Bleakley
FINANCIAL GROUP™

Investor Profile Questionnaire

Your Personal Investor Profile

Identifying your investor profile is the first step of the investment management process. Creating your investor profile will help us define important factors such as your investment objectives, time horizon, liquidity needs, and your tolerance for investment risk.

Name		Email
Street Address		
City	State	Zip Code
Telephone		
Mobile		

1. **What is your primary goal for the investment portfolio?**
   A. Capital Preservation
   B. Generate Income
   C. Generate Income with Some Growth
   D. Growth with Some Income
   E. Capital Appreciation

2. **How many years do you plan to invest these assets before you anticipate making withdrawals?**
   A. Less than 3 years
   B. 3 to 5 years
   C. 5 to 10 years
   D. 10 to 20 years
   E. More than 20 years

3. **Once you have reached the point where you would like to take withdrawals from these assets, how long will you be making withdrawals from the investment portfolio?**
   A. One lump sum distribution
   B. 1 to 5 years
   C. 5 to 10 years
   D. 10 to 20 years
   E. More than 20 years

4. **At times, extremely conservative investments may earn less than the rate of inflation. This may result in the loss of purchasing power. Which of the following statements best aligns with your goals and objectives?**
   A. This is a long-term investment, and my goal is to significantly exceed the rate of inflation. I am willing to accept considerable risk and substantial market volatility to achieve this goal.
   B. Over time, I can ignore fluctuations in investment value to achieve my goal of meaningful growth and exceeding the rate of inflation.
   C. It is important that these investments match or exceed the rate of inflation. I am comfortable with moderate fluctuations in the value of these investments.
   D. I am willing to tolerate small fluctuations in principal value to allow for the opportunity of my investments to grow at the same rate of inflation.
   E. These assets should be safe, even if it means the returns do not keep pace with the rate of inflation.

5. **Carefully consider the following hypothetical portfolios. Which portfolio would you be comfortable owning despite the potential of short-term volatility and decrease in value?**

	Worst 3 Months	Worst 12 Months	Average Return
Portfolio A	-7%	-7%	5%
Portfolio B	-14%	-18%	5.5%
Portfolio C	-19%	-25%	6%
Portfolio D	-24%	-33%	6.5%
Portfolio E	-35%	-47%	7.5%

6. **The degree to which the value of an investment increases and decreases is one measure of risk. More volatile investments generally offer greater long-term growth potential than less volatile investments; however, they may produce greater losses. How much volatility are you comfortable with?**
   A. I'm not comfortable with any volatility
   B. I prefer to minimize volatility and focus on stability
   C. I don't mind modest volatility to create a potential for growth
   D. I'm comfortable with moderate volatility to increase potential returns
   E. I expect substantial volatility in pursuit of higher returns

7. **Other secure assets that I own, such as permanent cash value life insurance, personal savings, pension, and fixed assets, form a substantial portion of my net worth and should be taken into consideration when determining my asset allocation.**
   A. Strongly Disagree
   B. Disagree
   C. Neutral
   D. Agree
   E. Strongly Agree

8. **I believe the stability of my current and future income sources is:**
   A. Very Stable
   B. Stable
   C. Somewhat Stable
   D. Unstable
   E. Very Unstable

9. If you would increase the opportunity to improve your returns by investing in riskier assets, would you be willing to take:

A. A small amount of risk with some of your money.
B. A small amount of risk with most of your money.
C. A moderate amount of risk with some of your money.
D. A moderate amount of risk with most of your money.
E. Substantial risk with all of your money.

10. Carefully consider the following hypothetical portfolios and the hypothetical returns. With which portfolio are you most comfortable?

Hypothetical outcome of $100,000 invested for three years:

	Worst Case	**Best Case**
Portfolio A	$110,000	$165,000
Portfolio B	$105,000	$170,000
Portfolio C	$100,000	$175,000
Portfolio D	$85,000	$185,000
Portfolio E	$70,000	$200,000

11. What best describes your philosophy and strategy toward investing?

A. I am unaffected by short-term market movements and stay focused on my long-term strategy of capital appreciation and growth.
B. Although I may have some concerns, I am typically a very patient investor with a wait and see attitude in regards to my long-term growth strategy.
C. I can get anxious during market swings and at times may change my strategies because of this.
D. I am uncomfortable with market volatility, which is why I typically focus on preservation of capital and current income.
E. I have never invested.

SCORE YOUR ANSWERS						Your Score
1.	**A** -12	**B** 2	**C** 5	**D** 8	**E** 10	
2.	**A** -12	**B** 2	**C** 5	**D** 8	**E** 10	
3.	**A** 1	**B** 3	**C** 5	**D** 10	**E** 13	
4.	**A** 10	**B** 7	**C** 5	**D** 1	**E** -12	
5.	**A** 1	**B** 3	**C** 5	**D** 10	**E** 13	
6.	**A** -12	**B** 2	**C** 5	**D** 8	**E** 10	
7.	**A** 1	**B** 3	**C** 5	**D** 10	**E** 13	
8.	**A** 12	**B** 10	**C** 5	**D** 3	**E** 1	
9.	**A** -5	**B** 1	**C** 5	**D** 7	**E** 10	
10.	**A** 1	**B** 3	**C** 5	**D** 10	**E** 13	
11.	**A** 10	**B** 8	**C** 5	**D** -5	**E** 1	
				TOTAL		

Score: **Profile:**

-59 to 22 **Conservative:** These investors are willing to accept lower returns for the potential to reduce volatility.

23 – 54 **Moderately Conservative:** These investors are willing to take on a little more risk to achieve growth, with the understanding that it may increase volatility.

55 – 84 **Balanced:** These investors generally want steady and sustained growth without the volatility that high-risk investments can bring.

85 – 109 **Aggressive:** These investors are comfortable with the volatility that accompanies higher risk investments.

110 – 121 **Very Aggressive:** The investors are interested in higher potential growth with greater volatility and are willing to take substantial risks to achieve it.