

Investor Profile Questionnaire

Client Information

Note: An Investor Profile Questionnaire (IPQ) must be completed with your client(s) to generate a risk profile to be applied to their plan(s). Any plans that share the same risk profile, time horizon and investment needs/objectives may be listed in the below section for the IPQ to be applied across all listed plans. For situations where the client(s) have plans that differ in risk profile, time horizon or investment needs/objectives, please complete a separate IPQ that states those specific needs/objectives and list the relevant plan(s) accordingly in the below section.

INDIVIDUAL CLIENT

LAST NAME:

FIRST NAME:

JOINT CLIENT

LAST NAME:

FIRST NAME:

YOUR PORTFOLIO

A portfolio is made up of at least one account and one overall objective.

If your portfolio has multiple accounts, each account may have separate needs and objectives to achieve one overall goal. For example, if you are seeking both income and growth, it may be best to maintain your interest bearing investments in a registered account and growth investments in a TFSA or a non-registered account.

This is particularly useful in exploiting the tax characteristics of each account's registration type.

PLANS

Please list the plan types that the results of this IPQ will be applied to:

Investment Knowledge

If you have a high level of investment knowledge*, you have a good understanding of the relative risk of various types of investments and understand how the level of risk taken affects potential returns. If you have very little knowledge of investments and financial markets, speculative and high risk investments and strategies are likely not suitable options for you.

1. Which statement best describes your knowledge of investments (**NOTE: for joint plans, if knowledge differs between owners, have one owner answer here and the other provide their answer in the representative notes section of the results page**)

Novice - Typically describes an investor with less than 1 year of experience and knowledge with investments and/or credit products. Very limited knowledge or experience with products including bonds, mortgages, stocks, mutual funds, term deposits and real estate.

Fair - Typically describes an investor with more than 1 year of experience with investments and/or credit products. Some knowledge or experience with products including bonds, mortgages, stocks, mutual funds, term deposits and real estate.

Good - Typically describes an investor with more than 5 years experience with investments and/or credit products. A reasonable knowledge or experience with products including bonds, mortgages, stocks, mutual funds, term deposits and real estate.

Sophisticated - Typically describes an investor with more than 5 years experience with investments and/or credit products. A strong knowledge and experience with products including bonds, mortgages, stocks, mutual funds, term deposits and real estate.

* Do not confuse "knowledge" with "experience". Holding investments for years does not guarantee knowledge.

Investments Needs and Objectives

Investment needs and objectives are the goal or result you want to achieve from investing. Understanding your investment goals helps determine the types of investments best suited to meet your needs. The investment products used to meet different goals have varying levels of risk and potential returns.



2. What is your primary goal for this portfolio:

Safety - I want to keep the money I have invested safe from short-term losses or readily available for short-term needs.
(Investments that will satisfy this objective include GICs and money market funds)

Income - I am less concerned about growing the value of my investments or having capital appreciation
(Investments that will satisfy this objective include fixed income investments such as funds that invest in bonds)

Balanced - I want to generate some income with some opportunity for the investments to grow in value.
(A balanced fund or a portfolio that includes at least 40% in fixed income investments and no more than 60% in equity funds will satisfy this objective)

Growth - I want to generate long-term growth from my investments.
(A portfolio with a relatively high proportion of funds that invest in equities will satisfy this objective if you also have a long time horizon and are willing and able to accept more risk)

Speculation - I want as much growth as possible and I can accept the loss of 100% of my portfolio.
(100% equity portfolio investing in specific market sectors and employing speculative strategies)

Investment Time Horizon

Your investment time horizon should reflect when you believe you will need to use the majority of funds in your investment portfolio. This will impact the different types of investments that may be suitable for you. For example, investors with longer time horizons (eg. 3 years or more) may invest in riskier investments such as equities and have a greater degree of flexibility when building a portfolio (although risk profile and investment needs and objectives must also be considered). Alternatively, investors with shorter time horizons may find conservative investments like GICs or money market funds to be more suitable.

