------------------|---|
| ▪ The same as or a little more than it is today? | 1 |
| ▪ Moderately greater than it is today? | 2 |
| ▪ Substantially greater than it is today? | 3 |

What is your current cash withdrawal requirement from this portfolio?

- | | |
|-------------------------|---|
| ▪ More than 4% annually | 1 |
| ▪ 2% to 4% annually | 2 |
| ▪ 0% to 2% annually | 3 |

What do you want to do with the income generated by your portfolio?

- | | |
|----------------------------------------------------------------|---|
| ▪ Receive all income via cash withdrawals | 1 |
| ▪ Withdraw some cash and reinvest some back into the portfolio | 2 |
| ▪ Reinvest all income back into the portfolio | 3 |

TIME HORIZON

How long do you need the money to last in this investment portfolio?

- | | |
|----------------------|----|
| ▪ 0-5 years | 1 |
| ▪ 5-10 years | 2 |
| ▪ 10-15 years | 5 |
| ▪ 15 years or longer | 10 |

(over)

What is your primary financial goal?

- Wealth preservation 1
- Education funding 2
- Retirement planning 5
- Long-term wealth accumulation 10

What is your age?

- Over 66 1
- 56 – 65 2
- 46 – 55 5
- Under 46 10

RISK TOLERANCE

You just received a substantial sum of money. How would you invest it?

- I would invest in something that offered moderate current income and was very safe. 1
- I would invest in something that offered high current income with a moderate amount of risk. 2
- I would invest in something that offered high total return (*current income plus capital appreciation*) with a moderately high amount of risk. 3
- I would invest in something that offered substantial capital appreciation even though it had a high amount of risk. 4

Which of the following statements best describe your reaction if the value of your portfolio suddenly declined 15%?

- I would be very concerned because I cannot accept fluctuations in the value of my portfolio. 1
- If the amount of income I received was unaffected, it would not bother me 2
- I invest for long-term growth but would be concerned about even a temporary decline 3
- I invest for long-term growth and accept temporary changes due to market fluctuation 4

Which of the following would you feel most comfortable owning?

- Certificates of Deposit [Bank CDs] 1
- U. S. Government securities 2
- Stocks of older, established companies 3
- Stocks of newer, growing companies 4

How optimistic are you about the long-term prospects of the economy?

- Pessimistic 1
- Unsure 2
- Somewhat optimistic 3
- Very optimistic 4

TOTAL SCORE Add the total of the numbers circled

Investor's Signature

Date

Investor's Signature

Date