



FULLER & COMPANY

Investment Policy Statement *Questionnaire*

Name

Date

Risk Tolerance Questionnaire

R1 Describe the Investor's knowledge of investments.

- None Limited Good Extensive

R2 What is the Investor's investment temperament?

- Investor is more interested in conserving capital than in seeking growth. Investor prefers to accept moderate income and little or no growth in exchange for stability and minimum risk.
- Investor understands that in order to achieve higher returns, it is necessary to take some risk. Investor is willing to accept moderate volatility in the value of their portfolio in exchange for greater income and/or growth potential.
- Investor understands that in order to achieve higher returns, it is necessary to take some risk. Investor is willing to be more aggressive and face greater risk in order to pursue the possibility of above-average rates of return.

R3 An investment decision involves both returns and risk - the higher the potential for returns, the greater the risk of high volatility of results, including loss. What influences the Investor the most when making an important investment decision?

- Investor is mainly influenced by the potential gain.
- Investor is more influenced by the potential gain than by the potential loss.
- Investor is more influenced by the potential loss than by the potential gain.
- Investor is mainly influenced by the potential loss.

R4 Which of the following would best describe the Investor's reaction to short-term fluctuations in this investment portfolio?

- Investor would be extremely uneasy about any fluctuations in the value of the investment portfolio.
- Investor would be very concerned about short-term fluctuations in the value of the investment portfolio, but not to the extreme.
- Investor would have some concern about short-term fluctuations in the value of the investment portfolio.
- Investor would have very little concern about short-term fluctuations in the value of the investment portfolio.

R5 Please choose the statement that best reflects the Investor:

- Investor would rather be out of the stock market when it goes down than in the market when it goes up (i.e. Investor cannot live with the volatility of the stock market).
- Investor would rather be in the stock market when it goes down than out of the market when it goes up (i.e. Investor may not like the idea, but they can live with the volatility of the stock market in order to earn market returns).

R6 If the Investor could increase their chances of achieving all of their goals by taking more risk, would they...

- Be unlikely to take much more risk?
- Be willing to take a little more risk with some of their money?
- Be willing to take a little more risk with all their money?
- Be willing to take a lot more risk with all their money?

R7 How long would the Investor be prepared to recover from a downward fluctuation in the portfolio?

Except for the Great Depression, the longest time investors have had to wait after a market crash or a really bad market decline for their portfolio to return to its earlier value has been: 4 years for stock and 2 years for bond investments. Knowing this, and knowing that it is impossible to protect an Investor from an occasional loss, if the Investor chooses to invest at least some of their portfolio in stocks, please check one of the following to indicate how long the Investor would be prepared to wait out a downward fluctuation in their portfolio:

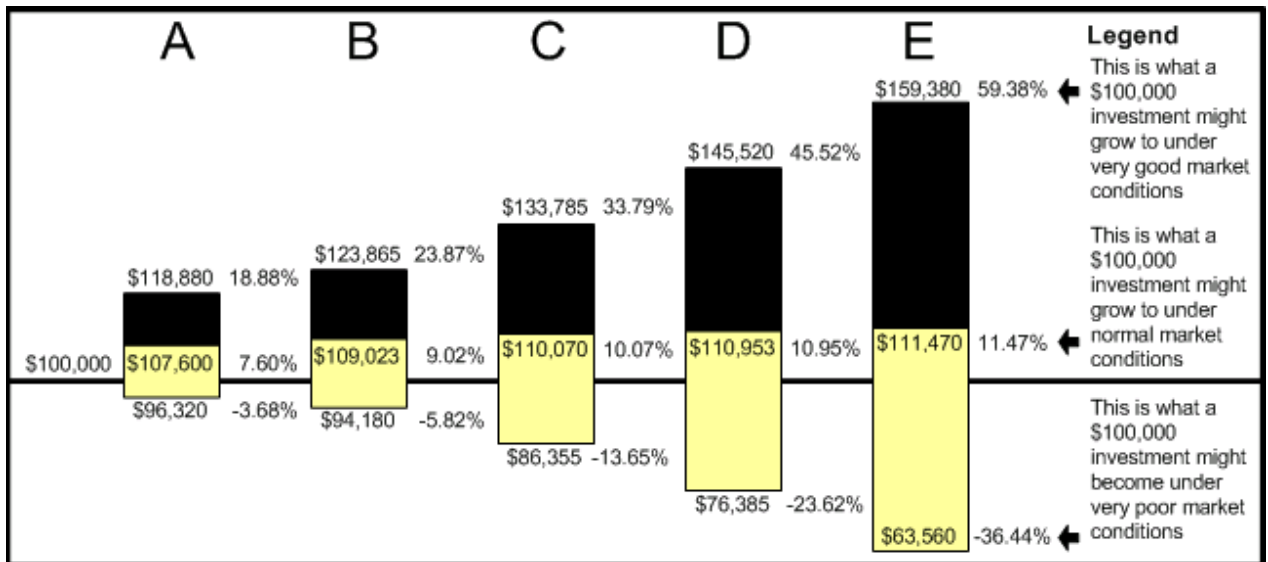
- Less than one year.*
- Between one and two years.*
- Between two and three years.*
- Over three years.

