



Client (1):	_____
Client (2):	_____
Date Completed:	_____
Financial Adviser:	_____

Risk Profile & Concerns

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Your Concerns

How concerned are you with the following? Client (1) Client (2)

Concern	Level of Concern (A higher number indicates a higher concern)					
	N/A	1	2	3	4	5
Inflation						
Tax advantages						
Safety / Security						
Liquidity / Flexibility						
Current income						
Ease of management						
Estate planning						

Rank the following in order of importance to you from highest to lowest
(1 = most important)

		Rank
Capital Protection	Protection against decline in market value of your investment	
Current Income	Income generated from your investments	
Consistency	A high degree of stability and predictability	
Long-term inflation hedge	High degree of protection of long-term purchasing power of your investment	
Capital appreciation	Increase in market value of your investments is primarily through price appreciation	

What is your investment time horizon?

Which of the following time horizons is the period of time over which you are prepared to invest to achieve your investment objective? (please tick one)

	Client	(1)	(2)
(a) 2 years or less		<input type="checkbox"/>	<input type="checkbox"/>
(b) 2 – 4 years		<input type="checkbox"/>	<input type="checkbox"/>
(c) 4 – 6 years		<input type="checkbox"/>	<input type="checkbox"/>
(d) 6 – 8 years		<input type="checkbox"/>	<input type="checkbox"/>
(e) 9 years +		<input type="checkbox"/>	<input type="checkbox"/>

What 'Life Stage' are you in? (please tick one)

	(1)	(2)
Retirement	<input type="checkbox"/>	<input type="checkbox"/>
Planning for retirement	<input type="checkbox"/>	<input type="checkbox"/>
'Empty Nest' – still working but no dependent children	<input type="checkbox"/>	<input type="checkbox"/>
Family responsibilities with younger children at home	<input type="checkbox"/>	<input type="checkbox"/>
Single – financially independent	<input type="checkbox"/>	<input type="checkbox"/>
Single – just starting out in my career	<input type="checkbox"/>	<input type="checkbox"/>

What types of investments have you held in the past, or do you hold now?
(tick any that apply)

Superannuation Shares Property Trusts
Term Deposits Cash
Managed Investments Property Other: _____

In recent years have you changed any investment or your strategy? (please circle) YES / NO

If so, why? _____

Risk Profile Questionnaire (note the option you choose in the box below each question)

Question 1 Which of the following best describes your current situation?

1. I am retired and depend on investments and/or Centrelink to maintain my lifestyle.
2. I am preparing for retirement and thinking of strategies to release funds or make what I have last.
3. I am well established. My financial affairs are under control but I want to save more for when I do retire.
4. I am an investor who has established financial commitments (family or business) and need to make my money work for me.
5. I am an investor with few financial commitments and am looking to accumulate wealth for the future.

Score: Client (1) Client (2)

Question 2 Which of the following best describes your understanding of the complexities of investments?

1. I definitely need the help of a professional adviser.
2. I like to discuss my investment decisions with my family and friends.
3. I want a professional advisor to assist me in my decisions.
4. I know what I want to do but prefer to have professional advice to confirm my decisions.
5. I am able to make all investment decisions on my own but am looking for an adviser to help monitor my portfolio and keep me aware of investment opportunities.

Score: Client (1) Client (2)

Question 3 Which of the following best describes your expectations/attitude towards returns from your investment?

I prefer a rate of return that is:

1. consistent so I know in advance what the return will be on my investment.
2. stable over the medium term and while I may expect short term losses. A capital gain on the investment is preferable to interest-bearing investments.
3. divided between income and capital gain from the investment and takes into account the effects of inflation and taxation. I may experience fluctuations in the value of my investment.
4. superior to interest-bearing investments that reflects changes in the earnings of my investment or changes due to the market which can occur in the short to medium timeframe.
5. more directly associated with the investment market and therefore has a higher level of volatility reflecting changes to the capital value and earnings of the investment from time to time.

