



## Evaluating Risk

Risk refers to the degree of uncertainty and/or potential financial loss inherent in an investment decision. We consider the following areas when evaluating client investment risk.

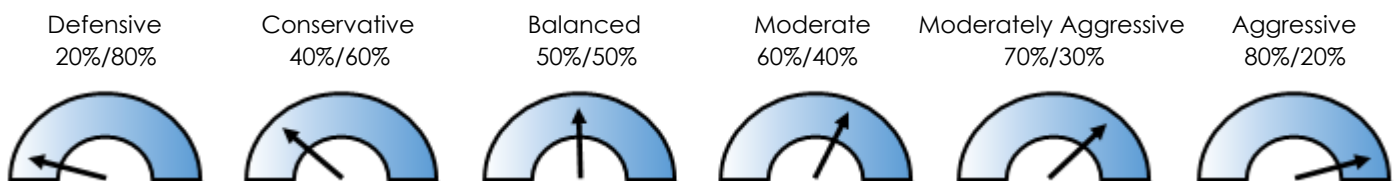
<b>Capacity</b>	<b>Tolerance</b>	<b>Wiring</b>
<p>Your financial ability to take on risk.</p> <ul style="list-style-type: none"> <li>• Is your income stable and predictable, or variable?</li> <li>• Are you just starting to invest or do you already have a sizable portfolio? Can you "afford to lose"?</li> <li>• Do you have many years to retirement or are you only a few years away?</li> </ul>	<p>Your willingness to take on risk.</p> <ul style="list-style-type: none"> <li>• Are you interested in pursuing financial growth, or is a higher priority to retain what you already have?</li> <li>• Does the current economic climate lead you to feel that it's better to lie low? Or that there are opportunities to pursue?</li> </ul>	<p>How you cope with risk.</p> <ul style="list-style-type: none"> <li>• When you hear financial news, do you feel nervous or excited?</li> <li>• If your portfolio goes down, do you experience physical or emotional symptoms of stress?</li> <li>• Do you prefer the exciting feelings that come with change or the surety of stability?</li> </ul>

We know that investing can provide growth and increase our assets to use towards goals such as retirement, college funding, gifting, and large purchases. We also know that investing can involve a risk of financial loss.

Your ability, willingness, and capability to take on risk and cope with it inform so much about you as an investor. It's not about if you are "tough" or "soft," – though it often gets framed this way. There is value across the spectrum of risk personality. We want to explore why, how, and what level of financial risk you can accept, and use that to inform our recommendations we make to help you achieve your financial goals.

**Investment risk can be quantified as your ratio between stocks and fixed investments, as illustrated below.**

### Target Portfolios (Equities/Fixed Income)



**NOTES:**

Source: <https://www.investopedia.com/terms/r/risktolerance.asp>

Additional information, including management fees and expenses, is provided on our Form ADV Part 2, available upon request or at the SEC's Investment Advisor Public Disclosure site [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). With any investment strategy, there is potential for profit as well as the possibility of loss. We do not guarantee any minimum level of investment performance or the success of any portfolio or investment strategy. All investments involve risk (the amount of which may vary significantly) and investment recommendations will not always be profitable. Past performance is not a guarantee of future results.