

# Questionnaire

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## 1. What is your age?

- 30 or under
- 31-49
- 50-65
- 66+

2. Assume you are investing \$100,000 and have the following hypothetical portfolios from which to choose. The dollar values below represent the two possible values of these portfolios after one year-- low and high. Assuming there is an equal chance of achieving either result (low or high), indicate which portfolio represents the maximum risk/return trade-off you would be willing to accept. (*Portfolio 1 = least risk; Portfolio 6 = greatest risk*)

- Portfolio 1: \$100,000 - \$105,000
- Portfolio 2: \$95,000 - \$115,000
- Portfolio 3: \$90,000 - \$125,000
- Portfolio 4: \$85,000 - \$135,000
- Portfolio 5: \$75,000 - \$150,000
- Portfolio 6: \$65,000 - \$160,000

3. Keeping in mind your investment goals for this account and your tolerance for short-term market fluctuations, where would you place yourself on the following risk tolerance scale?

- 1 (least risk tolerant)
- 2
- 3
- 4
- 5
- 6
- 7
- 8
- 9
- 10 (most risk tolerant)

## 4. Your investable assets are:

- Greater than your current income.
- Less than your current income.

## 5. Over the next several years, you expect your annual income to:

- Stay about the same.
- Grow moderately.
- Grow substantially.
- Decrease moderately.
- Decrease substantially.

**6. What do you expect to be your next major expenditure?**

- Buying a house.
- Paying for college education.
- Providing for retirement.
- Capitalizing a new business.

**7. When do you expect to use the bulk of the money you are accumulating in your investments?**

- Any time in the coming months. Liquidity is highly important.
- Probably in the future - 1 to 5 years from now.
- 6-10 years from now.
- 11-20 years from now.

**8. Life insurance may be useful in protecting assets and/or in reducing any subsequent estate tax liabilities. Which of the following best describes your situation:**

- I have adequate life insurance.
- I do not have life insurance, but I plan to acquire it in the near future.
- I do not have any life insurance and do not intend to acquire any.

**9. What is the investment time horizon most appropriate for this account? *If you are highly concerned about volatility and looking for short-term results, answer "1 Year". If you are less concerned with volatility and are looking to maximize long-term performance, answer "8+ years".***

- 1 year
- 1-3 years
- 4-7 years
- 8+ years

**10. Which of these plans would you choose for your investment dollars?**

- You would opt for maximum diversity, dividing your portfolio among all available investments, including those ranging from highest return-greatest risk to lowest return-lowest risk.
- You are concerned about having too much exposure to any single asset class. You would divide your portfolio between two investments with high rates of return and moderate risk.
- You would put your investment dollars in the investment with the highest rate of return and most risk.

**11. If you were to invest in one stock mutual fund, which one would you choose?**

- A fund that invests in companies holding the potential to make significant technological breakthroughs, and whose stocks are still at their low initial offering prices.
- A fund that only invests in established, well-known companies that have potential for continued growth.
- A broadly diversified fund devoted to well-established, "blue chip" companies that pay dividends.

**12. Assume you are investing in a bond. Which of the following would you choose?**

- A "high yield bond" that offers a higher yield than most other bonds, but also has a higher risk of default than investment grade bonds.
- A "treasury bond", which offers a relatively low interest rate, but is backed by the United States Government.
- The bond of a well-established company that offers a yield and level of risk somewhere between a treasury bond and a high yield bond.
- A "tax-free bond"-- because minimizing taxes is your primary investment objective.

**13. Please select the answer below which best reflects your investment philosophy toward risk and return.**

- My primary goal is the preservation of my capital. I desire returns slightly exceeding those of risk-free investments. Accordingly, I want my portfolio risk level to be low, with minimal price volatility.
- Growth of capital is my primary objective. I am willing to accept the higher volatility that is associated with this goal. I want to outperform equity indices over the course of market cycles.

**14. Indicate your target rates of return for the periods specified:**

1st year

5th year

**15. My primary reason for building this account portfolio is:**

- Retirement
- The benefit of my spouse and children
- The fun of it

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