

## Investor Risk Profile/Time Horizon Assessment

### Discovery Questionnaire

Total Value of this account: \_\_\_\_\_

Total Value of all Investable Assets: \_\_\_\_\_

What year do you anticipate beginning to take income from this account: \_\_\_\_\_ or \_\_\_\_\_ Never

How much income do you anticipate taking on an annual basis: \_\_\_\_\_ or \_\_\_\_\_ None

Estimated Tax Bracket: \_\_\_\_\_ 25% or above \_\_\_\_\_ Below 25%

### Risk Assessment: Part 1

**1. My current age is:**

\_\_\_\_\_ Over 75 (0 points)

\_\_\_\_\_ 66-75 (2 points)

\_\_\_\_\_ 56-65 (4 points)

\_\_\_\_\_ 45-55 (6 points)

\_\_\_\_\_ Under 45 (10 points)

**2. Do you expect you will need to withdraw 25% or more of this portfolio at one time for any reason?**

\_\_\_\_\_ Yes, in less than 2 years (0 points)

\_\_\_\_\_ Yes, in 3-5 years (2 points)

\_\_\_\_\_ Yes, in 5+ years (4 points)

\_\_\_\_\_ It is possible but not planned (6 points)

\_\_\_\_\_ It is highly unlikely (10 points)

**3. I feel my knowledge of investments is:**

\_\_\_\_\_ None (0 points)

\_\_\_\_\_ Below Average (2 points)

\_\_\_\_\_ Average (5 points)

\_\_\_\_\_ Above Average (8 points)

\_\_\_\_\_ Expert (10 Points)

**4. What is the primary goal for these assets?**

\_\_\_\_\_ To avoid losses (2 points)

\_\_\_\_\_ To grow slightly (4 points)

\_\_\_\_\_ To grow moderately (6 points)

\_\_\_\_\_ To grow significantly (8 points)

\_\_\_\_\_ To grow aggressively (10 points)

**5. I consider myself to be in the following category when it comes to this account:**

\_\_\_\_\_ I currently need to draw income from both interest and principal (0 Points)

\_\_\_\_\_ I currently need to draw income from interest only (2 points)

\_\_\_\_\_ I do not need to draw income now, but plan to in the next 5 years (4 points)

\_\_\_\_\_ I do not need to draw income now, and do not plan to for at least 5 years (6 points)

\_\_\_\_\_ I do not think I will ever need to draw income from this account. (10 points)

Add up the total points from questions 1-5 (Part 1)

Part 1 Score: \_\_\_\_\_

**6. Which best describes how you evaluate the success of your investment account/s?**

I compare my account’s performance vs. an index in shorter than 1 year periods and make changes based on my analysis. (0 points)

I compare my account’s performance vs. an index in longer than 3 year periods and make changes based on my analysis. (4 points)

I measure success relative to my specific goals, but do not consult with my advisor when I am considering making a change. (6 points)

I consider my account relative to my specific goals and consult with my advisor before making any changes. (8 points)

**7. Understanding that volatility has historically been present when investing, what is the maximum amount of volatility you can accept over a 1 year period and continue to remain invested?**

Any decrease in value would concern me (0 points)

Up to 10% downside (\$100,000 falls to \$90,000) (4 points)

Up to 20% downside (\$100,000 falls to \$80,000) (6 points)

Up to 30% downside (\$100,000 falls to \$70,000) (8 points)

I would not worry about performance for that short of a period (10 points)

**8. How would you expect this account to perform over a 7 year period compared to the S&P 500 (the “market”)?**

I expect my account to have some gains, but it is more important that I preserve the balance (0 points)

I expect only conservative gains and would not expect to compare to the market (2 points)

