

PROFILE OF RISK

1

How do you rate your tolerance for risk? (check one)

- I am very conservative and am more interested in holding onto what I have than in taking risks...even if doing so may enhance the growth of my money.
- I am fairly conservative but am willing to accept some risk in return for potential growth.
- My risk tolerance falls between the statement listed above and the one following below.
- I can accept a fair amount of risk in exchange for the possibility of having my money grow substantially.
- I am willing to risk losing some or all of my money if I'm convinced that the investments have a good chance of paying off big.

2

How large a temporary decline would you be willing to accept before changing your investment strategy, assuming you start with \$10,000?

- 5% decline (portfolio value is \$9500)
- 10% decline (portfolio value is \$9000)
- 15% decline (portfolio value is \$8500)
- 20% decline (portfolio value is \$8000)
- 25% decline or greater (portfolio value is \$7500 or less)

3

What annual return would you expect to receive, on average, from your investments? (circle one)

6-8%

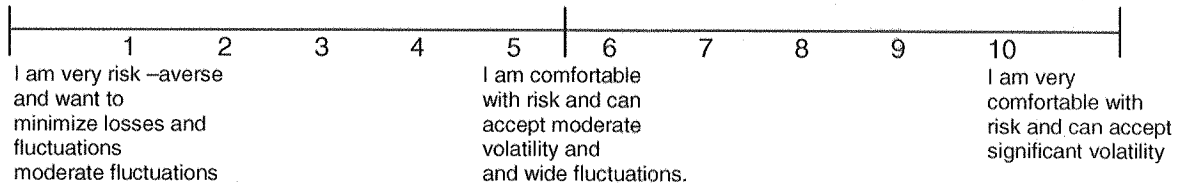
8-10%

10-12%

12% or greater

4

As an investor, where would you place yourself on the following scale? (circle a number)



5

Please answer the following questions. (Circle the answer on the first three.)

1. What is your time horizon? (Circle one)
10+years 5-10 years 3-5 years Less than 3 years
2. Where do you think inflation is headed? Up Down Stay the same
3. Rank these 1, 2, 3 by order of importance to you:
_____ Safety _____ Performance _____ Good service
4. Do you believe in the principal of investing where you BUY low and SELL high? Yes No

6

Please sign here.

Date

Risk Assessment Questionnaire

The Risk Assessment Questionnaire helps to determine the best asset mix for an investment, based on the answers given to the questions below.

Time Horizon

Your current situation and future income needs.

- 1 What is your current age?
 - Less than 45
 - 45 to 55
 - 56 to 65
 - 66 to 75
 - Older than 75
- 2 When do you expect to start drawing income?
 - Not for at least 20 years
 - In 10 to 20 years
 - In 5 to 10 years
 - Not now, but within 5 years
 - Immediately

Long-Term Goals and Expectations

Your views of how an investment should perform over the long term.

- 3 What is your goal for this investment?
 - To grow aggressively
 - To grow significantly
 - To grow moderately
 - To grow with caution
 - To avoid losing money
- 4 Assuming normal market conditions, what would you expect from this investment over time?
 - To generally keep pace with the stock market
 - To slightly trail the stock market, but make a good profit
 - To trail the stock market, but make a moderate profit
 - To have some stability, but make modest profits
 - To have a high degree of stability, but make small profits
- 5 Suppose the stock market performs unusually poorly over the next decade. What would you expect from this investment?
 - To lose money
 - To make very little or nothing
 - To eke out a little gain
 - To make a modest gain
 - To be little affected by what happens in the stock market

Short-Term Risk Attitudes

Your attitude toward short-term volatility.

- 6 Which of these statements would best describe your attitudes about the next three years' performance of this investment?
 - I don't mind if I lose money
 - I can tolerate a loss
 - I can tolerate a small loss
 - I'd have a hard time tolerating any losses
 - I need to see at least a little return
- 7 Which of these statements would best describe your attitudes about the next three months' performance of this investment?
 - Who cares? One calendar quarter means nothing
 - I wouldn't worry about losses in that time frame
 - If I suffered a loss of greater than 10%, I'd get concerned
 - I can only tolerate small short-term losses
 - I'd have a hard time stomaching any losses