

Attitude to Risk Questionnaire

Client Name:

This questionnaire will help you determine the type of investment suitable for your client.

Please circle the most appropriate response to the 12 statements below, ensuring you only circle one response per statement.

	<i>Strongly agree</i>	<i>Agree</i>	<i>No strong opinion</i>	<i>Disagree</i>	<i>Strongly disagree</i>	<i>Score</i>
People who know me would describe me as a cautious person.	0	1	2	3	4	
I feel comfortable about investing in the stock market.	4	3	2	1	0	
I generally look for the safer investments, even if that means lower returns.	0	1	2	3	4	
Usually it takes me a long time to make up my mind on financial matters.	0	1	2	3	4	
I associate the word "risk" with the idea of "opportunity".	4	3	2	1	0	
I generally prefer bank deposits to riskier investments.	0	1	2	3	4	
I find investment matters easy to understand.	4	3	2	1	0	
I'm willing to take substantial investment risk to earn substantial returns.	4	3	2	1	0	
I've little or no experience of investing in stocks, shares, or investment funds.	0	1	2	3	4	
I tend to be anxious about the investment decisions I've made.	0	1	2	3	4	
I'd rather take my chances with higher risk investments than have to save more.	4	3	2	1	0	
I'm not comfortable with the ups and downs of stock market investments.	0	1	2	3	4	
TOTAL SCORE						



Calculating the risk score

Please follow the steps below to calculate the clients' attitude to risk.

1. Determine Risk Score

Add the scores from each question on page 1 to determine the total score. Then use the total score to determine the client's risk category using the table below:

Risk category	Low score	Upper score	Consistency check?
Risk Averse	0	10	×
Conservative	11	15	×
Balanced	16	22	✓
Moderate	23	28	✓
Dynamic	29	34	✓
Adventurous	35	48	✓

2. Perform Sense Checks (No Strong Opinion)

The client's answers should be checked if they have answered 'NO STRONG OPINION' to 5 or more questions.

If the client found the questions difficult to answer or understand, they should be clarified and the opinion verified. Please revisit the risk profiler questions and review/change the client's answers. Alternatively, document in the section below the reasons why the client feels their responses remain valid despite these discrepancies:

3. Perform Consistency Check

If the client has a score of 'balanced' or above the following questions should be reconfirmed with the client where they have provided an answer that is inconsistent with their risk score. This is because it suggests they are uncomfortable with riskier investments:

- **They strongly disagree with question 2.** *I feel comfortable about investing in the stock market.*
- **They strongly agree with question 3.** *I generally look for safer investments, even if that means lower returns.*
- **They strongly agree with question 6.** *I generally prefer bank deposits to riskier investments.*
- **They strongly agree with question 12.** *I'm not comfortable with the ups and downs of stock market investments.*

If the client responses remain unchanged please document in the section below why the client feels their responses remain valid despite these discrepancies.

