

# Lifestyle Asset Management, Inc.

## Risk Tolerance Questionnaire

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### Time Horizon

Your current situation and future income needs.

1. What is your current age?
    - A. Less than 45
    - B. 45 to 55
    - C. 56 to 65
    - D. 66 to 75
    - E. Older than 75
  
  2. When do you expect to start drawing income?
    - A. Not for at least 20 years
    - B. In 10 to 20 years
    - C. In 5 to 10 years
    - D. Not now, but within 5 years
    - E. Immediately
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### Long-Term Goals and Expectations

Your views of how an investment should perform over the long term.

3. What is your goal for this investment?
  - A. To grow aggressively
  - B. To grow significantly
  - C. To grow moderately
  - D. To grow with caution
  - E. To avoid losing money
  
4. Assuming normal market conditions, what would you expect from this investment over time?
  - A. To generally keep pace with the stock market
  - B. To slightly track the stock market, but make a good profit
  - C. To trail the stock market, but make a moderate profit
  - D. To have some stability, but make modest profits
  - E. To have a high degree of stability, but make small profits
  
5. Suppose the stock market performs unusually poor over the next decade. What would you expect from this investment?
  - A. To lose money
  - B. To make very little or nothing
  - C. To make out a little gain
  - D. To make a modest gain
  - E. To be little affected by what happens in the stock market

## Short-Term Risk Attitudes

Your attitude toward short-term volatility

6. Which of these statements would describe your attitudes about the next three years' performance of this investment?
- A. I don't mind if I lose money
  - B. I can tolerate a loss
  - C. I can tolerate a small loss
  - D. I'd have a hard time tolerating any losses
  - E. I need to see at least some return
7. Which of these statements would best describe your attitudes about the next three months' performance of this investment?
- A. Who cares? One calendar quarter means nothing
  - B. I wouldn't worry about losses in that time frame
  - C. If I suffered a loss greater than 10%, I'd get concerned
  - D. I can only tolerate small short-term losses
  - E. I'd have a hard time stomaching any losses
- 

Please tally up your choices to determine your risk score:

Number of A choices \_\_\_\_\_ x 5 = \_\_\_\_\_

Number of B choices \_\_\_\_\_ x 4 = \_\_\_\_\_

Number of C choices \_\_\_\_\_ x 3 = \_\_\_\_\_

Number of D choices \_\_\_\_\_ x 2 = \_\_\_\_\_

Number of E choices \_\_\_\_\_ x 1 = \_\_\_\_\_

**Total Risk Score = \_\_\_\_\_**

LSAM portfolio choices based on risk score:

**FUND ALLOCATION PORTFOLIOS (\$50,000 minimum)**

Total Risk Score	Risk Level	Aggressive Growth	Growth	Balanced Growth	Retirement Income	Balanced Income	Conservative
			High Income				Bond
7	Very Conservative						X
8 – 14	Conservative					X	
15 – 21	Moderate			X	X		
22 – 28	Moderately Aggressive		X				
29 - 35	Aggressive	X					

**LSAM Aggressive Growth**

The objective of the LSAM Aggressive Growth portfolio is to obtain long-term capital appreciation without regard for current income. Under normal market conditions, the portfolio is invested in mutual fund and Exchange-Traded Fund allocations of domestic and international equities, alternative investments and money market funds. This portfolio is appropriate for investors with a time horizon of ten years or greater. Risk level is considered to be aggressive.

Typical allocation: 90% – 100% equity + alternative assets / 0% – 10% fixed income + cash

**LSAM Growth**

The objective of the LSAM Growth portfolio is to obtain long-term capital appreciation. Under normal market conditions, the portfolio is invested in mutual fund and Exchange-Traded Fund allocations of domestic and international equities and bonds, alternative investments and money market funds. This portfolio is designed for investors seeking long-term growth with moderate risk and is appropriate for investors with a time horizon of seven to ten years. Risk level is considered to be moderately aggressive.

Typical allocation: 75% – 85% equity + alternative assets / 15% – 25% fixed income + cash

**LSAM High Income**

The objective of the LSAM High Income portfolio is to produce current income without regard to volatility in the value of the holdings. Under normal market conditions, the portfolio is invested in diversified mutual fund and Exchange-Traded Fund allocations of domestic and international equities, bonds, and Real Estate Investment Trusts (REITs), alternative investments, covered call strategies, and money market funds. This portfolio is designed for investors seeking high current income with moderate risk and is appropriate for investors with a time horizon of seven to ten years. Risk level is considered to be moderately aggressive.

Typical allocation: 20% – 25% equity + alternative assets / 75% – 85% fixed income + cash

### **LSAM Balanced Growth**

The objective of the LSAM Balanced portfolio is to produce moderate growth of capital with a secondary objective of current income. Under normal market conditions, the portfolio is invested in mutual fund and Exchange-Traded Fund allocations of domestic and international equities and bonds, alternative investments and money market funds. This portfolio is appropriate for investors with a time horizon of five to seven years. Risk level is considered moderate.

Typical allocation: 55% – 65% equity + alternative assets / 35% – 45% fixed income + cash

### **LSAM Retirement Income**

The objective of the LSAM Balanced portfolio is to produce moderate growth of capital with an equal secondary objective of current income. Under normal market conditions, the portfolio is invested in mutual fund and Exchange-Traded Fund allocations of domestic and international equities and bonds, alternative investments and money market funds. This portfolio is appropriate for investors with a time horizon of five to seven years. Risk level is considered moderate.

Typical allocation: 55% – 65% equity + alternative assets / 35% – 45% fixed income + cash

### **LSAM Balanced Income**

The objective of the LSAM Balanced Income portfolio is to produce current income with a secondary goal of minimal to moderate growth of capital. Under normal market conditions, the portfolio is invested in diversified mutual fund and Exchange-Traded Fund allocations of domestic and international bonds, alternative investments, equities and money market funds. This portfolio is appropriate for investors with a time horizon of three to five years. Risk level is considered low to moderate.

Typical allocation: 35% – 45% equity + alternative assets / 55% – 65% fixed income + cash

### **LSAM Conservative**

The objective of the LSAM Conservative portfolio is to preserve capital and produce current income with a secondary goal of minimal growth of capital. Under normal market conditions, the portfolio is invested in diversified mutual fund and Exchange-Traded Fund allocations of domestic and international bonds, alternative investments, equities and money market funds. This portfolio is appropriate for investors with a time horizon of less than three years. Risk level is considered low.

Typical allocation: 15% – 25% equity + alternative assets / 75% – 85% fixed income + cash

### **LSAM Bond**

The objective of the LSAM Bond portfolio is to preserve capital and produce current income. Under normal market conditions, the portfolio is invested in diversified mutual fund and Exchange-Traded Fund allocations of domestic and international bonds, alternative investments, and money market funds. This portfolio is appropriate for investors with a time horizon of less than three years. Risk level is considered low.

Typical allocation: 20% – 30% equity + alternative assets / 70% – 80% fixed income + cash

**INDIVIDUAL EQUITY PORTFOLIOS (\$100,000 minimum)**

Total Risk Score	Risk Level	Legacy GARP	Large-Cap GARP	ALL-CAP 30	Equity-Income
29 - 35	Aggressive	X	X	X	X

**LSAM Legacy GARP**

The objective of the LSAM Legacy GARP Portfolio is growth of capital. The portfolio seeks its objective by normally investing at least 90% of its assets in common stocks of global companies that have improving fundamentals (based on growth criteria) and whose stock is reasonably valued or undervalued by the market (based on value criteria). At least 80% of the portfolio is invested in common stocks of global companies with market capitalizations of \$5 billion or above. This portfolio is appropriate for investors with a time horizon of ten years or greater. Risk level is considered to be aggressive.

**LSAM ALL-CAP 30**

The objective of the LSAM ALL-CAP 30 Portfolio is growth of capital. The portfolio seeks its objective by normally investing at least 90% of its assets in common stocks of global companies that have sustained better than average rates of growth in both revenue and operating income. At least 80% of the portfolio is invested in common stocks of global companies with market capitalizations over \$1 billion. This portfolio is appropriate for investors with a time horizon of ten years or greater. Risk level is considered to be aggressive.

**LSAM Equity-Income**

The objective of the LSAM Equity-Income portfolio is growth of capital with an equally essential objective of current income. The portfolio seeks its objective by normally investing at least 90% of its assets in common stocks of global companies that have strong growth potential, and in addition, high sustainable dividend yields. This portfolio is appropriate for investors with a time horizon of ten years or greater. Risk level is considered to be aggressive.

**TOTAL RETURN PORTFOLIOS (\$500,000 minimum)**

Total Risk Score	Risk Level	Total Return Growth	Total Return Balanced Growth	Total Return Balanced Income
5 – 14	Conservative			X
15 – 21	Moderate		X	
22 – 28	Moderately Aggressive	X		

**LSAM Total Return Growth**

The objective of the LSAM Total Return Growth portfolio is to obtain long-term capital appreciation. Under normal market conditions, the portfolio is invested in diversified allocations of domestic and international equities and bonds, alternative investments and money market funds. This Total Return portfolio is customized on a client-by-client basis, and utilizes individual stocks, individual bonds, mutual funds and Exchange-Trade Funds, as well as other investments that are appropriate for meeting the objective of the portfolio. The portfolio is appropriate for investors with a time horizon of seven to ten years. Risk level is considered to be moderately aggressive.

Typical allocation: 70% – 90% equity + alternative assets / 10% – 30% fixed income + cash

**LSAM Total Return Balanced Growth**

The objective of the LSAM Total Return Balanced Growth portfolio is to produce moderate growth of capital with a secondary objective of current income. Under normal market conditions, the portfolio is invested in diversified allocations of domestic and international equities and bonds, alternative investments and money market funds. This Total Return portfolio is customized on a client-by-client basis, and utilizes individual stocks, individual bonds, mutual funds and Exchange-Trade Funds, as well as other investments that are appropriate for meeting the objective of the portfolio. The portfolio is appropriate for investors with a time horizon of five to seven years. Risk level is considered moderate.

Typical allocation: 50% – 70% equity + alternative assets / 30% – 50% fixed income + cash

**LSAM Total Return Balanced Income**

The objective of the LSAM Total Return Balanced Income portfolio is to produce current income with a secondary goal of moderate growth of capital. Under normal market conditions, the portfolio is invested in diversified allocations of domestic and international equities and bonds, alternative investments and money market funds. This Total Return portfolio is customized on a client-by-client basis, and utilizes individual stocks, individual bonds, mutual funds and Exchange-Trade Funds, as well as other investments that are

appropriate for meeting the objective of the portfolio. The portfolio is appropriate for investors with a time horizon of three to five years. Risk level is considered low to moderate.

Typical allocation: 30% – 50% equity + alternative assets / 50% – 70% fixed income + cash

**CLIENT:**

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Signature

\_\_\_\_\_  
Signature (if joint)

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date

**ADVISOR:**

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Print Name

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