

# DISCOVERY™ questionnaire

Today's date: .....

Your name: .....

Address: .....

Phone number: .....

Date of birth: .....

Occupation: .....

Income: .....



## Investing to achieve your goals

Whether it's for a comfortable retirement, a major purchase, funding a child's education, or saving to leave a legacy, investing to achieve your goals and dreams takes planning.

Whatever your stage of life, successful investment planning takes an honest assessment of your investment knowledge and your comfort with risk. It also considers the number of years you have until you withdraw from your investments or need to use your investments for income. In other words, you need to understand your investment profile.

## Discover your investment profile

These 14 questions will help you understand your investment profile and enable you and your financial security advisor to develop a personal investment plan that suits your needs and goals.

DISCOVERY is designed for investors who have long-term financial security goals. If your investment goals are less than five years, or if you're uncomfortable with any fluctuations in your investments, we suggest limiting your investment options to guaranteed interest investments such as money market funds or guaranteed investment certificates (GICs). Alternatively, consider a portfolio of 100 per cent fixed income funds; however, note that even investments such as bond funds experience some ups and downs.

Please complete the questionnaire in full (questions one to 14).

## SECTION 1 – Investment objectives

1. What is the intent of your portfolio? Please select the most appropriate one.

( 0 )	a <input type="radio"/>	To generate income for today
( 10 )	b <input type="radio"/>	To generate income at a later date
( 15 )	c <input type="radio"/>	To provide for my dependents (I do not anticipate using these funds)
( 10 )	d <input type="radio"/>	To fund a large purchase in the future

	Total for this question
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2. What is your major goal for your portfolio? Please select the most appropriate one.

( 2 )	a <input type="radio"/>	To ensure that my portfolio remains secure
( 5 )	b <input type="radio"/>	To see my portfolio grow and to avoid fluctuating returns
( 10 )	c <input type="radio"/>	To balance growth and security, and to keep pace with inflation
( 15 )	d <input type="radio"/>	To provide growth potential, and to accept some fluctuation in returns
( 20 )	e <input type="radio"/>	To provide the sole objective of potential long-term growth

	Total for this question
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	Total for section 1
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## SECTION 2 – Personal information

3. Which of the following ranges includes your age?

( 15 )	a <input type="radio"/>	Under 30
( 15 )	b <input type="radio"/>	30 - 39
( 15 )	c <input type="radio"/>	40 - 49
( 10 )	d <input type="radio"/>	50 - 59
( 5 )	e <input type="radio"/>	60 - 69
( 3 )	f <input type="radio"/>	70 - 79
( 2 )	g <input type="radio"/>	Over 79

	Total for this question
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4. Which of the following ranges best represents your current annual family income (including pensions) before taxes?

( 4 )	a <input type="radio"/>	Under \$30,000
( 6 )	b <input type="radio"/>	\$30,000 to \$60,000
( 8 )	c <input type="radio"/>	\$60,001 to \$90,000
( 10 )	d <input type="radio"/>	\$90,001 to \$120,000
( 10 )	e <input type="radio"/>	Over \$120,000

	Total for this question
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5. After deducting any loan or mortgage balances, which one of the following ranges best represents your immediate family's overall net worth?

( 2 )	a <input type="radio"/>	Under \$30,000
( 4 )	b <input type="radio"/>	\$30,000 to \$50,000
( 6 )	c <input type="radio"/>	\$50,001 to \$100,000
( 8 )	d <input type="radio"/>	\$100,001 to \$200,000
( 10 )	e <input type="radio"/>	\$200,001 to \$300,000
( 10 )	f <input type="radio"/>	Over \$300,000

	Total for this question
	Total for section 2

### SECTION 3 – Investment horizons

Investors often have distinct phases in their investment plans. The initial phase is savings and growth. During this time an investor builds up a portfolio toward a future goal. The second phase is typically the use of funds, either for a specific purchase or for income.

6. When do you anticipate using these funds?

( 0 )	a <input type="radio"/>	Immediately*
( 0 )	b <input type="radio"/>	One to three years*
( 5 )	c <input type="radio"/>	Four to five years*
( 10 )	d <input type="radio"/>	Six to 10 years
( 15 )	e <input type="radio"/>	11 to 15 years
( 20 )	f <input type="radio"/>	16 to 20 years
( 20 )	g <input type="radio"/>	More than 20 years

	Total for this question
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7. At the time you need this money, when will you withdraw it?

