

Investor Profile Survey

The first step in deciding what type of core strategy is right for you is to build a "profile" of your risk tolerance, investment objectives, and time horizon. This questionnaire will give you a good idea which strategy is most appropriate for you. Answer each question by circling the number in the right hand column that best matches your situation. Total up the numbers circled for each section and fill in the enclosed Investor's Scorecard to find the most appropriate strategy for you.

I. Risk Tolerance

1. **You have just received a windfall of \$100,000. How would you invest it?**

- | | |
|--|---|
| I would invest in something that offered moderate current income and was very conservative. | 1 |
| I would invest in something that offered high current income with a moderate amount of risk. | 2 |
| I would invest in something that offered high total return (current income plus capital appreciation) with a moderately high amount of risk. | 3 |
| I would invest in something that offered substantial capital appreciation even though it has a high amount of risk. | 4 |

2. **Which statement would best describe your reaction if the value of your portfolio were to suddenly decline by 15%?**

- | | |
|--|---|
| I would be very concerned because I cannot accept fluctuations in the value of my portfolio. | 1 |
| If the income I receive was unaffected, it wouldn't bother me. | 2 |
| Although I invest for long term growth, I would be concerned about even a temporary decline. | 3 |
| Because I invest for long-term growth, I accept temporary fluctuations due to market influences. | 4 |

3. **Which of the following investments would you feel most comfortable owning?**

- | | |
|--------------------------------|---|
| Certificates of deposit | 1 |
| US Government securities | 2 |
| Blue-chip stocks | 3 |
| Stocks of new growth companies | 4 |

4. **Which of the following investments would you least like to own?**

- | | |
|--------------------------------|---|
| Stocks of new growth companies | 1 |
| Blue-chip stocks | 2 |
| US Government securities | 3 |
| Certificates of deposit | 4 |

5. **Which of the following investments do you feel are the most ideal for your portfolio?**

- | | |
|--------------------------------|---|
| Certificates of deposit | 1 |
| US Government securities | 2 |
| Blue-chip stocks | 3 |
| Stocks of new growth companies | 4 |

6. **How optimistic are you about the long-term prospects for the economy?**

- | | |
|---------------------|---|
| Very pessimistic | 1 |
| Unsure | 2 |
| Somewhat optimistic | 3 |
| Very optimistic | 4 |

7.	Which of the following best describes your attitude about investments outside the US?	
	Unsure.	1
	I believe that US economy and foreign markets are interdependent.	2
	I believe that overseas markets provide attractive investment opportunities.	3
	Risk Tolerance Total	_____

II. Investment Objectives

1.	Which of the following best describes your investment objectives?	
	Preserving principal and earning a moderate amount of current income	1
	Generating a high amount of current income	2
	Generating current income and growing my assets over an extended period of time	3
	Growing my assets substantially over an extended time frame	4
2.	How do you expect your standard of living five years from now to compare to your standard today?	
	Less than it is today	1
	The same as it is today	2
	Somewhat higher than it is today	3
	Substantially higher than it is today	4
3.	Five years from today you expect your portfolio value to be:	
	Portfolio value is not my primary concern. I am more concerned with current income.	1
	The same as or slightly more than it is today	2
	Greater than it is today	3
	Substantially greater than it is today	4
4.	Generating current income from your portfolio is:	
	A primary concern	1
	Fairly important	2
	Not important	3
5.	With the income generated from your portfolio, you plan to:	
	Use it for living expenses	1
	Use some and reinvest some	2
	Reinvest all income	3
	Investment Objectives Total	_____

III. Time Horizon:

1.	What is your age?	
	56 and over	1
	46-55	2
	36-45	3
	20-35	4
2.	What is your primary financial goal?	
	Wealth preservation	1
	Education funding	2
	Retirement planning	3
	Wealth accumulation	4

3. **What is the time frame for you to achieve your financial goals?**

0-5 years		1
5-10 years		2
10 years or longer		3
Time Horizon Total		_____

Investor's Scorecard

Risk Tolerance Total.....	_____	x 3 =	
Investment Objective.....	_____	x 2 =	
Time Horizons Total.....	_____	x 1 =	
Total Score			

The total for each of the investor exercises is weighted (multiplied) by a number that represents the overall importance of that section on the choice of an asset allocation portfolio. Match your total score with one of the portfolios listed below. You will notice that there is some overlap in the Adjusted Total Ranges. If your score falls within an overlap, you may want to examine both Asset Allocation models to determine which model best meets your needs.

Adjusted Total Range	Asset Allocation Model Portfolios
34-72.....	Income with Capital Preservation
60-95.....	Income with Moderate Growth
85-115.....	Growth with Income
90-120.....	Growth
105-128.....	Aggressive Growth / Specialty

Client's Signature: _____ Date: _____

Client's Name: (Print) _____

Client's Signature: _____ Date: _____

Client's Name: (Print) _____

Permanent Value, Inc.

BY: _____
Insert Representative's Name and Title