

# Risk Tolerance Questionnaire

SEI uses four elements to recommend a suitable strategy for you: 1) your risk tolerance; 2) your selection of a desired investment time horizon; 3) your tax sensitivity and 4) your selection of an investment objective.

Please make your selections for each of these elements below.

## 1. What best describes your current situation? (select one)

- A. Income and expenses are expected to rise and investable assets are accumulating (e.g., early career)
- B. Income and expenses are relatively steady and savings are growing modestly (e.g., mid/late career)
- C. Income and expenses are relatively steady and savings are growing significantly (e.g., mid/late career)
- D. Income and expenses are declining and/or savings are being used to maintain desired lifestyle (e.g., retirement)

### ANSWER 1

- A
- B
- C
- D

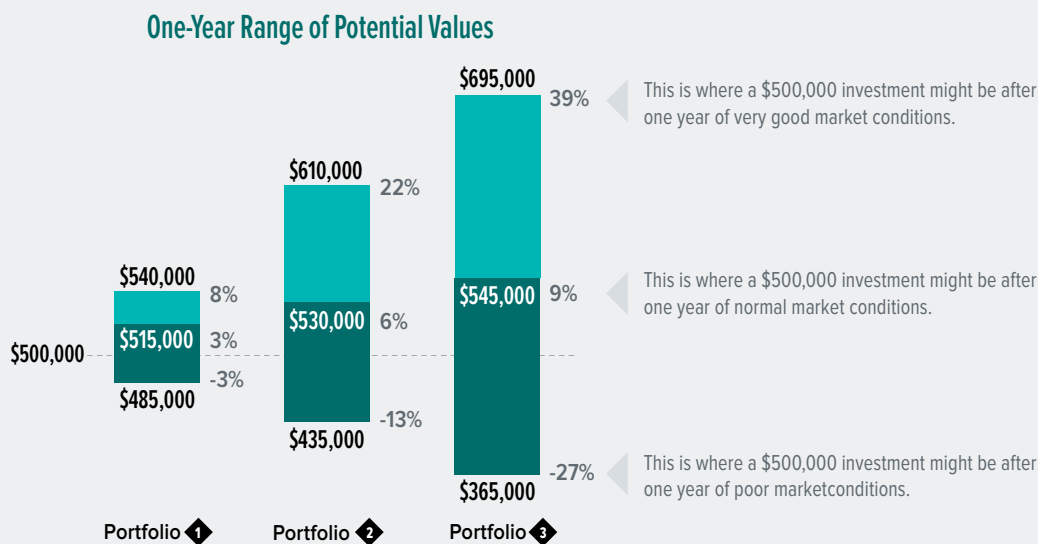
## 2. What is your greatest concern? (select one)

- A. Not growing my assets significantly over time; I am willing to assume higher risk for higher return potential
- B. Losing money in a market downturn along the way
- C. Losing more money than a certain amount within a given time frame (e.g., retirement)
- D. Not having certainty around achieving my wealth goal in the remaining time

### ANSWER 2

- A
- B
- C
- D

## 3. Each year, the value of your portfolio fluctuates as markets change. If you invested \$500,000, which of the following portfolios below would you choose? (select one)



### ANSWER 3

- Portfolio 1
- Portfolio 2
- Portfolio 3

These portfolios are strictly hypothetical and for illustrative purposes only.

## 4. In addition to the information already provided with respect to your preferences for certain investment types, what describes you best? (select one)

- A. I am a long-term investor focused on growing my assets
- B. I want to plan long-term but have a hard time shrugging off moderate-to-severe losses
- C. I need stable cash flows to meet my living expenses
- D. I am focused on preserving capital; I don't mind if this approach sacrifices return potential

### ANSWER 4

- A
- B
- C
- D

5. If I look at my account statement and there is a moderate loss, my primary reaction is (select one)

ANSWER 5

- A. Do nothing, I lost money and am unhappy but am willing to stick with it until a recovery
- B. Sell all of the investment; I don't like losses
- C. Buy more; I am okay with temporary losses, because they present opportunities
- D. Sell half; I can't lose all my money

- A
- B
- C
- D

6. If your portfolio experienced a market correction declining 10%, how would you feel?

ANSWER 6

- A. Anxious
- B. Concerned, but understand that the market does fluctuate over time
- C. Indifferent; I am focused on long-term growth
- D. Fine; short-term fluctuations do not concern me in the least

- A
- B
- C
- D

7. From what source was this proposed account obtained? (select one per account)

ANSWER 7

- A. Investment activities, personally taking market risks
- B. Entrepreneurial activities, personally taking business risks
- C. Inheritance or other large, one-time payment
- D. Accumulated savings over a long period of secure employment

- | ACCT 1                  | ACCT 2                  | ACCT 3                  |
|-------------------------|-------------------------|-------------------------|
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| <input type="radio"/> B | <input type="radio"/> B | <input type="radio"/> B |
| <input type="radio"/> C | <input type="radio"/> C | <input type="radio"/> C |
| <input type="radio"/> D | <input type="radio"/> D | <input type="radio"/> D |

8. If this proposed account suffered a temporary decline, could you cover your immediate cash-flow (i.e., expenses) needs from other sources of assets? (select one per account)

ANSWER 8

- A. No. There are no other assets that I could use to cover my immediate cash-flow needs
- B. Yes. I have other assets that I could use to cover my immediate cash-flow needs, but it would be difficult to access them
- C. Yes. I have other assets that I could use to cover my immediate cash-flow needs
- D. This proposed account is not expected to fund any spending

- | ACCT 1                  | ACCT 2                  | ACCT 3                  |
|-------------------------|-------------------------|-------------------------|
| <input type="radio"/> A | <input type="radio"/> A | <input type="radio"/> A |
| <input type="radio"/> B | <input type="radio"/> B | <input type="radio"/> B |
| <input type="radio"/> C | <input type="radio"/> C | <input type="radio"/> C |
| <input type="radio"/> D | <input type="radio"/> D | <input type="radio"/> D |

9. Select your time horizon (select one per account)

ANSWER 9

- A. Less than 3 years
- B. 3-8 years
- C. 9-15 years
- D. 16-20 years
- E. Greater than 20 years

- | ACCT 1                  | ACCT 2                  | ACCT 3                  |
|-------------------------|-------------------------|-------------------------|
| <input type="radio"/> A | <input type="radio"/> A | <input type="radio"/> A |
| <input type="radio"/> B | <input type="radio"/> B | <input type="radio"/> B |
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| <input type="radio"/> D | <input type="radio"/> D | <input type="radio"/> D |
| <input type="radio"/> E | <input type="radio"/> E | <input type="radio"/> E |

10. How important is it for you to achieve the investment objective for these assets? (select one per account)

ANSWER 10

- A. Highly important; this is a number-one priority
- B. Medium importance; I would like to do this, but can live without it
- C. Less important; this is not necessary

- | ACCT 1                  | ACCT 2                  | ACCT 3                  |
|-------------------------|-------------------------|-------------------------|
| <input type="radio"/> A | <input type="radio"/> A | <input type="radio"/> A |
| <input type="radio"/> B | <input type="radio"/> B | <input type="radio"/> B |
| <input type="radio"/> C | <input type="radio"/> C | <input type="radio"/> C |