Score: Client (1) Client (2)

Question 4 How would you react if your long term investment declined by 10% or more in one year?

1. I can't accept any declines in the value of my investments.
2. If the income I received didn't change, I would not be too concerned about my capital declining in the short term.
3. I generally invest for the medium to long term, but I would be concerned with this decline.
4. Provided I didn't require access to my capital, I would not be too concerned about my capital declining in the short term.
5. I invest for the long term and would accept these fluctuations due to short term influences.

Score: Client (1) Client (2)

Question 5 Have you ever invested in shares, bonds or managed funds before where the value of your investment has changed from year to year?

1. No, because I had neither the money to invest or the inclination and understanding to invest in these types of investments.
2. No, but if I had and there were prolonged (up to 18 months) fluctuations in the value I would be uncomfortable with this investment.
3. No, but if I had and while uncomfortable with the short-term fluctuations, I would be comfortable with the fluctuations in order to receive the potential for a higher return.
4. Yes I have, but was uncomfortable with the fluctuations knowing there was the potential for higher returns.
5. Yes I have, and I felt comfortable with the fluctuations in order to receive the potential for higher returns.

Score: Client (1) Client (2)

Question 6 You are about to make a financial decision that involves the investment of money where you could gain or lose money. How do you feel about the decision you are about to make with regard to the possibility of gaining or losing money?

1. I will always think about the possibility of losing money.
2. Sometimes I think about the possibility of losing money.
3. Will the possible gains outweigh any possible losses.
4. More concerned with the possible gains than the possible losses.
5. concerned only with the possible gains.

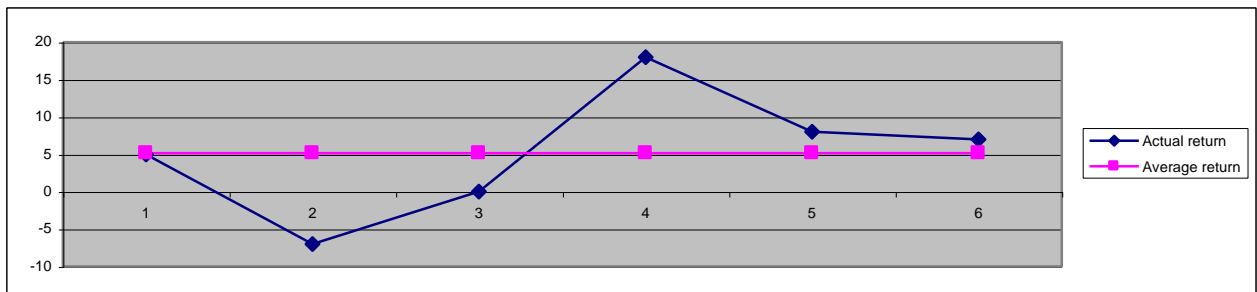
Score: Client (1) Client (2)

Question 7 If you had a choice between a secure job with a reasonable salary and a highly paid but less secure job, which would you pick?

1. Definitely the secure job.
2. Probably the secure job with a reasonable salary.
3. I would have to consider other aspects.
4. Probably the highly paid but less secure job.
5. Definitely the highly paid job.

Score: Client (1) Client (2)

Question 8 If you were to make an investment and the markets experienced significant movements, for example, as shown in the graph below with an average rate of return for the six years of 5.16%, how would you feel?



1. I would be very concerned about the period when the investment lost money.
2. The time when the investment lost money and then recovered could not have gone on much longer otherwise I would have been looking to change my investment.
3. I would have expected the investment to show signs of recovery in the second and third years and would be monitoring this investment.
4. Overall I would have expected these changes in value but would have been looking for a more sustained form of recovery to the end of the period.
5. I would have expected the changes in value but overall the return is below what I would have expected for the investment and would be looking to change the investment to improve returns from year three onwards.

Score: Client (1) Client (2)

Question 9 Most investment portfolios have a spread of investments – some of the investments may have high expected returns with high risk, others medium with medium risk, and others with low risk/low return. For example, shares and property would be high risk/high return whereas cash and term deposits would be low risk/low return.

