

Investment Risk Questionnaire



As a general rule, you should have an emergency fund to cover at least three months of your basic living expenses. Consider building an emergency fund based on cash or cash equivalents, such as daily interest plans, short-term GIC's or money market funds.

This brochure addresses long-term investment goals, and as such does not include guaranteed investments (GIC's) or money market funds. If you have shorter-term goals (saving for vacation) you may want to consider a combination of investment funds and other products. Your Haunn Landers Advisor can help you create a plan to meet your financial needs.

Important Information Concerning Investment Risk Questionnaire

This Investment Risk Questionnaire has been developed to assist us in assessing your financial circumstances, investment time frame and attitudes towards risk for the purpose of allocating funds amongst the broad range of investment funds available.

While reasonable efforts have been made to ensure the accuracy of the information and calculations contained within this brochure, the responsibility for determining the most appropriate allocations to meet your needs, remains with you.

Haunn Landers & Co is not responsible for any damages resulting from the use of this brochure.

Making an investment plan takes time!

Whether it's for a comfortable retirement, a major purchase or funding a child's education, investing to achieve your goals and dreams doesn't just happen.

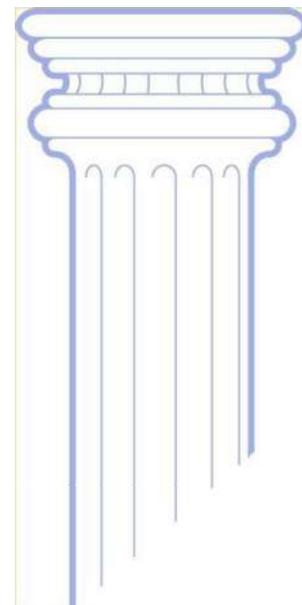
Making an investment plan happen takes action!

Whatever stage of life you are at, successful investment planning takes an honest assessment of your investment knowledge, your comfort with risk and the number of years you have until you want to take an income or make a withdrawal for your investments. In other words, you need to understand your investment profile.

It also takes the right mix of equities and fixed income investments to make your investment goals a reality.

But what's the right mix for you?

At Haunn Landers & Co we can help you make the right choices to make your investment goals and dreams come true!





Name(s): _____ Date: _____

Goal: _____ Plan(s): _____

1. Which statement best describes your knowledge of investing?
 - a. I (we) have virtually no knowledge or experience with investing.
 - b. I (we) have some basic knowledge of the financial markets and have limited experience with investing.
 - c. I (we) am familiar with various investment strategies and am an experienced investor.
 - d. I (we) have an extensive knowledge of the financial markets and have a significant amount of experience investing.

2. Considering your main goal for this plan, when do you expect you will need to withdraw all or a significant portion (i.e. 50% or more) of the money from this particular account?
 - a. 1-3 years
 - b. 4-5 years
 - c. 6-10 years
 - d. Over 10 years

3. What is your primary goal for this portfolio?
 - a. The safety of my (our) investment is my only priority.
 - b. I (we) want to keep my money relatively safe and earn interest & dividend income.
 - c. I am (we're) looking to invest in funds that focus on earning mainly interest/dividend income while also achieving modest asset growth.
 - d. I (we) primarily want my investment to grow, while also earning modest interest and/or dividend income.
 - e. My (our) primary goal is to invest in funds that focus on achieving maximum asset growth.