3. When will you need more than 50% of the funds in your investment portfolio?

Less than 1 year

1 to < 3 years

3 to < 5 years

5 to < 10 years

10 years or more

Risk Capacity

Your financial situation including your assets, debt and the amount and stability of your income are all important factors when determining how much risk you can take with your investments. In addition, the larger the portion of your total assets that you are investing, the more conservative you might wish to be with this portion of your portfolio.

4. What is your annual income from all sources (**NOTE: for joint plans, answer using combined income of joint owners**)?

Less than \$25,000 (0 points)

\$25,000 - \$49,999 (2 points)

\$50,000 - \$74,999 (4 points)

\$75,000 - \$99,999 (6 points)

\$100,000 - \$199,999 (8 points)

\$200,000 - or more (10 points)

5. Your current and future income sources are:

Stable (10 points)

Somewhat stable (5 points)

Unstable (0 points)

6. How much of your monthly pay cheque do you put aside for savings and/or investments?

Greater than 12% (10 points)

6 - 12% (7 points)

1 - 5 % (3 points)

I do not save (0 points)

7. How would you classify your overall liquidity and financial solvency? (i.e., How readily are you able to meet your **short term** debt obligations (e.g. credit card debt, line of credit, student loan, car loan); your liquid assets to debt ratio (e.g., 0:100, 30:70, 50:50, 70:30, 100:0 respectively)).

No Liquid Assets and significant debt (0 points)

Little Liquid Assets and a fair amount of debt (2 points)

Some Liquid Assets and some debt (5 points)

Some Liquid Assets and little or no debt (7 points)

Significant Liquid Assets and little or no debt (10 points)



8. What is your estimated net worth (investments, cash, home and other real estate, less mortgage, loans and all other debts - **NOTE: for joint plans, answer using combined net worth of joint owners**)?

- Less than \$50,000 (0 points)
- \$50,000 - \$99,999 (2 points)
- \$100,000 - \$249,999 (4 points)
- \$250,000 - \$499,999 (6 points)
- \$500,000 - \$999,999 (8 points)
- \$1,000,000 - or more (10 points)

9. This investment account represents approximately what percentage of your total savings and investments (Total savings and investments include all the money you have in cash, savings, GICs, bonds, mutual funds, and stocks)

- Less than 25% (10 points)
- 25%-50% (8 points)
- 51%-75% (5 points)
- More than 75% (2 points)

10. What is your age group? (Your age is an important factors when constructing an investment portfolio. Younger investors may have portfolios that are primarily invested in equities to maximize potential growth if they also have a higher risk profile and long investment time horizon. Investors who are retired or near retirement are often less able to withstand losses and may have portfolios that are invested to maximize income and capital preservation - **NOTE: for joint plans, if age differs between owners, have the older owner answer here and the other provide their answer in the representative notes section of the results page**)

- Under 35 (20 points)
- 35-54 (15 points)
- 55-64 (10 points)
- 65-69 (5 points)
- 70 or older (0 points)

*Less than 10 points - Low
From 10 to 17 points - Low-Medium
From 18 to 30 points - Medium
From 31 to 47 points - Medium-High
From 48 points and Above - High*

Risk Capacity Points: _____

Risk Attitude

Your comfort level with risk is important in determining how conservatively or aggressively you should invest. Generally speaking, you need to consider accepting more risk if you want to pursue higher returns. If you decide to seek those potentially higher returns, you face the possibility of greater losses.

11. In making financial and investment decisions you are:

- Very conservative and try to minimize risk and avoid the possibility of any loss (0 points)
- Conservative but willing to accept a small amount of risk (3 points)
- Willing to accept a moderate level of risk and tolerate losses to achieve potentially higher returns (7 points)
- Aggressive and typically take on significant risk and are willing to tolerate large losses for the potential of achieving higher return (10 points)

12. The value of an investment portfolio will generally go up and down over time. Assuming that you have invested \$10,000, how much of a decline in your investment portfolio could you tolerate in a 12 month period?

