

1.3 Inflation

		Point(s)	Client 1	Client 2
1.3.1	Inflation is a rise in the general level of prices of goods over time which can reduce your spending power. How much risk are you prepared to take to counteract the effects of inflation?			
a.	I am comfortable with short to medium term losses in order to beat inflation over the longer term	1	<input type="checkbox"/>	<input type="checkbox"/>
b.	I am conscious of the effects of inflation, but would prefer a position that limits short to medium term losses	3	<input type="checkbox"/>	<input type="checkbox"/>
c.	Inflation may erode my savings over the long term, but I have little tolerance for short to medium term losses	5	<input type="checkbox"/>	<input type="checkbox"/>

1.4 Volatility

		Point(s)	Client 1	Client 2
1.4.1	Most investments can fluctuate both up and down i.e. volatility. How much could your investment fall in value over a 12 month period before you feel concerned and anxious?			
a.	More than 50%	1	<input type="checkbox"/>	<input type="checkbox"/>
b.	Up to 50%	2	<input type="checkbox"/>	<input type="checkbox"/>
c.	Up to 25%	3	<input type="checkbox"/>	<input type="checkbox"/>
d.	Up to 10%	4	<input type="checkbox"/>	<input type="checkbox"/>
e.	Up to 5%	5	<input type="checkbox"/>	<input type="checkbox"/>
f.	Any fall in the value of my investments would make me feel concerned and anxious	6	<input type="checkbox"/>	<input type="checkbox"/>
1.4.2	What would your reaction be if six months after placing your investment you discover that, in line with what is happening in the financial markets generally, your portfolio had decreased in value by 20%?			
a.	I would invest a large amount of additional funds expecting future growth	1	<input type="checkbox"/>	<input type="checkbox"/>
b.	I would invest a small amount of additional funds expecting future growth	2	<input type="checkbox"/>	<input type="checkbox"/>
c.	I would leave the investment in place and wait to see if the investment improves	3	<input type="checkbox"/>	<input type="checkbox"/>
d.	I would cut my losses and transfer some of my funds into more secure asset sectors	4	<input type="checkbox"/>	<input type="checkbox"/>
e.	I would cut my losses and transfer all of my funds into more secure assets e.g. bank account, as I did not intend to take any risks	5	<input type="checkbox"/>	<input type="checkbox"/>

1.5 Investment Performance

		Point(s)	Client 1	Client 2
1.5.1	Would you be more concerned about the potential gains or possible losses when you are considering your investment options?			
a.	Potential gains	1	<input type="checkbox"/>	<input type="checkbox"/>
b.	Equally interested in the possible losses and potential gains	3	<input type="checkbox"/>	<input type="checkbox"/>
c.	Possible losses	5	<input type="checkbox"/>	<input type="checkbox"/>
1.5.2	Over the longer term, what return do you reasonably expect to achieve from your investment portfolio?			
a.	8% or above per annum	1	<input type="checkbox"/>	<input type="checkbox"/>
b.	6-8% per annum	2	<input type="checkbox"/>	<input type="checkbox"/>
c.	4-6% per annum	3	<input type="checkbox"/>	<input type="checkbox"/>
d.	2-4 % per annum	4	<input type="checkbox"/>	<input type="checkbox"/>
e.	0-2% per annum	5	<input type="checkbox"/>	<input type="checkbox"/>