



Retirement Plan Participants

INVESTOR PROFILE QUESTIONNAIRE & ASSET ALLOCATION MODELS >

OVERVIEW

One of the most important decisions an investor can make is selecting their asset allocation: *What percentage of your portfolio should you have invested in stocks/equities? What percentage of your portfolio should you have invested in bonds/fixed income? The decision can be daunting.*

Your asset allocation should fit your personal situation. Within this packet there is an Investor Profile Questionnaire which was put together with one goal in mind: *provide you with a starting point for selecting your own asset allocation.*

Since selecting your asset allocation is such an important decision, RKL Wealth Management has created several asset allocation models which make that decision for you. **The only thing that you need to decide now: which model is appropriate for you? The Investor Profile Questionnaire is meant to help you answer that question.**

In addition to the Investor Profile Questionnaire, you will find a page which outlines each of the asset allocation models RKL Wealth Management has developed. RKL Wealth Management takes a global approach to equity allocations, and a U.S. based approach to fixed income allocations. Each of the models outlined in this packet are allocated in a way to reflect that approach.

INVESTOR PROFILE QUESTIONNAIRE >

This questionnaire is meant to assess your *Investor Profile* and guide you toward the most appropriate RKLWM Asset Allocation Model based on this profile. There are questions pertaining to three different factors: *Time Horizon, Risk Capacity, and Risk Tolerance*.

Time Horizon – These questions are meant to determine the longevity of the account based on your age and planned withdrawals.

Risk Capacity – These questions are meant to determine your need for risk. This is important in guiding you to the allocation that is necessary to support your retirement.

Risk Tolerance – These questions are meant to gauge your tolerance for risk. The questions will address your feelings toward the nature of capital markets, as well as the natural risk/return tradeoff when investing.

The responses to these questions are scored and then summed to provide you with your investor profile. Once your investor profile has been determined, you may examine the RKLWM Asset Allocation Model that is associated with that profile. The RKLWM Asset Allocation Models use the funds offered in your plan's investment lineup to fill out the asset class exposures outlined in each of the models.

Directions:

- 1) Answer the questions for each section – Time Horizon, Risk Capacity and Risk Tolerance.
- 2) Sum the scores from your responses at the end of each section.
- 3) Sum the total scores for each section.
- 4) Once you have your total score, review the investor profile score ranges to see which investor profile best suits you based on your score.
- 5) Review the RKLWM Asset Allocation Models that accompanies each of the investor profiles

Time Horizon

1. Which age range best describes you?
 - a. 65+ (1pt.)
 - b. 55-64 (3 pts.)
 - c. 45-54 (5 pts.)
 - d. 35-44 (7 pts.)
 - e. 34 or younger (9 pts.)
2. When do you plan to start making withdrawals from this account?
 - a. 0-3 years (1pt.)
 - b. 4-6 years (3 pts.)
 - c. 7-9 years (5 pts.)
 - d. 10+ years (7 pts.)
3. How long will you need your retirement funds to last?
 - a. 1-5 years (1pt.)
 - b. 6-10 years (3 pts.)
 - c. 11-15 years (5 pts.)
 - d. 16+ years (7 pts)

Total Score for Time Horizon: _____

Risk Capacity

4. What is your current savings to income ratio? For example, someone who has saved/invested \$100,000 for retirement and makes \$50,000/year has a savings to income ratio of 2:1.
 - a. 1:1 or Lower (7 pts.)
 - b. 2:1 to 5:1 (5pts.)
 - c. 6:1 to 10:1 (3 pts.)
 - d. 11:1 or Greater (1pt.)
5. Do you have other investments (i.e., investment portfolios or real estate properties) you intend to use for retirement? What percentage of your total retirement savings does this account represent? For example, if you have \$100,000 saved across multiple retirement accounts and this account has a value of \$50,000 then this account represents 50% of your retirement assets.
 - a. 0% -25% (7 pts.)
 - b. 26-50% (3 pts.)
 - c. 51% - 75% (5 pts.)
 - d. 76% - 100% (1 pt.)

Total Score for Risk Capacity: _____

RISK Tolerance

6. What is your primary goal/objective for this retirement account? *(The greater the growth objective, the greater the risk that will need to be assumed to satisfy that objective)*
- a. I want to preserve what I already have. (-1 pt.)
 - b. I want income from my investments but little growth. (1 pt.)
 - c. I want income and growth from my investments. (3 pts.)
 - d. I solely want growth from my investments. (5 pts.)
 - e. I want to maximize the growth from my investments. (7 pts.)
7. How would you react to an investment loss? For example, if your long-term retirement investment of \$10,000 lost 10% of its value (\$1,000) in one year, you would most likely:
- a. Sell all of this investment. (-1pt.)
 - b. Sell part of this investment. (1 pt.)
 - c. Leave the investment alone. (3 pts.)
 - d. Buy more of this investment (7 pts.)
8. The value of investments fluctuate over time and you may gain or lose value. While it is important to take a long-term approach to investing, short-term market fluctuations can be stressful. Within the below hypothetical portfolios, where would you feel most comfortable?

Each portfolio displays hypothetical portfolio value ranges over a 3- year period:

Portfolios	Initial Investment	Possible Account Value Ranges	Points
Portfolio 1	\$100,000	\$99,000 - \$103,000	(1 pt.)
Portfolio 2	\$100,000	\$97,000 - \$104,000	(3 pts.)
Portfolio 3	\$100,000	\$93,000 - \$106,000	(5 pts.)
Portfolio 4	\$100,000	\$91,000 - \$107,000	(7 pts.)
Portfolio 5	\$100,000	\$85,000 - \$110,000	(9 pts.)

