Risk Tolerance Quiz

This brief risk tolerance quiz takes into consideration how much time you have to invest, how comfortable you are with risk, and your overall financial situation. These are all important factors to consider before deciding on a proper investment mix.

Directions for completing the risk tolerance quiz:

1. Answer each question.
2. Write the point value for each of your answers in the box provided.
3. Add up your points.
4. Compare your points with the investment mixes on page 6.

Planning consideration: Over time, certain investment types have outperformed others. Historically, stocks have outperformed bonds and money market instruments over long periods. So, the longer you're putting money away, the more important it may be to place some of it in growth-oriented investments. Shorter-term investment periods may call for the more conservative investments, which are generally less subject to fluctuation. The longer your money can sit and take advantage of market cycles, the more aggressive you may want to be with your investments. (Consider this when responding to questions 1 and 2.) Remember that past performance is not necessarily indicative of future results.

1. In approximately how many years do you plan to retire?		
In 4 to 6 years	52 points	
In 7 to 10 years	69 points	
In 11 to 16 years	70 points	
More than 16 years	71 points	**Points:**

2. Do you expect to withdraw or borrow one-third or more of this money from your household retirement savings within seven years? (for retirement income, purchase of a new home, college tuition, etc.)		
No	20 points	
Yes, within 3 years	0 points	
Yes, in 4 to 6 years	12 points	**Points:**

A. Add points from questions 1 and 2 here. *Transfer this total to Box A on page 4.*	**Points:**

Securities Offered Through M Holdings Securities, Inc. A Registered Broker/Dealer, Member FINRA/SIPC. Greenberg, Wexler & Eig, is independently owned and operated. This publication is designed to provide accurate and authoritative information in regard to the subject matter covered. It is provided with the understanding that Greenberg, Wexler & Eig, LLC does not engage in the practice of law, or give legal or accounting advice. For advice in legal, accounting matters that arrive from this presentation, please consult your other professional advisors. To ensure compliance with requirements imposed by the IRS, we inform you that any US federal tax advice contained in this document is not intended or written to be used, and cannot be used, for the purpose of (i) avoiding penalties under the Internal Revenue Code, or (ii) promoting, marketing, or recommending to another party any transaction or matter that is contained in this document.

Planning consideration: Under unforeseen circumstances, such as loss of income, many people need to draw on "long-term" money for short-term needs. If you don't have an emergency fund, a conservative investment approach may be the most appropriate.

3. Do you have an emergency fund (savings of at least three months' after-tax income)?		
No, I do not have an emergency fund	8 points	
I have an emergency fund, but it is less than three months' after-tax income	3 points	
Yes, I have an adequate emergency fund	0 points	**Points:**

Planning consideration: The lower portion of total assets you're investing, the more aggressive you might wish to be in this portion of your portfolio.

4. Approximately what portion of your total investable assets is in your retirement savings plan at work?		
Less than 25%	0 points	
From 25% to 50%	1 point	
From 51% to 75%	2 points	
More than 75%	4 points	**Points:**

Planning consideration: If your income is likely to change, you may have more or less money to meet your expenses. For example, during a period when money is tight, you may have to dip into your long-term investments. A more conservative approach may enable you to depend on money being available.

5. Which ONE of the following describes your expected earnings over the next five years? (Inflation has been about 4.0% on average over the past 30 years.)*		
I expect my earnings to increase and far outpace inflation (due to promotions, new job, etc.)	0 points	
I expect my earnings increases to stay somewhat ahead of inflation	1 points	
I expect my earnings to keep pace with inflation	2 points	
I expect my earnings to decrease (due to retirement, part-time work, economically depressed industry, etc.)	4 points	**Points:**

*Inflation is represented by the Consumer Price Index, which monitors the cost of living in the United States.

Planning consideration: Your comfort level with investment risk is important in determining how aggressively or conservatively you choose to invest.