* If the Investor selected a period of three years or less, is the Investor prepared to substantially reduce the Investor's goals as a result of not being willing to accept risk?

- Yes
- No

R8 Which investment would the Investor be most comfortable owning?

The chart below shows the historical range of values for five different investments of \$100,000 after one year. Which investment would the Investor be most comfortable owning?



Note: Range of returns in this chart assumes 99% probability of likelihood. On rare occasions the “worst” could be substantially worse (or better) than shown. Data illustrated is from 1/1/72 to 12/31/08. All portfolios are broadly diversified, and include cash, short- and intermediate-term bonds, large and small U.S. and non-U.S. stocks, emerging market stocks, REITs and commodities. The portion dedicated to bonds and cash per portfolio are: A=100%, B=75%, C=50%, D=25%, E=0%. While portfolios structured differently may have results which are greater or less than the results shown here, the principle of greater risk accompanies the pursuit of higher returns will always apply.

- Investment A Investment B Investment C Investment D Investment E

R9 Which statement best reflects the Investor’s attitude about investing in the equity markets?

The Investor:

- is unwilling to experience any reduction in the value of their investments.
- can tolerate infrequent, very limited declines (less than 10%) through difficult phases in a stock market cycle.
- can tolerate limited declines (10-20%) through difficult phases in a stock market cycle.
- can tolerate periods of moderately negative returns (declines of 20-35%) to achieve potentially higher investment returns and recognizes and accepts that negative returns could persist for a year and possibly longer.
- can tolerate periods of significant negative returns (greater than 35%) for the chance to maximize their long-term returns and recognizes and accepts that negative returns could persist for a year and possibly longer.

Economic Assumptions

9 Prospects for the future.

In general, how would the Investor describe their own outlook for the time periods listed?

1 Year:

- Very Positive
- Modestly Positive
- Neutral
- Modestly Negative
- Very Negative
- Unsure

5 Years:

- Very Positive
- Modestly Positive
- Neutral
- Modestly Negative
- Very Negative
- Unsure

10 Years:

- Very Positive
- Modestly Positive
- Neutral
- Modestly Negative
- Very Negative
- Unsure

What is the Investor's outlook on inflation for the time periods?

1 Year:

- It will increase
- It will be steady
- It will decrease

5 Years:

- It will increase
- It will be steady
- It will decrease

10 Years:

- It will increase
- It will be steady
- It will decrease

Investment Objectives

10 Please describe the investment goals/objectives for this portfolio.

Note: online input space is unlimited

11 Which of the following is the Investor's primary objective for this investment portfolio?

- To assure the safety of the principal.
- To generate income.
- To achieve a particular investment goal.
- Growth.
- To accumulate assets for retirement.
- Other. Please explain:

Note: online input space is unlimited

12 Notwithstanding the above question, most of us have several objectives relating to our investments. Please rank the following objectives in order of importance to the Investor, with 1 being the most important.

