

Duncan Walsh Advisors Risk Tolerance Questionnaire and Investment Policy Statement

In order to select a pre-defined managed portfolio provided by Duncan Walsh Advisors (DWA), please complete this Risk Tolerance Questionnaire. Read the questions below and add your score for the option that best represents you.

Question 1

Your age is an important factor in your ability to take on investment risk. Your age is:

- A.** 35 or under (score 6) **B.** 36-45 (score 4) **C.** 46-65 or over (score 3) **D.** Client is not an individual (score half a point .50)

Question 2

What is the time horizon for this investment portfolio?

- A.** Less than 2 years (score 0) **B.** 2-5 years (score 2) **C.** 5-10 years (score 4) **D.** Greater than 10 years (score 6)

Question 3

What is your risk tolerance? It is important to understand that the less short-term risk you are willing to take on, the lower your long-term returns are likely to be.

- A.** I consider myself conservative – I want to preserve initial principal in the account, with minimal risk, even if that means the account does not generate significant income or returns and may not keep pace with inflations. (score negative -2)
B. I consider myself to be moderate-conservative – I am willing to accept low risk to the initial principal, including low volatility, to seek a modest level of portfolio returns. (score negative -1)
C. I consider myself to be moderate – I am willing to accept some risk to the initial principal and tolerate some volatility to seek higher returns, and understands a portion of the money invested could be lost. (score 2)
D. I consider myself to be moderate-aggressive – Such Investor is willing to accept high risk to the initial principal, including high volatility, to seek high returns over time, and understands a substantial amount of the money invested could be lost. (score 4)
E. I consider myself to be aggressive – I am willing to accept maximum risk to the initial principal to aggressively seek maximum returns, and understands most, or all, of the money invested could be lost. (score 7)

Question 4

What is your return objective?

- A.** I do not have a high return objective. I am willing to accept lower long-term returns in order to preserve capital in bad market environments. (score negative -2)
B. When stocks are performing well I want some participation but I am also somewhat concerned with short-term risk. (score negative -1)
C. I am looking for high long-term returns and only mildly concerned with short-term risk. (score 2)
D. I am looking for high returns and I am not concerned with short-term risk. (score 4)
E. I am looking for maximum returns and I am not concerned with short-term risk or being out of sync with equity markets. (score 6)

Question 5

Once withdrawals begin for this investment portfolio how long should they last?

- A.** Lump sum withdrawal (score 0)
B. Less than 1 year (score 2)
C. 1-5 years (score 2)
D. 6-10 years (score 4)
E. 11 or more years (score 6)

What is my risk tolerance score?

To calculate your tolerance risk score use the following spaces to list the point values associated with each of your responses. Add the values together to calculate your risk tolerance score. Point values can be found at the end of each of your answers. A total score of 31 represents the highest tolerance for risk and a negative 3 represents the lowest.

- 1) _____
 2) _____
 3) _____
 4) _____
 5) _____

For Equity Portfolios, please select either*:
 _____ Active Portfolios
 _____ Index Portfolios

For Income Portfolios, please select either*:
 _____ Taxable Portfolio
 _____ Tax Favored Portfolio

Total Score _____

Distribution Needs: Please hold an additional ____% in the money market fund to meet annual distributions.

*See descriptions on the following pages

Active Portfolios

The Duncan Walsh Advisors Active Equity Portfolios are based on a strategic allocation process that gives clients exposure to up to seventeen different investment categories, with target weightings established on the client's goals and risk/return profile. Each portfolio also includes a tactical overlay, where investment categories are given a range around their respective targets, and can be over or under weighted based on their relative valuations. Each investment category is filled by an actively managed mutual fund or ETF (exchange traded fund).

____ Score -3 to 6.50 **Active DWA Conservative Equity** – This portfolio is designed for investors who seek a minimal level of long-term capital appreciation with a high level of current income. It is designed for investors who have a tolerance for risk that is conservative. This portfolio seeks to provide low long-term capital appreciation with a high level of income. There is significant emphasis on short term principal protection. A target 25% exposure to equities is broadly diversified in both U.S. and foreign securities. U.S. equity exposure includes growth and value, as well as large, mid and small capitalizations. Additional positions can include sectors, commodities or alternatives. Foreign stocks include exposure to both developed and emerging markets. A target Bond holdings of 60% can include U.S. and foreign, fixed and adjustable, government and corporate (including high quality, high yield, multi sector).

