

Comprehensive Financial Planning Guide, Page 4 of 4

*Personal Service...
Innovative Ideas...
Practical advice.*

11. IRA & Other Retirement Account Information (Please bring in latest reports/statements)

Name Where Account Is Held (i.e. Bank, Brokers, Employer)	Type (401K, IRA, 403b, TSA)	Investment Vehicle	Approximate Value
1. _____	_____	_____	_____
2. _____	_____	_____	_____
3. _____	_____	_____	_____
4. _____	_____	_____	_____
5. _____	_____	_____	_____
6. _____	_____	_____	_____
7. _____	_____	_____	_____
8. _____	_____	_____	_____

12. Present Life Insurance

Company	Type	Face Amount	Cash Value	Annual Premium	Who is Insured?	Who is Beneficiary?
_____	_____	\$ _____	\$ _____	\$ _____	_____	_____
_____	_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____	_____

13. CDs

Name of Bank	Rate of Return	Amount Invested	Maturity Date
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

14. Health (Optional)

You	Spouse
Smoker? <input type="checkbox"/> Yes <input type="checkbox"/> No	Smoker? <input type="checkbox"/> Yes <input type="checkbox"/> No
Operations/hospitalizations last 5 years? <input type="checkbox"/> Yes <input type="checkbox"/> No	Operations/hospitalizations last 5 years? <input type="checkbox"/> Yes <input type="checkbox"/> No
<input type="checkbox"/> Heart <input type="checkbox"/> Cancer <input type="checkbox"/> Diabetes <input type="checkbox"/> Other _____	<input type="checkbox"/> Heart <input type="checkbox"/> Cancer <input type="checkbox"/> Diabetes <input type="checkbox"/> Other _____
Details: _____	Details: _____
Medications: _____	Medications: _____
Reasons Used: _____	Reasons Used: _____

15. Cemetery/Funeral Arrangements

Do you own burial property: Yes No

Out of State? Yes No

Local? Yes No

Do you have arrangements at a local funeral home? Yes No

16. Other Concerns

Approx. Estate Value: \$ _____
Approx. Net Worth: \$ _____

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Representative's Name: _____

Conference location: _____ Date: ____ / ____ / ____

Your Comprehensive Financial Planning Guide

This comprehensive personal financial planning summary is designed to help you take inventory and assign realistic values to your personal assets and liabilities. It's the essential first step in organizing a sensible financial plan for your future.

Please bring the following documents	
1. Last year's tax return	3. All life insurance and annuity policies
2. All brokerage firm statements	4. All IRA and retirement statements

FAMILY INFORMATION

Date _____

Name _____ Age _____ yrs.

Nickname _____ Date of Birth _____

Social Security Number _____ (Optional)

Spouse's Name _____ Age _____ yrs.

Nickname _____ Date of Birth _____

Social Security Number _____ Date of Wedding Anniversary _____

Address _____

Phone (Home) _____ Phone (Bus.) _____

Children	Age	State of Residence
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

Grandchildren	Age	State of Residence
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

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Life Plan Construction Zone

Congratulations on your decision to organize and plan your financial life and on working through this process to set your life goals.

This document will walk you through the steps we go through and the information you need to gather to develop your Life Plan. At the outset, this process may seem laborious and time consuming. In the long run, it will save you multiples of the time invested plus you will have the satisfaction of knowing you are preparing to lead your life instead of life leading you.

Step 1: Gather and Organize Documents

First the nuts and bolts... we need to know everything you can tell us about your past and current financial situation. With complete and open information, the quality of your Life Plan is greatly enhanced and more pertinent to your true life situation. So get out the shoeboxes and gather these important documents:

Income Information: We'll need your pay stubs and information on all of your income sources.

Checking Account and Credit Card Statements for the last six months: This helps us understand how you spend money and provides a second check on any budgeting issues that may come to light.

Statements from all of your investments, including savings accounts, brokerage accounts and retirement plans: We need the actual statements so we can analyze your investments and make certain they match your goals and risk tolerance. We also need to know the listed beneficiaries of these assets.

Tax Returns for last 2 years: This helps us determine your tax efficiency.

Loan Information - Home, cars, education, and other type of loans you have. We need: Initiation date, Loan amount, Interest rate, Loan terms

Social Security Information: The statements you receive from the Social Security Administration every two years.

