



## Selecting A Model Portfolio

This questionnaire is designed to help you determine which PIA Dimensions Portfolio<sup>SM</sup> may be appropriate for your 401(k) retirement account. Answering the following eight questions about your investment objectives and experience, time horizon, risk tolerance and financial situation will help guide you to the PIA Dimensions Portfolio<sup>SM</sup> that is suitable for you. As your financial circumstances or goals change, you may wish to complete this questionnaire again to see if the portfolio you have selected is still right for you or if you should change to another portfolio.

This questionnaire has two parts: (1) Your Investment Time Horizon and (2) Your Risk Tolerance. Each part is scored separately and is then cross-referenced on the scoring grid on page 4 to determine a suggested PIA Dimensions Portfolio<sup>SM</sup> for you.

### Determining Your Investment Time Horizon

The first part of this questionnaire is designed to determine your investment time horizon. Some investors with shorter investment time horizons don't wish to expose their portfolios to the significant risk of stocks. So they may choose to invest in a portfolio with a greater proportion of bonds than stocks. Other investors with longer investment time horizons don't mind exposing their portfolios to the greater risk of the stock market so they may choose to invest in a portfolio with a greater proportion of stocks than bonds.

Please answer the following two questions to help you determine your investment time horizon:

- Which age bracket includes your current age:
 

a. 18-30	b. 31-40	c. 41-50	d. 51-60
e. 61-70	f. 71+		
- In which age bracket do you plan to retire?
 

a. 55-59	b. 60-64	c. 65-69	d. 70+
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### Investment Time Horizon Score

#### Question 1

- a. 12
- b. 10
- c. 8
- d. 6
- e. 4
- f. 2

Score \_\_\_\_\_

#### Question 2

Your age is currently:

- | Under 45 | 45 or over |
|----------|------------|
| a. 1     | a. -2      |
| b. 2     | b. -1      |
| c. 3     | c. 0       |
| d. 4     | d. 1       |

Score \_\_\_\_\_

**Time Horizon Score**  
Add scores for questions #1-3

Score \_\_\_\_\_

## Determining Your Risk Tolerance

This second part of the questionnaire is designed to help you determine your risk tolerance. Some investors who are uncomfortable during steep stock market downturns or are nervous about large losses in their portfolio may wish to invest in portfolios with a greater proportion of bonds than stocks. Other investors who are willing to accept the greater risk of the stock market may wish to invest in more aggressive portfolios that have a greater proportion of stocks than bonds.

Please answer the following six questions to help you determine your risk tolerance:

### 3. What is the primary goal of your retirement savings?

- a. To protect my retirement savings. I am concerned about maintaining what I have even if that means I might not be able to keep up with inflation.
- b. To beat inflation. In meeting this goal, however, I want to take on only a low to moderate level of risk.
- c. To increase the value of my retirement account. In meeting this goal, however, I would NOT be comfortable with large short-term fluctuations in the value of my account.
- d. To increase the value of my retirement account. In meeting this goal, I am willing to tolerate large short-term fluctuations in the value of my account even though I am not comfortable with that.
- e. To maximize my retirement income. In order to increase the probability of meeting this goal, I'm willing to tolerate large short-term fluctuations in the value of my account.

### 4. How would you feel if the stock market dropped in value significantly?

- a. Fearful . I would sell my portfolio and go to cash.
- b. Fearful. I would keep my portfolio but not invest more.
- c. Concerned. But I wouldn't make any changes in my portfolio.
- d. See it as an opportunity to increase the contributions to my portfolio.
- e. See it as a significant opportunity to buy more for my portfolio.

## Risk Tolerance Score

### Question 3

- a. 1
- b. 2
- c. 3
- d. 4
- e. 5

Score \_\_\_\_\_

### Question 4

- a. 1
- b. 2
- c. 3
- d. 4
- e. 5

Score \_\_\_\_\_

5. The chart below shows the historical range of returns for five different simulated investment portfolios. Which of these investments would you be most comfortable with?

Investment Period 1/1/1972 to 12/31/2010 (39 Years)	Investor A	Investor B	Investor C	Investor D	Investor E
Worst Return (1 Yr)	-46.45%	-36.42%	-26.28%	-16.14%	-7.42%
Average Return (1 Yr)	12.17%	11.31%	10.42%	9.53%	8.62%
Best Return (1 Yr)	62.35%	51.41%	44.09%	37.06%	31.84%
Growth of \$1 (Cum.)	\$48.82	\$44.62	\$38.18	\$30.75	\$23.41

6. The stock market drops significantly in value from time to time, testing investor confidence and discipline. How long would you be prepared to wait for a recovery in the stock market?

- a. Less than one year
- b. One to two years
- c. Two to three years
- d. Three to four years
- e. Over four years

7. Would you be comfortable holding investments that drop significantly in value from time to time if there is the potential for higher returns over longer periods of time?

- a. Completely agree
- b. Somewhat agree
- c. Neutral
- d. Somewhat disagree
- e. Totally disagree

8. A prudent investment program takes into account both risk and return. The higher the potential return, the greater the risk (including loss) an investor must take. Which of the following statements best reflects your opinion of risk and return?