Target allocation:

US Small Cap Equity	1.20%
US Mid Cap Equity	3.90%
US Large Cap Equity	15.29%
Tactical Asset Allocation	1.38%
Foreign Developed Equity	3.89%
Foreign Emerging Equity	0.78%
Commodity	1.07%
Foreign Bond	9.25%
US Investment Grade Bond	59.25%
Money Market	4.00%

____ Score 7 to 11.50 **Active DWA Moderately Conservative Equity** – This portfolio is designed for investors who seek a low level of long-term capital appreciation with a high level of current income. It is designed for investors who have a tolerance for risk that is slightly below average. This portfolio seeks to provide low long-term capital appreciation with a high level of income. There is moderate emphasis on short term principal protection. A target 40% exposure to equities is broadly diversified in both U.S. and foreign securities. U.S. equity exposure includes growth and value, as well as large, mid and small capitalizations. Additional positions can include sectors, commodities or alternatives. Foreign stocks include exposure to both developed and emerging markets. A target Bond holdings of 60% can include U.S. and foreign, fixed and adjustable, government and corporate (including high quality, high yield, multi sector).

Target allocation:

US Small Cap Equity	2.69%
US Mid Cap Equity	6.71%
US Large Cap Equity	21.93%
Tactical Asset Allocation	2.25%
Foreign Developed Equity	7.49%
Foreign Emerging Equity	2.28%
Commodity	1.65%
Foreign Bond	7.02%
US Investment Grade Bond	44.98%
Money Market	3.00%

____ Score 12 to 17.50 **Active DWA Balanced Equity** – This portfolio is designed for investors who seek a moderate level of long-term capital appreciation with a moderate level of current income. It is designed for investors who have a tolerance for risk that is average. This portfolio seeks to provide moderate long-term capital appreciation with a moderate level of income. There is moderate emphasis on

short term principal protection. A target 55% exposure to equities is broadly diversified in both U.S. and foreign securities. U.S. equity exposure includes growth and value, as well as large, mid and small capitalizations. Additional positions can include sectors, commodities or alternatives. Foreign stocks include exposure to both developed and emerging markets. A target Bond holdings of 45% can include U.S. and foreign, fixed and adjustable, government and corporate (including high quality, high yield, multi sector).

Target allocation:

US Small Cap Equity	3.95%
US Mid Cap Equity	9.87%
US Large Cap Equity	25.66%
Tactical Asset Allocation	3.13%
Foreign Developed Equity	12.47%
Foreign Emerging Equity	5.34%
Commodity	2.08%
Foreign Bond	4.79%
US Investment Grade Bond	30.71%
Money Market	2.00%

____ Score 18 to 22.50 **Active DWA Moderate Equity** – This portfolio is designed for investors who seek a moderate level of long-term capital appreciation with a low level of current income. It is designed for investors who have a tolerance for risk that is moderate. This portfolio seeks to provide moderate long-term capital appreciation with a low level of income. There is some emphasis on short term principal protection. A target 70% exposure to equities is broadly diversified in both U.S. and foreign securities. U.S. equity exposure includes growth and value, as well as large, mid and small capitalizations. Additional positions can include sectors, commodities or alternatives. Foreign stocks include exposure to both developed and emerging markets. A target Bond holdings of 30% can include U.S. and foreign, fixed and adjustable, government and corporate (including high quality, high yield, multi sector).

Target allocation:

US Small Cap Equity	4.90%
US Mid Cap Equity	12.24%
US Large Cap Equity	31.82%
Tactical Asset Allocation	3.88%
Foreign Developed Equity	15.46%
Foreign Emerging Equity	6.63%
Commodity	2.58%
Foreign Bond	2.77%
US Investment Grade Bond	17.73%
Money Market	2.00%

____ Score 23 to 27.50 **Active DWA Moderate Aggressive Equity** – This portfolio is designed for investors who seek a high level of long-term capital appreciation with a low level of current income. It is designed for investors who have a tolerance for risk that is above average. This portfolio seeks to provide high long-term capital appreciation with a low level of income. There is minimal emphasis on short term principal protection. A target 85% exposure to equities is broadly diversified in both U.S. and foreign securities. U.S. equity exposure includes growth and value, as well as large, mid and small capitalizations. Additional positions can include sectors, commodities or alternatives. Foreign stocks include exposure to both developed and emerging markets. A target Bond holdings of 15% can include U.S. and foreign, fixed and adjustable, government and corporate (including high quality, high yield, multi sector).