List of Assets: Any thing of value that isn't included in all of your account statements. This includes your home, jewelry, businesses, etc. Also list the date of purchase and purchase price.

Insurance Policies: Automobile, Life, Health, Disability, Umbrella, Long term care. It is important for us to have the actual policies to evaluate them. If you can't get these, don't worry, get what you have available and we will help you gather any thing else we need.

Estate Planning Documents: Wills, Living Wills, Powers of Attorney, Trust Documents.

Business Returns if Applicable

Step 2: What are you doing now?

Our spending and savings habits reveal a great deal about us. Some people have an “ideal” way they would like to be, but their “money genetics” make it difficult to follow that ideal. In order for us to develop a plan you can live by, we have to know your financial personality. This step requires you to take a hard and honest look at how you live now. Again, this will take some time, thought, and a hard look at your checkbook and credit card statements. Let’s begin.

Spending Patterns:

Not everyone is a “budget” type person, but we have to have some idea of how much you are spending to help you determine what you need for the future. Do the best you can with the following data. If this isn’t your cup of tea, give us “guesstimates” and we will pick out the details through your checking account statements and your credit cards.

Home

Mortgage/rent	
Utilities	
Home telephone	
Cellular telephone	
Home repairs	
Home improvement	
Home security	
Garden supplies	
Home totals	

Health

Health club dues	
Insurance	
Prescriptions	
Over-the-counter drugs	
Co-payments/out-of-pocket	
Veterinarians/pet medicines	
Life insurance	
Health totals	

Daily living

Groceries	
Child care	
Dry cleaning	
Dining out	
Housecleaning service	
Animal Care	
Daily living totals	

Vacations

Plane fare	
Accommodations	
Food	
Souvenirs	
Pet boarding	
Rental car	
Vacations totals	

Transportation

Gas/fuel	
Insurance	
Repairs	
Parking	
Transportation totals	

Entertainment

Cable TV	
Video/DVD rentals	
Movies/plays	
Concerts/clubs	
Entertainment totals	

Recreation

Gym fees	
Sports equipment	
Team dues	
Toys/child gear	
Recreation totals	

Dues/subscriptions

Club/ Organization Dues	
Newspapers/ Magazines	
Internet connection	
Charity	
Dues/subscription totals	

Personal**Financial obligations**

Clothing		Long-term savings	
Gifts		Retirement (401k, Roth IRA)	
Salon/barber		Credit card payments	
Books		Income tax (additional)	
Music (CDs, etc.)		Other obligations	
Personal totals		Financial obligation totals	

Misc. payments

Other	
Other	
Other	
Other	
Other	
Misc. payments totals	

Do you have an emergency fund? _____

Do you feel that you have adequate insurance? _____

Do you feel that you spend your money wisely? _____

List your other advisors: May we contact them? _____

Accountant: _____

Attorney: _____

Insurance Agent: _____

Investment Advisor: _____

Step 3: How are you living now?

The kind of lifestyle you lead now determines a lot about your future. Everything you do has a risk and a benefit, and our goal is to help you prepare for those risks and make the most of the benefits. Some of what we are about to ask is very personal, but remember, everything we do is strictly confidential. Your complete honesty and openness helps us prepare a Life Plan that truly reflects who you are and how you want to live. Since these are the touchy feely questions, don't feel compelled to write the answers down.

Also consider reviewing our “Extended Personal Data Form” to provide us with more in depth information.

Who do you consider your immediate family? Extended family?

How do you see your family structure changing in the future?

Who are you responsible for financially now and in the future?

Do you have any legal issues? Any issues with significant past relationships?

How do you like your current job? Is it secure?

What do you do with your time away from work?

Do you feel organized or do you need help with organization?

Are you detail oriented or do you prefer the big picture?

How much time per month do you spend on your financial affairs (writing bills, keeping up with investments, balancing checkbooks?)

How much time per month would you like to spend or be willing to spend on your financial affairs?

How have you made investment decisions in the past?

How much do you exercise?

Do you smoke?

Do you participate in any hazardous activities? (Skydiving, drinking and driving, riding motorcycles without helmets, etc.)

What do you worry about?

What charities do you care about?

What do you consider your true necessities?

Have you done a living will? Have you discussed this with your family?

Step 4: How do you see your future?

My favorite saying is, "Life is 10% what happens to us and 90% what we make of it." Our philosophy is plan for the best but prepare for the worse. Your task in this exercise is to envision the journey of your ideal life from now until the end.

