

Everyone has different thoughts on investment strategies, long-term financial goals and risk tolerance. Selecting investments that best fit with your personal investment strategy is an important decision. We can help you determine your investing style and design a strategy to help reach your retirement savings goals.

What TYPE OF INVESTOR are you?

Investor Self-Assessment Questionnaire

This questionnaire will help you determine your investing comfort zone and what type of investment mix might be best for your goals and objectives. Add up the points for each question and check your score on the following page to help you select your investment mix.

POINTS

1. Which hypothetical investment option would you choose?

FIRST YEAR RETURN POTENTIAL

	Gain (max)	Chance of loss	
a.	8% increase	0%	0
b.	20% increase	20%	2
c.	25% increase	33%	4

2. My main objective for my investment portfolio is to:

- a. Avoid losses 0
- b. Keep pace with the stock market 2
- c. Outperform the stock market 4

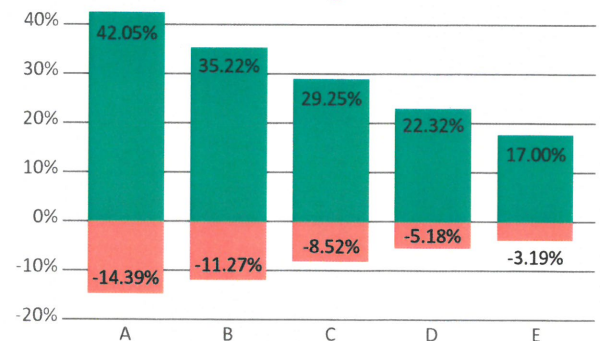
3. If my \$100,000 long-term investment dropped in value to \$85,000 after one year and rose to \$125,000 after two years, I would be:

- a. Extremely uncomfortable – I would move my money immediately to a lower risk investment to protect my gain 0
- b. Slightly uncomfortable – I would move my money to a lower risk investment to protect my gain 2
- c. Comfortable – I would maintain my investment 4

4. If I could potentially get a higher rate of return by accepting greater volatility in my portfolio, I would:

- a. Accept a lot more volatility 4
- b. Accept slightly more volatility 2
- c. Not accept any more volatility 0

5. Below are five investment models with hypothetical maximum returns and maximum losses over a one-year period. I would feel most comfortable investing in:



- a. Portfolio A 4
- b. Portfolio B 3
- c. Portfolio C 2
- d. Portfolio D 1
- e. Portfolio E 0

6. If my \$100,000 long-term investment declined in value during the first year, I would move it to a lower risk investment when it declined in value to:
- a. \$95,000 (loss of 5%) 0
 - b. \$90,000 (loss of 10%) 1
 - c. \$85,000 (loss of 15%) 2
 - d. \$80,000 (loss of 20%) 3
 - e. I would not move it 4
7. A hypothetical \$100,000 investment has the possibility of losing \$10,000 in the first year. What is the minimum potential one-year gain you would accept given the possibility of loss for you to be comfortable with this investment?
- a. \$10,000 4
 - b. \$25,000 3
 - c. \$35,000 2
 - d. \$45,000 1
 - e. I would not risk losing that amount of money 0

8. When attempting to achieve my investment goals:
- a. I don't want my portfolio to lose any value, even if it will take longer to achieve my investment goals 0
 - b. I will tolerate small fluctuations in my portfolio's value 1
 - c. I will tolerate moderate fluctuations in my portfolio's value 2
 - d. I will tolerate large fluctuations in my portfolio's value 3
 - e. I will tolerate extreme fluctuations in my portfolio's value 4

Tally your results by adding the points from questions 1 through 8.

Your total _____

► **Investor self-assessment score**

Find your total score in the chart below, along with your retirement timeline, to see what type of investment mix may be best for you. This chart is only a guide. Please determine your own investing comfort zone.

Years to Retirement	0 – 3 POINTS	4 – 11 POINTS	12 – 22 POINTS	23 – 28 POINTS	29 – 32 POINTS
0–3 years	Conservative	Conservative	Conservative	Conservative	Conservative
3–5 years	Conservative	Moderate Conservative	Moderate Conservative	Moderate Conservative	Moderate Conservative
5–7 years	Conservative	Moderate Conservative	Moderate	Moderate	Moderate
7–12 years	Conservative	Moderate Conservative	Moderate	Moderate Aggressive	Moderate Aggressive
12+ years	Conservative	Moderate Conservative	Moderate	Moderate Aggressive	Aggressive