4. What is your gross income (from all sources)?
\$ _____ Annually

5. How would you classify your current/future income source(s)?
 - a. Stable
 - b. Somewhat stable
 - c. Unstable

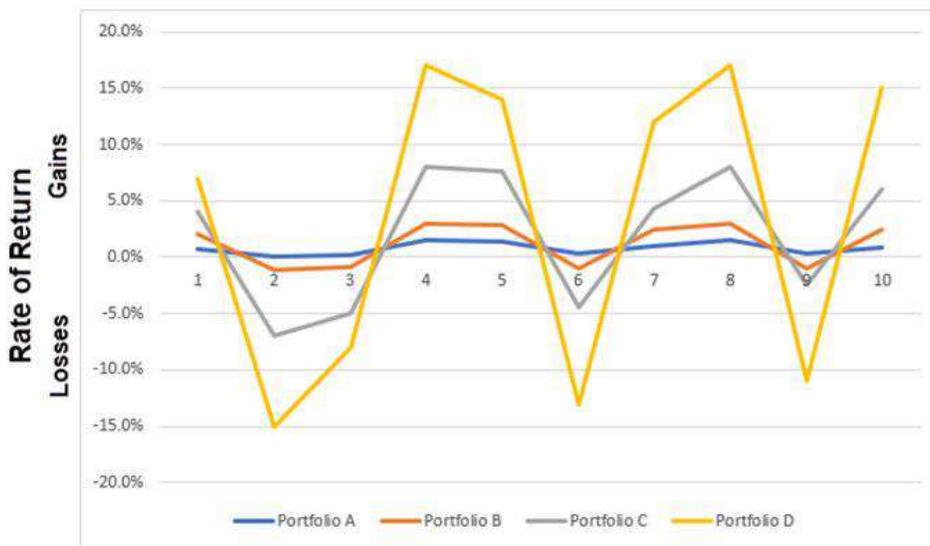
6. What is your estimated net worth (What you own minus what you owe)?
\$ _____ (Assets minus liabilities)

7. Liquid assets are assets that you can redeem for cash quickly and easily for the purpose of covering a shortfall, an unexpected expense or a short-term goal. What is the value of your liquid assets?
- \$_____ (Cash, non-taxable redeemable investments, etc.)
8. This investment account represents approximately what percentage of your total savings and investments?
- Less than 25%
 - 25% - 50%
 - 51% - 75%
 - More than 75%
9. What is your age group?
- Under 35
 - 35-54
 - 55-64
 - 65 or older
10. From September 2008 through November 2008, North American stock markets lost over 30%. If a similar situation occurred today, where your \$100,000 investment dropped to \$70,000 over a three-month period, for this account you would:
- Sell all of the remaining investment to avoid further losses.
 - Sell a portion of the remaining investment to protect some of the capital.
 - Hold onto the investment and not sell any of it in the hope that the investment will recover.
 - Buy more of the investment now that the prices are lower.
11. The chart below shows a range of potential gains and losses over a one-year period for four different investments of \$100,000. Given the potential for gain or loss in any one year, which investment would you likely invest your money in?
- A range of \$0 to \$2,000
 - A range of -\$2,000 to \$5,000
 - A range of -\$8,000 to \$12,000
 - A range of -\$20,000 to \$25,000



12. Investments with higher returns typically involve greater risk. The chart below shows hypothetical annual returns (annual gains and losses) for four different investment portfolios over a 10-year period. Keeping in mind how the returns fluctuate, which investment portfolio would you be most comfortable holding in this account?

- a. Portfolio A - Small gains each year, no losses
- b. Portfolio B - Small to moderate gains most years, some small to moderate losses in other years
- c. Portfolio C - Moderate gains most years, some moderate losses in other years
- d. Portfolio D - Large gains in some years, some moderate to large losses in the other years.



13. In making financial and investment decisions for this goal, you are:

- a. Very conservative and try to minimize risk (volatility in my portfolio) and avoid the possibility of any loss
- b. Conservative but willing to accept a small amount of risk
- c. Willing to accept a moderate level of risk and tolerate some short-term volatility in my portfolio (that will translate into a loss only if sold) to achieve potentially higher returns
- d. Aggressive and typically take on significant risk and are willing to tolerate higher, short-term volatility in my portfolio (that will translate into a loss only if sold) for the potential of achieving higher returns

14. The value of an investment portfolio will generally go up and down over time. Assuming that you have invested \$100,000, in this goal, how much of a decline in your investment portfolio could you tolerate in a 12-month period?

- a. I (we) could not tolerate any loss
- b. -\$3,000 (-3%)
- c. -\$10,000 (-10%)
- d. -\$20,000 (-20%)
- e. More than -\$20,000 (more than -20%)



15. When you are faced with a major financial decision about this goal, are you more concerned about the possible losses or the possible gains?
- a. Always the possible losses
 - b. Mainly the possible losses, with a lesser focus on gains
 - c. Mainly the possible gains, with a lesser focus on losses
 - d. Always the possible gains
16. Is aligning your personal values to investment opportunities focused on the Environment, Social Impact or Equitable Governance a priority to you?
- a. Yes
 - b. No
17. Will you be borrowing money (i.e. taking out a loan or using a line of credit) to fund this purchase?
- a. Yes
 - b. No