What would be the perfect day for you right now?

What would be the perfect career for you right now?

If you had "financial freedom," what would that look like?

What would you do with your time?

Where will you live?

How much will you spend?

At what age would you like to achieve "financial freedom"?

Is there any special event you would like to attend or thing you would like to accomplish in your lifetime?

Who will take care of you if you are unable to care for yourself?

What kind of living situation would you like to be in if you are unable to care for yourself (home, nursing home, assisted living facility)?

How do you want to be remembered?

What do you want to happen to your assets when you die?

Any other important issues to discuss?

This is it... for now. Other issues or questions may pop up that you want to address. Life is fluid and ever changing, and the great thing about a Life Plan is that it will change with you. It is and will always be a work in progress, and we should enjoy the journey. A Life Plan helps you get where you think you want to go, and some direction is better than none at all. To end on that thought, a favorite quote from "Alice in Wonderland" when Alice is speaking to the Cheshire Cat:

`Would you tell me, please, which way I ought to go from here?'

`That depends a good deal on where you want to get to,' said the Cat.

`I don't much care where--' said Alice.

`Then it doesn't matter which way you go,' said the Cat.

Merging Your Money & Life Transitions Survey*

Client name(s) _____

Date completed _____

Directions: If any of the following transitions apply to your life now, or if you anticipate them in the short-term or long-term future, please put your initials in the appropriate box.

Work Transitions	Experiencing now	Anticipate short-term (1-3 years)	Anticipate long-term (3+ years)
1. Career change			
2. New job			
3. Promotion			
4. Loss of job			
5. Job restructure			
6. Education/retraining			
7. Sell or close business			
8. Transfer family business			
9. Gain a business partner			
10. Lose a business partner			
11. Downshift/simplify work life			
12. Sabbatical/leave of absence			
13. Start or purchase a business			
14. Retire (let's discuss the "new retirementality concept")			
15. Phase into retirement			
16. Work in a volunteer capacity			
17. Other			

Financial Transitions	Experiencing Now	Anticipate short-term (1-3 years)	Anticipate long-term (3+ years)
1. Purchase a home			
2. Sell a home			
3. Relocate			
4. Purchase/sell a vacation home			
5. Purchase/sell a business/rental property			
6. Re-evaluate investment philosophy and strategy			
7. Experience investment gain			
8. Experience investment loss			
9. Debt concerns			
10. Consider investment opportunity			
11. Receive inheritance or financial windfall			
12. Sell assets			
13. Other			

**This form is a modification of a survey created by Money Quotient, Inc.*

Family Transitions	Experiencing Now	Anticipate short-term (1-3 years)	Anticipate long-term (3+ years)
1. Change in marital status (marriage)			
2. Change in marital status (divorce)			
3. Change in marital status (widowed)			
4. Start a family or expect a new baby			
5. Hire child care			
6. Child moving into adolescence			
7. Child experiences special needs (orthodontics, extra activities, etc.)			
8. Child education, pre-college expenses (private school, tutoring, etc.)			
9. Child going to college			
10. Child getting married			
11. Empty nest			
12. Adult child moving back home			
13. Family special event (trip, reunion, etc.)			
14. Helping grandchild(ren) education, etc.			
15. Declining health of a parent			
16. Concern about health of spouse or child			
17. Family member needs care giving			
18. Concern about personal health			
19. Provide for long-term care of parent, spouse or self			
20. Disability/hospitalization (self or family member)			
21. Death of family member			
22. Other			

Legacy Transitions	Experiencing now	Anticipate short-term (1-3 years)	Anticipate long-term (3+ years)
1. Increase charitable giving			
2. Give special gifts to children (annual gifting, down-payments for home, etc.)			
3. Give parental pension (monthly stipend for mom or dad)			
4. Develop an estate plan			
5. Improve an estate plan			
6. Preserve your values, life lessons, hopes and dreams for the future, love, and forgiveness – <i>Heritage Will</i>			
7. Prepare end-of-life arrangements (living will, funeral/memorial preferences, etc.)			
8. “ <i>Have your cake and eat it, too</i> ” Receive a guaranteed life-income annuity, plus earn an important tax deduction and benefit a favored cause in the future			
9. Move from success to significance by making an important difference in our world			
10. Other			

CLIENT OBJECTIVES

A key to successful financial planning is to identify your personal objectives, so that you are better placed to achieve them. Family Financial has found that clients wish to set many of the following objectives. Which apply in your own case? Please circle

