



Choosing an investment strategy requires careful consideration of your personal time frames and your individual desire to accept or avoid risk. This questionnaire is designed to assist you with this process. As you answer the following questions, indicate the point value for each answer, then tally all questions to arrive at your overall Risk Tolerance Score.

Client Name: _____

1. In general, would you describe yourself as an investor who is:
- 1 pt – Conservative
 - 2 pts – Moderate
 - 3 pts – Moderately Aggressive
 - 4 pts – Aggressive
- Points: _____

2. Your investment objective for this account is:
- 1 pt – To keep my principal investment stable, even if my returns are very low
 - 2 pts – To assume moderate risk in return for the potential of better, though not spectacular, long-term growth
 - 3 pts – To grow my principal at a long-term rate comparable to the broad stock market; I am willing to accept typical market risk
 - 4 pts – To grow my principal at a rate greater than the broad stock market; I am willing to accept significant volatility and greater risk of loss
- Points: _____

3. If this account dropped 20% in value, how would you be most likely to respond?
- 1 pt – Move the investment to a guaranteed fixed account to avoid further losses
 - 2 pts – Move half of the investment to a more conservative or guaranteed account
 - 3 pts – Stay the course; I'm willing to accept market fluctuation
 - 4 pts – See opportunity, and invest more if possible
- Points: _____

4. Your current investments are:
- 1 pt – Primarily money market funds, bank certificates of deposit, savings accounts, and/or other very low risk instruments
 - 2 pts – Primarily bonds and/or bond funds, with perhaps a small allocation to stocks
 - 3 pts – Greater than 50% stocks, with some diversification into bonds; the stocks are primarily U.S. large company stocks and/or mutual funds that invest primarily in large U.S. companies
 - 4 pts – Predominantly stocks, including small company stocks and emerging market stocks; may also include commodities and other higher risk investments
- Points: _____

5. Understanding that inflation erodes the purchasing power of your investments, your goal is to:
- 1 pt – Avoid losses, but possibly earn a stable rate of return even if it means losing purchasing power over time
 - 2 pts – Take some market risk to keep pace with inflation, but still avoid significant loss of principal
 - 3 pts – Keep pace with or exceed inflation by taking on typical market risk
 - 4 pts – Significantly outpace inflation and increase the purchasing power of my investments by taking a more aggressive approach to my portfolio
- Points: _____

6. If the market climbs 50%, how important is it to you for your investments to grow by a similar amount?
- 1 pt – Not important; I don't want to take the market risk
 - 2 pts – Would want to capture 25-50% of that gain, understanding I must take some risk to do so
 - 3 pts – Would like to capture 70-100% of that gain, understanding I will experience significant swings in value
 - 4 pts – Would seek gains in excess of the broad market, and am willing to risk the greater uncertainty associated with that objective
- Points: _____

7. When considering a significant investment decision, which is most likely to occupy your thoughts?
- 1 pt – The potential for loss
 - 2 pts – Primarily the potential for loss, with some thought of potential gains
 - 3 pts – Primarily the potential for gain, with some thought of potential losses
 - 4 pts – The potential gains
- Points: _____

8. Of the following scenarios, which most closely identifies your attitude relating to this account:
- 1 pt – This account is of primary importance for my future needs. Loss of value is my main concern
 - 2 pts - My primary needs should be covered by other sources. Therefore, I have no need to take significant market risk in this account
 - 3 pts - This account is important for my future needs. I am seeking growth and am willing to accept reasonable market risk
 - 4 pts - This is a long term investment. I am willing to accept more significant risk in search of aggressive growth
 - 4 pts - My primary needs should be covered by other sources. Therefore, I am comfortable seeking aggressive growth in this account
- Points: _____

Risk Tolerance Score:
Please add the point scores together
and enter the total here: Point Total:

Time Frame: How soon do you anticipate a withdrawal from this account? _____ Years

Intended Use: Do you intend to use this account:

_____ In a Lump Sum (or over a relatively short period of time)

_____ To provide an Income Stream (such as retirement income)

(1) Select the table below corresponding to your Intended Use (Lump Sum or Income Stream)

(2) Find the line corresponding to your Time Frame to identify the Strategy which corresponds to your Risk Tolerance Score.

Time Frame	Intended Use: Lump Sum Distribution				Intended Use: Begin an Income Stream			
	Conservative		Balanced Growth	Dynamic Growth Focused Growth	Conservative		Balanced Growth	Dynamic Growth Focused Growth
Less than 2 years	8 - 32				8 - 11	12 - 24	25 - 32	
2 - 5 Years	8 - 18	19 - 24	25 - 30	31 - 32	8 - 10	11 - 22	23 - 32	
5 - 10 Years	8 - 13	14 - 20	21 - 29	30 - 32	8 - 10	11 - 19	20 - 29	30 - 32
More than 10 Years	8 - 10	11 - 16	17 - 27	28 - 32	8 - 10	9 - 16	17 - 25	26 - 32

Note: Scores in the left hand column may suggest that the account should be in money market or stable value funds.

This questionnaire provides general guidance to assist you in selecting an appropriate strategy. However, each investor's objectives are affected by many other personal factors. In some situations, an investor may for very good reasons elect a strategy different from the one suggested by this guide. Taking into account your personal information as provided on the New Account Registration form, and the result from the Strategy Selection Guide above, please indicate which strategy you have selected for this account:

- _____ Conservative: The Conservative Strategy is designed to seek stable growth with limited risk. The first priority is management of risk.
- _____ Balanced Growth: The primary objective of the Balanced Growth Strategy is to balance opportunity for growth with management of risk.
- _____ Dynamic Growth: The Dynamic Growth Strategy seeks growth of capital. Greater potential for loss and higher volatility are to be expected.
- _____ Focused Growth: The Focused Growth Strategy seeks very aggressive growth of capital. It is expected to remain close to fully invested at all times, and assumes a risk of significant loss.

If you selected a Strategy different from the one suggested by your Risk Tolerance Score, please describe the reason for your choice here:

I acknowledge that I have read the full Strategy descriptions in the Verity Asset Management Form ADV, Part 2, Item 4.

Client Signature: _____

Print Name: _____

Date: _____

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