



Classic asset allocation

A custom fit for you

One of the single most important investment decisions you'll ever make is how you divide your dollars among different asset types. Asset allocation is the process of selecting effective combinations of investments to meet your specific needs and goals. It's a scientific process driven by complex mathematical models.

Brinson, Singer and Beebower conducted a study entitled "Determinants of Portfolio Performance II: An Update. 1996". Granted 1996 may seem like a while ago, but the information is so fundamental that the findings haven't changed. The study shows that asset allocation decisions, far more than any other factor, affect the long-term performance of an overall investment portfolio. The research has estimated that the asset allocation decision accounts for 91.5 percent of the variation between returns on different portfolios, while individual investment selections account for only 4.6 percent.

Careful asset allocation means balancing risk and reward within a portfolio. That balance will, of course, vary by investor. In working through this questionnaire, your financial advisor will help determine which investment options may best meet your goals for the future based on your tolerance for risk and your time horizon.

Name: _____

Date: _____

Risk tolerance questionnaire

Let's get started

What type of investor are you?

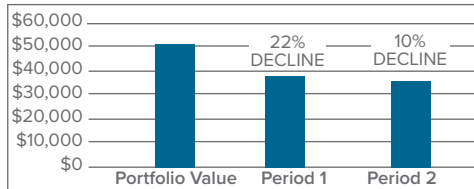
These questions are designed to help determine which investment model may be appropriate for your situation. Choose the answer that best reflects your opinion. Based on your responses, a model portfolio will be recommended.

| Time horizon | Your score | Find your score |
|---|----------------------|---|
| 1. How soon do you plan to begin withdrawing the money in this portfolio? A. 1 - 3 years B. 4 - 9 years C. 10 - 15 years D. Over 15 years | <input type="text"/> | Question 1 Answer Score A 4 B 7 C 8 D 10 |
| 2. For how many years do you expect to withdraw the money in this portfolio? A. less than 1 year B. 1 - 3 years C. 4 - 9 years D. 10 - 15 years E. Over 15 years | <input type="text"/> | Question 2 Answer Score A -12 B 6 C 8 D 12 E 16 |
| 3. Portfolio investment objectives A. Capital preservation - My primary investment objective is capital preservation. I am a conservative investor. My risk tolerance is very low. I seek to preserve my capital and am not willing to accept risk to my capital in order to grow my portfolio. I am willing to accept lower returns to preserve my portfolio and capital. B. Income - My primary investment objective is income. I am a moderately conservative investor. My risk tolerance is low to moderate. I seek income, but am willing to accept minimal risk to my capital in order to grow my portfolio. C. Growth and income - My primary investment objective is growth and income. I am a moderate investor who seeks both growth and income. I am willing to accept some risk, fluctuation and losses to my capital in order to grow my portfolio. D. Growth - My primary investment objective is growth. I am a moderately aggressive investor who seeks to grow my portfolio. I am willing to accept more risk, fluctuation and losses to my capital in order to grow my portfolio. E. Aggressive growth - My primary investment objective is aggressive growth. I am an aggressive investor who seeks to aggressively grow my portfolio. I am willing to accept higher risk, fluctuation and losses to my capital in order to aggressively grow my portfolio. | <input type="text"/> | Question 3 Answer Score A -12 B 2 C 5 D 9 E 17 |
| Expected income 4. What do you expect your total income and investment earnings to do over the next 10 years? A. Decline significantly B. Decrease somewhat C. Stay the same D. Improve E. Increase substantially | <input type="text"/> | Question 4 Answer Score A 1 B 2 C 3 D 4 E 6 |
| Risk tolerance 5. I would best describe my tolerance for capital fluctuation as: A. Very low. I am not willing to accept any risk to my capital in order to grow my portfolio. B. Low. I am willing to accept minimal risk to my capital in order to grow my portfolio. C. Moderate. I am willing to accept some risk to my capital and also the potential for some losses in order to grow my portfolio. D. High. I am willing to accept more risk and also the potential for higher losses to my capital in order to grow my portfolio. E. Very High. I am willing to accept high risk and also the potential for significant losses to my capital in order to aggressively grow my portfolio. | <input type="text"/> | Question 5 Answer Score A -12 B 3 C 5 D 6 E 8 |

