

# BROOKSTONE INVESTOR PROFILE QUESTIONNAIRE

Tolerance for risk is a key consideration in determining your probable level of comfort for carrying out investing choices.

<b>CLIENT INFORMATION</b>		
Client Name(s):		
Portfolio/Money Manager:		
<b>RISK QUESTIONNAIRE</b>		
<b>Time Horizon</b>	1) What is your current age?	a) <input type="checkbox"/> Less than 45 b) <input type="checkbox"/> 45-55 c) <input type="checkbox"/> 56-65 d) <input type="checkbox"/> 66-75 e) <input type="checkbox"/> Older than 75
	2) When do you expect to start drawing income?	a) <input type="checkbox"/> Not for at least 20 years b) <input type="checkbox"/> In 10 to 20 years c) <input type="checkbox"/> In 5 to 10 years d) <input type="checkbox"/> Not now, but within 5 years e) <input type="checkbox"/> Immediately
<b>Long-term Goals &amp; Expectations</b>	3) What is your goal for this investment?	a) <input type="checkbox"/> To grow aggressively b) <input type="checkbox"/> To grow significantly c) <input type="checkbox"/> To grow moderately d) <input type="checkbox"/> To grow with caution e) <input type="checkbox"/> To avoid losing money
	4) Assuming normal market conditions, what would you expect from this investment over time?	a) <input type="checkbox"/> To generally keep pace with the stock market b) <input type="checkbox"/> To slightly trail the stock market, but make a good profit c) <input type="checkbox"/> To trail the stock market, but make a moderate profit d) <input type="checkbox"/> To have some stability, but make modest profits e) <input type="checkbox"/> 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?	a) <input type="checkbox"/> To lose money b) <input type="checkbox"/> To make very little or nothing c) <input type="checkbox"/> To eke out a little gain d) <input type="checkbox"/> To make a modest gain e) <input type="checkbox"/> To be little affect by what happens in the stock market
<b>Short-Term Risk Attitudes</b>	6) Which of these statements best describes your attitude about the next three years' performance of this investment?	a) <input type="checkbox"/> I don't mind if I lose money b) <input type="checkbox"/> I can tolerate a loss c) <input type="checkbox"/> I can tolerate a small loss d) <input type="checkbox"/> I'd have a hard time tolerating any losses e) <input type="checkbox"/> I need to see at least a little return
	7) Which of these statements best describes your attitude about the next three months' performance of this investment?	a) <input type="checkbox"/> Who cares? One calendar quarter means nothing b) <input type="checkbox"/> I wouldn't worry about losses in that timeframe c) <input type="checkbox"/> If I suffered a loss of greater than 10%, I'd be concerned d) <input type="checkbox"/> I can only tolerate small short-term losses e) <input type="checkbox"/> I'd have a hard time stomaching any losses
<b>Please see the following page for scoring matrix.</b>		

# INVESTOR PROFILE QUESTIONNAIRE KEY

<b>Time Horizon</b> (Questions 1 & 2)	Points	
E	1	Income
D	2	Growth & Income
C	3	Moderate Growth
B	4	Growth
A	5	Aggressive Growth
<b>Long-term Goals &amp; Expectations</b> (Questions 3-5)		
	Points	
E	1	Income
D	2	Growth & Income
C	3	Moderate Growth
B	4	Growth
A	5	Aggressive Growth
<b>Short-term Risk &amp; Attitudes</b> (Questions 6 & 7)		
	Points	
E	1	Income
D	2	Growth & Income
C	3	Moderate Growth
B	4	Growth
A	5	Aggressive Growth

<b>Portfolio Choice</b>	
Total Points	Risk Tolerance
7-10	Income
11-17	Growth & Income
18-24	Moderate Growth
25-31	Growth
32-35	Aggressive Growth

If the client will be allocating or investing outside the scoring matrix, please provide a brief explanation:	
<b>SIGNATURES (if applicable)</b>	
Owner's name:	
Owner's signature:	Date:
Joint owner's name:	
Joint owner's signature:	Date:
Advisor Signature:	
Print Name:	Date: