

Morningstar Risk Tolerance Questionnaire

Objective/Use

We agree on your risk profile following your responses to our Risk Questionnaire as detailed below. If, on reflection, you disagree with any of these, please advise us immediately as this may affect our suggestions.

Tolerance for risk is a key consideration in determining your probable level of comfort with varying investing choices.

Time Horizon

1. Thinking about the money you are investing now, please tell us when is the earliest date, realistically, when you think you will need access to, or to start drawing income from, your money?
- | | |
|--------------------------|--------------------------|
| <input type="checkbox"/> | Within the next 5. |
| <input type="checkbox"/> | Between 5 and 9 years. |
| <input type="checkbox"/> | Between 10 and 14 years. |
| <input type="checkbox"/> | 15 years or above. |

2. Is it important to you to be able to draw money earlier than anticipated now if your circumstances change?
- | | |
|--------------------------|-----------------------|
| <input type="checkbox"/> | Useful but not vital. |
| <input type="checkbox"/> | Not important at all. |
| <input type="checkbox"/> | Important. |

Long term goals and expectations

3. First, tell us which of these saying most appeals to you?
- | | |
|--------------------------|--|
| <input type="checkbox"/> | A bird in the hand is worth two in the bush. |
| <input type="checkbox"/> | Nothing ventured, nothing gained. |
| <input type="checkbox"/> | Speculate to accumulate! |
4. Now, thinking about the money you are investing, tell us which of the following statements most appeals to you?
- | | |
|--------------------------|---|
| <input type="checkbox"/> | I want to aim for the best return possible even if this increases the chances of losing money, especially in the short term, in poor market conditions. |
| <input type="checkbox"/> | I want to aim for an above average return, whilst at the same time controlling to some extent the chance of losing money in poor market conditions. |
| <input type="checkbox"/> | I want to aim for a good, reasonably stable return whilst accepting that I might benefit from taking more risk if markets perform well. |
| <input type="checkbox"/> | I want to aim for a stable, reliable return whilst accepting that I would probably benefit from taking more risk in most market conditions. |
5. Now, think about the following scenario and tell us, instinctively, what you would most likely do: You have won £50000 in a competition. While this will change your circumstances, you need about £100000 to really set yourself up financially. You now have the following choices:
- | | |
|--------------------------|---|
| <input type="checkbox"/> | Take the £50000. |
| <input type="checkbox"/> | Risk £10000 on a 80% chance of increasing our win by another £10000. |
| <input type="checkbox"/> | Risk £25000 on a 66% chance of increasing your win by another £25000. |
| <input type="checkbox"/> | Risk £50000 on a 50% chance of increasing your win by another £50000. |

Alico Wealth Management does not provide advice on selecting investments - investors should consult their financial adviser on the merits of any particular investment or fund. While Morningstar and Alico Wealth Management have used all reasonable endeavors to ensure the accuracy of the information contained on this website, neither accept any liability in respect of the investment decisions of investors nor any loss arising from such decisions. Alico Wealth Management is a trading style of American Life Insurance Company (Alico), a private limited company incorporated with limited liability in Delaware, USA No. 0123730. Head Office: One Alico Plaza, Wilmington, Delaware, USA 19801. Registered in England No. BR000230. Branch Office: 22 Addiscombe Road, Croydon, CR9 5AZ. Authorised and regulated by the Financial Services Authority (FSA Reference Number 139417)

© 2010 Morningstar. All Rights Reserved. The information, data, analyses and opinions ("Information") contained herein (1) include Morningstar's confidential and proprietary information (2) may not be copied or redistributed, (3) do not constitute investment advice (4) are provided solely for informational purposes (5) are not warranted to be complete, accurate or timely and (6) are drawn from fund data published on various dates. The information is provided to you at your own risk. Morningstar is not responsible for any trading decisions, damages or other losses related to the Information or its use. Please verify all of the Information before using it and don't make any investment decision except upon the advice of a professional financial adviser. Past performance is no guarantee of future results. The value and income derived from investments can go up or down.



Your immediate concern

6. We all know that stock markets go up and down – sometimes dramatically and unpredictably. Please look at the following statements and tell us how you would respond if the value of your investments fell over the next 12 months:

- Even if the value fell by more than half, I wouldn't worry.
- I would only start to get concerned if the value fell by around one third, i.e. by 33%.
- I would start to worry if the value fell by more than 10%.
- Any fall by more than a few pounds would worry me.

7. Now, think about the next 3 years and tell us how you feel about what your money might be worth after that time:

- I wouldn't mind even if I had lost money; stock market investment is long term!
- I would have some concerns if the value had fallen dramatically, say by more than around 25%.
- I wouldn't worry about a small fall in value, say around 10%, over that period.
- I would be concerned about any loss in value, however small. I expect a positive return on my money in all circumstances.

8. Now, thinking about your answers to the last two questions, assume for a moment that the value over either period had fallen more than you expected, tell us what your first reaction might be:

- I'd think about investing more - it might be an opportunity!
- No real problem; markets are unpredictable.
- I wouldn't be happy; I might live with it for a while but could take action if things didn't improve.
- Sell up! I need to sleep at night!

Agreement

I have reviewed and agree with the tenets of this Risk Tolerance Questionnaire.

I will notify

of any changes to my information, risk tolerance, goals or investments. This questionnaire will be reviewed annually.

Client Signature

Date

D	D	M	M	Y	Y	Y	Y
---	---	---	---	---	---	---	---

Adviser Signature

Date

D	D	M	M	Y	Y	Y	Y
---	---	---	---	---	---	---	---

Alico Wealth Management does not provide advice on selecting investments - investors should consult their financial adviser on the merits of any particular investment or fund. While Morningstar and Alico Wealth Management have used all reasonable endeavors to ensure the accuracy of the information contained on this website, neither accept any liability in respect of the investment decisions of investors nor any loss arising from such decisions. Alico Wealth Management is a trading style of American Life Insurance Company (Alico), a private limited company incorporated with limited liability in Delaware, USA No. 0123730. Head Office: One Alico Plaza, Wilmington, Delaware, USA 19801. Registered in England No. BR000230. Branch Office: 22 Addiscombe Road, Croydon, CR9 5AZ. Authorised and regulated by the Financial Services Authority (FSA Reference Number 139417)

© 2010 Morningstar. All Rights Reserved. The information, data, analyses and opinions ("Information") contained herein (1) include Morningstar's confidential and proprietary information (2) may not be copied or redistributed, (3) do not constitute investment advice (4) are provided solely for informational purposes (5) are not warranted to be complete, accurate or timely and (6) are drawn from fund data published on various dates. The information is provided to you at your own risk. Morningstar is not responsible for any trading decisions, damages or other losses related to the Information or its use. Please verify all of the Information before using it and don't make any investment decision except upon the advice of a professional financial adviser. Past performance is no guarantee of future results. The value and income derived from investments can go up or down.

