

RISK PROFILE QUESTIONNAIRE



ALL QUESTIONS BELOW SHOULD BE ANSWERED ACCORDING TO THE SPECIFIC ACCOUNT BEING UPDATED.

Account Registration Name: _____ Account Number: _____

Examples: Jane Smith Trust, Jane Smith IRA, Jane and John Smith TOD-JTWROS

This questionnaire is designed to gather information that helps identify your investment objectives, time horizon and investment risk profile, in order to assist your advisor in constructing a portfolio that is suited to meet your investment needs. **Instructions:** Review each question and check the square next to the answer that is most applicable to you. Once you have completed the form, a Risk Analysis Score will be calculated for you. RiskPro® will use that Risk Score in order to provide you with a Risk Budget—an Estimated Annual Percentage Downside Tolerance Range, and an Estimated Annual Dollar Downside Tolerance—based on your account value.

1. What is your age?* Value _____

- a. ☐ Over 66 (2.5)
- b. ☐ 56-65 (5)
- c. ☐ 45-55 (7.5)
- d. ☐ Under 45 (10)

2. How much cash reserves do you have outside of your investment plan? Value _____

- a. ☐ 3 months (2.5)
- b. ☐ 6 months (5)
- c. ☐ 9 months (7.5)
- d. ☐ Over 12 months (10)

3. Indicate approximately how many years from today (Time Horizon) until you need to reach your primary investment goals for this account?* Value _____

- a. ☐ Within 1 to 4 years (2.5)
- b. ☐ Within 5 to 10 years (5)
- c. ☐ Within 11 to 20 years (7.5)
- d. ☐ More than 20 years (10)

4. Which of the following statements best describes your reaction if the value of your portfolio suddenly declined by 15%? Value _____

- a. ☐ I would be very concerned because I cannot accept fluctuations in the value of my portfolio (2)
- b. ☐ I invest for long-term growth, and some income, but would be concerned about even a temporary decline (4)
- c. ☐ I invest for long-term growth but would be very concerned if the downturn were more than 15% (6)
- d. ☐ I invest for long-term growth and can accept some market fluctuation (8)
- e. ☐ I invest for long-term growth and accept market fluctuations as normal market risk for an aggressive portfolio (10)

5. Which of the following statements most accurately reflects your feelings about the stock market? Value _____

- a. ☐ I am uncomfortable investing in the stock market and would prefer money markets for investments (2.5)
- b. ☐ While I would like the ability to participate in the stock market, I prefer more conservative positions and want a sizable portion of my holdings to be in fixed incomes (5)
- c. ☐ I want to participate in the stock market but prefer a mix of fixed incomes and growth oriented equities (7.5)
- d. ☐ I am committed to the stock market and am comfortable that, overtime, I should be rewarded for the extra risks involved in growth-oriented investing (10)

*For Entities, choose the age of the primary beneficial owner or the appropriate risk tolerance of the Entity account.

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6. When do you plan to begin withdrawing money from your investments?

Value _____

- a. ☐ Less than 3 years (2.5)
- b. ☐ 3 to 5 years (5)
- c. ☐ 6 to 10 years (7.5)
- d. ☐ 11 years or more (10)

7. How optimistic are you about the long-term prospects for the economy?

Value _____

- a. ☐ Pessimistic (2.5)
- b. ☐ Unsure (5)
- c. ☐ Somewhat optimistic (7.5)
- d. ☐ Very optimistic (10)

8. How long are you prepared to wait for your account to return to its original value after a down market?

Value _____

- a. ☐ Less than 18 months (2.5)
- b. ☐ Between 18 months and two years (5)
- c. ☐ Between two and three years (7.5)
- d. ☐ More than three years (10)

9. Which of the following best describes your investment objectives?

Value _____

- a. ☐ Preserving principal and earning a moderate amount of income (0)
- b. ☐ Generating a high amount of income (2.5)
- c. ☐ Generating some income and growing my assets (5)
- d. ☐ Moderately growing my assets (7.5)
- e. ☐ Growing my assets substantially (10 points)

10. What is your annual income requirement from this portfolio?

Value _____

- a. ☐ More than 4% (2.5 points)
- b. ☐ 2% to 4% (5 points)
- c. ☐ 0% to 2% (7.5 points)
- d. ☐ I don't need income (10 points)

TOTAL SCORE _____

	Conservative	Moderate Conservative	Moderate	Moderate Growth	Growth
Score Range:	22–37.5	37.6–53.1	53.2–68.7	68.8–84.3	84.4–100
Tolerance Range:	0–8.83	8.84–17.67	17.68–26.51	26.52–35.35	35.6–44.2

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SIGNATURES

I hereby certify that the above information is correct, including my Risk Level. By signing below, I acknowledge that I received and reviewed a copy of the Kovack Securities, Inc. and Kovack Advisors, Inc. Client Relationship Summary and the Product, Services and Conflicts Disclosures from my financial professional. These documents can also be found on the Kovack Securities Website at www.kovacksecurities.com.

Primary Account Holder Signature	Print Name	Date (mm/dd/yyyy)
Secondary Account Holder Signature	Print Name	Date (mm/dd/yyyy)
Additional Signature	Print Name	Date (mm/dd/yyyy)
Additional Signature	Print Name	Date (mm/dd/yyyy)

INTERNAL USE ONLY

Registered Representative / Principal Signature

Representative Signature	Print Name	Date (mm/dd/yyyy)
	Rep # (use Split # if using multiple reps)	
Representative Signature	Print Name	Date (mm/dd/yyyy)
	Rep # (use Split # if using multiple reps)	
KSI Principal Signature	Print Name	Date (mm/dd/yyyy)