6. Choose the sentence below that best reflects your feelings about investment risk. Then select the point total that corresponds with how strongly you agree with it.							
I want as much assurance as possible with the value of my retirement savings will not go down			**I want to maintain a balanced savings mix with some fluctuation and growth**			**I want my money to grow as much as possible, regardless of risk or fluctuation.**	
Strongly agree	Agree	Somewhat agree	Strongly agree	Agree	Somewhat agree	Agree	
12 points	7 points	5 points	3 points	2 points	1 point	0 points	**Points:**

Securities Offered Through M Holdings Securities, Inc. A Registered Broker/Dealer, Member FINRA/SIPC. Greenberg, Wexler & Eig, is independently owned and operated. This publication is designed to provide accurate and authoritative information in regard to the subject matter covered. It is provided with the understanding that Greenberg, Wexler & Eig, LLC does not engage in the practice of law, or give legal or accounting advice. For advice in legal, accounting matters that arrive from this presentation, please consult your other professional advisors. To ensure compliance with requirements imposed by the IRS, we inform you that any US federal tax advice contained in this document is not intended or written to be used, and cannot be used, for the purpose of (i) avoiding penalties under the Internal Revenue Code, or (ii) promoting, marketing, or recommending to another party any transaction or matter that is contained in this document.

Planning consideration: The more experience you have with these two types of investments, the more comfortable you may be in leaving your money invested while riding out any market downturns.

7a. Have you ever invested in individual bonds or a mutual fund or annuity that invests primarily in bonds?		
No, and I would be uncomfortable with the risk if I did	10 points	
No, but I would be comfortable with the risk if I did	4 points	
Yes, but I was uncomfortable with the risk	6 points	
Yes, and I felt comfortable with the risk	0 points	Points:

7b. Have you ever invested in individual stocks or a mutual fund or annuity that invests primarily in stocks?		
No, and I would be uncomfortable with the risk if I did	8 points	
No, but I would be comfortable with the risk if I did	3 points	
Yes, but I was uncomfortable with the risk	5 points	
Yes, and I felt comfortable with the risk	0 points	Points:

Planning consideration: You may have responsibility for ongoing family obligations. This may suggest a more conservative approach.

8. How many dependents do you have?		
None	0 points	
One	1 point	
Two or three	2 points	
More than three	4 points	Points:

Planning consideration: If a large portion of your income goes toward paying debt, you are more likely to need to have cash available to handle unforeseen circumstances.

9. Approximately what portion of your monthly take-home incomes goes toward paying off debt other than a home mortgage?		
Less than 10%	0 points	
From 10% to 25%	1 point	
26% to 50%	2 points	
More than 50%	6 points	Points:

Securities Offered Through M Holdings Securities, Inc. A Registered Broker/Dealer, Member FINRA/SIPC. Greenberg, Wexler & Eig, is independently owned and operated. This publication is designed to provide accurate and authoritative information in regard to the subject matter covered. It is provided with the understanding that Greenberg, Wexler & Eig, LLC does not engage in the practice of law, or give legal or accounting advice. For advice in legal, accounting matters that arrive from this presentation, please consult your other professional advisors. To ensure compliance with requirements imposed by the IRS, we inform you that any US federal tax advice contained in this document is not intended or written to be used, and cannot be used, for the purpose of (i) avoiding penalties under the Internal Revenue Code, or (ii) promoting, marketing, or recommending to another party any transaction or matter that is contained in this document.

Planning consideration: Your comfort level with investment risk is important in determining how aggressively or conservatively you choose to invest. (Keep this in mind when responding to questions 10 and 11.)

10. Which ONE of the following statements describes your feeling toward choosing your retirement investment choices?		
I would prefer investment options that have a low degree of risk associated with them (i.e., it is unlikely that my original investment will ever decline in value)	10 points	
I prefer a mix of investment options that emphasizes those with a low degree of risk and includes a small portion of other choices that have a higher degree of risk but may yield greater returns	6 points	
I prefer a balanced mix of investment options - some that have a low degree of risk and others that have a higher degree of risk but may yield greater returns	3 points	
I prefer a mix of investment options - some would have a low degree of risk, but the emphasis would be on investment options that have a higher degree fo risk but may yield greater returns	1 point	
I would select only investment options that have a higher degree of risk but a greater potential for higher returns	0 points	**Points:**

11. If you could increase your chances of improving your returns by taking more risk, would you...		
Be willing to take a lot more risk with all your money?	0 points	
Be willing to take a lot more risk with some of your money?	1 point	
Be willing to take a little more risk with all of your money?	3 points	
Be willing to take a little more risk with some of your money?	6 points	
Be unlikely to take much more risk?	10 points	**Points:**

12. What portion of your retirement income do you expect to come from this retirement plan?		
Less than 20%	0 points	
From 20% to 34%	1 point	
From 35% to 50%	2 points	
More than 50%	4 points	**Points:**

B. Add points from questions 3 to 12 here. Transfer this total to Box B on page 4.	**Points:**

Subtract B from A for your total score.

