



## Investment Risk Profiler Questionnaire



Name:.....

Signed:.....

Date:.....

**For Office use:**

**Investment Amount:** £.....

**Liquidity Amount:** £.....

**Optimum Investment Term:** ..... years

**Questions - Please read each question carefully. Indicate your response by circling the appropriate answer. All questions must be answered.**

### **About You**

1	The purpose of this exercise is to put forward investment recommendations in respect of:	A. My total wealth B. My total liquid assets C. This investment in isolation D. My pension fund(s) E. My future savings
2	I would describe my knowledge of investments as:	A. Minimal B. Low C. Average D. Above Average E. Sophisticated
3	I have in the past taken an active part in the management of my investments:	A. Strongly agree B. Agree C. No opinion D. Disagree E. Strongly disagree
4	Going forward, I would like to take an active part in the management of my portfolio assets:	A. Strongly agree B. Agree C. No opinion D. Disagree E. Strongly disagree
5	The source from which this investment capital has become available is:	A. Cash Deposits B. Maturing Investments C. Reinvested Assets D. Existing Pension Funds E. Savings from Income

### **Your Needs**

1	I would prefer to invest in Collective funds, in preference to a direct investment in the stock markets, in an effort to reduce my investment risk and increase the spread of my investments:	A. Strongly agree B. Agree C. No opinion D. Disagree E. Strongly disagree
2	The time horizon for this investment is:	A. Less than one year B. One to three years C. Three to five years D. Five to ten years E. More than ten years
3	My income requirement from this portfolio as a percentage of the amount of capital under consideration is:	A. Nil – Capital Growth only B. 1 - 3% C. 3 - 5% D. 5 - 10% E. More than 10%

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| 4 | The proposed investment represents the following proportion of my current liquid assets: | <ul style="list-style-type: none"> <li>A. Less than 25%</li> <li>B. Between 25% and 50%</li> <li>C. Between 50% and 75%</li> <li>D. Between 75% and 100%</li> <li>E. 100%</li> </ul> |
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## Investment Risk

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|---|---|---|
| 1 | I am willing to accept that, once invested, my investments will fluctuate and could fall below their original value:  | <ul style="list-style-type: none"> <li>A. Strongly agree</li> <li>B. Agree</li> <li>C. Unhappy, but agree</li> <li>D. Disagree</li> <li>E. Strongly disagree</li> </ul>   |
| 2 | If my portfolio fell in value by more than (say) 10% in a twelve month period I would be very unhappy:  | <ul style="list-style-type: none"> <li>A. Strongly agree</li> <li>B. Agree</li> <li>C. Slightly agree</li> <li>D. Disagree</li> <li>E. Strongly disagree</li> </ul>   |
| 3 | I accept that investments can fall in value and take time to recover. However, given my time constraints and return objectives, I would expect these losses could be fully recovered within:  | <ul style="list-style-type: none"> <li>A. 3 to 6 months</li> <li>B. 6 to 12 months</li> <li>C. 12 to 24 months</li> <li>D. 24 to 36 months</li> <li>E. Within 5 years</li> </ul>  |
| 4 | If one fund within my portfolio were to fall sharply in value, significantly underperforming the fund's chosen benchmark, I would:  | <ul style="list-style-type: none"> <li>A. Sell the whole portfolio immediately</li> <li>B. Sell that fund immediately</li> <li>C. Hold on and hope</li> <li>D. Research the reasons why</li> <li>E. Add to that fund</li> </ul> |
| 5 | If my portfolio fell in value I would become very concerned once paper losses exceeded:   | <ul style="list-style-type: none"> <li>A. Up to 10%</li> <li>B. Between 10 and 15%</li> <li>C. Between 15 - 20%</li> <li>D. Between 20 - 25%</li> <li>E. Over 25%</li> </ul>  |
| 6 | <p>An investment across all major asset classes would include Cash, Fixed Interest, Property and Equities in both Domestic and Overseas markets. Typically Managed funds will spread their investments across all major assets in this way. Whilst this does help to reduce risk by reducing the price volatility, this will usually reduce investment potential when compared to specialist growth funds in favourable investment conditions.</p> <p>I would prefer to invest in Managed funds that invest across all major asset classes in the knowledge that whilst returns could be reduced this should help lower my investment risk:</p> | <ul style="list-style-type: none"> <li>A. Strongly Agree</li> <li>B. Agree</li> <li>C. No opinion</li> <li>D. Disagree</li> <li>E. Strongly disagree</li> </ul>   |