| | Your score | Find your score | | | | | | | | | | |
|---|---|--|--------|-------|---|---|---|---|---|---|---|---|
| <p>6. If changes to investments within your portfolio result in more fluctuation, but could also increase your returns and risk, would you:</p> <p>A. Be unlikely to take more risk?</p> <p>B. Be willing to take a little more risk with some of my overall portfolio?</p> <p>C. Be willing to take a lot more risk with some of my overall portfolio?</p> <p>D. Be willing to take a lot more risk with my entire portfolio?</p> | <input style="width: 50px; height: 50px;" type="text"/> | <p>Question 6</p> <table border="1"> <tr> <th>Answer</th> <th>Score</th> </tr> <tr> <td>A</td> <td>4</td> </tr> <tr> <td>B</td> <td>5</td> </tr> <tr> <td>C</td> <td>6</td> </tr> <tr> <td>D</td> <td>8</td> </tr> </table> | Answer | Score | A | 4 | B | 5 | C | 6 | D | 8 |
| Answer | Score | | | | | | | | | | | |
| A | 4 | | | | | | | | | | | |
| B | 5 | | | | | | | | | | | |
| C | 6 | | | | | | | | | | | |
| D | 8 | | | | | | | | | | | |

| Current loss | | | | | | | | | | | | |
|--|---|--|--------|-------|---|---|---|---|---|---|---|---|
| <p>7. If your portfolio valued at \$50,000 declined in value to \$39,000 within one year as period 1 represents, what would you most likely do?</p> <p>A. Sell all the positions and move the money to safer investments.</p> <p>B. Sell only the losing investments.</p> <p>C. Sell nothing.</p> <p>D. Buy more as the losing investments may represent opportunity.</p> | <input style="width: 50px; height: 50px;" type="text"/> | <p>Question 7</p> <table border="1"> <tr> <th>Answer</th> <th>Score</th> </tr> <tr> <td>A</td> <td>4</td> </tr> <tr> <td>B</td> <td>5</td> </tr> <tr> <td>C</td> <td>6</td> </tr> <tr> <td>D</td> <td>7</td> </tr> </table> | Answer | Score | A | 4 | B | 5 | C | 6 | D | 7 |
| Answer | Score | | | | | | | | | | | |
| A | 4 | | | | | | | | | | | |
| B | 5 | | | | | | | | | | | |
| C | 6 | | | | | | | | | | | |
| D | 7 | | | | | | | | | | | |

Use the following graph to answer the questions 7 & 8:



| Continued loss | | | | | | | | | | | | |
|---|---|--|--------|-------|---|---|---|---|---|---|---|---|
| <p>8. If the above portfolio declined by an additional 10% to \$35,100 the following year as period 2 represents, what would you most likely do?</p> <p>A. Sell all the positions and avoid investments that fluctuate greatly.</p> <p>B. Sell only the losing positions and move the money to safer investments.</p> <p>C. Keep the same positions.</p> <p>D. Buy additional positions as the investments that declined may represent an opportunity.</p> | <input style="width: 50px; height: 50px;" type="text"/> | <p>Question 8</p> <table border="1"> <tr> <th>Answer</th> <th>Score</th> </tr> <tr> <td>A</td> <td>5</td> </tr> <tr> <td>B</td> <td>6</td> </tr> <tr> <td>C</td> <td>7</td> </tr> <tr> <td>D</td> <td>8</td> </tr> </table> | Answer | Score | A | 5 | B | 6 | C | 7 | D | 8 |
| Answer | Score | | | | | | | | | | | |
| A | 5 | | | | | | | | | | | |
| B | 6 | | | | | | | | | | | |
| C | 7 | | | | | | | | | | | |
| D | 8 | | | | | | | | | | | |

