

A. How would you describe your knowledge of investments?

- little or none
 - moderate
 - good
 - extensive
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B. In which of the following timeframes would you anticipate accessing the bulk of your investment?

- less than 3 years
 - 3 to 5 years
 - 5 to 7 years
 - 7 to 10 years
 - beyond 10 years
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C. Your preference is for:

- no risk to your capital (accepting that its purchasing power may be eroded)
 - minor fluctuations, accepting that returns will be very modest
 - substantial fluctuations in value in pursuit of higher returns over time
 - unconcerned about fluctuations including a significant loss of capital - maximum growth is the primary objective
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D. It is your intention to:

- start drawing an income of > 5% p.a. within the next 5 years
 - start drawing an income of < 5% p.a. within the next 5 years
 - draw an income but not for at least 5 years
 - draw an income but not for at least 10 years
 - perhaps draw an income within 10 years, but timing unsure
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E. If your portfolio decreased significantly in value over a one year period you would be likely to:

- cut your losses, sell your investments and put the proceeds on deposit
 - sell half the investment and put the proceeds on deposit
 - hold the portfolio and make no changes - you understand that markets can have bad years
 - invest additional money in the markets to take advantage of the better value on offer
 - can't say how you would react
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F. Have you ever made an investment of a size which mattered to you and which showed a significant loss in value, even on a temporary basis? If so, did it:

- cause you significant stress?
 - bother you, but not to the degree of significant stress?
 - not bother you – these things happen
 - never made such an investment
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G. Have you ever: (tick all the options which apply)

- acquired shares through a de-mutualisation (First Active, Canada Life etc)?
- acquired shares as part of an employee share scheme ?
- bought shares in a public issue (e.g. eircom)?

- bought shares of your own choice or on advice?
 - owned unit-linked funds or unit trusts?
 - dealt in CFDs, financial spread-betting or other derivatives?
 - owned investment property (ie. excluding your principal residence), or invested in a geared property syndicate or similar vehicle?
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H. You are a contestant on a TV quiz show and have just answered the €50,000 question. The next question can win you €100,000 but you are unsure of the answer - you are certain that it is not a. or b. but don't know as between c. and d. What would you do?

- not answer and take the €50,000
 - eliminate one incorrect answer, leaving you a choice of three: if wrong you go home with €25,000; if correct you collect €75,000
 - guess the answer: if correct you win €100,000, but if wrong you go home empty-handed
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I. You are due to go on an early morning international flight and the recommended check-in time is 90 minutes before flying – which of these scenarios best describes you?

- pack two days earlier, setting a second alarm clock for a time which will get you there at least 2 hours beforehand (allowing for traffic delays)
 - pack the night before, setting two alarm clocks for a time to arrive at or before the 90 minutes
 - finish packing just before leaving, but in time to get there 'in or about' the 90 minutes
 - take the view that 90 minutes really means 60
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J. You are renewing your household insurance, and face a choice of lower premiums/higher excesses as shown. Which do you choose?

- premium €700, with excess of €250
- premium €600, with excess of €1000
- premium €300, with excess of €5000

Client _____

Signature _____

Date _____

Client 2 (Optional) _____

Signature _____

Date _____

Advisor _____

Signature _____

Date _____