INCREASE my net spendable income

IMPROVE my quality of life

SAVE tax (including income tax, capital gains tax and inheritance tax)

INCREASE the return on my investments

SAVE money by using it effectively

INCREASE my expected income in retirement

GAIN peace of mind by feeling financially comfortable

REDUCE paperwork

IMPROVE my insight into present and future values of my pension schemes

INCREASE my financial security

REDUCE time spent worrying about my financial affairs

ACHIEVE financial independence

IMPROVE my business performance

SAFEGUARD my family and dependants

IMPROVE the organisation of my financial affairs

INCREASE my financial awareness

REDUCE personal, business and investment risks

INCREASE the net amounts I give to charity

Investment Data

Are you satisfied with your investment results?

If so, why? If not, why not?

What is most important to you in investing your money (return, safety of principal, diversification, and so forth)?

Are there any investments you would rule out for yourself?

Are there any investments you would prefer over others? Why?

What is your attitude toward investment risk?

Why have you chosen the investments in your portfolio?

How do you arrive at investment decisions?

Are any of your assets earmarked for a specific use at this point?

Personal Financial Profiling

Introduction

Many financial decisions are made in situations of uncertainty, and so risk is involved. Different people are comfortable with different levels of risk. A person's risk tolerance is the level of risk with which he or she is comfortable.

The whole issue of risk is a difficult one. Risk aversion prevents many of us from doing as well as we might financially. Yet some of life's most unpleasant financial surprises arise because we were exposed to a level of risk beyond our comfort zone. It can be equally disappointing to miss an opportunity because someone else wrongly assumed we would not be willing to take the risk involved.

Unlike, say, height or weight, there is no unit of measurement for risk tolerance. A person's risk tolerance can only be measured relative to others on a constructed scale, in much the same way as IQ is measured. Additionally, even the meaning of "risk" can depend on the situation. When individuals talk about "risk" as they experience it in their personal financial affairs they are not talking about the same thing as, for example, investment researchers discussing the "risk" of an investment.

So, consumers face a double challenge,

- firstly, in making an accurate and meaningful assessment of their willingness to accept risk as they perceive it, and
- secondly, in expressing this assessment in such a way that both what they already have in place, and the alternatives now on offer to them, can be evaluated in terms of their risk tolerance.

The FinaMetrica Personal Financial Profiling system assists consumers and their advisers in meeting this challenge. Developed in conjunction with the University of New South Wales' Applied Psychology Unit, it exceeds international standards for tests of this kind.

In the questionnaire, you are asked about your attitudes, values and experiences. Your answers are scored against the system's database and used to produce a detailed report. The questionnaire takes about 15 minutes to complete.

By using the FinaMetrica system, you can obtain an accurate assessment of your risk tolerance in terms that are meaningful to you and your advisers. Your Risk Profile report will guide you and your advisers in your financial decision making. In particular, the report provides the basis for your instructions to your advisers on the level of risk you would prefer.

Please complete the registration details below and then proceed with the questionnaire.

Date Completed _____

First Name _____

Middle Initial _____

Last Name _____

Email Address (if any) _____

Signature _____

FinaMetrica respects your privacy and complies with the National Privacy Principles under Commonwealth legislation. FinaMetrica's full Privacy Statement can be found at: <http://www.risk-profiling.com/privacypolicy.htm>

Personal Financial Profiling

Why are 25 questions needed?

A person's answer to a specific question may be influenced by a particular experience they have had, or their mood at the time. Or they may have misinterpreted the question. Or they may simply have made a mistake.

Statistical studies are used to determine the number of questions needed to provide a scientifically acceptable level of accuracy in an assessment. The accuracy of a questionnaire is a function, in part, of the square of the number of questions. Because of the nature of risk tolerance more than just a few questions are needed. Twenty would be a minimum.

Statistical studies of this questionnaire show that its accuracy exceeds internationally accepted standards.

What if the situation described in a question has never happened to me, or will never happen to me?

There are a number of questions that ask you to assume or imagine you are in a certain situation. These questions are designed to gain a picture of what you would do in such circumstances, regardless of whether you have ever been in them or are ever likely to be in them. Please answer as best you can on the available information.

What if a question asks about a situation where, in real life, I would have (or would seek) more information than is given in the question?

