



Prepared By: Stephen Schulmerich, CFP,  
CEA

## Questionnaire

---

### 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

Asset class data provided by various sources including Standard & Poors, Salomon Brothers, Wilshire Associates and Russell. Mutual Fund, Variable Annuity and Closed End Fund data provided by Thomson Financial. Separate Account data provided by Morningstar, Inc. All data and the afore mentioned business names are copyrights of their respective corporations, all rights reserved. Investors should consider the investment objectives, risks and charges and expenses of the investment company carefully before investing. The prospectus contains this and other information about the investment company. You can obtain a prospectus from your financial representative. Read the prospectus carefully before investing.