

Fiscal Fitness, LLC

211 E. Verona Ave. Suite 4

Verona, WI 53593

(608) 848-1133

contactus@fiscalfitnessmadison.com

www.fiscalfitnessmadison.com

#### Risk Tolerance Questionnaire

*Instructions: You can use Microsoft Word to complete this form. Just tab through the document or click with your mouse and begin typing when you see the black rectangle. To check a box, click it or press the space bar.*

Name:      Date Completed:

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| Introduction | Many objective and subjective factors must be taken into account in an attempt to determine an individual’s risk tolerance level. This questionnaire is one of the tools we utilize. |

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| Investment Statements | Show how much you Agree or Disagree with each of the following investment statements by marking the appropriate box at the end of each sentence. |

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|  | | Disagree | |  | Agree | |
| Statement | | **1** | **2** | **3** | **4** | **5** |
| #1 | I can accept minor fluctuations in my account value in exchange for more income. |  |  |  |  |  |
| #2 | I can accept a small risk of loss and somewhat larger fluctuations in my account value in exchange for conservative growth opportunity and the possibility of more income. |  |  |  |  |  |
| #3 | I can accept a greater risk of loss and greater fluctuations in my account value in exchange for more aggressive growth opportunities. |  |  |  |  |  |
| #4 | I can accept the risk of significant losses and large fluctuations in my account value in exchange for very aggressive, rapid growth opportunities. |  |  |  |  |  |

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| Investment Decisions | Please answer both **Part 1** and **Part 2** below: |

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| Part 1 | For each of the two investment decisions below, check the option with which you are most comfortable. | |
| **Decision 1** | **Choose between**  **a.** A sure gain of $25,000  OR  **b.** A 25% chance of winning $100,000 and a 75% chance of winning nothing. |
| **Decision 2** | **Choose between**  **a.** A sure loss of $75,000  OR  **b.** A 75% chance of losing $100,000 and a 25% chance of losing nothing. |

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| Part 2 | For each of the two investment decisions below, check the option with which you are most comfortable. | |
| **Decision 1** | **Choose between**  **c.** A sure gain of $250  OR  **d.** A 25% chance of winning $1,000 and a 75% chance of winning nothing. |
| **Decision 2** | **Choose between**  **c.** A sure loss of $750  OR  **d.** A 75% chance of losing $1,000 and 25% chance of losing nothing. |

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| Investment Input |  | | | | | | | | | | | | | |
| For current investments, what has been your annual rate of return? | | | | | | | | | | | | |  |
| Have you been satisfied with that return? | | | | | Yes | | | | | No | |
| If no, why not? | |  | | | | | | | |
|  | | | | | | | | | |
| What percentage of your portfolio can you afford to lose or how much | | | | | | | | | | | | | |
| money can you afford to lose in any one year? | | | | | | | | |  | | | | |
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| What action would you take if the market dropped 50% from its present value? | | | | | | | | | | | | | |
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| Regarding your finances, what, if anything, do you spend the most time | | | | | | | | | | | | | |
| thinking about? | | | | |  | | | | | | | | |
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| Are there things in your financial life that you wish you had done differently? | | | | | | | | | | | | | |
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| Are you pleased with   * your ability to manage and shelter your income from taxes? | | | | | | | | | | | | | |
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| * the diversification and performance of your portfolio? | | | | | | | | | | | | | |
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| What is the   * best investment decision you have ever made? | | | | | | | | | |  | | | |
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| * worst investment decision you have ever made? | | | | | | | | | | |  | | |
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| Are there any investments that you | | | | | | | | | | | | | |
| * will NOT sell (current holdings only)? | | | | | | | |  | | | | | |
| * will NOT buy (for social or other reasons)? | | | | | | | |  | | | | | |