## Risk Tolerance Questionnaire

Date:

$\qquad$

Introduction Many objective and subjective factors must be taken into account in attempt to determine an individual's risk tolerance level. This questionnaire is one of the tools we utilize.

## Investment Statements

Show how much you Agree or Disagree with each of the following investment statements by marking the appropriate box at the end of each sentence.

| Statement |  | Disagree |  |  |  | Agree |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1 | 2 | 3 | 4 | 5 |
| \#1 | I can accept minor fluctuations in my account value in exchange for more income. | $\square$ | $\square$ | $\square$ | $\square$ | $\square$ |
| \#2 | I can accept a small risk of loss and somewhat larger fluctuations in my account value in exchange for conservative growth opportunity and the possibility of more income. | $\square$ | $\square$ | $\square$ | $\square$ | $\square$ |
| \#3 | I can accept a greater risk of loss and greater fluctuations in my account value in exchange for more aggressive growth opportunities. | $\square$ | $\square$ | $\square$ | $\square$ | $\square$ |
| \#4 | I can accept the risk of significant losses and large fluctuations in my account value in exchange for very aggressive, rapid growth opportunities. | $\square$ | $\square$ | $\square$ | $\square$ | $\square$ |

Investment Please answer both Part 1 and Part 2 below:
Decisions

Part 1 For each of the two investment decisions below, check the option with which you are most comfortable.

## Decision 1 Choose between

$\square$ a. A sure gain of $\$ 25,000$
OR
b. A $25 \%$ chance of winning $\$ 100,000$ and a $75 \%$ chance of winning nothing.

## Decision 2 Choose between

a. A sure loss of $\$ 75,000$

OR
b. A $75 \%$ chance of losing $\$ 100,000$ and a $25 \%$ chance of losing nothing.

Part 2 For each of the two investment decisions below, check the option with which you are most comfortable.

## Decision 1 Choose between

$\square \quad$ a. A sure gain of $\$ 250$
OR
b. A $25 \%$ chance of winning $\$ 1,000$ and a $75 \%$ chance of winning nothing.

Decision 2 Choose between
c. A sure loss of $\$ 750$

OR
d. A $75 \%$ chance of losing $\$ 1,000$ and a $25 \%$ chance of losing nothing.

## Investment Input <br> Please answer the following questions:

For your current investments, what has been your annual rate of return?
Have you been satisfied with that return? $\square$ Yes $\square$ No
If no, why not?
What percentage of your portfolio can you afford to lose or how much money can you afford to lose in any one year? $\qquad$
What action would you take if the market dropped $50 \%$ from its present value?

Regarding your finances, what, if anything, do you spend the most time thinking about? $\qquad$

Are there things in your financial life that you wish you had done differently?
$\qquad$
$\qquad$
Are you pleased with

- your ability to manage and shelter your income from taxes?
- the diversification and performance of your portfolio?
$\qquad$
What is the
- best investment decision you have ever made? $\qquad$
- worst investment decision you have ever made?
$\qquad$
Are there any investments that you
- will NOT sell for personal reasons?
- will NOT buy for social reasons?

