

# Risk Tolerance

Please clearly mark only one answer per question.

## 1. Risk Tolerance

The client believes maximizing long-term returns is more important than protecting the principal value of this investment account(s).

- Agree 8
- Somewhat Agree 6
- Somewhat Disagree 2
- Disagree 0

## 2. Investment Attitude

What is the client's general attitude toward investing?

- The client wants to maximize the return on this investment account(s) and is willing to accept large fluctuations in value. The client understands and accepts that aggressive investments can result in substantial losses to investment principal. 8
- The client is willing to accept considerable risk in order to pursue higher long-term returns. While capital preservation is important over a long time frame, the client is willing to accept significant short-term fluctuations in this investment account(s). 6
- The client is willing to accept moderate risk in order to pursue somewhat higher long-term returns. Both reducing risk and enhancing returns are important to the client. 2
- The client is most concerned with preserving the principal value of this investment account(s). The client is comfortable with lower returns associated with more conservative investments. 0

## 3. Temperament

What approximate loss in any one-year period is the client willing to accept before seriously considering liquidation of this investment account(s)?

- Greater than (25%) loss 8
- (16%) to (25%) loss 6
- (11%) to (15%) loss 4
- (5%) to (10%) loss 2
- Minimal loss 0

## 4. Expected Return

On a long-term basis, what average annual rate of return best reflects the client's objective for "total return" on this investment account(s)?

- More than 10% per year 8
- 9% to 10% per year 6
- 7% to 8% per year 4
- 4% to 6% per year 2
- Less than 4% per year 0

## 5. Loss Recovery

The client is willing to wait several years in an attempt to recover from losses incurred in an extended down market.

- Agree 8
- Somewhat Agree 6
- Somewhat Disagree 2
- Disagree 0

## 6. Current Resources

The client has sufficient income to provide for any current financial needs and adequate resource for potential emergencies.

- Agree 10
- Somewhat Agree 7
- Somewhat Disagree 3
- Disagree 0

## INVESTOR PROFILE SCORING MATRIX

Conservative	10 or less
Moderately Conservative	11 - 30
Moderate	31 - 50
Moderate Growth	51 - 70
Moderately Aggressive Growth	71 - 90
Aggressive Growth	91 - 100

## 7. Investment Income

When does the client expect this investment account(s) to provide a regular source of income?

- More than 20 years or never 10
- 11 to 20 years 8
- 6 to 10 years 5
- 3 to 5 years 2
- Less than 3 years 0

## 8. Time Horizon

How long does the client intend to maintain this investment account(s)?

- More than 20 years 10
- 11 to 20 years 8
- 6 to 10 years 5
- 3 to 5 years 2
- Less than 3 years 0

## 9. Liquidity

When does the client expect to begin taking principal withdrawals from this investment account(s)?

- More than 20 years or never 10
- 11 to 20 years 8
- 6 to 10 years 5
- 3 to 5 years 2
- Less than 3 years 0

## 10. Investable Assets

What percentage of the client's total investable assets (excluding primary residence) will this investment account(s) represent?

- Less than 20% 10
- 20% to 40% 8
- 41% to 60% 5
- 61% to 80% 2
- 81% to 100% 0
- Refuse to disclose 0

## 11. Investment Experience

The client has prior experience with and understands the concept of investment risk related to stocks, bonds, mutual funds, and other investments (excluding primary residence).

- Agree 5
- Somewhat Agree 4
- Somewhat Disagree 1
- Disagree 0

## 12. Portfolio Evaluation

What is an adequate time frame for evaluating portfolio returns?

- More than 10 years 5
- 6 to 10 years 4
- 4 to 5 years 3
- 1 to 3 years 1
- Less than 1 year 0

\_\_\_\_\_  
Client Initials

\_\_\_\_\_  
Date

## Risk Tolerance Classifications

Your account has been assigned one of six Risk Tolerance classifications, as defined below, based on responses to the Stifel Risk Assessment associated with your account. Your risk tolerance for an account should reflect the amount of risk you are comfortable with for that account. It is important to notify Stifel when there are material changes in your financial condition or risk tolerance.

1. **Conservative:** A Conservative investor values protecting principal over seeking appreciation. This investor is comfortable accepting lower returns for a higher degree of liquidity and/or stability. Typically, a Conservative investor primarily seeks to minimize risk and loss of principal.
2. **Moderately Conservative:** A Moderately Conservative investor values principal preservation, but is comfortable accepting a small degree of risk and volatility to seek some degree of appreciation. This investor desires greater liquidity, is willing to accept lower returns, and is willing to accept minimal losses.
3. **Moderate:** A Moderate investor values reducing risks and enhancing returns equally. This investor is willing to accept modest risks to seek higher long-term returns. A Moderate investor may endure a short-term loss of principal and lower degree of liquidity in exchange for long-term appreciation.
4. **Moderate Growth:** A Moderate Growth investor values higher long-term returns and is willing to accept considerable risk. This investor is comfortable with short-term fluctuations in exchange for seeking long-term appreciation. The Moderate Growth investor is willing to endure larger short-term losses of principal in exchange for the potential of higher long-term returns. Liquidity is a secondary concern to a Moderate Growth investor.
5. **Moderately Aggressive:** A Moderately Aggressive investor primarily values higher long-term returns and is willing to accept significant risk. This investor believes higher long-term returns are more important than protecting principal. A Moderately Aggressive investor may endure large losses in favor of potentially higher long-term returns. Liquidity may not be a concern to a Moderately Aggressive investor.
6. **Aggressive:** An Aggressive investor values maximizing returns and is willing to accept substantial risk. This investor believes maximizing long-term returns is more important than protecting principal. An Aggressive investor may endure extensive volatility and significant losses. Liquidity is generally not a concern to an Aggressive investor.

In any given strategy, depending upon an individual's investment objective(s), risk tolerance, and individual circumstances, an investor may utilize margin borrowing in his or her investment portfolio. Margin borrowing will leverage your investments and increase the risks to your investment equity. If there is a declining account value, additional deposits may be required and/or there may be a need to sell securities in your account. It is possible to lose more than your investment equity. Please visit [www.stifel.com](http://www.stifel.com) | Important Disclosures | Margin Disclosure and consult your Financial Advisor regarding any questions.

There are no guarantees that the objectives within each risk classification will be met.