

# Quotential™ bestfit Portfolio Questionnaire

CLIENT NAME: \_\_\_\_\_

CLIENT SIGNATURE: \_\_\_\_\_

DATE: \_\_\_\_\_



## What's Your *Quotential*?

The *Quotential* Portfolio that best fits your needs depends on your risk tolerance, investment time horizon and expected returns. To help you, we've developed bestfit, a comprehensive questionnaire that your investment advisor will complete with you, to help assess your investment goals and recommend which Franklin Templeton Investments *Quotential* Portfolio is right for you.

As your financial goals change, you may find it useful to periodically review your questionnaire responses with your investment advisor to ensure your current needs are being well served by your investment choices.

### SECTION ONE

**YOUR INVESTMENT PROFILE** – In this section, we will learn more about your investment goals and expectations. Complete the following questions and indicate the appropriate score in the space provided. Please choose only one answer per question.

**1. What is your investment time horizon?**

1 year (score = 0)

4 years (score = 5)

2 years (score = 2)

5-10 years (score = 10)

score

3 years (score = 3)

10+ years (score = 13)

**2. What is your expected average annual return?**

6% (score = 0)

10% (score = 4)

score

8% (score = 3)

12% (score = 5)

**3. How much of a short-term (less than one year) decline in your assets can you tolerate?**

-5% (score = 0)

-15% (score = 10)

score

-10% (score = 6)

-20% (score = 17)

**4. Are you willing to increase your risk for potentially higher returns?**

No, I am not willing to risk my capital (score = 0)

Yes, if returns are likely to remain positive (score = 3)

Yes, if returns over my indicated time horizon are unlikely to be negative (score = 6)

Yes, I am willing to undertake a degree of capital risk (score = 9)

score

**5. What portion of your assets do you expect to have to liquidate over your indicated time horizon?**

A significant amount (score = 0)

A moderate amount (score = 2)

None (score = 5)

score

**6. Do you have a minimum annual yield requirement for income purposes?**

None (score = 7)

6% (score = 4)

2% (score = 6)

8% (score = 3)

score

4% (score = 5)

10% (score = 0)

This questionnaire is intended as a guide only, and is not to be understood as investment advice. Please consult your investment advisor before investing.

SECTION TWO

**YOUR PERSONAL PROFILE** – In this section, we take stock of the unique financial and personal characteristics that are shaping your investment goals.

**7. How many dependants do you have?**  
 None (score = 5) Two (score = 1) score   
 One (score = 3) More than two (score = 0)

**8. What is your approximate annual income?**  
 Under \$50,000 (score = 0) \$100,000-\$150,000 (score = 5) score   
 \$50,000-\$100,000 (score = 2) Over \$150,000 (score = 7)

**9. What are your current sources of income?**  
 Employment (score = 2) Investments (score = 1) score   
 Pension (score = 1) Other (please define) (score = 1)  
 Benefits (score = 1)

**10. What is the net value of your additional assets (real estate, business, etc.)?**  
 Less than \$500,000 (score = 0) \$1,000,000-\$2,000,000 (score = 5) score   
 \$500,000-\$1,000,000 (score = 2) Over \$2,000,000 (score = 7)

**11. How would you describe your level of investment knowledge?**  
 Non-existent (score = 0) Average (score = 3) score   
 Limited (score = 1) Sophisticated (score = 5)

**12. What phrase best describes your investment goal?**  
 Capital Preservation (score = 0) Growth and Income (score = 10) score   
 Income (score = 4) Growth (score = 17)

**13. Where will you likely spend the majority of your time in the future and ultimately in your retirement? (non-scoring)**  
 a) Canada  b) Other Country  c) United States



Your bestfit is...

<b>Score</b>	<b>Recommended Portfolio</b>
0-30	Franklin Templeton Diversified Income
31-50	Franklin Templeton Balanced Income
51-70	Franklin Templeton Balanced Growth

<b>Score</b>	<b>Recommended Portfolio</b>
71-90	Franklin Templeton Growth
91-100	Franklin Templeton Canadian Growth (if 13a)
	Franklin Templeton Global Growth (if 13b)
	Franklin Templeton Maximum Growth (if 13c)

Subtotal for Section One

Subtotal for Section Two

Total bestfit score: (add your subtotals)

There is a *Quotential* Portfolio that is right for you

**Income** – The *Quotential Program* offers three income investment solutions. Franklin Templeton Diversified Income Portfolio offers a steady income stream through a diversified portfolio of income investments. Purchasing Series T units will provide a steady income stream from both Franklin Templeton Balanced Income Portfolio and Franklin Templeton Balanced Growth Portfolio.

**Balance** – If you are looking for the right balance of income and equities depending on your risk tolerance and long-term investments needs, consider Franklin Templeton Balanced Income Portfolio, Franklin Templeton Balanced Growth Portfolio, or Franklin Templeton Growth Portfolio.

**Growth** – For a solution that provides maximum long-term appreciation, the *Quotential Program* offers three portfolios: Franklin Templeton Canadian Growth Portfolio, Franklin Templeton Global Growth Portfolio and Franklin Templeton Maximum Growth Portfolio. These equity investment solutions are ideal for long-term equity investors.

Introducing Quotential's newest Portfolio: Franklin Templeton Canadian Growth Portfolio. This all-Canadian equity portfolio was created for investors who want access to Canada's most promising growth opportunities.

