

## **RISK TOLERANCE** (presented from lowest to highest risk)

**Conservative:** Describes an investor who seeks to preserve the portfolio's value by investing in lower risk investments and is willing to forgo greater upside potential to protect the portfolio value.

**Moderately Conservative:** Describes an investor who seeks to preserve a large portion of the portfolio's total value and minimize volatility, but is willing to take on modest risk to outpace inflation.

**Moderate:** Describes an investor who seeks modest growth and is willing to accept more risk and investment fluctuation.

**Growth:** Describes an investor who seeks to outperform broad market indices when the market is up and, conversely, accepts lower returns than those same market indices when the market is down.

**Aggressive:** Describes an investor who aggressively seeks maximum return and accepts being exposed to the risk of significant volatility and decreases in the value of the portfolio.

## **INVESTMENT OBJECTIVE**

**Capital Preservation:** An objective seeking to produce a return that is at value.

**Income:** An objective seeking to generate interest and dividends for current income. While not as risk averse as "capital preservation," there is no expectation of long-term capital appreciation in the value of the portfolio.

**Total Return:** An objective seeking portfolio returns through the combination of current income vehicles as well as investments with a capital appreciation goal. The value of the portfolio may vary and the value of certain investments within the portfolio may be more volatile than others.

**Growth:** An objective seeking appreciation in the value of the portfolio. Both the value of individual investments within the portfolio and while certain investments within the portfolio may generate current income, income is not the primary investment objective.

**Aggressive Growth:** An objective seeking maximum returns in the portfolio by selecting investments with the greatest perceived opportunities for growth and price appreciation. The value of individual investments within the portfolio, as well as the portfolio as a whole, will likely experience significant fluctuation in value.