

# Risk Tolerance Questionnaire

Standard & Poor's Investment Advisory Services LLC

**1. How many years do you have until you expect to retire?**

- a) More than 20 years .....10
- b) 10-20 years .....8
- c) 5-9 years .....4
- d) Less than 5 years.....0

**2. Which statement best describes your views toward using this contract as a source of cash?**

- a) I do not intend to withdraw or borrow against the policy. ....5
- b) I would only borrow against the policy in an emergency and repay it within one year. ....2
- c) I would borrow against the policy in an emergency, and I am unlikely to repay it. ....1
- d) I plan to withdraw against the basis of the policy and borrow against the cash value. ....0

**3. How many years until you plan to commence withdrawals from or borrowings against this contract?**

- a) More than 20 years or never .....18
- b) 10-20 years .....10
- c) 5-9 years .....5
- d) Less than 5 years.....0



- 4. Which of the statements below best describes your feelings about investment volatility?**
- a) I'm willing to sustain large swings in the value of my investment over the short run as long as I am reasonably sure that my investments will rise in value in the long run. ....**8**
  - b) I like the certainty of a steady but perhaps small increase in my investments over time, even if I forgo the possibility of even larger gains, as long as my chance of incurring losses is small. ....**4**
  - c) I cannot bear the thought of incurring investment losses and would prefer a guarantee on my investments. ....**0**
- 5. Which statement best describes your investment objective?**
- a) I would like to achieve the highest possible returns and will accept the necessary risk. ....**2**
  - b) I want the returns on my investments to be greater than inflation. ....**1**
  - c) I want to minimize risk while at least keeping up with inflation. ....**0**
- 6. Do you have experience investing in risky investment instruments such as bonds and equities?**
- a) Yes .....**1**
  - b) No .....**0**

- 7. After appreciating 40% from an original investment, your portfolio suddenly declines 20%. Which best describes your response?**
- a) Sell .....**0**
  - b) Hold .....**2**
  - c) Buy more .....**4**
- If your answer to question number 7 is "a" then skip to question 9.*
- 8. Your portfolio, from question 7, down 20% from its peak, suddenly declines another 25%, which best describes your response?**
- a) Sell .....**0**
  - b) Hold .....**3**
  - c) Buy more .....**5**
- 9. Do you have funds outside this contract equal to at least six months of your pay that you can draw upon in case of an emergency?**
- a) Yes .....**1**
  - b) No .....**0**
- 10. If you own a home, do you have more than 30% equity?**
- a) Yes .....**1**
  - b) No .....**0**

Scoring	Risk Tolerance Level
0-11	Conservative
12-22	Moderately Conservative
23-33	Moderate
34-44	Moderately Aggressive
45-55	Aggressive