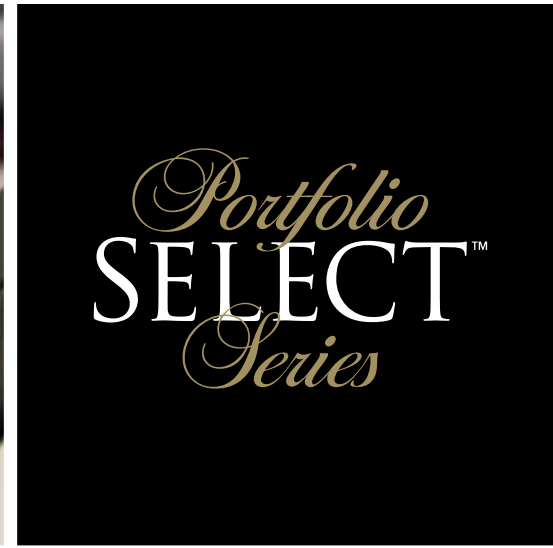


# Investor Profile Questionnaire



## Investor Profile Questionnaire

Making a wise investment choice is dependent on a proper and prudent assessment of your profile as an investor. This Investor Profile Questionnaire is a starting point for you and your advisor to work together to prepare your investment plan. These questions encompass the major areas: your current personal and financial situation; your investment objectives and risk tolerance; your investment knowledge and experience.

The information provided through this exercise is used to prepare your Investment Policy Statement (IPS) – a document generated to reflect an investment strategy that might be appropriate for you. Your IPS details your proposed asset allocation, which is an important step in structuring your portfolio.

When thoughtfully and accurately completed, this profile can be an effective tool that will assist your advisor in recommending a portfolio best suited for you.

Our research and experience illustrates that investment success over the long term is directly related to your ability to tolerate and understand short-term volatility. Achieving greater returns often means taking greater risks, which can lead to more volatility and affect the value of your investment. If you do not have a portfolio that you are comfortable with during down markets, then you'll be less likely to stay the course for the long run. That is why many of these questions focus on your tolerance for risk.

Before you begin completing this questionnaire, there are two important points to consider:

- Portfolio Select Series was created to meet your long-term investment objectives. You should be prepared to remain invested for a full economic cycle (typically lasting five to 10 years). Some investment solutions require an entire economic cycle to mature and a five-year time horizon allows most short-term market fluctuations to even out, reducing the risks associated with making substantial withdrawals at inopportune times. If you are fairly certain that you will require a substantial portion (20% or more) of your portfolio in less than five years, you should speak to your advisor about your needs.
- Your personal and financial circumstances change over time. It is important to review your portfolio on a regular basis with your advisor.

The questionnaire is designed to help you choose a Portfolio within the Portfolio Select Series that best meets your investment goals. Simply complete the questionnaire, add up your points, and match it to a portfolio.

### 1. Complete the questionnaire

Complete the questionnaire by circling the most appropriate response to each question. Your advisor can help you with your answers. The more accurately you respond, the better the questionnaire works.

### 2. Total your score

Add up the points from your responses. Your answers to the questionnaire will generate a score. Your score determines which portfolio is best suited to you by calculating how much risk you can comfortably assume in order to achieve your return objectives.

### 3. Select your portfolio

Your advisor's guidance is an important part in selecting a portfolio that best meets your investment objectives, while recognizing your tolerance for risk.

## Personal and financial situation

1. What is your age? In general, there is less need for older investors to assume significant investment risk than there is for younger investors. While other circumstances such as wealth may counter this assumption, advancing age generally reduces risk tolerance.
  - (8)  30 and under
  - (6)  31 to 40
  - (4)  41 to 50
  - (2)  51 to 65
  - (0)  Over 65
2. What is your annual household income (before tax)? Your financial advisor must understand your financial situation in order to provide you with a tailored investment strategy that reflects your current situation, and enables you to achieve your financial goals.
  - (0)  Less than \$40,000
  - (4)  \$40,001 to \$75,000
  - (9)  \$75,001 to \$125,000
  - (14)  \$125,001 to \$200,000
  - (17)  Over \$200,000
3. How much does your household have in investable assets (total assets less your principal residence, business, and personal property)? Greater wealth and investable assets typically imply higher "financial" risk tolerance. However, some wealthy investors may have a low "psychological" risk tolerance.
  - (0)  Less than \$35,000
  - (4)  \$35,001 to \$75,000
  - (9)  \$75,001 to \$150,000
  - (14)  \$150,001 to \$300,000
  - (17)  Over \$300,00

## Investment objectives and risk tolerance

4. What is your primary investment objective? Determining your investment objective enables your financial advisor to select a suitable asset allocation to maximize your portfolio's return and minimize its risk.