Some questions require you to make a decision based on limited information. While, in real life, you may wish to obtain more information before making your final decision, these questions are designed to gain an idea of what you would do given the limited information. Please answer as best you can on the available information.

What if none of the choices in a multiple-choice question is my preferred answer?

Some questions give you a limited choice of responses and may not include what would be your preferred answer. These are designed to obtain a picture of what you would do given the choices available. Please answer as best you can on the available choices.

What makes a "good" questionnaire?

A good questionnaire will certainly be (relatively) easy to understand and answer. It must also have been developed on sound scientific principles in order to ensure the validity and reliability of its results. The starting point is a pool of potential questions. The trialling process these must go through will identify which questions work (statistically) and which do not. The questions that are effective in a questionnaire are not necessarily those most suitable for an interview.

The Risk Profile report produced from a completed questionnaire provides details of the development of the FinaMetrica questionnaire.

Do the questionnaire and report replace discussion between client and adviser?

Not at all. They act as catalysts to, and provide an objective starting point for, a more informed, more focussed discussion. Advisers experienced in using the FinaMetrica system report that the improved communication leads to clearer instructions from clients and greater understanding, by both client and adviser, of clients' attitudes to risk

Risk Tolerance Questionnaire

Please answer all the questions by circling one of the options. Choose the option that best indicates how you feel about each question. If none of the options is exactly right for you, choose the option that is closest.

1. Compared to others, how do you rate your willingness to take financial risks?

- 1 Extremely low risk taker.
- 2 Very low risk taker.
- 3 Low risk taker.
- 4 Average risk taker.
- 5 High risk taker.
- 6 Very high risk taker.
- 7 Extremely high risk taker.

2. How easily do you adapt when things go wrong financially?

- 1 Very uneasily.
- 2 Somewhat uneasily.
- 3 Somewhat easily.
- 4 Very easily.

3. When you think of the word "risk" in a financial context, which of the following words comes to mind first?

- 1 Danger.
- 2 Uncertainty.
- 3 Opportunity.
- 4 Thrill.

4. Have you ever invested a large sum in a risky investment mainly for the "thrill" of seeing whether it went up or down in value?

- 1 No.
- 2 Yes, very rarely.
- 3 Yes, somewhat rarely.
- 4 Yes, somewhat frequently.
- 5 Yes, very frequently.

5. If you had to choose between more job security with a small pay increase and less job security with a big pay increase, which would you pick?

- 1 Definitely more job security with a small pay increase.
- 2 Probably more job security with a small pay increase.
- 3 Not sure.
- 4 Probably less job security with a big pay increase.
- 5 Definitely less job security with a big pay increase.

6. When faced with a major financial decision, are you more concerned about the possible losses or the possible gains?

- 1 Always the possible losses.
- 2 Usually the possible losses.
- 3 Usually the possible gains.
- 4 Always the possible gains.

7. How do you usually feel about your major financial decisions after you make them?

- 1 Very pessimistic.
- 2 Somewhat pessimistic.
- 3 Somewhat optimistic.
- 4 Very optimistic.

8. **Imagine you were in a job where you could choose to be paid salary, commission or a mix of both. Which would you pick?**
- 1 All salary.
 - 2 Mainly salary.
 - 3 Equal mix of salary and commission.
 - 4 Mainly commission.
 - 5 All commission.
9. **What degree of risk have you taken with your financial decisions in the past?**
- 1 Very small.
 - 2 Small.
 - 3 Medium.
 - 4 Large.
 - 5 Very large.
10. **What degree of risk are you currently prepared to take with your financial decisions?**
- 1 Very small.
 - 2 Small.
 - 3 Medium.
 - 4 Large.
 - 5 Very large.
11. **Have you ever borrowed money to make an investment (other than for your home)?**
- 1 No.
 - 2 Yes.
12. **How much confidence do you have in your ability to make good financial decisions?**
- 1 None.
 - 2 A little.
 - 3 A reasonable amount.
 - 4 A great deal.
 - 5 Complete.
13. **Suppose that 5 years ago you bought stock in a highly regarded company. That same year the company experienced a severe decline in sales due to poor management. The price of the stock dropped drastically and you sold at a substantial loss.**
- The company has been restructured under new management and most experts now expect it to produce better than average returns. Given your bad past experience with this company would you buy stock now?**
- 1 Definitely not.
 - 2 Probably not.
 - 3 Not sure.
 - 4 Probably.
 - 5 Definitely.
14. **Investments can go up and down in value and experts often say you should be prepared to weather a downturn. By how much could the total value of all your investments go down before you would begin to feel uncomfortable?**
- 1 Any fall in value would make me feel uncomfortable.
 - 2 10%.
 - 3 20%.
 - 4 33%.
 - 5 50%.
 - 6 More than 50%.

