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Name

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Date

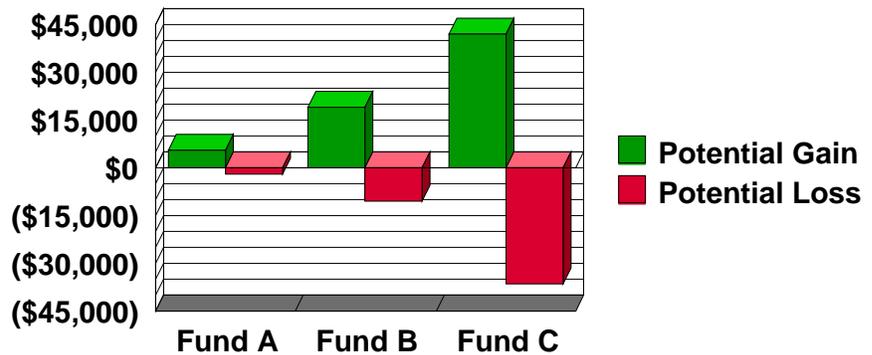
## Risk Tolerance Questionnaire

1. What is your age?
  - a. 66 and over
  - b. 51-65
  - c. 35-50
  - d. 20-34
  
2. I plan to begin taking withdrawals from this portfolio in...
  - a. Less than 1 year
  - b. 1 to 2 years
  - c. 3 to 5 years
  - d. 6 to 10 years
  - e. 11 to 15 years
  - f. More than 15 years
  
3. I plan to spend the money in this portfolio over a period of...
  - a. 2 years or less
  - b. 3 to 5 years
  - c. 6 to 10 years
  - d. 11 to 15 years
  - e. More than 15 years
  
4. I consider a long-term investment to be...
  - a. 1 to 2 years
  - b. 3 to 4 years
  - c. 5 to 6 years
  - d. 7 to 8 years
  - e. 9 or more years
  
5. In October 1987, stocks fell more than 20% in one day. If I owned an investment that fell by 20% over a short period, I would... [if you owned stocks in October 1987, select the answer that corresponds to your actual behavior]
  - a. Sell all of the remaining investment
  - b. Sell a portion of the remaining investment
  - c. Hold the investment and sell nothing
  - d. Buy more of the investment
  
6. When the market goes down, I tend to sell some of my riskier assets and put the money in safer assets.
  - a. I strongly agree
  - b. I agree
  - c. I somewhat agree
  - d. I disagree
  - e. I strongly disagree
  
7. I would invest in a mutual fund based solely on a brief conversation with a friend, coworker, or relative.
  - a. I strongly agree
  - b. I agree
  - c. I somewhat agree
  - d. I disagree
  - e. I strongly disagree

# DANIELSON

FINANCIAL GROUP

8. During the first half of 1994, some bond investments fell more than 10%. If I owned an investment that fell by 10% over a short period of time, I would... [if you owned bonds during the first half of 1994, select the answer that corresponds to your actual behavior]
- Sell all of the remaining investment
  - Sell a portion of the remaining investment
  - Hold the investment and sell nothing
  - Buy more of the investment
9. The chart below shows the greatest one-year loss and the highest one-year gain on three different hypothetical investments of \$100,000. Given the potential gain or loss in any one year, which fund would you choose to invest in?
- Fund A
  - Fund B
  - Fund C



Fund A	Fund B	Fund C
\$5,930	\$19,210	\$42,290
(\$1,640)	(\$10,200)	(\$36,390)

10. My current and future income sources (such as salary, Social Security, pension plans) are...
- Very unstable
  - Unstable
  - Somewhat stable
  - Stable
  - Very Stable
11. You've invested \$100,000 in a portfolio that is expected to have high long-term returns and high short-term risks. The portfolio's value grows to \$120,000 in the first year. If your portfolio lost all of its previous gains and some principal in the next month, how would you react?
- I would shift to a much more conservative portfolio in an attempt to avoid further short-term losses.
  - I would shift to a slightly more conservative portfolio.
  - I would maintain the investment, knowing there continues to be potential for higher long-term returns.