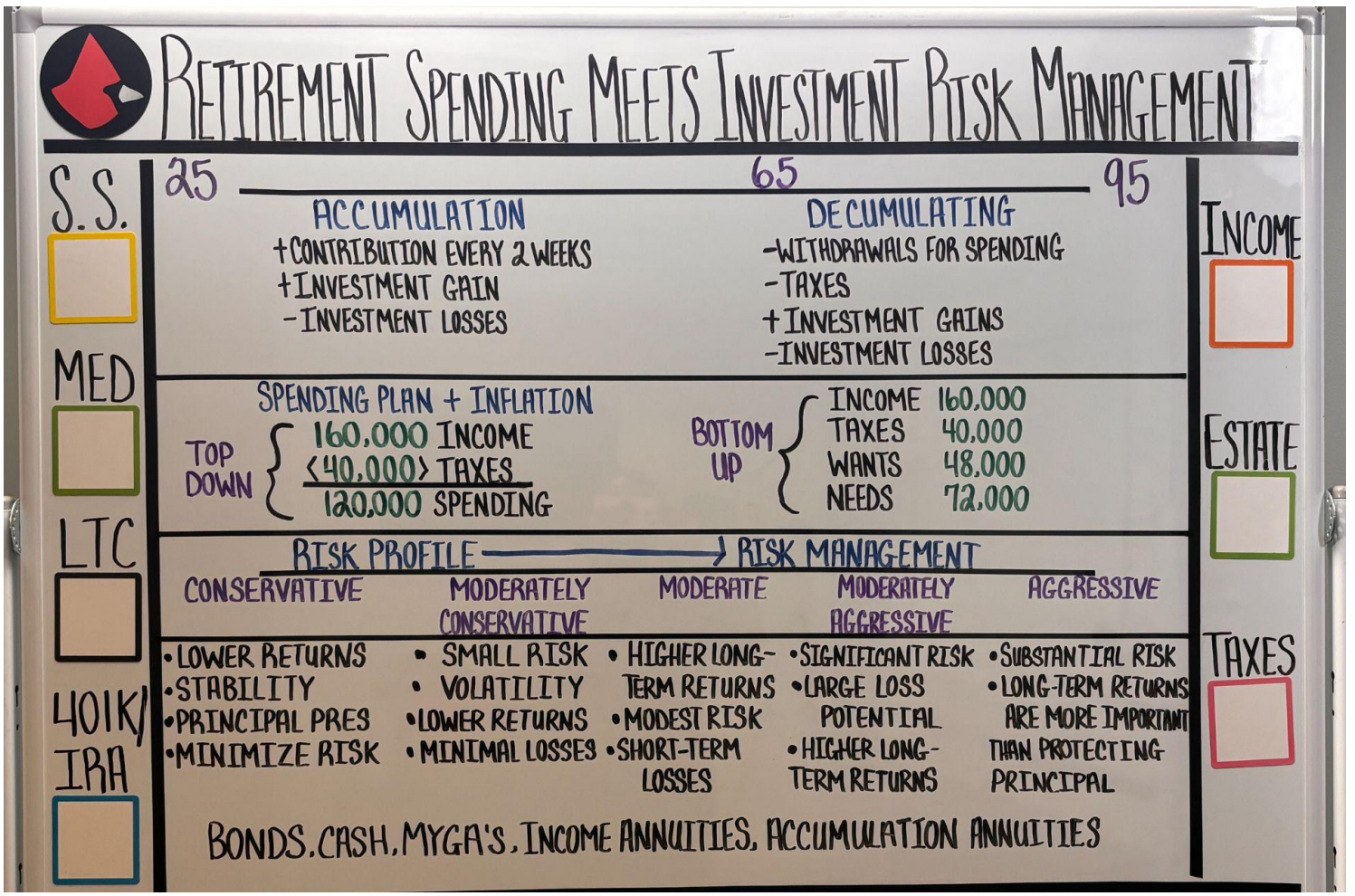
CARDINAL ADVISORS

Retirement Spending Meets Investment Risk Management

Learn how your retirement spending plan should shape your investment risk, from conservative to aggressive, as you move from saving to drawing down your savings.