15. Assume that a long-lost relative dies and leaves you a house which is in poor condition but is located in a suburb that's becoming popular.

As is, the house would probably sell for \$300,000, but if you were to spend about \$100,000 on renovations, the selling price would be around \$600,000.

However, there is some talk of constructing a major highway next to the house, and this would lower its value considerably.

Which of the following options would you take?

- 1 Sell it as is.
- 2 Keep it as is, but rent it out.
- 3 Take out a \$100,000 mortgage and do the renovations.

16. Most investment portfolios have a mix of investments - some of the investments may have high expected returns but with high risk, some may have medium expected returns and medium risk, and some may be low-risk/low-return. (For example, stocks and real estate would be high-risk/high-return whereas cash and CDs (certificates of deposit) would be low-risk/low-return.)

Which mix of investments do you find most appealing? Would you prefer all low-risk/low-return, all high-risk/high-return, or somewhere in between?

Please select one of the seven portfolios listed below.

Mix of Investment in Portfolio

Portfolio	High Risk/Return	Medium Risk/Return	Low Risk/Return
1	0%	0%	100%
2	0%	30%	70%
3	10%	40%	50%
4	30%	40%	30%
5	50%	40%	10%
6	70%	30%	0%
7	100%	0%	0%

17. You are considering placing one-quarter of your investment funds into a single investment. This investment is expected to earn about twice the CD (certificate of deposit) rate. However, unlike a CD, this investment is not protected against loss of the money invested.

How low would the chance of a loss have to be for you to make the investment?

- 1 Zero, i.e., no chance of loss.
- 2 Very low chance of loss.
- 3 Moderately low chance of loss.
- 4 50% of loss.

18. With some types of investment, such as cash and CDs (certificates of deposit), the value of the investment is fixed. However inflation will cause the purchasing power of this value to decrease.

With other types of investment, such as stocks and real estate, the value is not fixed. It will vary. In the short term it may even fall below the purchase price. However, over the long term, the value of stocks and real estate should certainly increase by more than the rate of inflation.

With this in mind, which is more important to you, that the value of your investments does not fall or that it retains its purchasing power?

- 1 Much more important that the value does not fall.
- 2 Somewhat more important that the value does not fall.
- 3 Somewhat more important that the value retains its purchasing power.
- 4 Much more important that the value retains its purchasing power.

19. In recent years, how have your personal investments changed?

- 1 Always toward lower risk.
- 2 Mostly toward lower risk.
- 3 No changes or changes with no clear direction.
- 4 Mostly toward higher risk.
- 5 Always toward higher risk.

20. When making an investment, return and risk usually go hand-in-hand. Investments which produce above average returns are usually of above average risk.

With this in mind, how much of the funds you have available to invest would you be willing to place in investments where both returns and risks are expected to be above average?

- 1 None.
- 2 10%.
- 3 20%.
- 4 30%.
- 5 40%.
- 6 50%.
- 7 60%.
- 8 70%.
- 9 80%.
- 10 90%.
- 11 100%.

21. Think of the average rate of return you would expect to earn on an investment portfolio over the next ten years. How does this compare with what you think you would earn if you invested the money in one-year CDs (certificates of deposit)?

- 1 About the same rate as from CDs.
- 2 About one and a half times the rate from CDs.
- 3 About twice the rate from CDs.
- 4 About two and a half times the rate from CDs.
- 5 About three times the rate from CDs.
- 6 More than three times the rate from CDs.

22. People often arrange their financial affairs to qualify for a government benefit or to obtain a tax advantage. However a change in legislation can leave them worse off than if they'd done nothing.

With this in mind, would you take a risk in arranging your affairs to qualify for a government benefit or obtain a tax advantage?

- 1 I would not take a risk if there was any chance I could finish up worse off.
- 2 I would take a risk if there was only a small chance I could finish up worse off.
- 3 I would take a risk as long as there was more than a 50% chance that I would finish up better off.