- _____ Safety/Capital Preservation (without regard to inflation).
- _____ Capital Preservation (adjusted for inflation).
- _____ Growth.
- _____ Liquidity.
- _____ Current Income.
- _____ Other. Please explain:

Note: online input space is unlimited

13 Achieving the Investor's goals

- There is a target investment return for this client. (If this box is left blank, please skip the remainder of this question.)

What rate of return, after fees and expenses,
does the Investor need to achieve to meet their goals? _____ %

What is the net rate of return above inflation? _____ %

Time Horizon

14 What is the Investor's Time Horizon for this portfolio?

Investment Time Horizon refers to the number of years the Investor expects the portfolio to be invested before substantial withdrawals will be made from the portfolio.

Withdrawals:

a. When will distributions be required from this portfolio?

- Withdrawals are not expected to be needed from this portfolio any time soon.
- Withdrawals will begin immediately, and will occur every:
(if you check this, please also complete part **b** below)
 - month quarter six months year
- Withdrawals will be needed, beginning in approximately:
 - 3 years 5 years 10 years more than 10 years
- Withdrawals are expected to be needed in another time period, described as follows:

Note: online input space is unlimited

b. For immediate withdrawals, the annualized amount of those withdrawals will be:

\$ _____ or _____%

If the immediate withdrawal amount is to be based on a percentage of the portfolio, how often will the withdrawal amount be recalculated?

- End of the prior year
- Beginning of each current year
- Other, please describe:

Note: online input space is unlimited

Tax Considerations

15 Does the Investor pay federal or state income taxes?

Yes No

If yes, at what top marginal federal tax bracket? _____ %

16 If state taxes are applicable, the Investor's top marginal state tax bracket will be:

_____ %

17 What tax considerations should be kept in mind in managing the portfolio? (select all that apply)

The portfolio is entirely tax deferred. Tax minimization is not a concern for this investment portfolio.

Investor has tax loss carry-forwards which can be utilized to reduce future taxes.

Investor wishes that this portfolio be managed to minimize taxes.

Other:

Note: online input space is unlimited

18 Will this portfolio be managed to improve tax efficiency?

Yes No

If yes, describe how the portfolio will be managed to improve its tax efficiency:

Note: online input space is unlimited

Investment Policy Items

19 **When cash (money market funds, bank CDs, etc.) is kept as part of a portfolio, some investors want or need a specific portion to remain as cash, so it can be easily used. As part of this investment portfolio the Investor wishes to maintain:**

- No minimum liquidity needs (cash is handled separately).
- A minimum of _____% of total investments in cash/cash equivalents.
- At least \$_____ in cash/cash equivalents.

For how long will these needs apply?

Note: online input space is unlimited

20 **Do you want to impose any portfolio restrictions or constraints?**

- Yes No

21 **Requested portfolio restrictions or constraints**

Maximum average bond maturities at no more than _____ year(s)

Maximum individual bond maturity should be no more than _____ year(s)

Maximum portion of portfolio in a single fund at no more than _____%

Maximum portion of portfolio in a single security at no more than _____%

Describe any other investment considerations or specific restrictions requested by the Investor in the management of this portfolio:

Note: online input space is unlimited

22 Describe any socially responsible concerns or other issues that the Investor would like to see reflected in the portfolio in this portfolio.

Note: online input space is unlimited

23 Periodically, it is appropriate that the Investor and the Advisor review the relationship and the policies being implemented. How often will the Advisor and the Investor review and update this IPS?

- Annually
- Every two years
- Every three years
- Every four years
- Every five years

24 How frequently would the Investor like to meet to discuss the investments?

- Weekly
- Monthly
- Quarterly
- Semi-annually
- Annually
- Never

Client Signature: _____

Co-Client Signature: _____

Date: _____