

# Investment Policy Statement

CLIENT NAME: \_\_\_\_\_

## A. Time Horizon

*The first two questions concern your time horizon for this investment.*

- 1.) My current age is:
  - Less than 45
  - 45-55
  - 56-65
  - 66-75
  - More than 75
- 2.) I expect to start drawing income from this investment:
  - Not for at least 20 years
  - In 10 to 20 years
  - In 5 to 10 years
  - Not now, but within 5 years
  - Immediately

## B. Long-Term Goals and Expectations

*The next three questions ask about your long-term goals and expectations for the investment. Please be realistic.*

- 3.) For this investment, my goal is:
  - To grow aggressively
  - To grow with caution
  - To avoid losing money
- 4.) Assuming normal market conditions, what would you expect from this investment over time?
  - To generally keep pace with the stock market, knowing that I will trade off losing some money to achieve some gains
  - To have some growth but I do not want an all-equity portfolio
  - To have a high degree of stability, but only modest profits
- 5.) Suppose the stock market performs unusually poorly over the next decade. What would you expect from this investment?
  - To make nothing or even lose a little
  - To eke out a small gain
  - To be little affected by what happens in the stock market

## C. Short-Term Risk Attitudes

*The last two questions concern your thoughts about shorter-term results.*

- 6.) Which of these statements would best describe your attitude about the next three years' performance of this investment?
  - I can live if I lose money
  - I would like to breakeven but can handle small losses
  - I must preserve my assets and breakeven
- 7.) Which of these statements would best describe your attitude about the next three month's performance of this investment?
  - Who cares? One calendar quarter means absolutely nothing
  - If I suffered a loss of greater than 10%, I'd get concerned
  - I can tolerate only small short-term losses

Based on the information given above, what rate of return do you expect on your investments? \_\_\_\_\_

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date