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Investor Profile Questionnaire

This questionnaire is designed to help you select the Model Portfolio Allocation that best meets your investment goals. Simply complete the questionnaire, add up your points, and select the tailored portfolio from the back page.

1. Complete the Questionnaire

Complete the questionnaire by circling the most appropriate response to each question. Your advisor can help you with your answers. The more accurately you respond, the better the questionnaire works.

2. Total Your Score

Add up the points from your responses. Your answers to the questionnaire will generate a score. Your score determines which portfolio is best suited to you by calculating how much risk you can comfortably assume in order to achieve your return objectives. Your optimal trade-off of risk for return is referred to as an Efficient Frontier. Ask your Financial Advisor for details.

3. Select Your Portfolio

Using your score, select the portfolio from the back page that corresponds to that score.

I. Personal and Financial Situation

Question 1. What is your age?

Description: In general, there is less need for older investors to assume significant investment risk than there is for younger investors. While other circumstances such as wealth may counter this assumption, advancing age generally reduces risk tolerance.

Answers.....	Score
30 and under.....	8
31 to 40.....	6
41 to 50.....	4
51 to 65.....	2
Over 65.....	0

Question 2. What is your annual household income (before tax)?

Description: Your financial adviser must understand your financial situation in order to provide you with a customized investment strategy that reflects your current situation, and enables you to achieve your financial goals.

Less than \$40,000.....	0
\$40,001 to \$75,000.....	4
\$75,001 to \$125,000.....	9
\$125,001 to \$200,000.....	14
Over \$200,000.....	17

Question 3. How much does your household have in investable assets (bank, investment, and retirement accounts not including your principal residence, business assets, and personal property)?

Description: Greater wealth and investable assets typically imply higher “financial” risk tolerance. However, some wealthy investors may be risk averse and have low “psychological” risk tolerance.

Less than \$35,000.....	0
\$35,001 to \$75,000.....	4
\$75,001 to \$150,000.....	9
\$150,001 to \$300,000.....	14
Over \$300,000.....	17

II. Investment Objectives and Risk Tolerance

Answers.....Score

Question 4. What is your primary investment objective?

Description: Determining your investment objective enables your financial adviser to select a suitable asset allocation to maximize your portfolio's return and minimize its risk.

Preserve capital.....	0
Generate maximum income with modest asset growth.....	4
Achieve moderate growth and income.....	9
Achieve strong asset growth with modest income.....	14
Achieve maximum asset growth.....	17

Question 5. For how long do you plan to invest these funds before you begin withdrawing a substantial portion from your portfolio (e.g., a withdrawal of more than half)?

Description: If you plan to invest for less than 3 years, you may experience a declining part of a market cycle without the opportunity to take advantage of longer-term market trends.

1 to 3 years.....	0
4 to 5 years.....	5
6 to 10 years.....	11
11 to 15 years.....	16
More than 15 years.....	25

Question 6. Given your financial goals, how much volatility (risk) are you willing to assume to achieve your portfolio's expected return?

Description: Any well-diversified portfolio is subject to some volatility (risk), where the portfolio will likely have negative returns in certain years.

Low volatility, since you require positive returns each year.....	0
Low to medium volatility, such as negative returns in 1 of every 8 years.....	5
Medium volatility, such as negative returns in 1 of every 6 years.....	11
Medium to high volatility, such as negative returns in 1 of every 5 years....	16
High volatility, such as negative returns in 1 of every 4 years.....	25

Question 7. How much of a temporary decline in your investment portfolio could you tolerate over a one-year period?

Description: Your portfolio will likely have a negative return in certain years. A portfolio with higher volatility (risk) will likely have higher negative returns in any one year. You will need to have both the "psychological" and "financial" risk tolerance to withstand these negative returns.

0%.....	0
-5%.....	4
-10%.....	9
-15%.....	14
More than -15%.....	17

III. Investment Knowledge and Experience

Answers.....Score

Question 8. What do you expect the overall average return on your investment portfolio to be over the long term (10+ years)?

Description: Your financial adviser can help you align your return expectations with your risk tolerance.

0% to 3%.....	0
2% to 5%.....	2
4% to 8%.....	4
7% to 10%.....	6
More than 10%.....	8

Question 9. Which statement best describes your level of investment knowledge about financial markets and products?

Description: Knowing your level of investment knowledge helps your financial adviser communicate with you at an appropriate level. Further, your knowledge level helps your adviser assess how much background information is required when discussing investment strategies and products.

- Very limited knowledge.....0
- Basic knowledge and minimal experience.....2
- Good knowledge and some investment experience.....4
- Strong knowledge and experience.....6
- Advanced knowledge and extensive experience.....8

Question 10. Which of the following statements best describes your current investment portfolio (individual securities and/or mutual funds)?

Description: Information on your previous investment experience helps your financial adviser assess your investment knowledge and your attitude toward investment risk.

- Mainly money market securities (e.g., cash, GICs).....0
- Mainly fixed-income securities (e.g., gov't and/or corp. bonds).....2
- Equal amounts of fixed-income and equity securities.....4
- Mainly domestic and international blue-chip equities.....6
- Mainly aggressive domestic and international securities.....8

Total your score by adding up your points =

Model Portfolio Allocations

Capital Preservation 70% Fixed Income, 30% Equity	< 15 Points
Income w/Growth 60% Fixed Income, 40% Equity	16-50 Points
Balanced 40% Fixed Income, 60% Equity	51-85 Points
Growth 20% Fixed Income, 80% Equity	86-125 Points
Aggressive Growth 0% Fixed Income, 100% Equity	126-150 Points

This Risk Tolerance Questionnaire is understood and accepted by:

Client's Name

Client's Signature

Date

Client's Name

Client's Signature

Date

Financial Advisor's Name

Financial Advisor's Signature

Date

Rev. 03/2004