( 3 )	a <input type="radio"/>	All at once in one lump sum*
( 3 )	b <input type="radio"/>	Over a period of less than two years*
( 5 )	c <input type="radio"/>	Over a period of two to five years
( 8 )	d <input type="radio"/>	Over a period of six to nine years
( 10 )	e <input type="radio"/>	Over a period of 10 to 15 years
( 15 )	f <input type="radio"/>	Over a period of more than 15 years

	Total for this question
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**●** \*If your response to question 6 was either (a), (b) or (c) and your answer to question 7 was also (a) or (b), your needs are short term. Stop here. Consider the use of money market funds or guaranteed investments to meet your savings goals.

Alternatively, consider a portfolio of 100 per cent fixed income funds; however, note that even investments such as bond funds experience some ups and downs.

8. What are your intentions regarding withdrawals and/or contributions to your investments today and over the next five years?

( 5 )	a <input type="radio"/>	I plan to withdraw money at regular intervals and do not plan on making contributions
( 7 )	b <input type="radio"/>	I will probably make a lump sum withdrawal and do not plan on making contributions
( 8 )	c <input type="radio"/>	I will probably be making both contributions and withdrawals
( 10 )	d <input type="radio"/>	I will probably make contributions and will not be withdrawing any funds
( 15 )	e <input type="radio"/>	I will certainly make regular contributions and will not be withdrawing any funds
Total for this question		
Total for section 3		

**SECTION 4 – Attitude towards risk**

9. Which statement best describes your knowledge of investments?

( 2 )	a <input type="radio"/>	I have very little knowledge and I rely exclusively on the recommendations of financial advisors
( 5 )	b <input type="radio"/>	I have limited knowledge of stocks and bonds, and I do not follow financial markets
( 8 )	c <input type="radio"/>	I have good working knowledge and I regularly follow financial markets
( 10 )	d <input type="radio"/>	I understand completely how different investment products work; including stocks and bonds, and I follow financial markets closely
Total for this question		

10. Realizing that there will be downturns in the market, in the event of a significant loss, how long are you prepared to hold your existing investments in anticipation of a recovery in value?

( 5 )	a <input type="radio"/>	Less than three months
( 8 )	b <input type="radio"/>	Three to six months
( 10 )	c <input type="radio"/>	Six months to 1 year
( 15 )	d <input type="radio"/>	One to two years
( 20 )	e <input type="radio"/>	Two to three years
( 25 )	f <input type="radio"/>	Three years or more
Total for this question		

11. Assume you invest \$100,000 for the long term, what is the maximum drop in your portfolio's value that you could comfortably tolerate in any given year?

( 2 )	a <input type="radio"/>	I'd be uncomfortable with any loss*
( 5 )	b <input type="radio"/>	A \$5,000 drop is all I could live with*
( 10 )	c <input type="radio"/>	A \$10,000 decline is something I could tolerate
( 15 )	d <input type="radio"/>	A \$15,000 drop would be about all I could stand
( 20 )	e <input type="radio"/>	A \$20,000 decline is pretty much my limit
( 25 )	f <input type="radio"/>	I could live with a decline of more than \$20,000

	Total for this question
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12. Which of the following statements most correctly describes your investment philosophy?

( 5 )	a <input type="radio"/>	I cannot accept any fluctuation in principal*
( 10 )	b <input type="radio"/>	I can only accept minimal fluctuations, and prefer to invest in safer, lower return investments*
( 20 )	c <input type="radio"/>	I am willing to tolerate some ups and downs in the value of my investments to achieve overall higher returns in the long run
( 30 )	d <input type="radio"/>	My main interest is high, long-term returns and I am not concerned about short-term decreases in the value of my investments

	Total for this question
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	Total for section 4
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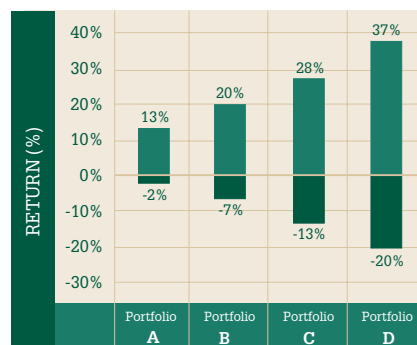
- \*If you answered (a) or (b) to questions 11 or 12, evaluate your need for growth and carefully consider your desire for stability. Portfolios without fluctuations in values generally have no growth component. If you cannot tolerate any losses, even short term, stop here. Consider using money market funds or guaranteed interest investments to meet your savings goals. Alternatively, consider a portfolio of 100 per cent fixed income funds; however, note that even investments such as bond funds experience some ups and downs.

