

1. **I plan to begin taking money from my portfolio in:**

- 1 year or less
- 1 to 2 years
- 3 to 5 years
- 6 to 10 years
- 10 Years or more

2. **When you withdraw money from investments, you usually spend the distribution over what time period?**

- 1 month or less
- 1 to 2 months
- 3 to 5 months
- 6 to 12 months
- 1 year or more

3. **Compared to others, how do you rate your willingness to take financial risks?**

- Extremely low risk taker
- Low risk taker
- Average risk taker
- High risk taker
- Extremely high-risk taker

4. **Which investment strategy do you prefer?**

- Preservation with no risk
- Preservation with little risk
- Growth with some risk
- Growth with a lot of risk

5. **When you think of the word "risk" in a financial context, which of the following words comes to mind first?**

- Danger
- Uncertainty
- Opportunity
- Thrill

6. **How easily do you adapt when things go wrong financially?**

- Very uneasily
- Somewhat uneasily
- Somewhat easily
- Very easily

7. **During the global financial crisis of 2007–2009, stocks lost 57% of their value from top to bottom. If you owned stocks that lost this amount in just a few months, you would:**

- buy more of the investment.
- hold the investment and do nothing.
- sell a portion of the investment.
- sell all the investment.

8. **Have you ever invested a large sum in a risky investment mainly for the "thrill" of seeing whether it went up or down in value?**

- No.
- Yes, very rarely.
- Yes, somewhat rarely.
- Yes, somewhat frequently.
- Yes, very frequently.

9. **When faced with a major financial decision, are you more concerned about the possible losses or the possible gains?**

- Always the possible losses.
- Usually the possible losses.
- Usually the possible gains.
- Always the possible gains.

10. **How do you usually feel about your major financial decisions after you make them?**

- Very pessimistic.
- Somewhat pessimistic.
- Somewhat optimistic.
- Very optimistic.

11. **What degree of risk have you taken with your financial decisions in the past?**

- Very small.
- Small.
- Medium.
- Large.
- Very Large.

12. **Imagine you were in a job where you could choose whether to be paid salary, commission or a mix of both. Which would you pick? (Salary would be fixed amount where the commission is variable with a upper limit of 10x the salary).**

- All salary.
- Mainly salary.
- Equal mix of salary and commission.

- Mainly commission.
- All commission.

**13. If you had to choose between more job security with a small pay increase and less job security with a big pay increase, which would you pick?**

- Definitely more job security with a small pay increase.
- Probably more job security with a small pay increase.
- Probably less job security with big pay increase
- Definitely less job security with big pay increase.

**14. What degree of risk are you currently prepared to take with your financial decisions?**

- Very small.
- Small.
- Medium.
- Large.
- Very large.

**15. Have you ever borrowed money to make an investment (other than for your home)?**

- No.
- Yes.

**16. How much confidence do you have in your ability to make good financial decisions?**

- None.
- A little.
- A reasonable amount.
- A great deal.
- Complete.

**17. You would invest in a stock or mutual fund based on a conversation with a coworker, friend, or family member.**

- Strongly agree
- Agree
- Neither agree or disagree
- Disagree
- Strongly disagree

**18. Which investment do you prefer?**

- One with little or no fluctuation in value
- One with some fluctuation in value

- One with moderate fluctuations in value
- One with large fluctuations in value

**19. Assume you invested in a stock a few years ago and it resulted in a large loss. Recently, there has been a lot of positive outlook and that investment opportunity looks good, would you buy stock now?**

- Definitely not.
- Probably not.
- Not sure.
- Probably.
- Definitely.

**20. Which investment strategy do you think your RICH UNCLE prefers?**

- Preservation with no risk
- Preservation with little risk
- Growth with some risk
- Growth with a lot of risk

**21. Investments can go up or down in value and experts often say you should be prepared to weather a downturn. By how much could the total value of all your investments go down before you would begin to feel uncomfortable?**

- Any fall in value would make me feel uncomfortable.
- 10%.
- 20%.
- 33%.
- 50%.
- More than 50%.

**22. In the last 5 years, how have your personal investments changed?**

- Always toward lower risk.
- Mostly toward lower risk.
- No changes or changes with no clear direction.
- Mostly toward higher-risk.
- Always toward higher-risk.

**23. Insurance can cover a wide variety of life's major risks - theft, fire, accident, illness, death etc. How much coverage do you have?**

- Very little.
- Some.
- Considerable.
- Complete.

24. Which investment strategy do you think your RETIRED GRANDFATHER prefers?

- Preservation with no risk
- Preservation with little risk
- Growth with some risk
- Growth with a lot of risk

25. When making an investment, return and risk usually go hand-in-hand. Investments which produce above-average returns are usually of above-average risk. If you needed to achieve an above average return to meet a college savings goal knowing the downside is only being able to pay for 3-years of college would you take that risk.

- Yes.
- No.

26. Think of a time when you missed out on a lucrative investment opportunity because you decided it was too risky. If presented with a similar opportunity today, how likely are you to invest?

- Definitely would not invest.
- Probably would not invest.
- Might or might not invest.
- Probably would invest.
- Definitely would invest.

27. When you hear news of an economic downturn, what's your first instinct regarding your investments?

- Immediately sell certain assets.
- Review my portfolio but make no immediate changes.
- Look for buying opportunities.
- I do not follow economic news closely.

28. How do you typically react to a 10% drop in one of your major investments?

- Very worried, consider selling.
- Concerned but watchful.
- Indifferent as I focus on long-term gains.
- Excited about the possibility to buy more.

29. Imagine you receive a sudden tip about a stock from a source you consider reliable. The stock is said to potentially double in value within a short period. How would you react to this information?

- Immediately invest a significant amount without further research.
- Quickly do minimal research or ask a few people, then invest a moderate amount.
- Spend a few days doing thorough research before deciding whether to invest.
- Discuss the tip with a financial advisor and wait for their recommendation before making any decision.
- Ignore the tip as I do not make investment decisions based on unverified information.

Signature \_\_\_\_\_ Date: \_\_\_\_\_