

FREQUENTLY ASKED QUESTIONS

Determining the appropriate asset allocation for your intermediate and long-term financial goals. *(If you are going to spend the money you have saved, in the next two to three years, your short-term investments should be in money markets and cash equivalent products.)*

Record your points for each question:

- 1) **I plan to start withdrawals in...**
 - Less than 1 yr (0)
 - 1 to 2 yrs (1)
 - 3 to 5 yrs (4)
 - 6 to 10 yrs (7)
 - 11 to 15 yrs (12)
 - More than 15 yrs (17)
- 2) **I plan to spend the money in the portfolio over a period of...**
 - 2 yrs or less (0)
 - 3 to 5 yrs (1)
 - 6 to 10 yrs (3)
 - 11 to 15 yrs (5)
 - More than 15 yrs (8)
- 3) **When making a long-term investment, I plan to hold the investment for...**
 - 1 to 2 yrs (0)
 - 3 to 4 yrs (1)
 - 5 to 6 yrs (3)
 - 7 to 8 yrs (5)
 - 9 or more yrs (7)
- 4) **From August 31, 2000, through March 31, 2001, stocks lost more than 25%. If I owned a stock that fell more than 25% I would...**
 - Sell all of the remaining investment (1)
 - Sell a portion of the remaining investment (3)
 - Hold on to the investment and sell nothing (5)
 - Buy more of the investment (6)
- 5) **Generally I prefer investments with little or no fluctuation in value, and I am willing to accept the lower returns associated with these investments...**
 - Strongly agree (0)
 - Agree (1)
 - Somewhat agree (3)
 - Disagree (5)
 - Strongly disagree (6)
- 6) **When the market goes down, I tend to sell some of my riskier assets and put the money in safer assets...**
 - Strongly agree (1)
 - Agree (2)
 - Somewhat agree (3)
 - Disagree (4)
 - Strongly disagree (5)

**To be used only as a guideline. Your allocation could be effected by other factors. Please consult your personal investment advisor or Brenda or Don at Investment Consulting Group, Inc. with any questions you have about your asset allocation.
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- 7) **I would invest in a mutual fund based solely on a brief conversation with a friend, coworker, or relative...**
 - Strongly agree (1)
 - Agree (2)
 - Somewhat agree (3)
 - Disagree (4)
 - Strongly disagree (5)
- 8) **From Jan. 31, 1999, through Dec. 31, 1999, some bonds lost almost 9%. If I owned a bond investment that lost 9% in 11 months I would...**
 - Sell all of the remaining investment (1)
 - Sell a portion of the remaining investment (3)
 - Hold on to the investment and sell nothing (5)
 - Buy more of the investment (6)
- 9) **The chart below shows the greatest one-year loss and the highest one-year gain on three different hypothetical investments of \$10,000. Given the potential gain or loss in any one year, I would invest my money in...**

	Greatest High	Greatest Loss
Fund A (1)	\$593	-\$164
Fund B (3)	\$1,921	-\$1,020
Fund C (5)	\$4,229	-\$3,639
- 10) **My current and future income sources (salary, Social Security, and pension plans) are...**
 - Very unstable (1)
 - Unstable (2)
 - Somewhat stable (3)
 - Stable (4)
 - Very stable (5)
- 11) **When it comes to investing in stock or bond mutual funds, I would describe myself as a/an...**
 - Very inexperienced investor (1)
 - Somewhat inexperienced investor (2)
 - Somewhat experienced investor (3)
 - Experienced investor (4)
 - Very experienced investor (5)

Total points _____



***Choose your asset allocation:**

<u>Point Total</u>	<u>Stocks</u>	<u>Bonds</u>
7 – 22	0%	100%
23 – 28	20%	80%
29 – 35	30%	70%
36 – 41	40%	60%
42 – 48	50%	50%
49 – 54	60%	40%
55 – 61	70%	30%
62 – 68	80%	20%
60 – 75	100%	0%

This allocation is a starting point. Your asset allocation should consider other personal factors such as risk tolerance, experience, net worth and personal needs.