

Beckford · James

chartered financial planners

Client name: _____

Date: _____

C1. On a scale of 1-10 where do you feel your attitude to risk would be? 1-2-3-4-5-6-7-8-9-10
(Please circle)

1. How long do you expect this money to be invested, before you need access to it?
 - Under 2yrs
 - Between 2yrs and 5yrs
 - Between 5yrs and 10yrs
 - 10yrs or more

2. Once you begin to disinvest this money, how long will you need it to last?
 - I will disinvest it all at once
 - Less than 2yrs
 - Between 2yrs and 5yrs
 - Between 5yrs and 10yrs
 - Over 10yrs or for my lifetime

3. How familiar are you with investment matters?
 - Very limited knowledge
 - Moderate knowledge
 - Reasonably extensive knowledge
 - I am an expert

4. What is your main aim when considering an investment?
 - Protecting the capital value, even if it means low total returns
 - At least beating inflation
 - A higher total return that may mean some short term capital loss
 - A very high total return and not too concerned about short term capital loss

5. After you invest this money if its value were to drop by 20% in the space of a few months, which of the following would best describe your reaction? Would you;
 - Sell most of the invested assets to limit further loss
 - Start to have sleepless nights and speak to my adviser
 - Do nothing, accepting that markets can fall and should rise in due course
 - Invest more into a depressed market looking for suitable opportunities

6. How long do you expect to receive income from other sources (salary, pension etc)?
 - Less than 2yrs
 - Between 2yrs and 10yrs
 - Over 10yrs or for my lifetime
 - I have no other regular income

7. This other income (i.e. not receivable from your investments) is:
 - Not very significant
 - Of comparable value
 - Of much greater value

8. One important aspect of investing is at least to maintain an investment's real value compared to the cost of living (inflation). Do you expect the annual return from this investment to:

- Ignore inflation; capital preservation is more important, even at the expense of inflation.
- Beat inflation by more than 2%
- Beat inflation by more than 4%
- Beat inflation by more than 6%

9. A friend suggests that high returns can be achieved by borrowing money and investing into a 'speculative' investment (higher possible return but with higher risk). Would you:

- Follow the advice without hesitation
- Be tempted but would seek professional advice
- Totally dismiss as far too risky

10. Do you consider your attitude to financial risk to be:

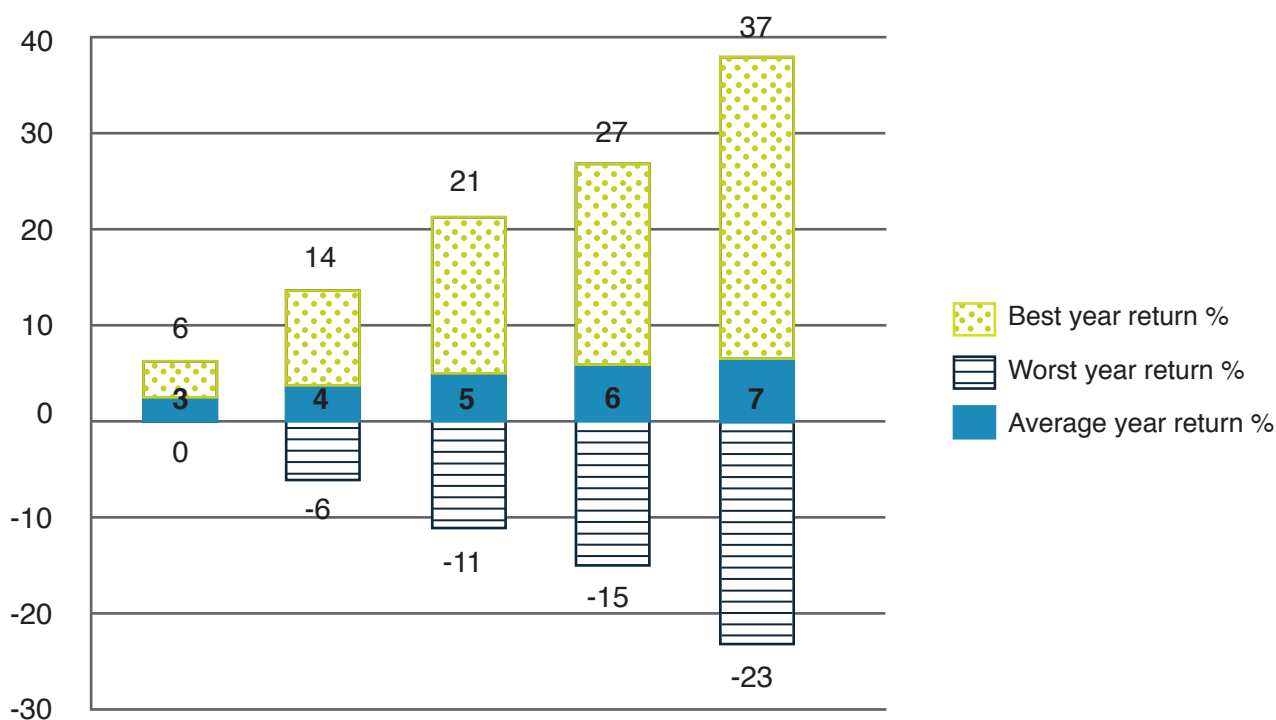
- Very much more speculative than average
- Quite adventurous
- About average
- More risk averse

11. If you were offered a potential investment opportunity that was described as 'a bit risky but could have great potential', what would your first thoughts be?

- This could be a dangerous thing to do
- The returns will be uncertain
- This could be an opportunity to achieve high returns

12. Which of the following five hypothetical investments would you be most comfortable with?

-
-
-
-
-



C2. If you needed sudden access to a lump sum, how likely is it that you would need to encash this investment?

- I have enough liquidity and have other savings I could access
- I may need to access some of this investment
- I would certainly need to access this investment

C3. How much of this investment could you stand to lose without having a significant impact on your future standard of living?

- None or very limited losses (0-5%)
- Small to medium losses would be uncomfortable but could be tolerated
- Large losses would have a low impact on future lifestyle

C4. Which one of the following statements best describes your attitude to risk? (please circle)

- 1: I wish to maximise long-term expected returns and am not concerned about possible short-term losses. I can tolerate large or frequent fluctuations through time in portfolio value in exchange for a higher return over the long term.
- 2: I am very sensitive to short-term losses. I would immediately sell my investment and move to a zero risk investment instead if losses occur. I am willing to accept lower long-term return in order to assure the safety of my investment, even if this means losing real value against inflation.
- 3: I am willing to accept high risk and the chance of short term loss in order to achieve higher returns on investment. Significant losses over an extended period may prompt me to shift to a less risky investment.
- 4: I would be somewhat concerned about short-term losses. I would consider moving into a more stable investment if significant short-term losses occur. I am willing to accept lower returns in order to assure greater safety of my investment.
- 5: Whilst I am somewhat concerned with short-term losses, I understand investments can fluctuate in value. I would become uncomfortable with prolonged or significant losses but accept I need to take some risk for some real return. The safety of investment and potential return are of equal importance to me.

Client Assumptions for Cash-flow planning:

| Variable | Default | Client |
|------------------------------------|---------|--------|
| Inflation | 2.5% | |
| Cash Return | 0.5% | |
| Investment Growth (net of charges) | 3.65% | |
| Life Expectancy | 95 | |

Signed: _____

Indicated Risk Score:

Calculated Risk Score:

Statement Risk Score:

Agreed Risk Score: _____