Risk Tolerance Questionnaire for: ____

(You can also complete this questionnaire online at https://twpteam.com/rtq/)

Upon completion, please return this questionnaire to the Total Wealth Planning, LLC for evaluation.

This risk tolerance questionnaire is designed to assist in the recommendation of an optimal portfolio based on your investment time horizon, risk tolerance, investment objectives and liquidity needs. Your responses provided in the questionnaire are instrumental in determining a recommended portfolio.

(*Please choose one response per question*.)

1. The following best describes my overall investment objective:

   A. Maximum capital appreciation with little or no need for current income.
   B. Long term moderate growth with the opportunity for some current income.
   C. Total return from a balance of capital appreciation and current income.
   D. Emphasis on preservation of capital with current income.

2. What do you plan to do with the income generated by your investments?

   A. Reinvest all income back into my investments.
   B. Receive a portion and reinvest a portion.
   C. Take all income.

3. I believe that my non-investment income stream (i.e. salary, rental income, Social Security, pension) for the foreseeable future as best described as:

   A. Very stable.
   B. Fairly stable.
   C. Not very stable.
   D. Not possible to reasonably predict at this time.

4. Which one of the following statements best describes your feeling about investment risk? I prefer:

   A. An aggressive mix of investments with emphasis on a high degree of risk that may yield greater returns.
   B. A balanced mix of investments, some with a low degree of risk and other with a higher degree of risk that may yield greater returns.
   C. A mix of investments with emphasis on a low degree of risk and a smaller portion of others that have a higher degree of risk that may yield greater returns.
   D. A conservative mix of investments with a low degree of risk that are less likely to lose my original investment.

5. What best describes your response when your portfolio valued at $100,000 quickly declines 15% to $85,000?

   A. I invest for long-term growth and accept temporary changes due to market fluctuation.
   B. I invest for long-term growth but would be concerned about a temporary decline.
   C. If the amount of income I received was unaffected, it would not bother me.
   D. I would be worried because I am willing to accept only minimal value fluctuations in my portfolio.

6. The statements below represent three different ways in which your portfolio returns may fluctuate year to year. Which do you prefer?

   A. Most aggressive, big ups and downs.
   B. More balanced, moderate ups and downs.
   C. Most stable, conservative ups and downs.

7. How would you describe your outlook for the U.S. economy in the foreseeable future?

   A. Very optimistic.
   B. More optimistic than pessimistic.
   C. Neutral.
   D. Pessimistic.

8. Which type of securities are you most comfortable investing in?

   A. Mostly investment securities with the highest potential for growth.
   B. Investment securities of companies I recognize and/or have a strong dividend.
   C. Mix of high growth and stable equity securities with a minimal amount of bonds.
   D. Mostly bond investments with a smaller amount of equity securities.
   E. Guaranteed annuities, government bonds, corporate bonds, money markets and/or bank CD's.

9. What is your current age?

   A. Under 45.
   B. 45-55.
   C. 56-65.
   D. Over 65.

10. When do you plan to start withdrawing funds from your investment portfolio outside of current income?

   A. More than 20 years.
   B. 11-20 years.
   C. 6-10 years.
   D. Less than 5 years.
   E. Currently withdrawing.

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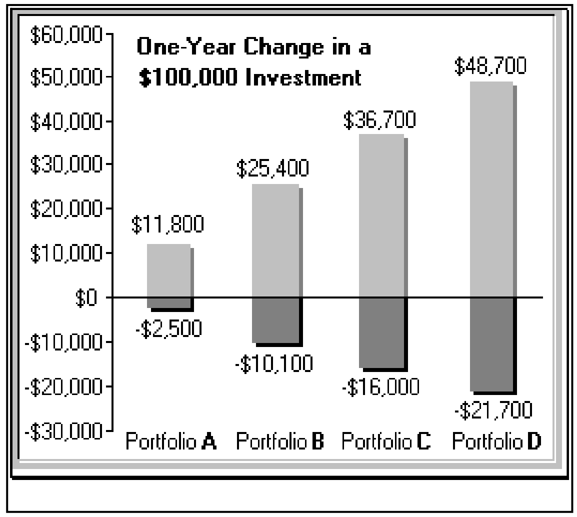
Below are several types of questions used to measure your reactions to various investment scenarios. These include risk/return trade-off, upside potential and downside risk, volatility aversion and impact of inflation.

