

Risk Tolerance Questionnaire

The Risk Tolerance Questionnaire helps to determine the best asset mix for an investment, based on the answers given to the questions below. Please take time to answer the questions as best and honestly as you can. **Place the number that best fits your personal situation in the box to the right.**

Time horizon: Your current situation and future income needs

What is your current age?

- 5 Less than 45 4 45 to 55 3 56 to 65 2 66 to 75 1 Older than 75

When do you expect to start drawing income?

- 5 Not for at least 20 years 4 In 10 to 20 years 3 In five to 10 years 2 Not now, but within five years 1 Immediately

Goals / expectations: Your views of how an investment should perform over the long term

What is your goal for this investment?

- 5 To grow aggressively 4 To grow significantly 3 To grow moderately 2 To grow with caution 1 To avoid losing value

Assuming normal market conditions, what would you expect from this investment over time?

- 5 To generally keep pace with the stock market 4 To slightly trail the stock market and make good profits 3 To grow moderately 2 To grow with caution 1 To avoid losing value

If stocks perform very poorly over the next decade, what would you expect from this investment?

- 5 To lose value 4 To make very little or nothing 3 To make out a little gain 2 To make a modest gain 1 To be affected little by the stock market

Short-term risk profile: Your attitude toward short-term volatility

Which of these statements describe your attitude about the next three years' performance of this money?

- 5 I don't mind if I lose value 4 I can tolerate a loss 3 I can tolerate a small loss 2 I'd have a hard time dealing with a loss 1 I need to see at least a little return

Which of these statements describe your attitude about the next few months' performance of this money?

- 5 Who cares, three months means nothing 4 I wouldn't worry about losses in that time frame 3 A loss of more than 10% would concern me 2 I can only tolerate small short-term losses 1 I would have a hard time stomaching any losses

Follow these steps:

- Total your score in the bottom right hand box.
- Match your score to the legend to identify your risk profile.
- Review the paragraph on the next page to get a detailed description of the characteristics of your risk profile.

7-10	Conservative Portfolio
11-17	Moderately Conservative Portfolio
18-24	Balanced Portfolio
25-31	Growth Portfolio
32-35	Aggressive Portfolio

TOTAL:

Printed Name

Signature

Date

Investment Policy Statement

Your Investment Policy Statement is a summary of your current situation, your requirements and goals, and your recommended general investment strategy. Going forward, it will serve as a guide to your investment plan, governing how, why, and where your money is invested. Consider it a living document; this policy will adjust over time as your financial goals and investments evolve.

We believe that asset allocation — the overall mix of asset types within your portfolio, is an important determinant in your portfolio's behavior. Please review the descriptions of five common managed portfolios (built around an individual's description of his/her own risk) **and mark the one that you believe best describes you.**

Conservative Portfolio

Your recommended allocation is primarily intended for capital preservation with a secondary objective for income. The asset mix has a higher allocation of fixed income and a slightly lower weighting in stocks.

Moderately Conservative Portfolio

Your recommended allocation is conservative. A conservative asset mix is best suited for investors who are reluctant to risk short-term losses or who will need to pay for financial goals in the near term, but who still seek modest capital appreciation.

Balanced Portfolio

Your recommended allocation is balanced. A balanced asset mix strikes a middle-of-the road path between stocks and fixed-income investments. It's appropriate for investors who seek growth in his/her investments, but still desire a cushion against excessive market fluctuations.

Growth Portfolio

Your recommended allocation is stock heavy. It entails above-average risk. It is intended for investors who require healthy asset growth from his/her investments, yet aren't troubled by significant fluctuations in market value.

Aggressive Portfolio

Your recommended allocation is aggressive. An aggressive asset mix is best suited for investors who have a high tolerance for risk and a long time frame. Historically, such a portfolio is likely to encounter substantial short-term volatility, though it offers the best opportunity for above market long-term gains.

Statement of Objectives

Risk tolerance: Investing involves an element of risk, whether that risk is loss of dollars invested, or erosion of the value of your wealth due to inflation. In constructing your investment plan, we considered your willingness to tolerate investment risk by focusing on your investing time horizon, your comfort with short-term market variability and your willingness to tolerate long-term market instability.

Your risk profile is summarized as one of the following:

- 1 Conservative Portfolio
- 2 Moderately Conservative Portfolio
- 3 Balanced Portfolio
- 4 Growth Portfolio
- 5 Aggressive Portfolio

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