

1. Determining your Risk Profile

One of the difficulties of providing financial advice is to ensure that your investments match your objectives and risk tolerance. The following questionnaire can assist us to determine your Risk Profile, based on your time frames, risk tolerance, investment knowledge and expectations. The responses to each question have been allocated scores. When we calculate the sum of all the responses, we can determine the appropriate Risk Profile for you.

1. How long are these funds to be invested for?..... Your score

- 7 years or more. (8)
- 5 – 6 years. (7)
- 3 – 4 years. (6)
- Less than 3 years. (5)

2. What is the likelihood of you requiring access to the invested money?..... Your score

- Almost certainly required within the next 3 years. (5)
- Little chance of requiring the majority of funds for at least 3 – 5 years. May need to withdraw a small portion in 3 – 5 years. (6)
- Little chance of requiring the majority of funds for at least 5 – 7 years. A small portion would only be required in case of emergency. (7)
- No access at all required for at least 7 years. Other funds have been set aside for emergencies. (8)

3. You understand investment risk to be: Your score

- Risk means that you could lose everything. (1)
- Risk means that you could lose some of the growth your investment has made (but the capital stays intact). (2)
- Risk is something that is managed by the investment manager - not something for you to worry about. (3)
- Risk is the likelihood of your investment going up or down in value at any given time. (4)

4. In investment terms, you regard yourself as: Your score

- Very conservative. (1)
- Fairly conservative, but with a view to returns. (2)
- Willing to take risks to improve returns. (3)
- Willing to take more risk than most to improve returns. (4)

5. You view an investor as: Your score

- Someone willing to take unnecessary risks. (1)
- Someone with special skills or knowledge. (2)
- Someone like yourself. (3)
- Nothing special – everyone has some kind of investment. (4)

6. If a long-term investment started to lose money, you would:..... Your score

- Sell the investment immediately. (5)
- Consider selling but never get around to it. (6)
- Monitor the investment more closely in the future. (7)
- Treat the loss as a short-term setback which will soon reverse. (8)

7. Do you have separate savings set aside for major expenses? This may include things like education, home mortgage payments, home repairs and retirement..... Your score

- I have no upcoming expenses other than my normal living expenses. (8)
- Yes, I do have separate savings to meet major expenses. (7)
- I have a small amount of savings and a large credit limit on my credit card for emergencies. (6)
- No, I do not have separate savings to meet major expenses. (5)

8. What do you want to achieve through this investment? Your score

- Maintain capital with low opportunity for capital growth. (5)
- Generate an income stream. (6)
- Achieve steady capital growth with no need for current income. (7)
- High capital growth. (8)

9. An investment in overseas shares is, to you: Your score

- Highly risky. (1)
- Don't know much about it – but would consider it. (2)
- A good way to reduce your dependence on the Australian market. (3)
- An essential part of a long term portfolio. (4)

10. If asked about the exchange rate, you: Your score

- Look blank. (1)
- Have heard it's weak/strong, but no more. (2)
- Comment on the effect it had on your overseas holiday. (3)
- Quote the price in \$US. (4)

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11. What is the main purpose of the investment? Your score

- Long-term capital growth. (4)
- To meet income needs. (3)
- Long-term capital growth and income. (2)
- For capital security. (1)

12. How would you feel about the value of your investment going up and down, sometimes by as much as 30% or more, over a short period of time such as a year or less? Your score

- Not concerned. (8)
- A little concerned. (7)
- Fairly concerned. (6)
- Very concerned. (5)

13. How important is it that your investments keep pace with inflation? Your score

- Not important – you would rather protect your capital. (1)
- A little important – but you're not prepared to take unnecessary risks. (2)
- Fairly important – you know that you'll need to take some risk to ensure returns above inflation. (3)
- Very important – your priority is for these funds to grow significantly above inflation. (4)

14. What level of return do you expect your investment to achieve? Your score

- A steady return without losing any capital. (5)
- 1 – 2% above inflation. (6)
- 3 – 4% above inflation. (7)
- 5% or more above inflation. (8)

15. You inherit \$150,000. After meeting any commitments, where would you invest this money? Your score

- In the bank. (3)
- In fixed term deposits. (4)
- In a spread of different investment types. (5)
- In shares. (6)

Total score

2. Results

Please match (tick) your total score to one of the following Risk Profiles.

Score	Risk Profile
Below 55	Conservative
Between 55 and 65	Moderate
Between 66 and 80	Balanced
Above than 80	Growth

I/We confirm that all the above answers reflect my/our understanding and tolerance of investment markets.

Signature	Signature
Name	Name
Date	Date

Disclaimer

The results of the Risk Profiler provide a general guide to the appropriate types of investments. These results are a guide only and should not to be relied upon as the basis of any investment decision. Nor are they intended to be a substitute for professional financial planning advice which we recommend you obtain before making any investment decisions.

Advisor Notes