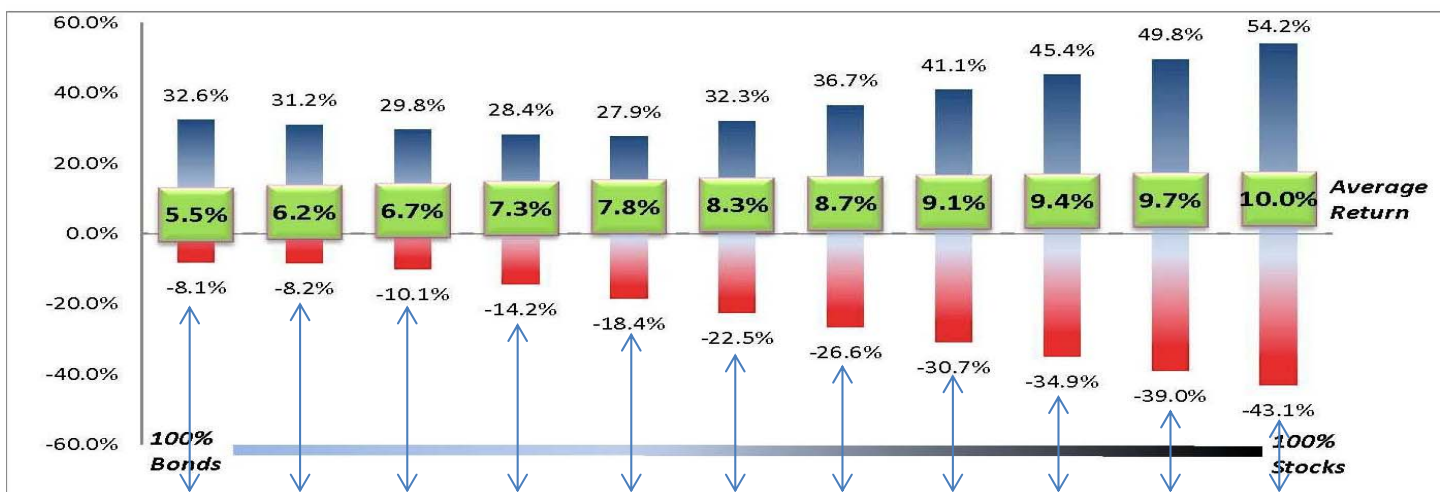
I expect my account to trail the market because I am taking less risk (4 points)

I expect to perform in line with the market because I am taking market-like risk (6 points)

I expect to outperform the market and that my account will be more volatile at times (8 points)

**9. Which hypothetical scenario would you feel most comfortable with for your investments over a 10 year period?**

**Best, worst, and average annual returns for various stock/bond allocations, 1926–2012**



Points:  0  2  4  6  8  10  12  14  16  18  20

**Disclosure:** This is no guarantee that performance in the future will meet or even approach these figures, including both return and downside performance. These figures are presented solely as a basis to assist in determining a client’s risk tolerance.

Add up total points from Part 2

Part 2 Score: \_\_\_\_\_

## Risk Assessment Results

Part 1 Score: \_\_\_\_\_

Part 2 Score: \_\_\_\_\_

Part 1 Score	Part 2 Score																			
	0-8	10	12	14	16	18	20	22	24	26	28	30	32	34	36	38	40	42	44	46
0-4	P	P	P	C	C	C	C	C	C	C	S	S	S	S	S	S	M	M	M	M
6-10	P	C	C	C	C	C	C	C	S	S	S	S	S	S	M	M	M	M	M	G
10-16	P	C	C	C	C	C	S	S	S	S	S	S	S	M	M	M	M	G	G	G
18-24	C	C	C	C	C	S	S	S	S	S	S	S	M	M	M	M	G	G	G	A
26-30	C	C	C	C	S	S	S	S	S	S	M	M	M	M	M	G	G	G	G	A
32-36	C	C	C	S	S	S	S	S	S	M	M	M	M	M	G	G	G	G	A	A
38-42	C	C	C	S	S	S	S	S	M	M	M	M	M	G	G	G	G	A	A	A
44-50	C	C	S	S	S	S	S	M	M	M	M	G	G	G	G	A	A	A	A	A

- Preservation
- Conservative
- Stable
- Moderate
- Growth
- Aggressive

**Preservation:** Clients in this portfolio are generally concerned with limiting fluctuations of their account value. The main objective for this portfolio is to preserve the principal value.