## SECTION 5 – Portfolio volatility

Investment portfolios designed to provide aimed at providing higher returns tend to have greater swings in value (providing both gains and losses). The more aggressive your portfolio, the more pronounced these swings become, and the more often short-term losses may occur.

13. A portfolio is a basket containing different investments. The returns earned by a specific portfolio depend on the mix of investments that make up the portfolio. The following graph shows the probable range of returns (from best to worst) of four hypothetical portfolios over a one-year period. In which of these portfolios would you prefer to invest?

( 5 )	a <input type="radio"/>	Portfolio A
( 10 )	b <input type="radio"/>	Portfolio B
( 20 )	c <input type="radio"/>	Portfolio C
( 30 )	d <input type="radio"/>	Portfolio D



	Total for this question
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Some investors are more willing than others to accept periodic declines in the value of the portfolio as a trade-off for potentially higher long-term returns. Which response best represents your feelings toward the following statement?

14. I am willing to experience potentially large and frequent declines in the value of my investment if it will increase the likelihood of achieving higher long-term returns.

( 20 )	a <input type="radio"/>	Strongly agree
( 15 )	b <input type="radio"/>	Agree
( 10 )	c <input type="radio"/>	Disagree
( 5 )	d <input type="radio"/>	Strongly disagree

	Total for this question
	Total for section 5

SECTION 1 + SECTION 2 + SECTION 3 + SECTION 4 + SECTION 5 =

**FINAL TOTAL**

The total of the five sections will identify an investment mix best suited for your investment profile.

**INVESTMENT PROFILE      SCORING**

Conservative.....	105 or less
Moderate.....	106 to 135
Balanced.....	136 to 164
Advanced.....	165 to 199
Aggressive.....	200 or more

**Growth or income**

Great-West Life offers growth and income portfolios. Growth portfolios, although slightly more aggressive, focus on increasing the value of your principal over the long-term. Income portfolios focus more on stability and investments with higher income distribution. Which of these choices would you prefer?

a <input type="radio"/>	Growth
b <input type="radio"/>	Income

As a general rule, you should have an emergency fund to cover at least three months of your basic living expenses. Consider building an emergency fund based on cash or cash equivalents, such as daily interest plans, short-term guaranteed investment certificates (GICs) or money market funds.

Please note the DISCOVERY questionnaire addresses long-term investment goals and, as such, does not include GICs or money market funds. If you have shorter-term goals (for example, saving for a vacation) as well as planning for the longer term (such as retirement), consider a combination of investment funds and other products.

Your financial security advisor can help you create a plan to meet your investment needs.

**Investment mix suggestions**

<b>Growth</b>	<b>Income</b>
<b>ASSET MIX</b>	

**CONSERVATIVE**



25% equity  
75% fixed income



20% equity  
80% fixed income

**MODERATE**



40% equity  
60% fixed income



35% equity  
65% fixed income

**BALANCED**



60% equity  
40% fixed income



55% equity  
45% fixed income

**ADVANCED**



80% equity  
20% fixed income



75% equity  
25% fixed income

**AGGRESSIVE**



100% equity



**Making an investment plan takes time.  
Making an investment plan happen takes action.**

**Your financial security advisor can help you make the right choices  
to make your investment goals and dreams come true.**

A description of the key features of the segregated fund policy is contained in the information folder. **Any amount that is allocated to a segregated fund is invested at the risk of the policyowner and may increase or decrease in value.**

#### **Important information about DISCOVERY**

DISCOVERY has been developed to assist in the assessment of your financial circumstances, investment time frame and attitude toward risk for the purpose of allocating funds offered by The Great-West Life Assurance Company. While reasonable efforts have been made to ensure the accuracy of the information and calculations contained in DISCOVERY, the responsibility for determining the most appropriate allocation to meet your needs remains with you. Great-West Life is not responsible for any damages resulting from the use of DISCOVERY by any of its representatives or any other person, however caused.

#### **Your privacy**

I consent to the collection and use of personal information concerning me, as well as information I may have provided with respect to others (e.g., family members), that is included on this form. I understand that this information is obtained for the purpose of helping me plan for financial security, and is to be used for no other purpose unless I consent. You will not retain this form, and the information it contains, longer than required for financial security planning and for related record-keeping purposes. Subject to legal and contractual considerations, I may withdraw this consent at any time. In the event I complete an application with Great-West Life, I understand that this form, as completed by or for me, or a copy of it, may be retained by such company and that it and the information contained in it will be subject to the personal information and related consent provisions contained in the application or in related documentation, and to the provisions of applicable law.



The DALBAR Communications Seal is a mark of excellence and is only awarded to communications in financial services that excel in meeting the needs of consumers.

