

Irish Life Attitude to Risk Questionnaire

Changes April 2015

The revised questions are listed below. Four of the original questions have been replaced with 8 new/revised questions to produce a new set of 15. The answers will continue to generate a score that leads to a risk profile from 1 to 7.

Q1. I would enjoy exploring investment opportunities for my money.

This was originally Q9

- a. I strongly agree with this statement
- b. I tend to agree with this statement
- c. In between
- d. I tend to disagree with this statement
- e. I strongly disagree with this statement

Q2. I would go for the best possible return even if there were risk involved.

This is a new Question

- a. Always
- b. Usually
- c. Sometimes
- d. Rarely
- e. Never

Q3. How would you describe your typical attitude when making important financial decisions?

This is a new Question

- a. Very adventurous
- b. Fairly adventurous
- c. Average
- d. Fairly cautious
- e. Very cautious

Q4. What amount of risk do you feel you have taken with your past financial decisions?

This is a new Question

- a. Very large
- b. Large
- c. Medium
- d. Small
- e. Very small

Q5. To reach my financial goal I prefer an investment which is safe and grows slowly but steadily, even if it means lower growth overall.

This is a new Question

- a. I strongly agree with this statement
- b. I tend to agree with this statement
- c. In between
- d. I tend to disagree with this statement
- e. I strongly disagree with this statement

Q6. When I consider investments that have an element of risk I feel quite anxious.

This is a new Question

- a. I strongly agree with this statement
- b. I tend to agree with this statement
- c. In between
- d. I tend to disagree with this statement
- e. I strongly disagree with this statement

Q7. Imagine that six months after making an investment the financial markets start to perform badly. In line with this, your own investment goes down by a significant amount. What would your reaction be?

This was originally Q2

- a. Transfer your money to a more secure investment product to reduce the risk of further losses
- b. Monitor the investment and wait to see if it improves
- c. Invest more funds to take advantage of the lower price, expecting future growth

Q8. I am looking for high investment growth. I am willing to accept the possibility of greater losses to achieve this.

This is a new Question

- a. I strongly agree with this statement
- b. I tend to agree with this statement
- c. In between
- d. I tend to disagree with this statement
- e. I strongly disagree with this statement

Q9. If you had money to invest, how much would you be willing to place in an investment with possible high returns but a similar chance of losing some of your money?

This was originally Q6

- a. All of it
- b. More than half
- c. Half
- d. Less than half
- e. None

Q10. How do you think that a friend who knows you well would describe your attitude to taking financial risks?

This was originally Q5

- a. Daring
- b. Sometimes daring
- c. A thoughtful risk taker
- d. Careful
- e. Very cautious and risk averse

Q11. If you had picked an investment with potential for large gains but also the risk of large losses how would you feel:

This was originally Q1

- a. Panicked and very uncomfortable
- b. Quite uneasy
- c. A little concerned
- d. Accepting of the possible highs and lows
- e. Excited by the potential for gain

Q12. Imagine that you have some money to invest and a choice of two investment products, which option would you choose?

This is a new Question

- a. A product with a low average annual return with almost no risk of loss of the initial investment
- b. A product with a higher average annual return but some risk of losing part of the initial investment
- c. A mixture of the above

Q13. I would prefer small certain gains to large uncertain ones

This is a new Question

- a. I strongly agree with this statement
- b. I tend to agree with this statement
- c. In between
- d. I tend to disagree with this statement
- e. I strongly disagree with this statement

Q14. When considering a major financial decision which statement BEST describes the way you think about the possible losses or the possible gains?

This was originally Q3

- a. I'm excited about the possible gains
- b. I'm optimistic about possible gains
- c. I think about both the possible gains and losses
- d. I am conscious of the possible losses
- e. I worry about the possible losses

Q15. I want my investment money to be safe even if it means lower returns

This was originally Q10

- a. I strongly agree with this statement
- b. I tend to agree with this statement
- c. In between
- d. I tend to disagree with this statement
- e. I strongly disagree with this statement