CONFIDENTIAL RISK ASSESSMENT

IAMS | Wealth Management

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INVESTOR RISK PROFILE

Please complete the following risk profile questionnaire to assist us in identifying your investment philosophy and attitude towards risk. The results of this questionnaire will define your risk tolerance; helping us narrow the investment portfolios and allocations that may be appropriate for meeting your specific financial objectives.

1 WHAT IS YOUR AGE ?

AGE	POINTS	
Over 66	2.5 Points	☐
56 - 65	5 Points	☐
45 - 55	7.5 Points	☐
Under 45	10 Points	☐

2 TIME FRAME

How many years can you let your money grow before you will need to tap into your nest egg? (This is important because a "fully-invested" investor must be able to withstand down cycles).

YEARS	POINTS	
1 - 2	2.5 Points	☐
3 - 5	5 Points	☐
6 - 10	7.5 Points	☐
11+	10 Points	☐

3 FINANCIAL CUSHION

Consider your total financial position and the cushion you have set aside for emergencies. This will help us determine how much risk you may prudently take in your investing.

SAVINGS	POINTS	
Little outside savings set aside, hence preservation of principal is very important	2.5 Points	☐
Some savings set aside and are willing to take some risk for marginal returns	5 Points	☐
Reasonable savings set aside and are willing to take moderate risk for moderate returns	7.5 Points	☐
Ample savings set aside (house paid off, CDs, insurance, etc.) hence you feel comfortable taking larger risks for maximum return potential	10 Points	☐

4 YEARS UNTIL RETIREMENT

Where are you in relation to retirement? The farther you are from retirement, the more risk you may take.

YEARS UNTIL RETIRED:	POINTS	
0 - 2 Years	2.5 Points	☐
3 - 5 Years	5 Points	☐
6 - 10 Years	7.5 Points	☐
11+ Years	10 Points	☐

5 NEED FOR INCOME

How important is current income to you in the near term? Will you depend on income from your investment account for living expenses?

INVESTMENT INCOME IS:	POINTS	
Critical	2.5 Points	☐
Needed to a large degree	5 Points	☐
Needed to a minor degree	7.5 Points	☐
Not important	10 Points	☐

6 INVESTING ATTITUDE

Your current attitude toward investing over the next decade will help dictate what type of strategy you could adopt and how much risk your investments could entail.

ATTITUDE:	POINTS	
I cannot afford any significant loss of capital regardless of potential return	2.5 Points	☐
If I can get ample income from bonds, it is not worth suffering through the ups and downs of the stock market	5 Points	☐
If I can get a moderate return on my money, I am willing to sit through some fluctuations in my investments	7.5 Points	☐
Higher risk investments tend to earn higher returns than lower risk investments, and I want higher returns so I am willing to take higher risks	10 Points	☐

7. SPECIAL CIRCUMSTANCES
Are there any circumstances you can envision, outside the usual contributions and withdrawals, that might necessitate the immediate liquidation of a major portion of your portfolio?

Liquidation:	Points	
Full portfolio could be liquidated	2.5 Points	☐
Major liquidations	5.0 Points	☐
Some small liquidations	7.5 Points	☐
No liquidations planned	10 Points	☐

8. PRIMARY OBJECTIVE
Think about your personal investment goals

Primary Objective:	Points	
Capital Preservation- emphasis on maximizing principal stability; future growth of income and principal are of minor importance; short investment time horizon and a low tolerance for big fluctuations in current income.	2.5 Points	☐
Current Income - emphasis on providing a high level of current income; future growth of income and principal are secondary objectives.	5.0 Points	☐
Moderate Growth - approximately equal emphasis on current income and potential for future appreciation and income growth.	7.5 Points	☐
Aggressive Growth - emphasis on future appreciation, not current income; year-to-year principal stability is not important.	10 Points	☐

9. RETURNS
Over the past 70+ years, the investment vehicles below returned approximately the following average yearly gains:

Stocks	11.0%	Cash (T-bills)	3.7%
Bonds	5.2%	Inflation	3.7%

Knowing this, what would you consider to be a reasonable average annual return for your portfolio?

	Points	
Less than 4%	2.5 Points	☐
4% - 8%	5.0 Points	☐
9% - 12%	7.5 Points	☐
13% or More	10 Points	☐

10. DOWN MARKETS
The table below indicates how much the stock market has fallen in any given year over the last several decades:

	How often to expect this
Routine Decline (5- 9%)	About 3 times a year
Modest Correction (10-14%)	About once a year
Severe Correction (15-19%)	About once every 2 years
Bear Market (20%+)	About every 3 years

Assume you have $1,000,000 invested and that sum represents your entire savings. Given the information in the table above, at what level would you become uncomfortable given your $1,000,000 investment?

	Points	
$950,000	2.5 Points	☐
$900,000	5.0 Points	☐
$850,000	7.5 Points	☐
$800,000	10 Points	☐

Based on your total score, see the chart on the following page to determine the investment risk classification that best meets your objectives.

	POINTS
AGE	☐
TIME FRAME	☐
FINANCIAL CUSHION	☐
YEARS TO RETIREMENT	☐
NEED FOR INCOME	☐
INVESTING ATTITUDE	☐
SPECIAL CIRCUMSTANCES	☐
PRIMARY OBJECTIVE	☐
RETURNS	☐
DOWN MARKETS	☐

Your Total Score: ☐

WHAT YOUR SCORE MEANS

Score	Risk Level	Investment Plan Objective and Characteristics
0 - 25	Conservative	You seek the Capital Preservation of your current assets.
26 - 50	Moderate: Income & Growth	You seek to generate income first then target growth as the secondary objective.
50 - 75	Moderate: Assertive Growth	You seek to generate increased growth through the addition of risk in search of larger returns.
76 - 100	Aggressive	You seek maximum growth and accept larger interim losses in the pursuit of it.

The scores reached by tabulating your answers are only one tool used in evaluating the suitability of various investment alternatives.

CLIENT AGREEMENT

I have answered all the questions based on my current financial situation and needs. Whenever my circumstances or investment attitude changes, I will contact my Investment Advisor to discuss what, if any, changes would be appropriate at such time.

CLIENT 1	CLIENT 2
Signature	Signature
Print Name	Print Name
Date	Date