



Investor questionnaire

1. I plan to begin taking money from my investments in ...

- 1 year or less
- 1 – 2 years
- 3 – 5 years
- 6 – 10 years
- 11 – 15 years
- More than 15 years

2. As I withdraw money from these investments, I plan to spend it over a period of ...

- 2 years or less
- 3 – 5 years
- 6 – 10 years
- 11 – 15 years
- More than 15 years

3. When making a long-term investment, I plan to keep the money invested for ...

- 1 – 2 years
- 3 – 4 years
- 5 – 6 years
- 7 – 8 years
- More than 8 years

4. From September 2008 through November 2008, stocks lost more than 31%. If I owned a stock investment that lost about 31% in 3 months, I would ... (*If you owned stocks or stock funds during this period, select the answer that corresponds to your actual behavior.*)

- Sell all of the remaining investment.
- Sell a portion of the remaining investment.
- Hold onto the investment and sell nothing.
- Buy more of the investment.

5. Generally, I prefer investments with little or no fluctuation in value, and I'm willing to accept the lower return associated with these investments.

- Strongly disagree
- Disagree
- Somewhat agree
- Agree
- Strongly agree

6. During market declines, I tend to sell portions of my riskier assets and invest the money in safer assets.

- Strongly disagree
- Disagree
- Somewhat agree
- Agree
- Strongly agree

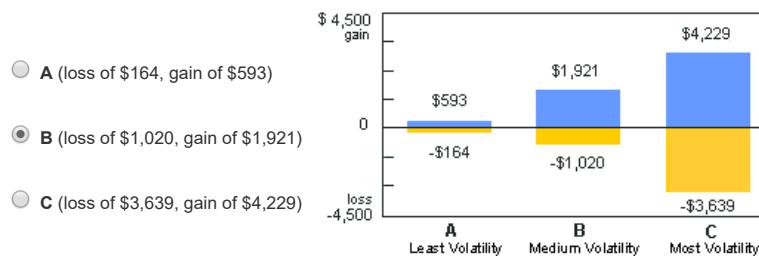
7. I would invest in a mutual fund or ETF (exchange-traded fund) based solely on a brief conversation with a friend, co-worker, or relative.

- Strongly disagree
- Disagree
- Somewhat agree
- Agree
- Strongly agree

8. From September 2008 through October 2008, bonds lost nearly 4%. If I owned a bond investment that lost almost 4% in 2 months, I would ... (*If you owned bonds or bond funds during this period, select the answer that corresponds to your actual behavior.*)

- Sell all of the remaining investment.
- Sell a portion of the remaining investment.
- Hold onto the investment and sell nothing.
- Buy more of the investment.

9. The chart below shows the greatest 1-year loss and the highest 1-year gain on 3 different hypothetical investments of \$10,000.* Given the potential gain or loss in any 1 year, I would invest my money in ...



*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 (for example, salary, Social Security, pension) are ...

- Very unstable
- Unstable
- Somewhat stable
- Stable
- Very stable

11. When it comes to investing in stock or bond mutual funds or ETFs—or individual stocks or bonds—I would describe myself as ...

- Very inexperienced
- Somewhat inexperienced
- Somewhat experienced
- Experienced
- Very experienced

My current asset allocation

Enter the current asset allocation in whole numbers. Your percentages must total 100%. If you don't enter any percentages, the questionnaire will assume that 100% of your assets are in short-term reserves.

Short-term reserves %

Bonds %

Stocks %

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