



**PACIFIC LEADER**  
*Financial & Insurance Services, LLC.*



## RISK TOLERANCE QUESTIONNAIRE

**Below is a series of questions that will help us determine your investing style and appetite for portfolio risk and volatility. This is just one part of a comprehensive financial assessment. Please give each question some thought and be as candid and honest as possible. There are no wrong answers. Tell us how you feel.**

When faced with a major financial decision, are you more concerned about the possible losses or the possible gains?

1. Always the possible losses
2. Usually, the possible losses
3. Usually, the possible gains
4. Always the possible gains

How do you usually feel about your major financial decisions after you make them?

1. Very pessimistic
2. Somewhat pessimistic
3. Somewhat optimistic
4. Very Optimistic

Investments can go up and down in value, and experts often say you should be prepared to weather a downturn. By how much could the total value of all your investments go down before you began to feel uncomfortable?

1. Any fall in value would make me feel uncomfortable.
2. 10%
3. 20%
4. 33%
5. 50%
6. More than 50%

What degree of risk are you currently prepared to take with your financial decisions?

1. Very Low
2. Sort-of Low
3. Medium
4. Sort-of High
5. Very High

What degree of risk have you assumed on your investments in the past?

1. Very Low
2. Sort-of Low
3. Medium
4. Sort-of High
5. Very High

If you were given \$1,000 and were asked to choose between:

1. A sure gain of \$500
2. A 50% chance to gain \$1,000 and a 50% chance to gain nothing.

If you were given \$2,000 and were asked to choose between:

1. A sure loss of \$500
2. A 50% chance to lose \$1,000 and a 50% chance to lose nothing.

After a significant stock market decline, what do you typically do (or would do)?

1. Always buy lower-risk assets (like bonds)
2. Mostly buy lower-risk assets (like bonds)
3. Mostly buy higher-risk assets (like stocks)
4. Always buy higher-risk assets (like stocks)

Suppose you have saved \$500,000 for retirement in a diversified stock portfolio. By what percentage could the total value of your retirement assets drop before you would begin to think about selling your investments and going to cash?

1. A 10% drop (retirement assets drop \$50,000 to a value of \$450,000)
2. A 20% drop (retirement assets drop \$100,000 to a value of \$400,000)
3. A 30% drop (retirement assets drop \$150,000 to a value of \$350,000)
4. A 40% drop (retirement assets drop \$200,000 to a value of \$300,000)
5. A 50% drop (retirement assets drop \$250,000 to a value of \$250,000)

***The information provided in this questionnaire is not intended to be investment advice and does not constitute a recommendation to buy or sell securities.***