

**Investor profile Questionnaire**

1. **What is your investment time horizon?**
2. Under 3 years Score: 0
3. 3-5 years Score: 2
4. 6-10 years Score: 4
5. 11-15 years Score: 5
6. 15+ years Score: 6

**Your Score: \_\_\_\_**

1. **What is your most important investment goal?**
2. I want my investments to be secure, provide me with modest income now, or to fund a large expense within the next few years Score: 0
3. I want my investments to grow and I am less concerned about income. I am comfortable with moderate market fluctuations Score: 4
4. I am more interested in having my investments grow over the long-term. I am comfortable with short-term volatility Score: 6
5. I want long-term aggressive growth and am willing to accept significant short-term market fluctuations Score: 10

**Your Score: \_\_\_\_**

1. **Which of the following would best describe your level of investment knowledge?**
2. Very limited Score: 0
3. Basic Score: 2
4. Average Score: 3
5. Extensive Score: 5

**Your Score: \_\_\_\_**

1. **Please indicate which statement reflects your overall view on managing risk.**
   1. I am risk averse and not prepared to expose my investments to any fluctuations in order to earn higher long-term returns. Score: 0
   2. I am prepared to experience average fluctuations in order to achieve a higher long-term return Score: 4
   3. I want to maximize my long-term returns and am comfortable with significant fluctuations Score: 6

**Your Score: \_\_\_\_**

1. **If you owned an investment that fell by 20% over a period of six to nine months, what would you do?**
   * + - 1. Sell all of the remaining investment Score: 0
         2. Sell a portion of the remaining investment Score: 2
         3. Hold the investment and sell nothing Score: 6
         4. Buy more of the investment Score: 10

**Your Score: \_\_\_\_**

1. **Which portfolio option would you be most likely to hold based on the best and worst range of return possible in any given year?**

Portfolio A: +8%, -1% Score: 0

Portfolio B: +15%, -6% Score: 3

Portfolio C: +22%, -12% Score: 5

**Your Score: \_\_\_\_**

1. **If you could increase your chances of improving your investment returns by taking more risk, would you:**
2. Be unlikely to take on more risk Score: 0
3. Be willing to take a little more risk Score: 4
4. Be willing to take a lot more risk with some investments Score: 7
5. Be willing to take a lot more risk with all investments Score: 10

**Your Score: \_\_\_\_**

1. **What type of investor are you?**
   1. You may be reaching retirement or simply prefer to take less risk. Security of capital is your biggest concern Score: 0
   2. You want a balance between growth and security. You are willing to accept some risk for potential higher returns over time Score: 4
   3. Growth is more important but security is still a factor. You are willing to accept risk for potential higher returns over time Score: 8
   4. The growth of your money is your main concern and you plan to be invested for a long time. You are very comfortable with riding out the ups and downs of the market for potential higher long-term results Score: 10

**Your Score: \_\_\_\_**

**Total Score: ­­­­­­\_\_\_\_**

|  |  |  |  |
| --- | --- | --- | --- |
| **Score** | **Simplicity Portfolios** |  | **Expected Risk** |
| 0-10 | Conservative | Investment horizon is short, prefer to take less risk. Security if most important. | Lower |
| 11-20 | Moderate | Investment horizon is relatively short, prefer to take less risk. Security is very important. |  |
| 21-42 | Balanced | Longer investment horizon, willing to accept some risk for potential higher returns over time. |  |
| 21-42 | Global Balanced | Longer investment horizon, willing to accept some risk for potentially higher returns over time and looking to diversify outside Canada. |  |
| 43-62 | Growth | Long time horizon, will accept risk for potentially higher returns over time. | Higher |

**Profile: ­\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Client Signature: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Advisor Signature: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

Resources: Manulife Investments; Investor Profile Questionnaire