



*Sage Capital Advisors, INC.*

Global Wealth Design & Preservation™

Name: \_\_\_\_\_ Birth Date: \_\_\_\_\_

Spouse/Partner Name: \_\_\_\_\_ Birth Date: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Email: \_\_\_\_\_

Daytime Phone: \_\_\_\_\_ Evening Phone: \_\_\_\_\_

Occupation (or Former Occupation): \_\_\_\_\_ Years until retirement: \_\_\_\_\_

Marital Status: \_\_\_\_\_ Number of dependants: \_\_\_\_\_

## 1. Goal Setting

It may help to break down your investments into specific pools of money based on your needs. For example, if you are planning to make a purchase within the next six months, consider keeping that money in a low risk vehicle, like a money market account. The longer your time horizon, the more aggressive you can be with those assets, maximizing your potential gain. If you have more than one goal, consider establishing a separate account for each different time horizon. Your investment into one of our Investor Models may fall into one of the following four time frames.

<b>2 to 4 years</b>	<b>4 to 7 years</b>	<b>7 to 10 years</b>	<b>10 or more years</b>
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## 2. Find your Risk Tolerance

To get a feel for how much volatility you can handle in your portfolio, answer the following hypothetical questions.

1. Over the last 40 years, the stock market (S&P 500) has averaged 7.1% per year, but there have been steep declines along the way, such as the 52% drop from October 2007 to November 2008. How would you react to a substantial decline in the stock market?

- A. I would be uncomfortable and want to change to less volatile investments.
- B. I would be uncomfortable, but wouldn't make any changes.
- C. I would be comfortable, but wouldn't make any changes.
- D. I would be comfortable and would see opportunity in the decline.



2. From an original investment of \$100,000, your portfolio has grown 100% to \$200,000, but it suddenly drops \$40,000, down 20%. How would you react?

- A. I would try to avoid the investment that might suddenly drop 20%.
- B. I would add money to my portfolio.
- C. I would not do anything.
- D. I would sell out entirely.

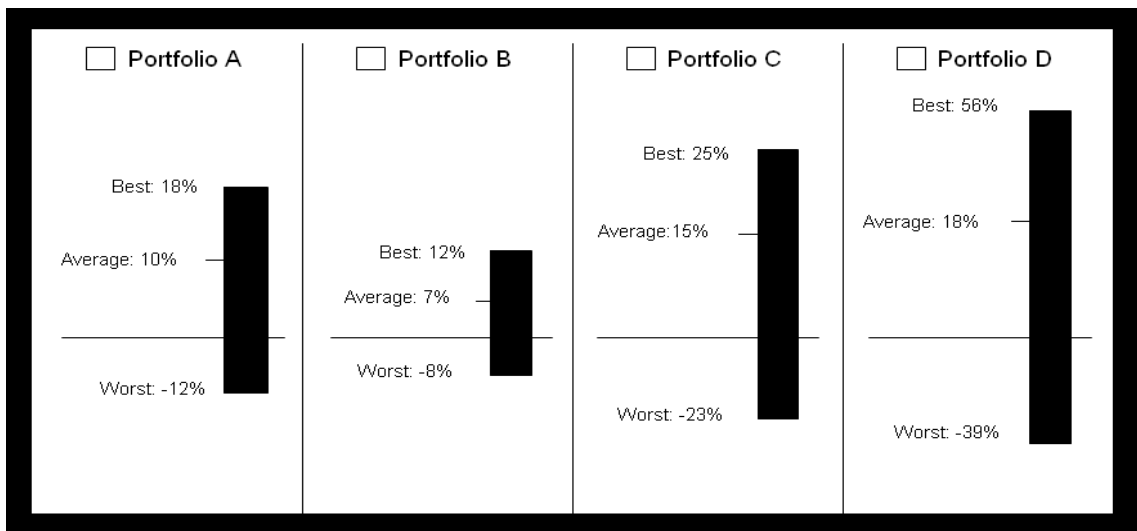
3. Your portfolio is now worth \$160,000, and it suddenly declines by another \$24,000 or 15%, to \$136,000. How would you react?

- A. I would try to avoid the investment that might suddenly drop 15%
- B. I would add money to my portfolio.
- C. I would not do anything.
- D. I would sell out entirely.

4. Your portfolio fluctuates during the course of a year, both rising and falling as a normal part of the investment process. Which of the following fluctuations could you endure in your portfolio and still sleep well at night?

- A. I could tolerate 1% or 2% fluctuations on a monthly basis and still sleep well.
- B. I could tolerate 2% to 4% fluctuations on a monthly basis and still sleep well.
- C. I could tolerate 4% to 6% fluctuations on a monthly basis and still sleep well.
- D. I don't lose sleep over my investments. I only invest what I can afford to lose.

5. If you could choose from only one of the four portfolios, which would you select?



## Score yourself.

1.	2.	3.	4.	5.
A: 5 points	A: 5 points	A: 5 points	A: 5 points	A: 10 points
B: 10 points	B: 20 points	B: 20 points	B: 10 points	B: 5 points
C: 15 points	C: 15 points	C: 15 points	C: 15 points	C: 15 points
D: 20 points	D: 10 points	D: 10 points	D: 20 points	D: 20 points

## What's your risk tolerance?

Use your total score to determine which of the four risk-tolerance categories you fall into:

Your Score:	Risk Tolerance:
25 to 40	Low
45 to 60	Average
65 to 80	Above Average
85 to 100	High

### 3. Select an Investor Model

The score you determined will suggest where you fall on the risk spectrum. Match your risk tolerance on the left with the time horizon at the top to determine which model may be a good fit for you. This is only a suggestion, you may find a more suitable model based your preferred risk/reward trade-off; however, the further you drift from the guide, the more you become out of sync with your answers on this questionnaire.

Guide to Investment Models				
Risk Tolerance	Investment Horizon			
	2 to 4 years	4 to 7 years	7 to 10 years	10+ years
High	<b>Moderate Plus</b>	<b>Moderate Plus</b>	<b>Aggressive</b>	<b>Aggressive</b>
Above Average	<b>Moderate</b>	<b>Moderate</b>	<b>Moderate Plus</b>	<b>Moderate Plus</b>
Average	<b>Conservative</b>	<b>Moderate</b>	<b>Moderate</b>	<b>Moderate</b>
Low	<b>Conservative</b>	<b>Conservative</b>	<b>Conservative</b>	<b>Conservative</b>

Client Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Client Signature: \_\_\_\_\_ Date: \_\_\_\_\_

