

### **Risk Factors**

Use this questionnaire to help determine the investment needs and investment attitudes for each of your clients (as described in the case studies). Circle 1, 2, or 3 for each of the six questions below to determine a total out of 18. Interpret your client's total score using the information at the bottom of the worksheet.

Client Name: \_\_\_\_\_

<b>1. Time Constraints</b> a) How long are you willing to wait to reach your financial goals? <ul style="list-style-type: none"> <li>• 20+ years                      1</li> <li>• 5-20 years                      2</li> <li>• 1-5 years or less              3</li> </ul> b) What is your age? <ul style="list-style-type: none"> <li>• 60+                                1</li> <li>• 40-59                            2</li> <li>• 16-39                            3</li> </ul>	Total:       /6
<b>2. Investment Risk Attitude</b> a) What are your expected investment returns? <ul style="list-style-type: none"> <li>• I prefer a conservative investment strategy designed to grow steadily even if it lowers the long-term results.                      1</li> <li>• Short-term losses are acceptable if I have confidence that the long-term returns will be moderately good.                      2</li> <li>• Earning the highest possible return is a priority, even if it means taking risks to do so.                      3</li> </ul> b) Do you have enough money to reach your goal? <ul style="list-style-type: none"> <li>• I now have enough money to reach my goal. I want to protect what I have.                      1</li> <li>• I should have enough money to reach my goal and I can afford to take some risk.                      2</li> <li>• I believe I will not have enough money to reach my goal, therefore I must take risks to get ahead.                      3</li> </ul>	Total:       /6
<b>3. Investment Objective Attitude</b> a) What is your primary investment goal? <ul style="list-style-type: none"> <li>• Short-term protection of your investments for the next 1-5 years.                      1</li> <li>• Stable investment growth for the next 5-20 years.                      2</li> <li>• Long-term growth of your investment for more than 20 years                      3</li> </ul> b) How does your investment affect your total net worth? <ul style="list-style-type: none"> <li>• I have other substantial assets, such as pension, personal savings account or inheritance, which make up a large portion of my net worth.                      1</li> <li>• I have some moderate assets that are my total net worth.                      2</li> <li>• I have few or no other assets.                      3</li> </ul>	Total:       /6
<b>TOTALS:</b> Time Constraints                      _____ Investment Risk Attitude                      _____ Investment Objective Attitude                      _____	Grand Total: /18

Circle which results apply to this case study

- A total of 1-6 indicates a conservative investor.
- A total of 7-12 indicates a moderate investor.
- A total of 13-18 indicates an aggressive investor.