



WHAT TYPE OF INVESTOR are you?

COMPLETE THE QUESTIONNAIRE

Circle the answers that best match your personal style. Add up your points and consult the key on the next page to determine which investment style may be most appropriate for you.

1. How old are you?

- Under 45 5
- 45 to 55 4
- 56 to 65 3
- 66 to 75 2
- Over 75 1

2. When do you plan to begin withdrawing money from your retirement plan?:

- In more than 20 years 5
- In 10 to 20 years 4
- In 5 to 10 years 3
- In less than 5 years 2
- Immediately 1

3. I am willing to assume more risk in my investments for higher potential returns.

- Strongly agree 5
- Agree 4
- Neutral 3
- Disagree 2
- Strongly disagree 1

4. Which statement best describes your attitude toward fluctuations in your investments?:

- My investments are for the long term and daily market fluctuations do not bother me 5
- Day-to-day market movements are normal and I would wait at least a year before making any changes 4
- Losses greater than 10% over a full quarter make me nervous 3
- Daily market fluctuations make me slightly uncomfortable 2
- I am very concerned any time my investments lose value 1

5. What are your long-term investment expectations?

- I expect my investments to significantly outperform the stock market 5
- I expect my investments to slightly outperform the stock market 4
- I expect my investments to keep pace with the stock market and see a moderate gain 3
- I expect my investments to keep pace with the stock market and see a minimal gain 2
- I expect my investments to fall behind the stock market and have stability 1

6. What is your attitude towards holding onto an investment, even though it declined in value by 30% in three years?

- I don't care, three years' performance is not relevant 5
- I won't worry, the time period is too short 4
- I'd worry if my losses were greater than 30% 3
- I can only tolerate small short-term losses 2
- I have a hard time with any losses 1

7. Investments can decline significantly in value, especially in the short term. What is your attitude towards holding onto an investment, even though it declined in value by 20% in one year?

- I don't care, one year's performance is not relevant 5
- I won't worry, the time period is too short 4
- I'd worry if my losses were greater than 20% 3
- I can only tolerate small short-term losses 2
- I have a hard time with any losses 1

Tally your results by adding the points from questions 1 through 7.

Your total _____

Please consult the allocation suggestions on the next page to determine what type of investor you may be.



ASSET ALLOCATION: risk-based investment models

The investor types below are allocation suggestions based on your risk tolerance, age, and the number of years left until you retire. They are designed for retirement planning and assume that you have enough other income to meet your short-term needs.

TOTAL POINTS STYLE EXPLANATION

7 - 18	Conservative	You need some growth potential to help stay ahead of possible inflation, but you may be happier with a conservative portfolio of 5% international stocks, 35% U.S. stocks, 50% bonds, and 10% cash.
19 - 26	Moderate	Although you understand risk and know that some risk is inevitable, you may prefer a more moderate investment mix of 10% international stocks, 50% U.S. stocks, 35% bonds, and 5% cash.
27 - 31	Growth	You're comfortable with risk yet have some small reservations. A 20% international stock, 60% U.S. stock, and 20% bond split may be your preferred investment portfolio.
32 - 35	Aggressive Growth	Clearly, you're comfortable with risk. A 20% international stock, 80% U.S. stock strategy may be right for you.

The categorization of investment style as Conservative, moderate, growth, or aggressive growth investor in terms of the results of the questionnaire is simply a suggestion for consideration. This material is not intended to replace the advice of a qualified personal advisor, financial professional or insurance agent. Before making any financial commitment regarding the issues discussed here, consider consulting with the appropriate professional advisor to determine risk tolerances and the suitability of various investments and allocations in view of your individual, financial, investment, tax, family, and other personal considerations.

This information is written in connection with the promotion or marketing of the matter(s) addressed in this material. This information cannot be used or relied upon for the purpose of avoiding IRS penalties. These materials are not intended to provide tax, accounting or legal advice. As with all matters of a tax or legal nature, you should consult your own tax or legal counsel for advice.

Finding the right fit. After you've determined your investing style, please review the options with your financial professional to select the investments that best fit your daily life and long-term goals.