

BCFS MMP Risk Questionnaire

Please answer the following questions to help you determine your investment time horizon and risk tolerance. Your questionnaire scores can form the basis for your investment strategy. Once you have tabulated your scores, you'll be able to select an asset allocation model that suits your personal strategy.

Time Horizon

1. My current age is:
 - a) Less than 45
 - b) 45-55
 - c) 56-65
 - d) 66-75
 - e) More than 75

2. When do you expect to begin withdrawing money from your investments?
 - a) Less than 1 year
 - b) 1-3 years
 - c) 4-6 years
 - d) 7-10 years
 - e) More than 10 years

Long-Term Goals and Expectations

3. For this investment, my goal is:
 - a) To grow aggressively
 - b) To grow consistently
 - c) To grow with caution
 - d) To avoid losing money

4. Which of the following best describes your expectations for performance?
 - a) My performance should at least equal the stock market.
 - b) I am willing to accept a little lower return than the stock market in exchange for a little more safety.
 - c) I don't care what the stock market does as long as I can beat inflation with low risk.
 - d) My level of return doesn't matter as long as I don't lose money over any more than a few months.
 - e) I want to beat the stock market and am willing to assume above-average risk in pursuit of capital growth.

5. What kind of annual return do you expect to earn from your portfolio on average?
 - a) 6% or less
 - b) 8%
 - c) 10%
 - d) 12% or more

6. Suppose the stock market performs unusually poorly over the next decade. Then what would you expect from this investment?
 - a) To make nothing or even lose a some
 - b) To eke out a small gain
 - c) To be little affected by what happens in the stock market

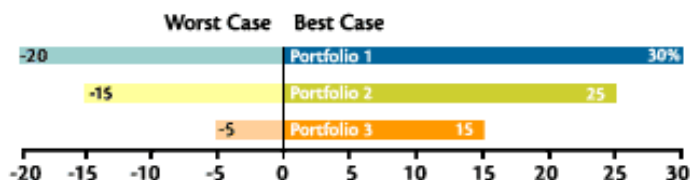
Risk Tolerance

7. If a personal unique circumstance (ex. Medical expenses) were to require an amount of capital equal to over a quarter of the value of this portfolio, where would you obtain the money?
 - a) I cannot envision a circumstance occurring that would require that much capital.
 - b) All from this portfolio.
 - c) The majority from this portfolio.
 - d) From other savings/investments.
 - e) Less than half from this portfolio, and the remainder from other savings and investments.

8. I am willing to lose larger sums of money in the short term if I can enjoy potentially higher returns in the long term.
 - a) Strongly agree
 - b) Agree
 - c) Disagree
 - d) Strongly disagree

9. Which of these statements would best describe your attitude about the next three months' performance of this investment?
- a) Who cares? One calendar quarter means absolutely nothing.
 - b) If I suffered a loss of greater than 12%, I'd get extremely concerned.
 - c) I can tolerate only small short-term losses.
10. Investments with the highest returns also tend to have greater risk. The graph below provides the best and worst case values for a \$100,000 investment in three hypothetical portfolios over a one-year period.

\$100,000 Investment
Hypothetical 1-year Performance:



Which portfolio are you most comfortable with?

- a) Portfolio 1
 - b) Portfolio 2
 - c) Portfolio 3
11. How would you most likely react to losses in your portfolio?
- a) As long as the losses are in the range of what I knew was possible, I feel it is important to weather the storm in pursuit of long-term success.
 - b) I am not sure how I would react.
 - c) During difficult periods I have a harder time sticking to my guns and feel safer taking a temporary defensive position until things improve.
12. Describe the kind of risk which you are comfortable:
- a) I can handle being down over a three-year period, but not longer.
 - b) I can handle a one-year loss, but do not want to pursue a strategy that could result in a longer period of loss.
 - c) I can handle a loss over one or two quarters, but would not be comfortable subjecting myself to longer down periods.
 - d) I can handle only a very small loss over a few months at most.
13. Assume that you invest \$100,000 in a portfolio that is expected to have a high long-term returns and high short-term risks. The portfolio grows to \$120,000 in the first year. If your portfolio lost all of its previous gains and also some principal in the next three months (one quarter), how would you react?
- a) I would not be concerned and would maintain the investment, knowing there continues to be potential for higher long-term returns.
 - b) I would be somewhat concerned and would shift to a slightly more conservative portfolio.
 - c) I would be very concerned and would shift to a much more conservative portfolio in an attempt to avoid further short-term losses.
 - d) I don't know.
14. How would you characterize your experience with investing in stocks, bonds and mutual funds?
- a) I have extensive experience with investing.
 - b) I have investments, but don't really understand what they are.
 - c) I have experience with investing and know a fair amount about securities markets.
 - d) I have no experience and no knowledge about investing other than savings/checking accounts.

Which MMP Portfolio is Appropriate for Me?

Use the chart below to interpret your scores. Circle the value that corresponds to each of your answers. Add up your score for each of the two sections and write down the total figures below.

STEP 1: Calculate Your Time Horizon

Sum the points for questions 1 and 2 using the table provided on the right:

Time Horizon Score	
	a b c d e
1	10 7 5 2 0
2	0 1 2 5 7

Time Horizon Total _____

STEP 2: Calculate Your Risk Tolerance

Sum the points for questions 3-13 using the table provided below:

Risk Tolerance Score	
	a b c d e Total
3	9 6 3 0
4	8 6 3 0 10
5	0 3 6 9
6	7 4 0
7	0 2 4 8 6
8	9 6 3 0
9	6 3 0
10	9 4 2
11	7 4 0
12	9 6 3 0
13	9 6 2 0
14	8 3 6 0

Risk Tolerance Total _____

STEP 3: Determine Your Asset Allocation

The scoring grid below converts your time horizon and risk tolerance scores into a model portfolio. To use the scoring grid, find the time score on the left (vertical) axis and the risk tolerance score on the top (horizontal) axis. The intersection of these two points is your model portfolio.

Next, please see the “BCFS MMP Solution” document for a snapshot of your suggested portfolio. Ask yourself if your suggested portfolio matches your financial needs, expectations, risk tolerance and goals as you see them. Because you have a unique financial profile, it recommended that you speak with BCFS or your individual financial advisor to determine the best allocation for you.

Asset Allocation Matrix		
	0-65 66-80 81-100	
Time Horizon	0-3	C C B
	4-8	B B M
	9-11	M CG CG
	12+	M CG AG

- C= Conservative**
- B= Balanced Growth**
- M= Moderate Growth**
- CG= Capital Growth**
- AG= Aggressive Growth**

BCFS MMP Core Solution 

If your time horizon is less than five years you may want to consider a more conservative allocation than those illustrated on the BCFS MMP Solution brochure. Be sure to consider investments outside of this portfolio when choosing a portfolio. These investment mixes are intended as a guide and may not match your specific needs. There is no replacement for a consultation with your financial advisor.