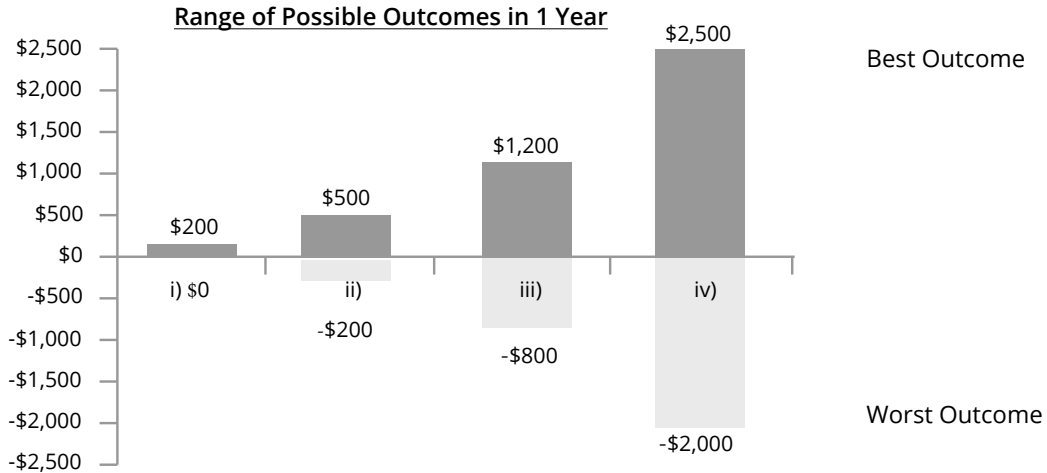
- I could not tolerate any loss (0 points)
- \$300 (-3%) (2 points)
- \$1,000 (-10%) (5 points)
- \$2,000 (-20%) (8 points)
- More than -\$2,000 (more than -20%) (10 points)

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

- Always the possible losses (0 points)
- Usually the possible losses (3 points)
- Usually the possible gains (7 points)
- Always the possible gains (10 points)

14. The chart below shows the greatest one year loss and the highest one year gain on four different investments of \$10,000. Given the potential gain or loss in any one year, which investment would you likely invest your money in:

- EITHER a loss of \$0 OR a gain of \$200 (0 points)
- EITHER a loss of \$200 OR a gain of \$500 (3 points)
- EITHER a loss of \$800 OR a gain of \$1,200 (7 points)
- EITHER a loss of \$2,000 OR a gain of \$2,500 (10 points)

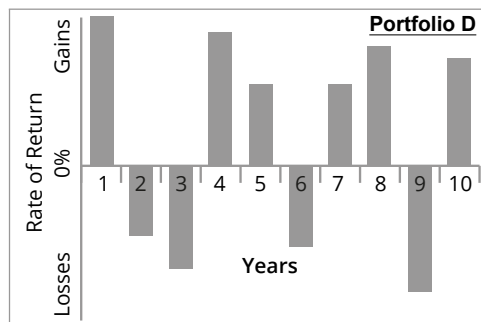
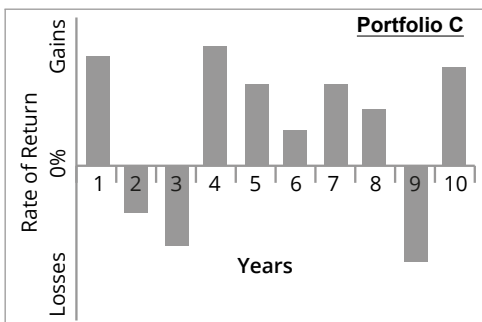
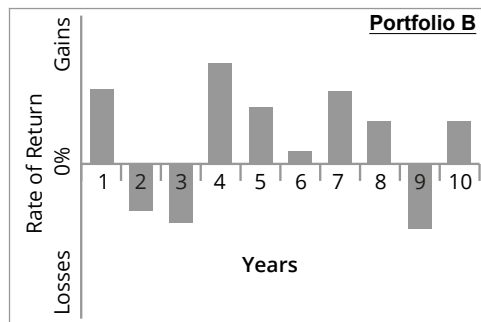
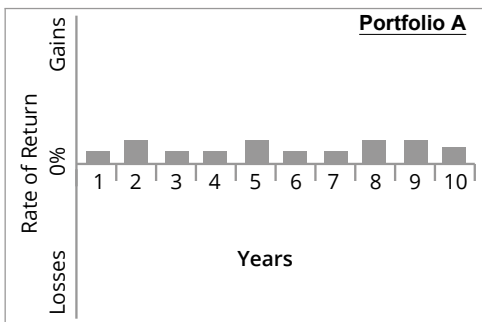