Target allocation:

US Small Cap Equity	5.69%
US Mid Cap Equity	14.21%
US Large Cap Equity	36.96%
Tactical Asset Allocation	4.50%

Foreign Developed Equity	17.96%
Foreign Emerging Equity	7.70%
Commodity	2.99%
Foreign Bond	1.08%
US Investment Grade Bond	6.92%
Money Market	2.00%

____ Score 28 to 31 **Active DWA Aggressive Equity** – This portfolio is designed for investors who seek maximum long-term capital appreciation with a minimal level of current income. It is designed for investors who have a tolerance for risk that is well above average. This portfolio seeks to provide high long-term capital appreciation with a minimal level of income. There is little emphasis on short term principal protection. A target 100% exposure to equities is broadly diversified in both U.S. and foreign securities. U.S. equity exposure includes growth and value, as well as large, mid and small capitalizations. Additional positions can include sectors, commodities or alternatives. Foreign stocks include exposure to both developed and emerging markets.

Target allocation:

US Small Cap Equity	6.19%
US Mid Cap Equity	15.48%
US Large Cap Equity	40.24%
Tactical Asset Allocation	4.90%
Foreign Developed Equity	19.55%
Foreign Emerging Equity	8.38%
Commodity	3.26%
Money Market	2.00%

Index Portfolios

The Duncan Walsh Advisors Index Equity Portfolios are based on a strategic allocation process that gives clients exposure to up to seventeen different investment categories, with target weightings established on the client's goals and risk/return profile. Each portfolio also includes a tactical overlay, where investment categories are given a range around their respective targets, and can be over or under weighted based on their relative valuations. Each investment category is filled by an index mutual fund or ETF (exchange traded fund).

____ Score -3 to 6.50 **Index DWA Conservative Equity** – This portfolio is designed for investors who seek a minimal level of long-term capital appreciation with a high level of current income. It is designed for investors who have a tolerance for risk that is conservative. This portfolio seeks to provide low long-term capital appreciation with a high level of income. There is significant emphasis on short term principal protection. A target 25% exposure to equities is broadly diversified in both U.S. and foreign securities. U.S. equity exposure includes growth and value, as well as large, mid and small capitalizations. Additional positions can include sectors, commodities or alternatives. Foreign stocks include exposure to both developed and emerging markets. A target Bond holdings of 60% can include U.S. and foreign, fixed and adjustable, government and corporate (including high quality, high yield, multi sector).

Target allocation:

US Small Cap Equity	1.26%
US Mid Cap Equity	4.10%
US Large Cap Equity	16.09%
Foreign Developed Equity	4.09%
Foreign Emerging Equity	0.82%
Commodity	1.13%
Foreign Bond	9.25%
US Investment Grade Bond	59.25%
Money Market	4.00%

____ Score 7 to 11.50 **Index DWA Moderately Conservative Equity** – This portfolio is designed for investors who seek a low level of long-term capital appreciation with a high level of current income. It is designed for investors who have a tolerance for risk that is slightly below average. This portfolio seeks to provide low long-term capital appreciation with a high level of income. There is moderate emphasis on short term principal protection. A target 40% exposure to equities is broadly diversified in both U.S. and foreign securities. U.S. equity exposure includes growth and value, as well as large, mid and small capitalizations. Additional positions can include sectors, commodities or alternatives. Foreign stocks include exposure to both developed and emerging markets. A target Bond holdings of 60% can include U.S. and foreign, fixed and adjustable, government and corporate (including high quality, high yield, multi sector).

Target allocation:

US Small Cap Equity	2.83%
US Mid Cap Equity	7.07%
US Large Cap Equity	23.09%
Foreign Developed Equity	7.89%
Foreign Emerging Equity	2.40%
Commodity	1.74%
Foreign Bond	7.02%
US Investment Grade Bond	44.98%
Money Market	3.00%

____ Score 12 to 17.50 **Index DWA Balanced Equity** – This portfolio is designed for investors who seek a moderate level of long-term capital appreciation with a moderate level of current income. It is designed for investors who have a tolerance for risk that is average. This portfolio seeks to provide moderate long-term capital appreciation with a moderate level of income. There is moderate emphasis on short term principal protection. A target 55% exposure to equities is broadly diversified in both U.S. and foreign securities. U.S. equity exposure includes growth and value, as well as large, mid and small capitalizations. Additional positions can include sectors, commodities or alternatives. Foreign stocks include exposure to both developed and emerging markets. A target Bond holdings of 45% can include U.S. and foreign, fixed and adjustable, government and corporate (including high quality, high yield, multi sector).

