

PENSION/INVESTMENT ATTITUDE TO RISK QUESTIONNAIRE

CLIENT NAME	
ADVISER NAME	
DATE	

This attitude to risk questionnaire is designed to give only a broad indication of your general opinion to investment risk. Based on the answers you provide will indicate your investment risk rating of low to high (1-10) but other factors may make an alternative assessment appropriate for any specific investment.

Please answer honestly – there is no right or wrong answer and please bear in mind the questions relate to the individual generally, rather than to any particular investment being considered.

Please note, the final selected risk profile will be an important factor in which products and funds are recommended (if any). If there is any doubt about your risk rating, please consult with your adviser.

Please circle a) to e) as appropriate and return to us.

Prior to completing the questionnaire please answer the following:

- Are you adverse to any specific asset class i.e. property, cash deposits etc.? If yes please specify.
- Do you have a preference to ethical or environmentally friendly investments? Yes/no

1. I enjoy exploring investment opportunities for my money.	2. I would go for the best possible return even if there was risk involved
a) Strongly agree	a) Always
b) Agree	b) Usually
c) Uncertain	c) Sometimes
d) Disagree	d) Rarely
e) Strongly disagree	e) Never
3. Compared to other people, how would you describe your typical attitude when making important financial decision?	4. If I get bad financial news I will tend to worry about it more than most people would in the same situation.
a) Very adventurous	a) Strongly agree
b) Fairly adventurous	b) Agree
c) Average	c) Uncertain
d) Fairly cautious	d) Disagree
e) Very cautious	e) Strongly disagree
5. Compared to others, what amount of risk have you taken with your past financial decisions?	6. To reach my financial goal, I prefer an investment which is safe and grows slowly but steadily, even if it means lower growth overall.
a) Very large	a) Strongly agree
b) Large	b) Agree
c) Medium	c) Uncertain
d) Small	d) Disagree
e) Very small	e) Strongly disagree

7. I am looking for high investment growth. I am willing to accept the possibility of greater losses to achieve this.	8. An investment that has the potential to make a lot of money will usually also have a greater risk of losing money. How much of the money that you have to invest would you be willing to place in an investment with potential high returns but with an equal amount of risk ?
a) Strongly agree	a) All of it
b) Agree	b) More than half
c) Uncertain	c) half
d) Disagree	d) less than half
e) Strongly disagree	e) None
9. How would a close friend describe your attitude to taking financial risks?	10. If you had picked an investment with potential for large gains but also the risk of large losses how would you feel ?
a) Daring	a) Panicked and very uncomfortable
b) Sometimes daring	b) Quite uneasy
c) A thoughtful risk taker	c) A little concerned
d) Careful	d) Accepting of the possible highs and lows
e) Very cautious and risk adverse	e) Excited by the potential for gain

11. Imagine that you have some money to invest and a choice of two investment products, what annual average return and what annual risk would you be prepared to accept ?	12. I would prefer small certain gains to large uncertain ones.
a) 4% return and minimal risk of loss	a) Strongly agree
b) 9% return and possible 10% loss	b) Agree
c) A mixture of the above	c) Uncertain
	d) Disagree
	e) Strongly disagree
13. When considering a major financial decision which statement MOST describes the way you think about the possible losses or the possible gains?	14. I want my investment money to be safe if it means lower returns
a) I'm excited about the possible gains	a) Strongly agree
b) I'm optimistic about possible gains	b) Agree
c) I carefully consider both the possible gains and losses	c) Uncertain
d) I am conscious of the possible losses	d) Disagree
e) I worry about the possible losses	e) Strongly disagree
15. If you could increase your chances of improving your returns by taking more risk would you be :-	16. You are more concerned that your investments grow faster than inflation
a) willing to take a lot more risk with all of your money ?	a) Strongly agree
b) willing to take a lot more risk with some of your money?	b) Agree
c) willing to take a little more risk with all of your money?	c) Neutral
d) willing to take a little more risk with some of your money?	d) Disagree
e) unlikely to take much more risk?	e) Strongly disagree

Questions regarding affordability	
1. When do you need this money or how long do you want to hold on to this investment?	2. Do you have an emergency fund to provide for unexpected expenses, so as to avoid drawing on medium to long term savings to meet your immediate needs?
a) Less than 3 years	a) No
b) 3-5 Years	b) Yes but very small
c) 5-10 years	c) Less than 6 month's salary
d) 10 years and over	d) Around 1 year's salary
e) Upon retirement if over 10 years	e) More than 2 year's salary
3. What percentage of your total assets (excluding your home) are you proposing to invest now?	4. Which statement most closely reflects your current financial situation?
a) Less than 25%	a) I am completely debt free
b) 25% to less than 50%	b) I am mortgage-free but have a few other obligations
c) 50% to less than 75%	c) I have a reasonable mortgage with no other debts
d) 75% or more	d) I have a mortgage and a few other obligations
	e) I have a lot of obligations

ATTITUDE TO RISK SCORING GRID

CONVERSION TABLE OF RISK CATEGORIES

	A	B	C	D	E		Score	Category	
Q 1	5	4	3	2	1		16-20	1	Very cautious
Q 2	5	4	3	2	1		21-24	2	Cautious
Q 3	5	4	3	2	1		25-33	3	Slightly Cautious
Q 4	1	2	3	4	5		34-38	4	Cautious to moderate
Q 5	5	4	3	2	1		39-46	5	Lower Moderate
Q 6	1	2	3	4	5		47-52	6	Moderate (Balanced)
Q 7	5	4	3	2	1		53-59	7	Higher Moderate
Q 8	5	4	3	2	1		60-67	8	Slightly adventurous
Q 9	5	4	3	2	1		68-71	9	Adventurous
Q 10	1	2	3	4	5		72-78	10	Very adventurous
Q 11	1	3	2						
Q 12	1	2	3	4	5				
Q 13	5	4	3	2	1				
Q 14	1	2	3	4	5				
Q 15	5	4	3	2	1				
Q 16	5	4	3	2	1				

Total Score

Client signature Date