| Financial sophistication | | | | | | | | | | | | |
|--|---|---|--------|-------|---|---|---|---|---|---|---|---|
| <p>9. When it comes to investing, I would describe myself as:</p> <p>A. An investor with no or limited knowledge about investing or investment experience.</p> <p>B. An investor with basic knowledge about investing and some investment experience.</p> <p>C. An investor with considerable knowledge about investing and significant investment experience.</p> <p>D. An investor with vast knowledge about investing and extensive investment experience.</p> | <input style="width: 50px; height: 50px;" type="text"/> | <p>Question 9</p> <table border="1"> <tr> <th>Answer</th> <th>Score</th> </tr> <tr> <td>A</td> <td>2</td> </tr> <tr> <td>B</td> <td>3</td> </tr> <tr> <td>C</td> <td>4</td> </tr> <tr> <td>D</td> <td>5</td> </tr> </table> | Answer | Score | A | 2 | B | 3 | C | 4 | D | 5 |
| Answer | Score | | | | | | | | | | | |
| A | 2 | | | | | | | | | | | |
| B | 3 | | | | | | | | | | | |
| C | 4 | | | | | | | | | | | |
| D | 5 | | | | | | | | | | | |
| <p>10. Which of the following best describes how you monitor and review your investments?</p> <p>A. I do not monitor and review my investments.</p> <p>B. I have not monitored or reviewed my investments since I originally invested.</p> <p>C. I monitor and review my investments occasionally, but not regularly.</p> <p>D. I monitor and review my investments regularly.</p> | <input style="width: 50px; height: 50px;" type="text"/> | <p>Question 10</p> <table border="1"> <tr> <th>Answer</th> <th>Score</th> </tr> <tr> <td>A</td> <td>2</td> </tr> <tr> <td>B</td> <td>3</td> </tr> <tr> <td>C</td> <td>4</td> </tr> <tr> <td>D</td> <td>5</td> </tr> </table> | Answer | Score | A | 2 | B | 3 | C | 4 | D | 5 |
| Answer | Score | | | | | | | | | | | |
| A | 2 | | | | | | | | | | | |
| B | 3 | | | | | | | | | | | |
| C | 4 | | | | | | | | | | | |
| D | 5 | | | | | | | | | | | |

| Score | Portfolio | Equity/fixed income |
|--------------|---|---------------------|
| Less than 33 | Based on your answers please consult your financial advisor for alternative investment options. | |
| 33-36 | Conservative 20 | 20:80 |
| 37-43 | Conservative 30 | 30:70 |
| 44-54 | Moderate conservative 40 | 40:60 |
| 55-60 | Moderate 50 | 50:50 |
| 61-67 | Moderate 60 | 60:40 |
| 68-73 | Moderate aggressive 70 | 70:30 |
| 74-80 | Moderate aggressive 80 | 80:20 |
| 81-86 | Aggressive 90 | 90:10 |
| 87-90 | Aggressive 98 | 98:2 |

Overall risk score

Client signature: _____ Portfolio selection: _____ Date: _____

Client signature: _____ Portfolio selection: _____ Date: _____

Client signature: _____ Portfolio selection: _____ Date: _____

Client signature: _____ Portfolio selection: _____ Date: _____

Classic asset allocation models



Moderate 50

| | |
|-------------------------|-----|
| Cash Equivalents | 2% |
| US Short-Term Bonds | 9% |
| US Bonds | 33% |
| High Yield Bonds | 6% |
| Large Cap Value stocks | 11% |
| Large Cap Growth stocks | 9% |
| Mid Cap Core stocks | 7% |
| Small Cap Core stocks | 3% |
| Global REITs | 2% |
| International stocks | 18% |

Due to the asset allocation strategy employed by this program, the allocations are subject to change on a periodic basis.

| Asset class | Conservative 20 | Conservative 30 | Moderate conservative 40 | Moderate 50 | Moderate 60 | Moderate aggressive 70 | Moderate aggressive 80 | Aggressive 90 | Aggressive 98 |
|-------------------------|-----------------|-----------------|--------------------------|----------------|----------------|------------------------|------------------------|----------------|----------------|
| Cash Equivalents | 2% | 2% | 2% | 2% | 2% | 2% | 2% | 2% | 2% |
| US Short-Term Bonds | 17% | 15% | 12% | 9% | 6% | 3% | 0% | 0% | 0% |
| US Bonds | 52% | 45% | 38% | 33% | 27% | 21% | 14% | 6% | 0% |
| High Yield Bonds | 9% | 8% | 8% | 6% | 5% | 4% | 4% | 2% | 0% |
| Large Cap Value stocks | 5% | 9% | 10% | 11% | 13% | 14% | 16% | 18% | 19% |
| Large Cap Growth stocks | 4% | 6% | 7% | 9% | 10% | 12% | 13% | 15% | 17% |
| Mid Cap Core stocks | 2% | 2% | 6% | 7% | 11% | 12% | 14% | 15% | 16% |
| Small Cap Core stocks | 1% | 2% | 3% | 3% | 3% | 5% | 6% | 8% | 9% |
| Global REITs | 0% | 0% | 0% | 2% | 2% | 2% | 2% | 2% | 2% |
| International stocks | 8% | 11% | 14% | 18% | 21% | 25% | 29% | 32% | 35% |
| TOTAL | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |



Securities offered through Voya Financial Advisors, Inc., member SIPC.

145527 3044259.I.P-2 © 2017 Voya Services Company. All rights reserved. CN0517-34458-0619D