15. From September 2008 through November 2008, North American stock markets lost over 30%. If you currently owned an investment that lost over 30% in 3 months you would:

- Sell all of the remaining investment to avoid further losses (0 points)
- Sell a portion of the remaining investments protect some of your capital (3 points)
- Hold onto the investment and not sell any of the investment in the hopes of higher future returns (7 points)
- Buy more of the investment now that prices are lower (10 points)

16. Investments with higher returns typically involve greater risk. The charts below show hypothetical annual returns (annual gains and losses) of four different investment portfolios over a 10 year period. Keeping in mind how the returns fluctuate, which investment portfolio would you be most comfortable holding?

- Portfolio A (0 points)
- Portfolio B (3 points)
- Portfolio C (7 points)
- Portfolio D (10 points)



Less than 10 points - Low
 From 10 to 24 points - Low-Medium
 From 25 to 39 points - Medium
 From 40 to 54 points - Medium-High
 From 55 to 60 points - High

Risk Attitude Points: _____



Results

Your Investment Needs and Objective is (answer of Question 2):

Your Time Horizon is (answer of Question 3):

Your Risk Capacity **[A]** is :

Your Risk Attitude **[B]** is :

Your Resulting Risk Profile (the lower risk result between Risk Capacity **[A]** and Risk Attitude **[B]**) is:

In order of lowest risk results to highest risk: Low, Low-Medium, Medium, Medium-High, High

Representative Notes:

By completing and signing this form, you provide confirmation that you agree with the results of the investor profile questionnaire.

Client Signature: _____

Date: _____
MM/DD/YYYY

Joint Signature: _____

Date: _____
MM/DD/YYYY

Advisor Signature: _____

Advisor Name: _____

Date: _____
MM/DD/YYYY

Typical Asset Allocation for different Investor Profiles

1. Safety

You have a very low tolerance for risk and are unable to tolerate any investment losses or you have a very short investment time horizon. You prefer knowing that your capital is safe and are willing to accept lower returns to protect your capital.



Asset Allocation

- 100% Money Market / GICs

2. Income

You have a low tolerance for risk and potential loss of capital or a short investment time horizon. You are willing to accept some short term fluctuations and small losses in your investment in exchange for modest returns. The primary object of your investment portfolio will be to provide income by investing primarily in funds that invest in fixed-income securities. While capital appreciation is not a priority, a small portion of the portfolio may be invested in equity funds to provide the potential for some growth to offset the impact of inflation.



Asset Allocation

- 75% Fixed Income
- 25% Equities

3. Balanced

You have a low to medium tolerance for risk and loss of capital. You are willing to tolerate some fluctuations in your investment returns and moderate losses of capital. You have at least a medium term investment time horizon. The objective of your portfolio will be to provide a combination of income and long term capital growth and therefore the portfolio will include at least 40% in fixed income investments.



Asset Allocation

- 60% Equities 40% Fixed Income

4. Growth

You have a medium to high tolerance for risk and loss of capital. You are willing to tolerate large fluctuations in your investment returns and moderate to large losses of capital in exchange for potential long-term capital appreciation. You do not have any significant income requirements from your investments. You have at least a medium term investment time horizon.



Asset Allocation

- 80% Equities 20% Fixed Income

5. Speculation

Your tolerance for risk, portfolio volatility and investment losses is very high. You are willing to tolerate potentially significant and sustained price fluctuations and large losses of capital. You have extensive investment knowledge. You have no income requirements from your investments and have a long investment time horizon.



Asset Allocation

- 100% Equities that invest in specific market sector such as Exempt Market sector, or employ speculative trading strategies such as Bullion funds.