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Dec. 2026

BROOKSTONE CAPITAL MANAGEMENT

RISK PROFILE QUESTIONNAIRE

Client Name/s: _____ Advisor Name: _____

Please select ONE answer to each of the following questions.

SECTION 1: FINANCIALS — TOTAL

1. What is your approximate net worth (excluding your principal residence)?

- ☐ Under $100K
- ☐ $100K - $300K
- ☐ $300K - $500K
- ☐ $500K - $750K
- ☐ $750K - $1.0M
- ☐ $1.0M - $3.0M
- ☐ Over $3M
  If greater than $3M enter amount: $_____

2. What is your liquid net worth? (assets that can be readily converted to cash)

- ☐ Under $25K
- ☐ $25K - $50K
- ☐ $50K - $100K
- ☐ $100K - $250K
- ☐ $250K - $500K
- ☐ Over $500K
  If greater than $500k enter amount: $_____

3. What is your current household income?

- ☐ Under $50K
- ☐ $50K - $100K
- ☐ $100K - $150K
- ☐ $150K - $250K
- ☐ $250K - 500K
- ☐ Over $500K

4. What is your federal income tax bracket?

- ☐ 10%
- ☐ 12%
- ☐ 22%
- ☐ 24%
- ☐ 32%
- ☐ 35%
- ☐ 37%

5. If you needed immediate funds equal to 1/4 the value of your investment accounts, where would you obtain the money?

- ☐ All from this portfolio **(0)**
- ☐ 50% from this portfolio and the remainder from other savings and investments **(2)**
- ☐ All from other savings and investments **(4)**
- ☐ At least 75% from this portfolio and the remainder from other savings and investments **(1)**
- ☐ Less than 25% from this portfolio and the remainder from other savings and investments **(3)**

Section Total ☐

SECTION 2: GOALS

1. What is your investment objective?

- ☐ Preserve Principal **(0)**
- ☐ Income **(3)**
- ☐ Income and Growth **(6)**
- ☐ Growth **(9)**
- ☐ Aggressive Growth **(12)**

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Please select ONE answer to each of the following questions.

SECTION 2: GOALS (Continued)

TOTAL

2. When do you expect to begin withdrawals on a regular basis from your investment accounts?

- ☐ Less than 1 year **(0)**
- ☐ 1-3 years **(3)**
- ☐ 4-6 years **(6)**
- ☐ 7-10 years **(9)**
- ☐ More than 10 years **(12)**

3. Today, how much do you rely on income from your investment accounts?

- ☐ Heavily **(0)**
- ☐ Moderately **(1)**
- ☐ Slightly **(2)**
- ☐ Not at all **(4)**

Section Total ☐

SECTION 3: RISK TOLERANCE

1. What is your investment experience?

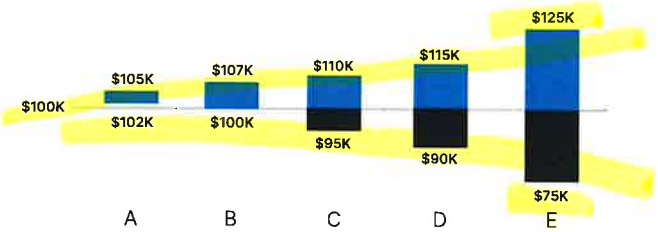
- ☐ None
- ☐ Limited
- ☐ Moderate
- ☐ Extensive

2. Indicate the response that you feel best describes your risk tolerance.

- ☐ **Conservative (0)**
  - Accepting of lower returns for a higher degree of stability
  - Seeks principal preservation and minimizing risk
- ☐ **Moderate (4)**
  - Accepting of modest risks to seek higher long-term returns
  - Accepting of short-term losses of principal in exchange for long-term appreciation
- ☐ **Aggressive (8)**
  - Willing to accept substantial risk
  - Maximizing long-term returns is more important than protecting principal
- ☐ **Moderately Conservative (2)**
  - Comfortable accepting a small degree of risk and volatility
  - Accepting of lower returns in exchange for minimal losses
- ☐ **Moderately Aggressive (6)**
  - Willing to accept significant risk
  - May endure large losses in favor of potentially higher long-term returns