- (0)  Preserve capital
- (4)  Generate maximum income with modest asset growth
- (9)  Achieve moderate growth and income
- (14)  Achieve strong asset growth with modest income
- (17)  Achieve maximum asset growth

5. For how long do you plan to invest these funds before you begin withdrawing a substantial portion from your portfolio (e.g., a withdrawal of more than half)? If you plan to invest for less than three years, you may experience a declining part of a market cycle without the opportunity to take advantage of longer-term market trends.

- (0)  1 to 3 years
- (5)  4 to 5 years
- (11)  6 to 10 years
- (16)  11 to 15 years
- (25)  More than 15 years

6. Given your financial goals, how much volatility (risk) are you willing to assume to achieve your portfolio's expected return? Any well-diversified portfolio is subject to some volatility, where the portfolio will likely have negative returns in certain years.

- (0)  Low volatility, since you require positive returns each year
- (5)  Low to medium volatility, such as negative returns in 1 of every 8 years
- (11)  Medium volatility, such as negative returns in 1 of every 6 years
- (16)  Medium to high volatility, such as negative returns in 1 of every 5 years
- (25)  High volatility, such as negative returns in 1 of every 4 years

7. How much of a temporary decline in your investment portfolio could you tolerate over a one-year period? Your portfolio will likely have a negative return in certain years. A portfolio with higher volatility will likely have higher negative returns in any one year. You will need to have both the "psychological" and "financial" risk tolerance to withstand these negative returns.

- (0)  0%
- (4)  -5%
- (9)  -10%
- (14)  -15%
- (17)  More than -15%

## Investment knowledge and experience

8. What do you expect the overall average annual return on your investment portfolio to be over the long term (10+ years), before tax but after inflation? Your financial advisor can help you align your return expectations with your risk tolerance. Ideally, you should focus on the long-term returns of your investment portfolio after inflation (i.e., the real rate of return).

- (0)  0% to 2%
- (2)  1% to 3%
- (4)  4% to 7%
- (6)  5% to 9%
- (8)  More than 9%

9. Which statement best describes your level of investment knowledge about financial markets and products? Knowing your level of investment knowledge helps your financial advisor communicate with you at an appropriate level. Further, your knowledge level helps your advisor assess how much background information is required when discussing investment strategies and products.

- (0)  Very limited knowledge
- (2)  Basic knowledge and minimal experience
- (4)  Good knowledge and some investment experience
- (6)  Strong knowledge and experience
- (8)  Advanced knowledge and extensive experience

10. Which of the following statements best describes your current investment portfolio (individual securities and/or mutual funds)? Information on your previous investment experience helps your financial advisor assess your investment knowledge and your attitude toward investment risk.

- (0)  Mainly Canadian money market securities (e.g., cash, GICs, CSBs)
- (2)  Mainly Canadian fixed-income securities (e.g., government and/or corporate bonds)
- (4)  Equal amounts of fixed-income and equity securities
- (6)  Mainly Canadian and international blue-chip equities
- (8)  Mainly aggressive Canadian and international securities



## Scorecard

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Client name:

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Advisor:

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Date completed:

After reviewing the results of the Investor Profile Questionnaire you have just completed, your advisor will ensure that relevant factors have been considered in order to recommend one of the portfolios.

1	+
2	+
3	+
4	+
5	+
6	+
7	+
8	+
9	+
10	+
<hr/>	
TOTAL	=

### Scoring summary at a glance

(See back page for a description of each of the portfolios.)

Select Income Managed Portfolio	—
Select 80i20e Portfolio	<10 Points
Select 70i30e Portfolio	11-21 Points
Select 60i40e Portfolio	22-30 Points
Select 50i50e Portfolio	31-59 Points
Select 40i60e Portfolio	60-87 Points
Select 30i70e Portfolio	88-114 Points
Select 20i80e Portfolio	115-135 Points
Select 100e Portfolio	136-150 Points

# A portfolio to meet any investor's needs

- **Select Income Managed Portfolio**  
For investors whose primary need is income.
- **Select 80i20e Portfolio — (<10 points)**  
For investors whose primary need is income and capital preservation.
- **Select 70i30e Portfolio — (11-21 points)**  
For investors whose primary objective is capital preservation and income with moderate growth.
- **Select 60i40e Portfolio — (22-30 points)**  
For investors whose primary objective is capital preservation with some growth.
- **Select 50i50e Portfolio — (31-59 points)**  
For investors pursuing long-term capital growth who are conscious of volatility.
- **Select 40i60e Portfolio — (60-87 points)**  
For investors pursuing long-term capital growth while remaining conscious of volatility.
- **Select 30i70e Portfolio — (88-114 points)**  
For long-term investors seeking strong capital growth while comfortable with some short-term volatility.
- **Select 20i80e Portfolio — (115-135 points)**  
For aggressive investors looking to maximize returns and can tolerate slightly higher volatility.
- **Select 100e Portfolio — (136-150 points)**  
For aggressive investors looking to maximize returns and can tolerate higher volatility.

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