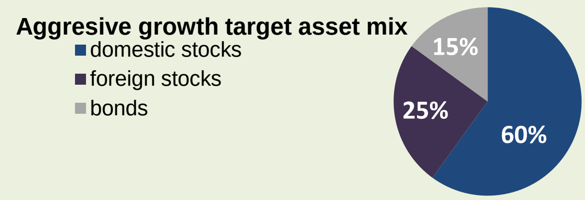
A	**-B**	**=** **Total Score**

Securities Offered Through M Holdings Securities, Inc. A Registered Broker/Dealer, Member FINRA/SIPC. Greenberg, Wexler & Eig, is independently owned and operated. This publication is designed to provide accurate and authoritative information in regard to the subject matter covered. It is provided with the understanding that Greenberg, Wexler & Eig, LLC does not engage in the practice of law, or give legal or accounting advice. For advice in legal, accounting matters that arrive from this presentation, please consult your other professional advisors. To ensure compliance with requirements imposed by the IRS, we inform you that any US federal tax advice contained in this document is not intended or written to be used, and cannot be used, for the purpose of (i) avoiding penalties under the Internal Revenue Code, or (ii) promoting, marketing, or recommending to another party any transaction or matter that is contained in this document.

Match your score with the corresponding target asset mix

If your point total is 70 or more:

This target asset mix may be appropriate for investors who seek aggressive growth and who can tolerate wide fluctuations in market values, especially over the short term.



If your point total is 50-69:

This target asset mix may be appropriate for investors who have a preference for growth and who can withstand significant fluctuations in market value.

If your point total is 20-49:

This target asset mix may be appropriate for investors who want the potential for capital appreciation and some growth and who can withstand moderate fluctuations in market value.

If your point total is less than 20:

This target asset mix may be appropriate for investors who want to minimize fluctuations in market values by taking an income-oriented approach with some potential for capital appreciation.

Scores provided by paper-based, self-scoring risk tolerance quizzes may differ from those provided by online services where technology can impart different capabilities.
The purpose of the target asset mixes is to show how target asset mixes may be created with difference risk and return characteristics to help meet a participant's goals. You should choose your own investments based on your particular objectives and situation. Remember, you may change how your account is invested. Be sure to review your decisions periodically to make sure they are still consistent with your goals. You should also consider any investments you may have outside the plan when making investment choices.
Remember, the target asset mix suggested by the worksheet point total is meant to offer an example of the type of target asset mix you might want to consider, based on the average person with a similar score. The final decision on a target asset mix is yours, based on your individual situation, needs, goals, and risk tolerance, which may include factors or circumstanced beyond the scope of the worksheet. Furthermore, the example is based on your current assessment of these factors. If any of these factors should change, please review your investment strategy. At a minimum, you should review your allocation on an annual basis.
Keep in mind that the kind of target asset mix indicated by your total score or scores is simply a guideline for you to follow, and not a formula that guarantees results.
The investment options offered through the plan were chosen by the plan sponsor. The sample target asset mixes illustrate some of the many combinations that could be created, and should not be considered investment advice.

Securities Offered Through M Holdings Securities, Inc. A Registered Broker/Dealer, Member FINRA/SIPC. Greenberg, Wexler & Eig, is independently owned and operated. This publication is designed to provide accurate and authoritative information in regard to the subject matter covered. It is provided with the understanding that Greenberg, Wexler & Eig, LLC does not engage in the practice of law, or give legal or accounting advice. For advice in legal, accounting matters that arrive from this presentation, please consult your other professional advisors. To ensure compliance with requirements imposed by the IRS, we inform you that any US federal tax advice contained in this document is not intended or written to be used, and cannot be used, for the purpose of (i) avoiding penalties under the Internal Revenue Code, or (ii) promoting, marketing, or recommending to another party any transaction or matter that is contained in this document.