23. Imagine that you are borrowing a large sum of money at some time in the future. It's not clear which way interest rates are going to move - they might go up, they might go down, no one seems to know. You could take a variable interest rate that will rise and fall as the market rate changes. Or you could take a fixed interest rate which is 1% more than the current variable rate but which won't change as the market rate changes. Or you could take a mix of both.

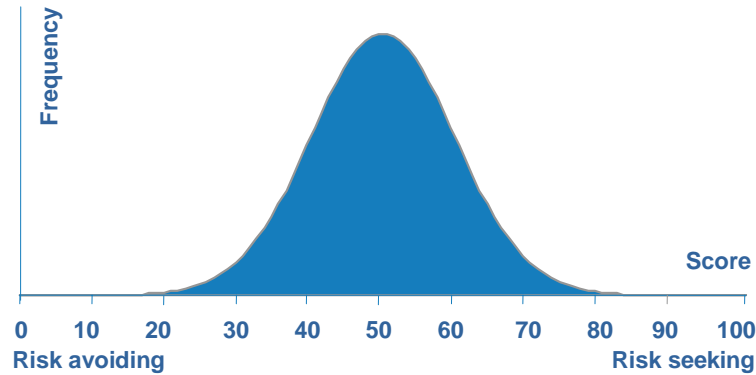
How would you prefer your loan to be made up?

- 1 100% variable.
- 2 75% variable, 25% fixed.
- 3 50% variable, 50% fixed.
- 4 25% variable, 75% fixed.
- 5 100% fixed.

24. Insurance can cover a wide variety of life's major risks – theft, fire, accident, illness, death, etc. How much coverage do you have?

- 1 Very little.
- 2 Some.
- 3 Considerable.
- 4 Complete.

25. This questionnaire is scored on a scale of 0 to 100. When the scores are graphed they follow the familiar bell-curve of the Normal distribution shown below. The average score is 50. Two-thirds of all scores are within 10 points of the average. Only 1 in 1000 is less than 20 or more than 80.



What do you think your score will be? _____

Demographic Questionnaire

Finally, a few questions about yourself to help us better understand the pattern of Risk Tolerance in our community. Please note that this section is optional and is not part of the scoring process.

1. **I am**
 - 1 Male.
 - 2 Female.

2. **My year of birth is 19_____**

3. **The highest education level I attained, or the closest equivalent, is**
 - 1 Did not complete high school.
 - 2 Completed high school.
 - 3 Trade or diploma qualification.
 - 4 University degree or higher qualification.

4. **Having in mind income from all sources - work, investment, family and government - into which income bracket does your personal before-tax income fall?**
 - 1 Under \$20,000.
 - 2 \$20,000 - \$49,999.
 - 3 \$50,000 - \$99,999.
 - 4 \$100,000 - \$199,999.
 - 5 \$200,000 - \$499,999.
 - 6 \$500,000 or over.

- 5a **Are you married (or in a de facto relationship)?**
 - 1 Yes.
 - 2 No.

- 5b **If “Yes”, into which income bracket does your combined before-tax income fall?**
 - 1 Under \$20,000.
 - 2 \$20,000 - \$49,999.
 - 3 \$50,000 - \$99,999.
 - 4 \$100,000 - \$199,999.
 - 5 \$200,000 - \$499,999.
 - 6 \$500,000 or over.

6. **How many people in your family, beside yourself, do you fully or partially support financially?**

7. **Think of your net worth as being what you own, including your family home and other personal-use assets, minus what you owe. Into which bracket does the value of your net worth fall? (If you are married or have a de facto partner, include only your share of jointly owned assets less your share of what you owe jointly.)**

1 Under \$10,000.	6 \$200,000 - \$499,999.
2 \$10,000 - \$24,999.	7 \$500,000 - \$999,999.
3 \$25,000 - \$49,999.	8 \$1,000,000 - \$1,999,999.
4 \$50,000 - \$99,999.	9 \$2,000,000 - \$4,999,999.
5 \$100,000 - \$199,999.	10 \$5,000,000 or over.

You may wish to review your answers before returning the questionnaire to your advisers. In order to have your Risk Tolerance report prepared, you must answer all 25 questions in the Risk Questionnaire. Now is the best time to check for omissions and correct any mistakes.

Once your answers are recorded in the FinaMetrica system they cannot be changed. This is done to ensure the integrity of the data. If, later, you wish to change an answer, this can only be done by entering a completely new set of answers which includes the change.