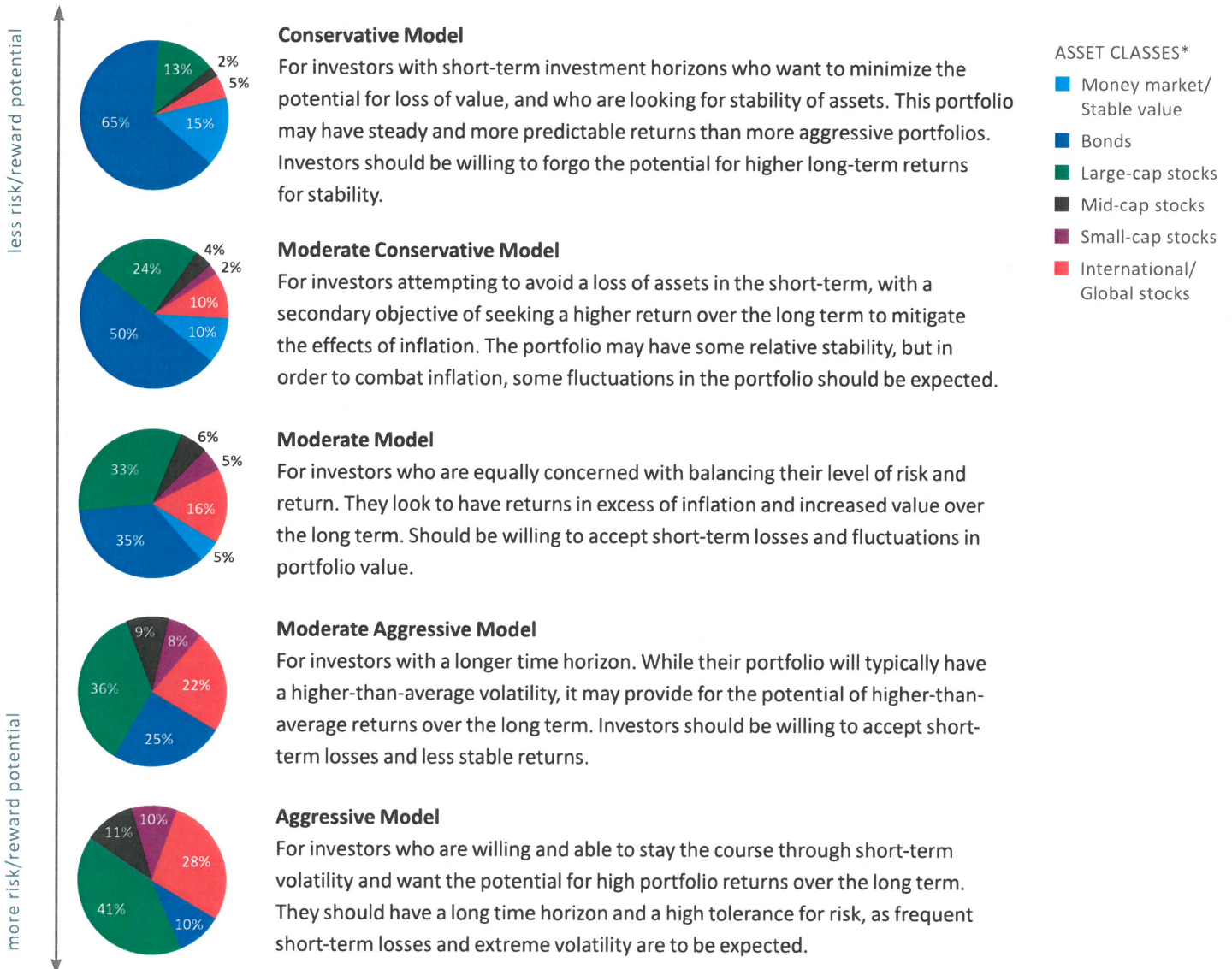
Investor Self-Assessment Questionnaire is provided by Mesirow Financial Investment Management, Inc. Mesirow Financial Investment Management, Inc. is an SEC-registered investment advisor and is not an affiliate or subsidiary of MassMutual.

The results of this questionnaire are intended to help you identify what your optimal asset allocation model may be. The questionnaire is not intended to provide a complete investment profile or to offer individual advice.

A WIDE RANGE of investment mixes

No matter what type of investor you are, you should select the appropriate mix of asset classes that best suits your investing style, risk tolerance and your complete financial situation.

Here are five examples of risk-based investment mixes that you can use as a guide when selecting investment options. Learn more about the different asset classes on the following pages.



Asset Allocation modeling offered by MFIM. MFIM is an SEC registered investment advisor and is not an affiliate or subsidiary of MassMutual.

*MFIM created these risk-based asset allocation models using the following six asset classes: Large Cap Blend Domestic Equity; Mid Cap Blend Domestic Equity; Small Cap Blend Domestic Equity; Large Cap Blend Foreign Equity; Intermediate-Term Domestic Bond; and Cash Equivalent/Principal Focused-Extended Duration.