Which spread of investments do you find most appealing? Would you prefer all low risk/low return, all high risk/high return, or somewhere in between? Please select one of the six portfolios listed below:

Investment Portfolios	% of portfolio allocated to each type of investment		
	High Risk	Medium Risk	Low Risk
1	0	10	90
2	0	20	80
3	10	30	60
4	20	40	40
5	45	35	20
6	90	10	0

Client (1): Portfolio No:

Client (2): Portfolio No:

Total Score:

Client 1:







Client 2:

I/We have completed this Risk Profile and Concerns document with all relevant information and to the best of my/our understanding.

Signature(s): _____

Dated: _____

Investor Risk Profile Summary

Score	Investor Risk Profile	
9 – 13	<p>Cash (very conservative) You are a defensive investor who seeks to preserve and protect capital. You do not wish to take on any level of risk and will accept a low level of return. Negative effects of inflation and tax concern you less than protecting your initial investment.</p>	
14 – 21	<p>Conservative You are a cautious investor, looking for better than basic returns while minimising risk to your capital. Typically you want to protect the wealth you have accumulated, and will consider less aggressive growth investments.</p>	
22 – 28	<p>Moderately Conservative You are an investor who is seeking an income stream with some capital growth. It has a high exposure to fixed interest, but also includes exposure to share and property markets. It is suited to a medium term investor who is seeking capital stability, but who also wants to protect their assets from inflation. Some tax relief on income is available from franking credits. The market volatility in returns is moderate to low over the short to medium term.</p>	
29 – 35	<p>Moderate Growth You are a balanced or prudent investor, who is seeking higher exposure to growth assets than income assets. The portfolio could experience short-term volatility higher than other growth based investment portfolios. The fund should produce capital growth in a medium to long-term. Historically, the portfolio would experience negative return one in every six years; including the first year of investment. It has a balanced exposure to shares, property and fixed interest assets, to counter inflation while the income generated will be partially tax effective.</p>	
36 – 42	<p>Assertive (growth) You are an assertive investor who is prepared to invest in a broad spread of quality investments, predominately growth assets to achieve a higher return. You are prepared to accept volatility in order to accumulate assets over the medium to long term, ie seven or more years. The income stream will be tax-effective and it will have a high exposure to shares and property. The incidence of a negative return is one in four years.</p>	
43 – 45	<p>Aggressive (high growth) You are an aggressive investor, whose portfolio is weighted towards growth assets in pursuit of high long-term returns. Security of your capital is a secondary goal compared to maximizing wealth accumulation. You understand the cyclical nature of investments and accept there could be a high level of volatility in the value of your investments. Negative returns can be expected in one in three years.</p>	

<i>Portfolio</i>	<i>Cash</i>	<i>Fixed Interest</i>	<i>Aust Shares</i>	<i>Global Share</i>	<i>Property</i>	<i>Other</i>
Cash	100	0	0	0	0	0
Conservative	22	45	12	12	6	3
Mod. Conserv.	20	40	20	10	10	0
Mod. Growth	1	24	32	32	6	5
Assertive	5	15	40	30	10	0
Aggressive	0	0	40	50	10	0

<i>Portfolio</i>	<i>Defensive</i>	<i>Growth</i>
<i>Defensive</i>	100	0
<i>Conservative</i>	67	33
<i>Moderately. Conservative.</i>	60	40
<i>Moderate. Growth</i>	25	75
<i>Assertive</i>	20	80
<i>Aggressive</i>	0	100

Notes:

1. Fixed Interest includes Australian and international fixed interest.
2. "Other" refers growth assets such as shares and property and can include either a direct, hybrid or derivative of shares and property. It will normally consist of existing investments. Where this is the case then the 10% can be allocated to the respective growth asset.
3. In calculating the asset allocation the percentage of "other" is to be deducted from its respective growth asset.