There are enough things in life to worry about. Money shouldn't be one of them. Let us show you how™.

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Wealth Management

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Choose to be Worry Free™

Risk Profile
QUESTIONAIRE

Polson Bourbonniere Derby
WEALTH MANAGEMENT

iA Private Wealth™

Client name ____________________ **Date** ____________

1 What is your age?

- ❒ Over 65
- ❒ 51 - 65
- ❒ 41 - 50
- ❒ 31 - 40
- ❒ 30 and under

2 What is your annual household income (before tax)?

- ❒ Less than $50,000
- ❒ $50,001 - $100,000
- ❒ $100,001 - $150,000
- ❒ Over $150,000

3 Your Investment time horizon is…

- ❒ Less than 3 years
- ❒ 3 - 5 years
- ❒ 5 - 10 years
- ❒ 10 + years or lifetime

4 Currently your main objective for this investment account is to…

- ❒ Maintain the purchasing power of your original investment
- ❒ Generate regular cash flow to meet ongoing expenses
- ❒ Grow your account and draw regular income from the account
- ❒ Grow your account and not draw any income from the account
- ❒ Aggressively grow your account to maximize its value

5 The following best describes my need for current income from investments.

- ❒ I require a high amount of current income
- ❒ I require some current income
- ❒ I require a modest degree of current income (interest plus dividends)
- ❒ I do not require current income

6 Even though growth investments may have a higher potential for returns over the long term (i.e. 10+ years), I am more comfortable with predictable returns (i.e. GIC's, savings accounts), even if they are lower.

- ❒ Strongly agree
- ❒ Agree
- ❒ Neutral
- ❒ Disagree
- ❒ Strongly disagree

7 Given your financial goals, how much volatility are you willing to assume to achieve your portfolio's expected return?

- ❒ Very low volatility; uncomfortable with portfolio declines
- ❒ Low-to-medium volatility; willing to accept occasional small losses
- ❒ Medium volatility; comfortable with periodic declines in some years
- ❒ Medium-to-high volatility; willing to accept significant fluctuations
- ❒ High volatility; comfortable with substantial fluctuations and periods of losses in pursuit of higher long-term growth

8 How much temporary decline in your investment portfolio could you tolerate over a one-year period?

- ❒ 0%
- ❒ - 5%
- ❒ - 10%
- ❒ - 15%
- ❒ More than - 15%

9 Which of the following statements best describes your reaction if the value of your portfolio suddenly declined by 15%?

- ❒ I would be very concerned because I cannot accept fluctuations in the value of my portfolio
- ❒ I invest for long-term growth but would be concerned about even a temporary decline
- ❒ If the amount of income I recived was unaffected, it would not bother me
- ❒ I invest for long-term growth and accept temporary changes due to market fluctuation

10 Assuming that your portfolio decreased in value over a one year period, consistent with other investments of its kind in a year when markets are performing poorly overall, you decide to…

- ❒ Cut your losses, sell your investments and hold cash or purchase GICs with your entire account balance
- ❒ Hold on to half of your account as it is invested and sell the other half to hold cash or purchase GICs
- ❒ Watch the portfolio, and if performance does not improve in 6 months, you will reassess the situation
- ❒ Hold the portfolio and make no changes, you understand that markets can have a number of consecutive poorly performing years Invest additional money in the markets to take advantage of lower current cost

11 What do you expect the overall average return on your investment portfolio to be over the long term (i.e. 10+ years) before tax and inflation?

- ❒ 0 - 2%
- ❒ 1% - 3%
- ❒ 4% - 7%
- ❒ 5% - 9%
- ❒ More than 9%

12 Would you be comfortable increasing investment risk if it could result in both higher potential returns and larger potential losses

- ❒ Be unlikely to take more risk
- ❒ Be willing to take a little more risk with some of your overall portfolio
- ❒ Be willing to take a lot more risk with some of your overall portfolio
- ❒ Be willing to take a lot more risk with most of your portfolio

13 Choose a scenario that best describes the way you monitor investments…

- ❒ I look forward to reviewing my portfolio on a daily basis
- ❒ I make a point to review my portfolio regularly and at least once a month
- ❒ I review my portfolio on a quarterly basis
- ❒ I only review my portfolio once a year

14 Now is a great time to invest in the market.

- ❒ Strongly disagree
- ❒ Disagree
- ❒ Neutral
- ❒ Agree
- ❒ Strongly agree

Advisor and/or Client additional comments:

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Client Signature: ____________________