

MACRO ASSET PERSPECTIVE®

Time tested. Model driven. Financial balance.



VERTICAL DIVERSIFICATION QUESTIONNAIRE

Client 1 _____

Client 2 _____

Date _____

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For use by MAP licensed financial professionals only.

MAP Vertical Diversification Profile Part 1



Instructions: Read each question and select the answer that best reflects your preference. Then see your score at the top of the last page and follow the instructions to help select your desired overall Vertical Diversification percentage for your MAP model.

Life Stage & Financial Resources

1. What is your current age?

- 65 or older.
- 55 to 64.
- 45 to 54.
- 30 to 44.
- Under 30.

2. When do you expect to need to withdraw income from your assets?

- Now or in less than 2 years.
- Within 2 to 5 years.
- Within 6 to 10 years.
- Within 11 to 15 years.
- Not for at least 15 years.

3. Over the next few years, what do you expect will happen to your income?

- It will probably decrease substantially.
- It will probably decrease slightly.
- It will probably stay the same.
- It will probably increase slightly.
- It will probably increase substantially.

4. What percentage of your gross annual income have you been able to save in recent years?

- None.
- 1 to 5%.
- 5 to 10%
- 10 to 15%
- More than 15%

5. Over the next few years, what do you expect will happen to your rate of savings?

- It will probably decrease substantially.
- It will probably decrease slightly.
- It will probably stay the same.
- It will probably increase slightly.
- It will probably increase substantially.

Life Stage & Financial Resources Total

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MAP Vertical Diversification Profile Part 2



Emotional Tolerance

6. What statement best describes your feelings?

- Overall assets should never go down in value.
- Overall assets should seldom go down in value.
- Overall assets should keep pace with inflation.
- Overall assets should slightly outpace inflation, but with only moderate volatility.
- Overall assets should significantly exceed inflation, even if this means significant volatility.

7. How would you characterize your personality?

- I'm a pessimist. I always expect the worst.
- I'm anxious. I'll worry a lot.
- I'm cautious but open to some new ideas.
- I'm objective. I can consider the pros and cons, make a decision and live with it.
- I'm optimistic. Things always work out in the end.

8. When monitoring your assets over time, what do you think you will tend to focus on?

- I don't plan to monitor my assets at all.
- Individual assets that are doing poorly.
- Individual assets that are doing very well.
- The recent results of my overall assets.
- The long term performance of my overall assets.

9. If the value of your assets dropped by 20% in one year, what would you do?

- Move my money to more conservative investments immediately to reduce the potential for future losses.
- Move some of my money to more conservative investments.
- Consult my chosen asset allocation mix, and then ride it out.
- Consult my chosen asset allocation mix, and then rebalance my assets to match that allocation.
- Buy now because prices are so low.

10. Which of the following risks or events do you fear most?

- A loss of principal over any period of 1 year or less.
- A rate of inflation that exceeds my rate of return over the long term, because it will erode the purchasing power of my money.
- Asset performance that is insufficient to meet my goals.
- Asset performance that is consistently less than industry benchmarks.
- A missed investment opportunity that could have yielded higher returns, even though it entailed higher risk.

Emotional Tolerance Total

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Calculating Your Score

Answers to each question are worth 1 to 5 points. The total for each section of the questionnaire is weighted (multiplied) by a number that represents the importance of that section in determining your overall Vertical Diversification percentage for your MAP model.

Section 1: Life Stage & Financial Resources

Total _____ X 2 = _____

Section 2: Emotional Tolerance

Total _____ X 3 = _____

Total Score

Selecting Your MAP Vertical Diversification Percentage

Locate your total score. Select a personal overall MAP Vertical Diversification percentage within the range corresponding to your score. Write your desired overall MAP Vertical Diversification percentage in the box at the bottom of the page.

Total Score	MAP Vertical Diversification		
	More Conservative	To	More Aggressive
25-34	<input type="text" value="0"/> <input type="text" value="100"/>	To	<input type="text" value="20"/> <input type="text" value="80"/>
35-44	<input type="text" value="10"/> <input type="text" value="90"/>	To	<input type="text" value="30"/> <input type="text" value="70"/>
45-57	<input type="text" value="20"/> <input type="text" value="80"/>	To	<input type="text" value="40"/> <input type="text" value="60"/>
58-72	<input type="text" value="30"/> <input type="text" value="70"/>	To	<input type="text" value="50"/> <input type="text" value="50"/>
73-87	<input type="text" value="40"/> <input type="text" value="60"/>	To	<input type="text" value="60"/> <input type="text" value="40"/>
88-102	<input type="text" value="50"/> <input type="text" value="50"/>	To	<input type="text" value="70"/> <input type="text" value="30"/>
103-115	<input type="text" value="60"/> <input type="text" value="40"/>	To	<input type="text" value="80"/> <input type="text" value="20"/>
116-125	<input type="text" value="70"/> <input type="text" value="30"/>	To	<input type="text" value="90"/> <input type="text" value="10"/>

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Note: This questionnaire is designed to assist you in selecting your personal MAP Vertical Diversification percentage by providing a range to consider. It is your MAP and you may choose to select an allocation outside the range suggested. If so, it is recommended you discuss your reasoning with your MAP Certified Financial Professional.

Enter your desired MAP Vertical Diversification percentage here.

