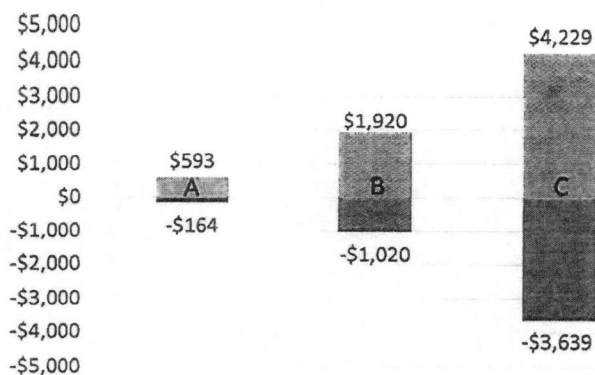


# Investor Questionnaire

- 1) I plan to begin taking money from my investments in...
  - A. 1 year or less
  - B. 1-2 years
  - C. 3-5 years
  - D. 6-10 years
  - E. 11-15 years
  - F. More than 15 years
  
- 2) As I withdraw money from these investments, I plan to spend it over a period of...
  - A. 2 years or less
  - B. 3-5 years
  - C. 6-10 years
  - D. 11-15 years
  - E. More than 15 years
  
- 3) When making a longer term investment, I plan to keep the money invested for...
  - A. 1-2 years
  - B. 3-4 years
  - C. 5-6 years
  - D. 7-8 years
  - E. More than 8 years
  
- 4) From September 2008 through November 2008, stocks lost more than 31% of their value. If I owned a stock investment that lost about 31% of its value in three months, I would... (If you owned stocks during this period, please select the answer that matches your actions at that time.)
  - A. Sell all the remaining investment
  - B. Sell some of the remaining investment
  - C. Hold on to the investment and sell nothing
  - D. Buy more of the investment
  
- 5) Generally, I prefer an investment with little or no ups or downs in value, and I am willing to accept lower returns these investments may make.
  - A. I strongly disagree
  - B. I disagree
  - C. I somewhat agree
  - D. I agree
  - E. I strongly agree
  
- 6) When the market goes down, I tend to sell some of my riskier investments and put the money in safer investments.
  - A. I strongly disagree
  - B. I disagree
  - C. I somewhat agree
  - D. I agree
  - E. I strongly agree
  
- 7) Based on a brief conversation with a friend, coworker, or relative, I would invest in a mutual fund.
  - A. I strongly disagree
  - B. I disagree
  - C. I somewhat agree
  - D. I agree
  - E. I strongly agree

- 8) From September 2008 through October 2008, bonds lost nearly 4% of the value. If I owned a bond investment that lost almost 4% of its value in two months, I would... (If you owned bonds during this period, please select the answer that matches your actions at that time.)
  - A. Sell all the remaining investment
  - B. Sell some of the remaining investment
  - C. Hold on to the investment and sell nothing
  - D. Buy more of the investment
  
- 9) The chart below shows the highest one year loss and the highest one year gain on three different hypothetical investments of \$10,000.\* Given the potential gain or loss in an y one year, I would invest my money in...
  - A. Investment A
  - B. Investment B
  - C. Investment C



\*The maximum gain or loss on an investment is impossible to predict. The ranges shown in the chart are hypothetical and are designed solely to gauge an investor's risk tolerance.

- 10) My current and future income sources (such as salary, Social Security, pension) are...
  - A. Very unstable
  - B. Unstable
  - C. Somewhat stable
  - D. Stable
  - E. Very stable
  
- 11) When it comes to investing in stock or bond mutual funds (or individual stocks or bonds), I would describe myself as...
  - A. Very inexperienced
  - B. Somewhat inexperienced
  - C. Somewhat experienced
  - D. Experienced
  - E. Very experienced