The decisions you make today could determine how you live in the future.

Properly used, an investment mix can help you reduce your overall investment risk and even increase your potential for better returns over time. Generally, choosing an appropriate investment mix for the long-term and sticking with it is a better approach than constantly trying to stay ahead of the markets.

Putting your new investment mix to work
If you're already in the plan – and you're comfortable with this new mix – compare it with your current investment mix, which you'll find in your latest account statement. If the two mixes are significantly difference, you may want to phase in any changes over time to help reduce the impact of sudden shifts in the financial market.

If you're not in the plan yet, simply use your investment mix to guide your initial investment choices.

Paper-Based, Self-Scoring Investor Profile Questionnaire Summary

1. Time Horizon	2. Financial Tolerance	3. Risk Tolerance
• Number of years prior to retirement • Chance of early withdrawal from your retirement account	• Amount in your emergency fund • Overall financial situation • Current asset allocation	• Investment knowledge and investment experience/years in the market • Level of risk tolerance • "Bailout" likelihood, or in other words, your tendency to want to sell your investment if the market takes a downturn

Of these components, your IPQ score is most dependent upon Time Horizon; specifically, the number of years prior to retirement.
Financial Tolerance and Risk Tolerance together compile the remainder of the score. Overall, your IPQ score is obtained using the following equation:
IPQ Score = Time Horizon Score – Financial Tolerance Score – Risk Tolerance Score

Targeted Asset Mixes

The four targeted asset mixes are based on historical risk and return characteristics for stock, bond, and short-term investment asset classes. They represent four significantly different allocations reflecting distinct investor profiles with varying investment objectives, risk tolerances, and investment styles ranging from conservative to aggressive.

Asset class target asset mix	Domestic stock	Foreign stock	Bonds	Short-term investments
Conservative	14%	6%	50%	30%
Balanced	35%	15%	40%	10%
Growth	49%	21%	25%	5%
Aggressive Growth	60%	25%	15%	0%

When you select a target asset mix, keep in mind that difference asset classes tend to offer difference balances of risk and reward. Generally, the greater the potential for long-term returns, the greater the risk of volatility, especially over the short term. In order to help minimize the risk you assume in seeking high returns, it is critical that your portfolio provides an appropriate mix of investments. A more aggressive portfolio (one with a higher stock allocation) could represent higher risk, especially in the short term, but could represent higher potential long-term returns. Conversely, a less aggressive portfolio (one with a lower allocation to stock and therefore a higher allocation to bonds or short-term investments) could represent less short-term risk, but potentially lower long-term returns. You should take into consideration any unique circumstances or needs for funds that might apply to your situation when deciding on an appropriate investment strategy.
While past performance does not guarantee future results, history has indicated that diversifying your assets among different asset classes, industries, and countries can potentially improve the long-term performance of your portfolio. However, it is important to keep in mind that certain asset types involve greater risk than others. For example, foreign investments involve greater risk than US investments. Diversifying your investments across asset classes, industry sectors, and internationally may help minimize your overall exposure to sudden market swings that may cause sudden changes in the price of investments. However, this does not ensure a profit or guarantee against a loss.

Securities Offered Through M Holdings Securities, Inc. A Registered Broker/Dealer, Member FINRA/SIPC. Greenberg, Wexler & Eig, is independently owned and operated. This publication is designed to provide accurate and authoritative information in regard to the subject matter covered. It is provided with the understanding that Greenberg, Wexler & Eig, LLC does not engage in the practice of law, or give legal or accounting advice. For advice in legal, accounting matters that arrive from this presentation, please consult your other professional advisors. To ensure compliance with requirements imposed by the IRS, we inform you that any US federal tax advice contained in this document is not intended or written to be used, and cannot be used, for the purpose of (i) avoiding penalties under the Internal Revenue Code, or (ii) promoting, marketing, or recommending to another party any transaction or matter that is contained in this document.