



efficient
MARKET ADVISORS

Risk Profile Questionnaire

(Please fill out one for each account)

Client Household Name: _____

Registration (Trust, Individual, IRA etc.): _____

Account Title: _____

Age(s) of Client(s): _____

1. In how many years do you expect to start spending money from this portfolio?

- I need to live off the returns right now, and I am not trying to grow the portfolio
- I need to live off the returns right now but I am concerned about inflation and will sacrifice some current income for portfolio growth
- I am two to five years away from needing the money
- I am six to ten years away from needing the money
- I am eleven to nineteen years away from needing the money
- I am a long-term investor and I do not expect to need the money for twenty years or more
- I don't ever intend to spend the money even though I expect to invest for more than twenty years

2. What percentage of your total net worth (assets minus liabilities) is represented by the investment you are making in your Efficient Market Portfolios account?

- < 10%
- 11%-25%
- 26%-50%
- 51%-75%
- 75% >

3. What period of consecutive declines would you accept before you began to feel uneasy about your portfolio?

- Three consecutive months
- Two consecutive quarters
- Three consecutive quarters
- Two consecutive years
- Three consecutive years or more

4. If you were asked to choose between these three simple investment scenarios, which would you pick?

- A. Low Risk, Low Return
- B. Between A & C
- C. Moderate Risk, Moderate Return
- D. Between C & E
- E. High Risk, High Return

5. If your portfolio declined dramatically (15% or more) over a period of less than a year how would you most likely react?

- I would liquidate
- Nothing, I generally stay in for good and bad periods
- Add to my investment
- Reallocate my portfolio

6. At some point in the future you may wish to draw from this portfolio. At that time how would you characterize your planned expenses?

- I expect my living expenses to be significantly lower than they are today
- I expect my living expenses to be moderately lower than they are today
- I expect my living expenses to be about the same as they are today
- I expect my living expenses to be somewhat higher than they are today
- I expect my living expenses to be significantly higher than they are today

7. Do you expect any substantial principal withdrawals (10% or more) during the investment period?

- Yes, I expect to make a withdrawal greater than 15%
- Yes, I expect to make a withdrawal of between 10% and 15%
- I have no specific plans but it is a possibility
- I expect no significant principal withdrawals from this portfolio
- I do not expect to make significant withdrawals and plan to make additional contributions over time

8. Which statement best summarizes your view of your expected investment returns during rising and falling markets?

- I would like to outperform the broad based averages during up markets and I can accept falling more than the market during declining markets
- I'd be happy capturing most of the upside gains of the markets and not decline as much as the market during falling markets
- I'd be happy with modest gains in up markets but want to outperform in down markets
- Preservation of capital is more important than participation in rising markets
- Preservation of capital is more important than anything

9. What is your level of experience with investments?

- I am experienced and knowledgeable with investments in individual securities as well as mutual funds
- My experience is mostly with blue chip stocks and high quality bonds
- I have primarily invested in stock and bond mutual funds
- I have never invested in stocks, bonds or mutual funds but have a good understanding of how they work
- I have never invested in any stocks, bonds or mutual funds and am very nervous about doing so

10. Your income is primarily from what source?

- Wages and/or salary
- Investments directly owned by me
- Investments owned by another (Trust, corporation...)
- Social security and/or pension plan

11. My current annual income falls into the following range:

- < \$50,000
- \$50,001-\$100,000
- \$100,001-\$250,000
- \$250,001-\$500,000
- \$500,001 >

12. My current liquid net worth (Investments, bank accounts...) fall into the following range:

- < \$100,000
- \$100,001-\$250,000
- \$250,001-\$500,000
- \$500,001-\$1,000,000
- 1,000,001 >

13. My current total net worth (Including real estate, business interests...) falls into the following range:

- < \$250,000
- \$250,001-\$500,000
- \$500,001-\$1,000,000
- \$1,00,001-\$3,000,000
- \$3,000,001 >

Client Name: _____

Client Signature: _____ **Date:** _____

Joint Client Name: _____ **Date:** _____

Joint Client Signature: _____

Financial Advisor Name: _____

Financial Advisor Firm: _____

Financial Advisor Signature: _____

EMA Reviewer Name: _____

EMA Reviewer Signature: _____