Total Score for Risk Tolerance: _____

Total Combined Score (add scores from each section): _____

INVESTOR PROFILES >

Conservative: 13 Points or less

I seek to preserve capital and can accept the lowest returns in exchange for price stability. I desire to minimize market risk despite inflation.

Income: 14 – 25 Points

I seek an income-oriented approach while maintaining some potential for capital appreciation. I desire to minimize fluctuations in market value.

Balanced: 26 – 37 Points

I seek both capital appreciation and income. I can withstand moderate fluctuations in market value.

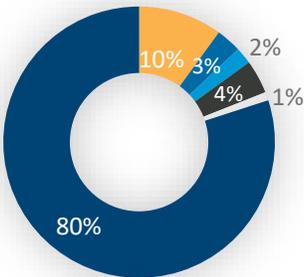
Growth: 38 – 49 Points

I have a preference for growth. My primary objective is capital appreciation. I can withstand significant fluctuations in market value.

Maximum Growth: 50 Points or more

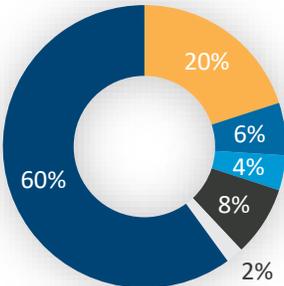
I seek aggressive growth and can tolerate very wide fluctuations in market value, especially over the short term. My sole investment objective is long-term capital appreciation, without regard to any current income received.

RKLWM ASSET ALLOCATION MODELS >



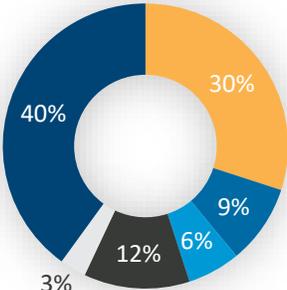
Conservative

The Conservative asset allocation model features a 20% equity & 80% fixed income allocation. The 20% equity allocation is comprised of exposures to global equity asset classes. The 80% fixed income allocation is comprised of exposures to U.S. fixed income asset classes in the core fixed income category. Investors in this model seek to preserve capital and accept lower returns in exchange for price stability, and wish to minimize market risk despite inflation.



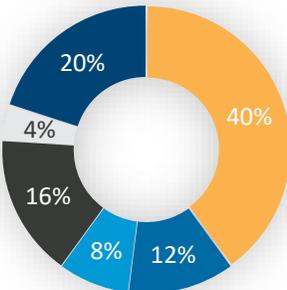
Income

The Income asset allocation model features a 40% equity & 60% fixed income allocation. The 40% equity allocation is comprised of exposures to global equity asset classes. The 60% fixed income allocation is comprised of exposures to U.S. fixed income asset classes in the core fixed income category. Investors in this model seek an income oriented approach while maintaining some potential for capital appreciation and wish to minimize fluctuations in market value.



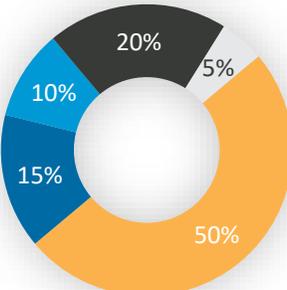
Balanced

The Balanced asset allocation model features a 60% equity & 40% fixed income allocation. The 60% equity allocation is comprised of exposures to global equity asset classes. The 40% fixed income allocation is comprised of exposures to U.S. fixed income asset classes in the core fixed income category. Investors in this model seek both capital appreciation and income and can withstand moderate fluctuations in market value.



Growth

The Growth asset allocation model features an 80% equity & 20% fixed income allocation. The 80% equity allocation is comprised of exposures to global equity asset classes. The 20% fixed income allocation is comprised of exposures to U.S. fixed income asset classes in the core fixed income category. Investors in this model have a preference for growth. The primary objective of these investors is capital appreciation and they can withstand significant fluctuations in market value.



Maximum Growth

The Maximum asset allocation model features a 100% equity allocation. The 100% equity allocation is comprised of exposures to global equity asset classes. Investors in this model seek aggressive growth and can tolerate very wide fluctuations in market value, especially over the short term. The sole investment objective for these investors is long-term capital appreciation, without regard to any current income received.

- Large Cap Blend
- Mid Cap Blend
- Small Cap Blend
- International Equity
- Emerging Market Equity
- Core Fixed Income



Definitions

Large Cap Blend – Category typically represents large capitalization companies who display both value and growth-like characteristics

Mid Cap Blend – Category typically represents mid-capitalization companies who display both value and growth-like characteristics.

Small Cap Blend – Category typically represents small capitalization companies who display both value and growth-like characteristics.

Core Fixed Income – Category typically represents domestic fixed income securities representing a broad array of fixed income securities including government, credit and mortgage backed securities.

International Equity – Category typically represents primarily large capitalization foreign companies displaying both value and growth-like characteristics.

Emerging Market Equity – Category typically represents foreign companies in countries that are not considered to have fully developed markets or economies.

Definitions from: (<https://rpag.com>)

Disclosure for Investor Questionnaire & Asset Allocation Models

The information provided in this document is for general informational purposes only and should not be considered an individualized recommendation or personalized investment advice. The investment strategies mentioned here may not be suitable for everyone. Each investor needs to review an investment strategy for his or her own particular situation before making any investment decisions. Keep in mind that investing involves risk. The value of your investments will fluctuate over time, and you may gain or lose money. RKL Wealth Management does not provide legal or tax advice, and the information provided is general in nature and should not be considered legal or tax advice. Consult an attorney, tax professional, or other advisor regarding your specific legal or tax situation.

Investment advisory services offered through RKL Wealth Management LLC. Consulting and tax services offered through RKL LLP. RKL Wealth Management LLC is a subsidiary of RKL LLP.