Check (✓) the appropriate response.

11. This graph shows the potential range of gains or losses of a $100,000 investment in each of four hypothetical portfolios at the end of a 1-year period. The number above each bar shows the best potential gain for that portfolio, while the number below each bar shows the worst potential loss. Given that this is the only information that you have on these four hypothetical portfolios, which one would you choose to invest in?



A.________Portfolio A.
B.________Portfolio B.
C.________Portfolio C.
D.________Portfolio D.

12. Inflation (rising prices for goods and services) can have a significant effect on your investments by decreasing their potential purchasing power over time. Aggressive investments have historically outpaced inflation over the long run, but have had more instances of short-term losses than more conservative investments. How do you feel about inflation and its impact on your investments?

A.________I am satisfied with my investments keeping pace with inflation. Limiting the potential for short-term loss is my main goal, and I am willing to sacrifice the potential for higher returns.
B.________I would like my investments to outpace inflation. I am willing to assume some potential for short-term loss in order to achieve that goal.
C.________I prefer that my investments significantly outperform inflation. I am willing to assume a greater potential for short-term loss in order to achieve that goal.

13. Suppose that a substantial portion of your investment portfolio is invested in stocks. If the stock market were to experience a prolonged down market, losing 45 percent of its value over an 18 month period, what would you do (assuming your stocks behaved in a similar fashion)?

A.________Sell all the stocks in your portfolio. You are afraid that the stock market is in a downturn and you cannot afford the decrease in value.
B.________Sell half of the stocks in your portfolio. You think that the market may rebound, but you are not willing to leave all of your investment exposed to further loss.
C.________Hold the stocks in your portfolio. You understand that your investment may be subject to short-term price swings and are comfortable 'weathering the storm.'
D.________Buy more stocks for your portfolio to take advantage of their low price. You are comfortable with market fluctuations and assume that the stocks will regain their previous value or increase in value.

14. Once again, assume you have a substantial portion of your investment portfolio in stocks. If the stock market were to gradually decline at an average of 2 percent per month, eventually losing 22% of its value over a year, which of the following would you do?

    A._____Invest more now because stocks are selling for approximately 20% less than they were 12 months ago. You believe that the stocks will regain their value or possibly appreciate even higher over the long-term.
    B._____Sell the stocks in your portfolio and realize the 22% loss. You wish to avoid the risk of further loss.
    C._____Sell half of the stocks your portfolio. You are not willing to leave all of your investment at risk for further loss.
    D._____Do nothing. You are comfortable waiting for the stocks to regain their previous value or to increase in value.

15. Aggressive investments have historically provided higher returns while exhibiting greater short-term price fluctuations and potential for loss. How do you feel about fluctuations in the value of your portfolio?

    A._____I want to minimize the possibility of loss in the value of my portfolio. I understand that I am sacrificing higher long-term returns by holding investments that reduce the potential for Short-term loss and price fluctuation.
    B._____I can tolerate moderate losses in order to achieve potentially favorable returns.
    C._____I can tolerate the risk of large losses in my portfolio in order to increase the potential of achieving high returns.

Comments: ____

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I have reviewed all of the questions and answers provided in the risk tolerance questionnaire. I realize that the information requested in this worksheet as well as my answers to the questionnaire will assist my Total Wealth Planning advisory team with the characterization of my risk tolerance and structuring of my investment portfolio.

Client Signature:____ **Date:**______________