- a. I'm mainly influenced by return (i.e., potential gain)
- b. I'm more influenced by return (i.e., potential gain) than by risk (i.e., potential loss)
- c. I'm equally influenced by return (i.e., potential gain) and risk (i.e., potential loss)
- d. I'm more influenced by risk (i.e., potential loss) than by return (i.e., potential gain)
- e. I'm mainly influenced by risk (i.e., potential loss)

## Risk Tolerance Score

### Question 5

- a. Investor A (5)
- b. Investor B (4)
- c. Investor C (3)
- d. Investor D (2)
- e. Investor E (1)

Score \_\_\_\_\_

### Question 6

- a. 1
- b. 2
- c. 3
- d. 4
- e. 5

Score \_\_\_\_\_

### Question 7

- a. 5
- b. 4
- c. 3
- d. 2
- e. 1

Score \_\_\_\_\_

### Question 8

- a. 5
- b. 4
- c. 3
- d. 2
- e. 1

Score \_\_\_\_\_

### Risk Tolerance Score

Add scores for questions  
#3-8

Score \_\_\_\_\_

## Helping You Select a Model Portfolio

Your Investment Time Horizon Score and your Risk Tolerance Score will help you select a PIA Dimensions Portfolio<sup>SM</sup> for your 401(k) retirement account. Please cross reference your scores in the following table to help you determine the best PIA Dimensions Portfolio<sup>SM</sup> for you. For example, if your Investment Time Horizon Score is 11 and your Risk Tolerance Score is 24, your suggested portfolio would be the PIA Dimensions 60-40 Portfolio<sup>SM</sup>.

		Time Horizon Score				
Risk Tolerance Score	Score	0-3	4-6	7-13	14-15	16
	5-8	20-80	30-70	40-60	40-60	50-50
	9-12	20-80	30-70	40-60	50-50	60-40
	13-21	30-70	40-60	50-50	60-40	70-30
	22-28	30-70	50-50	60-40	70-30	80-20
	29-30	40-60	60-40	70-30	80-20	100-0

- 20-80 = PIA Dimensions 20-80 Portfolio<sup>SM</sup>
- 30-70 = PIA Dimensions 30-70 Portfolio<sup>SM</sup>
- 40-60 = PIA Dimensions 40-60 Portfolio<sup>SM</sup>
- 50-50 = PIA Dimensions 50-50 Portfolio<sup>SM</sup>
- 60-40 = PIA Dimensions 60-40 Portfolio<sup>SM</sup>
- 70-30 = PIA Dimensions 70-30 Portfolio<sup>SM</sup>
- 80-20 = PIA Dimensions 80-20 Portfolio<sup>SM</sup>
- 90-10 = PIA Dimensions 90-10 Portfolio<sup>SM</sup>
- 100-0 = PIA Dimensions 100-0 Portfolio<sup>SM</sup>

**Important Note:** If you have an investment time horizon of one year or less, even the most conservative PIA Dimensions Portfolio<sup>SM</sup> may not be appropriate for you. Instead, you may need to consider a cash or money market option.

## Scoring Summary

Please enter your total **Time Horizon Score** from the blue box at the bottom of page 1.

Score \_\_\_\_\_  
( Questions 1-2)

Please enter your total **Risk Tolerance Score** from the blue box at the bottom of page 3.

Score \_\_\_\_\_  
( Questions 3-8)

## Disclosures

This questionnaire is provided as a courtesy to you by Prudent Investor Advisers, LLC (PIA). It is intended to present some guidelines to help you select a prudent PIA Dimensions Portfolio<sup>SM</sup> for investment in your 401(k) retirement account. The questions in this questionnaire are based on generally accepted investment principles. These questions involve subjective factors such as your risk tolerance and expected age at retirement. For that reason, you should view them only as broad guidelines as to how you might consider investing in your 401(k) account. The questionnaire is not meant to form the basis for any comprehensive investment advice and should not be considered the sole or primary basis on which you make your investment decisions.

You should carefully consider all of your options before investing, including consulting with your investment advisor or some other professional advisor before investing in any investment, including a PIA Dimensions Portfolio<sup>SM</sup>. As your financial circumstances or goals change, you may wish to complete this questionnaire again to see if the PIA Dimensions Portfolio<sup>SM</sup> you have selected is still right for you or if you should change to another portfolio.

PIA is not responsible for the implementation of any PIA Dimensions Portfolio<sup>SM</sup> that may be suggested by this questionnaire. It is your sole responsibility as a participant in your 401(k) plan to decide if you wish to implement, ignore or reject the investment suggestions provided by this questionnaire. Any portfolio, including any PIA Dimensions Portfolio<sup>SM</sup>, will experience both positive and negative returns over any given period of time. There is no guarantee that any PIA Dimensions Portfolio<sup>SM</sup>, each of which holds thousands of securities from dozens of countries, will meet your investment objectives. All investments involve risks, and fluctuations in the financial markets and other factors may cause declines in the value of your 401(k) retirement account. Your investment in a particular investment, including a PIA Dimensions Portfolio<sup>SM</sup>, will not necessarily protect you from investment loss. Past performance is not indicative of future results nor does it provide any sort of predictive abilities of future results.

It is important that you review historic returns of short-term investments, bonds and stocks carefully over various time periods to see if you can accept the level of risk in any given PIA Dimensions Portfolio<sup>SM</sup>. The investment performances in the chart on page 4 of this questionnaire are based on historic index returns from December, 1971 through the month and year indicated on the chart, and are not intended to indicate future results.