## Investment Returns

1	I would expect the total annual return from this portfolio (income plus capital growth) to exceed cash returns by an average of:	A. Up to 1% B. 1 - 2% C. 2 - 3% D. 3 - 5% E. Over 5%
2	I would expect an investment portfolio to outperform cash over all rolling twelve month periods:	A. Strongly agree B. Agree C. No opinion D. Disagree E. Strongly disagree
3	After taking account of retail price inflation and my personal time horizon, I would expect this portfolio to increase by a real return of:	A. No opinion B. 1% per annum C. 1 - 3% per annum D. 3 - 5% per annum E. 5% plus
4	Over a five year period, if income was reinvested, I would expect my investment portfolio to have grown in value by:	A. 4% per annum (20%) B. 5% per annum (30%) C. 7.5% per annum (40%) D. 10% per annum (60%) E. 12.5% per annum (80%)
5	In a rising market, I would expect my portfolio to achieve the following minimum performance:	A. Considerably outperform an investment in a Building Society ' Best Rate Account' B. Outperform an investment in a Building Society ' Best Rate Account' C. Broadly match the an investment in a Building Society ' Best Rate Account' D. Marginally underperform an investment in a Building Society ' Best Rate Account' E. Underperform the an investment in a Building Society ' Best Rate Account'
6	In a falling market, I would expect my portfolio to achieve the following minimum investment performance:	A. Considerably outperform an investment in a Building Society ' Best Rate Account' B. Outperform an investment in a Building Society ' Best Rate Account' C. Broadly match an investment in a Building Society ' Best Rate Account' D. Marginally underperform an investment in a Building Society ' Best Rate Account' E. Underperform an investment in a Building Society ' Best Rate Account'

**Decision Styles -** This section is best answered quickly

1	I find analysing large amounts of data boring:	A. Strongly disagree B. Somewhat disagree C. Neither agree or disagree D. Somewhat agree E. Strongly agree
2	I personally believe that you are always better off being safe than sorry:	A. Strongly disagree B. Somewhat disagree C. Neither agree or disagree D. Somewhat agree E. Strongly agree
3	The pain of making a poor decision is worse than the joy of a good decision:	A. Strongly disagree B. Somewhat disagree C. Neither agree or disagree D. Somewhat agree E. Strongly agree
4	Good things seldom happen to me:	A. Strongly disagree B. Somewhat disagree C. Neither agree or disagree D. Somewhat agree E. Strongly agree
5	I like time to reflect before making a big decision:	A. Strongly disagree B. Somewhat disagree C. Neither agree or disagree D. Somewhat agree E. Strongly agree
6	I often end up questioning my decisions:	A. Strongly disagree B. Somewhat disagree C. Neither agree or disagree D. Somewhat agree E. Strongly agree
7	I often put off doing things that I find unpleasant:	A. Strongly disagree B. Somewhat disagree C. Neither agree or disagree D. Somewhat agree E. Strongly agree
8	I rely on my gut instinct to make important decisions:	A. Strongly disagree B. Somewhat disagree C. Neither agree or disagree D. Somewhat agree E. Strongly agree

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| 9  | I worry less than most people I know:                                | A. Strongly disagree<br>B. Somewhat disagree<br>C. Neither agree or disagree<br>D. Somewhat agree<br>E. Strongly agree |
| 10 | There is no use in closing the barn door after the horse has bolted: | A. Strongly disagree<br>B. Somewhat disagree<br>C. Neither agree or disagree<br>D. Somewhat agree<br>E. Strongly agree |
| 11 | Money worries sometimes keep me awake at night:                      | A. Strongly disagree<br>B. Somewhat disagree<br>C. Neither agree or disagree<br>D. Somewhat agree<br>E. Strongly agree |
| 12 | Once I make a decision, nothing can change my mind:                  | A. Strongly disagree<br>B. Somewhat disagree<br>C. Neither agree or disagree<br>D. Somewhat agree<br>E. Strongly agree |
| 13 | People say that I can be indecisive:                                 | A. Strongly disagree<br>B. Somewhat disagree<br>C. Neither agree or disagree<br>D. Somewhat agree<br>E. Strongly agree |
| 14 | The best decisions are based on complete and logical analysis        | A. Strongly disagree<br>B. Somewhat disagree<br>C. Neither agree or disagree<br>D. Somewhat agree<br>E. Strongly agree |
| 15 | Things have a way of turning out alright in the end:                 | A. Strongly disagree<br>B. Somewhat disagree<br>C. Neither agree or disagree<br>D. Somewhat agree<br>E. Strongly agree |
| 16 | When making decisions I appreciate input from others:                | A. Strongly disagree<br>B. Somewhat disagree<br>C. Neither agree or disagree<br>D. Somewhat agree<br>E. Strongly agree |