**Conservative:** Clients in this category want some growth or income but are more concerned with limiting their exposure to risk. This client understands that their portfolio has limited upside potential but is willing to accept smaller gains for lower volatility.

**Stable:** This client would like to achieve modest gains but with limited volatility in their account. They tend to still favor risk reduction investments over equities but are comfortable with about half of their account being exposed to market-like risk.

**Moderate:** This client wants to grow their account in a balanced manner by having some exposure to risk-reducing investments but more exposure to growth focused investments. They understand that they will likely not achieve market-like returns in the long run but they would expect to also experience less volatility than the general market over that same period.

**Growth:** This client's main goal is to grow their assets over time. They can handle market-like volatility in their account and are not as concerned about short term fluctuations in their account. They would be comfortable with 80-100% equity exposure at times.

**Aggressive:** This client is comfortable taking risks and with potentially large short term changes in their account. The main objective for this client is long term growth and this client measures success over a 5-7 year timeline.

*The descriptions on page 5 and 6 of this application are intended to be demonstrative in nature, and not intended to be viewed as strict guidelines for a given strategy. For example, a strategy that is described as having 20-40% in equity may have more than 40% at any given time in equity, and strategies with similar descriptions as far as asset class ranges will differ in actual weightings as times, and may at other times be the same as a counterpart strategy. Accordingly, clients should focus on the objectives stated for each strategy, including which objective is listed first, when choosing the right strategy for the client.*

Which investment approach appeals to you the most? (Select One)

Portfolio Selection

Income: This category is designed for clients that would like to generate income within their given risk tolerance. Clients in this category are typically taking income from their account.

Balanced: This category is designed for clients that have an objective to grow their portfolio in a balanced manner; using income investments to reduce risk in some cases. Clients in this category typically take little to no income from the account, instead excess income is reinvested.

Total Return: This category is designed for clients that would target total return given their stated risk tolerance. Clients in this category are not taking income, although income producing investments may be used at times.

Please select the portfolio that you would like to be invested in by checking the appropriate box. If your selection does not match the risk assessment you will need to sign the additional consent at the bottom of the page. If left blank the Camelot Portfolios Team will use the information from your risk profile to assign a portfolio.

Tax Sensitivity (Non-qualified accounts only)

Camelot Portfolios has Tax Sensitive Portfolios for non-qualified accounts. Our Tax Sensitive Portfolios are designed to reduce taxable income. These portfolios may still produce some taxable income in cases where additional diversification is needed or tax equivalent yields are assessed by our management team as more favorable. We will automatically use our discretion whether or not a tax sensitive account should be used based on your account type, desired outcomes, and income needs.

Table with 6 columns: Preservation, Conservative, Stable, Moderate, Growth, Aggressive. Each column lists primary objectives and allocation percentages.

Misaligned Portfolio Consent: In the event that the portfolio selected above does not correspond to the risk tolerance information above, I understand that I have chosen a different portfolio despite the lack of alignment with risk tolerance and am comfortable with this choice and the risks associated with such choice, including the risk that I may lose principal. I further understand that it is my responsibility to communicate any changes in my circumstances, risk tolerance, or portfolio selection to my adviser. In addition, I will regularly review all account statements and reports from my adviser and alert my adviser if I have any questions, comments or concerns.

Client Signature: \_\_\_\_\_

Joint Account Owner Signature: \_\_\_\_\_

\_\_\_\_\_ **Please refer to the proposal created for this account.** Check this box if there was a proposal created for this account.

**Private Portfolio Management Allocation**

*(To be completed for Private Portfolio Management clients only)*

\_\_\_\_\_ By selecting this box you are stating that that Private Portfolio Management is required to achieve your intended objectives. Private Portfolio Management may result in higher management fees and will require a review and approval from Camelot Portfolios before the final portfolio is implemented.

**Additional Portfolio Notes**

**Final Trading Instructions - *To be complete by Camelot Portfolios***

**Reviewed and Approved by:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Traded by:** \_\_\_\_\_ **Date:** \_\_\_\_\_