



WHAT is your INVESTMENT PROFILE?

As you select your investments, this brief quiz is designed to help you determine how much risk you can tolerate, and how much money you'll need in retirement. First, circle your answer to each question. Next, total your score — then, flip the quiz over to find the investor profile that aligns with your score.

SCORE

Time horizon

A

When do you anticipate taking cash withdrawals from your retirement accounts?

- 1 Less than 5 years
- 2 6 – 9 years
- 3 10 – 15 years
- 4 More than 15 years

B

What is your age?

- 1 71 and older
- 2 61 – 70
- 3 46 – 60
- 4 45 and below

Diversification

C

Diversification is generally considered an important foundation block of an investment strategy. Rank your current level of diversification.

- 1 None, I'm just starting my investment program.
- 2 I invest only in bonds, CDs and bank accounts.
- 3 My assets are reasonably diversified across asset classes such as bonds and stocks.
- 4 My assets are extensively diversified, including global asset classes.

Risk aversion

D

Investment decisions are generally determined by a risk-return tradeoff. Return is the amount earned on an investment. Risk is the possibility of loss in the value of your portfolio. Please indicate your level of agreement or disagreement with the following statement:

Protecting my assets from loss is more important to me than achieving high returns.

- 1 I strongly agree (primary concern is minimizing risk)
- 2 I agree
- 3 I disagree
- 4 I strongly disagree (primary concern is maximizing returns)

E

Inflation can reduce the purchasing power of your money. However, by keeping pace with inflation, investors can maintain the buying power of their money over time. Which of the following choices best reflects your attitude toward inflation and risk?

- 1 Although I want to outpace inflation, my main goal is to avoid loss.
- 2 While I accept a low level of risk, my main goal is to earn moderately more than inflation.
- 3 My main goal is to increase the value of my portfolio. Therefore, I am willing to accept short-term losses associated with more aggressive investment options.
- 4 I am willing to endure large fluctuations in the value of my portfolio for the chance of obtaining a higher return and beating inflation significantly.

Now tally your score. Each answer choice is assigned an equivalent point score. For example, if you answered 1 to Question A, your point score for that question would be 1.

TOTAL

your answers to learn your investor profile on next page



MANAGE IT YOURSELF

Spreading your money across the major asset classes (stocks, bonds, and stable value/cash) can help you weather the ups and downs of the market. That's because asset classes tend to perform differently at any given time. You may go even further by dividing your money among investment categories within each asset class. For example, you could divide the stock portion of your portfolio among funds that invest in U.S. large-cap stocks, U.S. small-cap stocks, and international stocks. Check each fund's investment strategy to determine if it is significantly different from other investments you have selected.

If your score was between... You may wish to consider the following portfolio allocation.

5-7

Conservative



- 8% International stock
- 22% U.S. stock
- 48% Bond
- 22% Cash/Stable value

8-11

Moderately Conservative



- 12% International stock
- 33% U.S. stock
- 41% Bond
- 14% Cash/Stable value

12-15

Moderate



- 19% International stock
- 41% U.S. stock
- 30% Bond
- 10% Cash/Stable value

15-18

Moderately Aggressive



- 24% International stock
- 51% U.S. stock
- 19% Bond
- 6% Cash/Stable value

19-20

Aggressive



- 30% International stock
- 60% U.S. stock
- 8% Bond
- 2% Cash/Stable value

Source: Wilshire Associates, 2016

YOUR INVESTMENT PROFILE

Locate the target allocation that aligns with your investor profile score. Consider which investments meet your target allocation within each asset class.

International stock:

Target Allocation _____%

Investment name	Fund ID	Percentage
_____	_____	_____%
_____	_____	_____%
_____	_____	_____%

U.S. stock:

Target Allocation _____%

Investment name	Fund ID	Percentage
_____	_____	_____%
_____	_____	_____%
_____	_____	_____%
_____	_____	_____%

Bond:

Target Allocation _____%

Investment name	Fund ID	Percentage
_____	_____	_____%
_____	_____	_____%

Cash/Stable value:

Target Allocation _____%

Investment name	Fund ID	Percentage
_____	_____	_____%
		Total: 100%

Review your account at least annually to ensure that your investments still align with your target asset allocation.

Participation in an asset allocation program does not guarantee performance or protect against loss. These model portfolios are illustrations and investment education only. They are not intended as investment advice or recommendations for any individual.

This material is provided by The Lincoln National Life Insurance Company, Fort Wayne, IN, and, in New York, Lincoln Life & Annuity Company of New York, Syracuse, NY, and their applicable affiliates (collectively referred to as "Lincoln"). This material is intended for general use with the public. Lincoln does not provide investment advice, and this material is not intended to provide investment advice. Lincoln has financial interests that are served by the sale of Lincoln programs, products and services. In applying particular asset allocations to your individual situation, or in assessing the adequacy of an estimated retirement income stream, you should consider other assets, income and investments in addition to your interest in the plan.