

INVESTOR RISK TOLERANCE

Your investment time horizon is an important consideration when constructing your investment strategy. How long will it be before you plan to use your investment for its intended purpose(s) (i.e. college funding, retirement, etc.)?

Please answer the following questions:

Intended purpose #1 _____

of years until first withdrawal _____

Intended purpose #2 _____

of years until first withdrawal _____

In what risk range do you see yourself?

Investment Attitude: Very Conservative Somewhat Conservative Moderate

Somewhat Aggressive Very Aggressive

Investment Experience: None Very Little Moderate Extensive

As you complete the following questions, keep in mind your investment time horizon. Refer to the scoring explanation at the end of this material when you have your final total. This is a hypothetical model to assist an investor in thinking about their risk tolerance. Be sure to review the results with your financial advisor.

Keep a running total of the numbers that appear after your answers from questions 1-10.

1. Age is an important deciding factor in what type of investments we select. What is your age?

- 1 66 or over
- 2 51-65
- 3 36-50
- 4 35 or under



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2. How much of your current income comes from your investments?

- 1 Over 50%
- 2 25%-50%
- 3 1%-24%
- 4 0

3. How long could you cover your monthly living expenses with the cash reserves you currently have on hand?

- 1 Less than 3 months
- 2 3-12 months
- 3 13-24 months
- 4 Over 2 years

4. What is your and your spouse's annual income before taxes?

- 1 Less than \$25,000
- 2 \$26,000 to \$50,000
- 3 \$51,000 to \$100,000
- 4 \$101,000 to \$250,000
- 5 \$251,000 and above

5. Which of the following best summarizes your overall investment philosophy?

- 1 Take little or no risk
- 2 Achieve current income and growth with moderate risk
- 3 Achieve capital growth with some income and average risk
- 4 Achieve maximum capital growth with heightened risk

6. Please check the box that indicates your response to the following statement:

"I am comfortable with investments that may go down in value from time to time, if they offer the potential for higher returns."

- 1 Strongly disagree
- 2 Somewhat disagree
- 3 Somewhat agree
- 4 Strongly agree



7. Do you believe in buying and holding investments for the long-term (5 years or longer) regardless of how the markets change on a daily basis?

- 1 Strongly disagree
- 2 Somewhat disagree
- 3 Somewhat agree
- 4 Strongly agree

8. When you make a long-term investment and its value decreases by 15% within a year, would you:

- 1 Sell it
- 2 Hold it until you break even and then sell it
- 3 Hold it
- 4 Hold it and buy more

9. When you make a long-term investment and its value increases by 15% within a year, would you:

- 1 Sell it and go to cash
- 2 Sell part and take some profits
- 3 Hold it
- 4 Hold it and buy more

10. From your previous investment experiences, with which of the following are you the most comfortable?

- 1 Certificates of Deposit
- 2 Bonds
- 3 Bonds and stocks
- 4 Stocks

Total Score: _____

Print Name: _____

Signature: _____

Date: _____



Total Score	Risk Profile	Strategy
35 and above	Suggests an investor that is willing and able to assume risk and bear possible swings in share price in exchange for the opportunity for greater returns. Equity exposure will be 85-100%.	Aggressive
27-34	Suggests a willingness and ability to assume heightened risk in the form of equity exposure in the range of 70-85%.	Growth
17-26	Suggests a moderate view towards investment risk. The Strategy's 55-65% equity position is diversified among multiple stock investment styles. Fixed income positions are diversified among cash, bonds, and REITS.	Moderate
11-16	Suggests a willingness to take some risk when investing, but still highly cautious. Equity weighing 40-50% exposure, but allows for potentially less volatility.	Balanced
<10	Suggests that the investor is highly adverse to risk, willing to take few chances when investing. An allocation with limited equity exposure only 20-35% and weighted toward fixed income with lower volatility is recommended.	Conservative