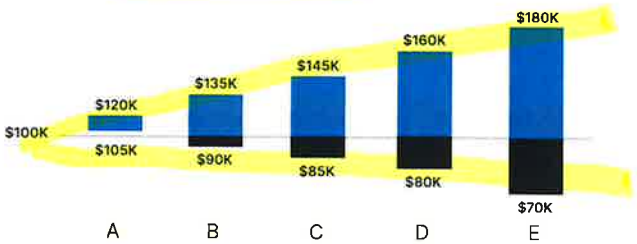
3. Which hypothetical portfolio are you most comfortable with, considering the possible range of returns, for $100,000 invested, over a 1-YEAR period?

- ☐ A **(0)**
- ☐ B **(1)**
- ☐ C **(2)**
- ☐ D **(3)**
- ☐ E **(4)**



4. Generally, investments with the highest potential for gains carry the greatest risk of loss. Which hypothetical portfolio are you most comfortable with, considering the possible out comes of $100,000 invested for 5-YEARS:

- ☐ A **(0)**
- ☐ B **(3)**
- ☐ C **(6)**
- ☐ D **(9)**
- ☐ E **(12)**



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BROOKSTONE CAPITAL MANAGEMENT

RISK PROFILE QUESTIONNAIRE

Please select ONE answer to each of the following questions.

SECTION 3: TOLERANCE (Continued) — TOTAL

5. Historically, markets have experienced sharp, short-term downturns. If your investment portfolio lost 25% of its value over TWO DAYS, how would you react?

- ☐ I would immediately move all my holdings to cash **(0)**
- ☐ I would wait at least 3 months before deciding to make any changes **(6)**
- ☐ I would immediately add to my investment portfolio and buy more equities to take advantage of the lower prices **(12)**
- ☐ I would immediately change to strategies that are more conservative **(3)**
- ☐ I would immediately change to strategies that are more aggressive **(9)**

6. Historically, markets have experienced prolonged periods of declines. If your investment portfolio lost 33% of its value over the last 3 MONTHS, how would you react?

- ☐ I would immediately move all my holdings to cash **(0)**
- ☐ I would wait at least 3 months before deciding to make any changes **(6)**
- ☐ I would immediately add to my investment portfolio and buy more equities to take advantage of the lower prices **(12)**
- ☐ I would immediately change to strategies that are more conservative **(3)**
- ☐ I would immediately change to strategies that are more aggressive **(9)**

Section Total ☐

Total All Selections ☐

SCORING

SCORE 0-12: Conservative
- Accepting of lower returns for a higher degree of stability
- Seeks principal preservation and minimizing risk

SCORE 13-28: Moderately Conservative
- Comfortable accepting a small degree of risk and volatility
- Accepting of lower returns in exchange for minimal losses

SCORE 29-51: Moderate
- Accepting of modest risks to seek higher long-term returns
- Accepting of short-term losses of principal in exchange for long-term appreciation

SCORE 52-67: Moderately Aggressive
- Willing to accept significant risk
- May endure large losses in favor of potentially higher long-term returns

SCORE 68-80: Aggressive
- Willing to accept substantial risk
- Maximizing long-term returns is more important than protecting principal

CLIENT ACKNOWLEDGEMENT

I understand that the above-referenced Risk Profile Questionnaire acts as a guide only to building an overall financial solution. I recognize that there are other factors to consider besides my score on this questionnaire when making portfolio decisions. I understand that my responses to the Risk Profile Questionnaire provided by my investment advisor representative indicates that my risk tolerance is: _____

☐ I disagree with this assessment and would like to indicate my risk tolerance as: _____

My reasoning for disagreeing with this assessment is: _____

Please provide any additional details for your decision (if needed): _____

_____

_____ Client's Signature _____ Date

_____ Client's Signature _____ Date

_____ Investment Advisor Signature _____ Date

_____ Approved By Brookstone Capital Management _____ Date

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