Target allocation:

US Small Cap Equity	4.16%
US Mid Cap Equity	10.39%
US Large Cap Equity	27.02%
Foreign Developed Equity	13.13%
Foreign Emerging Equity	5.63%
Commodity	2.19%
Foreign Bond	4.79%
US Investment Grade Bond	30.71%
Money Market	2.00%

____ Score 18 to 22.50 **Index DWA Moderate Equity** – This portfolio is designed for investors who seek a moderate level of long-term capital appreciation with a low level of current income. It is designed for investors who have a tolerance for risk that is moderate. This portfolio seeks to provide moderate long-term capital appreciation with a low level of income. There is some emphasis on short term principal protection. A target 70% exposure to equities is broadly diversified in both U.S. and foreign securities. U.S. equity exposure includes growth and value, as well as large, mid and small capitalizations. Additional positions can include sectors, commodities or alternatives. Foreign stocks include exposure to both developed and emerging markets. A target Bond holdings of 30% can include U.S. and foreign, fixed and adjustable, government and corporate (including high quality, high yield, multi sector).

Target allocation:

US Small Cap Equity	5.15%
US Mid Cap Equity	12.88%
US Large Cap Equity	33.50%

Foreign Developed Equity	16.28%
Foreign Emerging Equity	6.98%
Commodity	2.71%
Foreign Bond	2.77%
US Investment Grade Bond	17.73%
Money Market	2.00%

____ Score 23 to 27.50 **Index DWA Moderately Aggressive Equity** – This portfolio is designed for investors who seek a high level of long-term capital appreciation with a low level of current income. It is designed for investors who have a tolerance for risk that is above average. This portfolio seeks to provide high long-term capital appreciation with a low level of income. There is minimal emphasis on short term principal protection. A target 85% exposure to equities is broadly diversified in both U.S. and foreign securities. U.S. equity exposure includes growth and value, as well as large, mid and small capitalizations. Additional positions can include sectors, commodities or alternatives. Foreign stocks include exposure to both developed and emerging markets. A target Bond holdings of 15% can include U.S. and foreign, fixed and adjustable, government and corporate (including high quality, high yield, multi sector).

Target allocation:

US Small Cap Equity	5.99%
US Mid Cap Equity	14.96%
US Large Cap Equity	38.90%
Foreign Developed Equity	18.90%
Foreign Emerging Equity	8.10%
Commodity	3.15%
Foreign Bond	1.08%
US Investment Grade Bond	6.92%
Money Market	2.00%

____ Score 28 to 31 **Index DWA Aggressive Equity** – This portfolio is designed for investors who seek maximum long-term capital appreciation with a minimal level of current income. It is designed for investors who have a tolerance for risk that is well above average. This portfolio seeks to provide high long-term capital appreciation with a minimal level of income. There is little emphasis on short term principal protection. A target 100% exposure to equities is broadly diversified in both U.S. and foreign securities. U.S. equity exposure includes growth and value, as well as large, mid and small capitalizations. Additional positions can include sectors, commodities or alternatives. Foreign stocks include exposure to both developed and emerging markets.

Target allocation:

US Small Cap Equity	6.52%
US Mid Cap Equity	16.29%
US Large Cap Equity	42.36%
Foreign Developed Equity	20.58%
Foreign Emerging Equity	8.82%
Commodity	3.43%
Money Market	2.00%

Acknowledgments and Signatures

The portfolio's actual allocation mix will often vary based on the manager's investment discipline the allocations listed serve only as a target. There is no guarantee the stated risk tolerance or investment objectives will always be met..

The Client acknowledges that the actual level of risk in the portfolio, as well as the overall portfolio investment returns, may be higher or lower than the Clients' stated risk tolerance or investment objective. The Risk Tolerance Score is a guide; the Client may have chosen a portfolio that may be different from the suggested portfolio.

Primary Investor (Print)

Signature of Primary Investor (or Authorized Signer/Custodian/Trustee)

Date

Joint Investor (or Trustee) (Print)

Signature of Joint Investor (or Trustee)

Date

Investment Advisor Representative (Print)

Signature of Investment Advisor Representative

Date