For investment planning it is important to understand your financial goals and time horizon, and determine your attitude toward risk. This questionnaire is intended to assist you and your advisor in evaluating these factors. Please answer all of the questions and select the answer that best reflects your situation and your attitudes. Your answers to the questions, along with the knowledge that your advisor has about your financial circumstances, will allow your advisor to determine your goals and your tolerance for risk and recommend a suitable asset allocation for your account. If your financial situation or goals change, contact your advisor to help you to review your investments as it may result in a new optimal asset allocation.

Mackenzie
STAR PORTFOLIOS

Name: ______________________

Tel: ______________________

Date: ______________________

PERSONAL SITUATION

1. Your age is

[8] ☐ 30 and under [6] ☐ 31 to 40 [4] ☐ 41 to 55 [2] ☐ 56 to 65 [0] ☐ Over 65

2. You regularly save the following percentage of your income for special expenditures, such as education, mortgage lump sum repayments, retirement, etc.

[0] ☐ 0% [2] ☐ 5% [4] ☐ 10% [6] ☐ 15% [8] ☐ 20% or more

3. One of the most important factors in assessing your ability to tolerate fluctuations in your investment account is the stability of your annual income, whether it's from employment or some other source. You would describe your financial situation to be (checking one box in the range):

Very insecure and unstable .... Very secure and stable

[0] ☐ [2] ☐ [6] ☐ [10] ☐ [12] ☐

4. Your average before tax annual personal income is

[0] ☐ Under $25,000.
[2] ☐ $25,000 to $50,000.
[4] ☐ $51,000 to $75,000.
[6] ☐ $76,000 to $100,000.
[8] ☐ $101,000 to $200,000.
[10] ☐ Over $200,000.

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INVESTMENT OBJECTIVES AND GOALS

5. Currently, your main objective for this investment account is to

- [2] ☐ Maintain the purchasing power of your original investment.
- [4] ☐ Generate regular cash flow to meet ongoing expenses.
- [6] ☐ Grow your account and draw regular income from the account.
- [8] ☐ Grow your account and not draw any income from the account.
- [12] ☐ Aggressively grow your account to maximize its value.

6. It is important to understand whether you want this account to provide ongoing income in the near future. In general, the more immediate your need for ongoing income, the lower your ability to tolerate changes in your account. When do you plan to draw income regularly from the account?

- [0] ☐ Immediately.
- [2] ☐ Within 3 years.
- [4] ☐ In 3 to 5 years.
- [6] ☐ In 5 to 10 years.
- [8] ☐ In 10 to 15 years.
- [10] ☐ In more than 15 years.

7. The length of time that you plan to hold your investments is important in determining an appropriate investment strategy for you. Generally, the longer you are able to hold your investments the greater your ability to tolerate fluctuations in your account. You expect to withdraw a significant amount of the original investment (more than one-third)

- [0] ☐ Within 3 years.
- [2] ☐ In 3 to 5 years.
- [4] ☐ In 5 to 10 years.
- [6] ☐ In 10 to 15 years.
- [10] ☐ In more than 15 years.

8. You aim to meet your financial goal by a certain date. For example, if your goal is saving for retirement, you may aim to accumulate $100,000 in 10 years. In view of your personal circumstances, including other financial resources that may be available to you, select the statement below that best reflects your specific requirements for this investment.

- [0] ☐ It is essential that you meet your financial goal by your target date.
- [4] ☐ It would be acceptable if you can come close to your financial goal by your target date.
- [8] ☐ Your goal date is flexible and although you prefer to meet your financial goal by your target date, you can extend that date by a couple of years.
- [10] ☐ Your financial goal and the target date are flexible, so you would re-evaluate your financial position and goal regularly.

INVESTMENT KNOWLEDGE AND EXPERIENCE

9. You would describe your knowledge about investments as being

- [0] ☐ Very little knowledge (you are unfamiliar with investing).
- [2] ☐ Some knowledge (you understand the difference between stocks and bonds).
- [4] ☐ Moderate amount of knowledge (you understand that stocks are higher risk than bonds).
- [6] ☐ Good working knowledge (you are familiar with most financial instruments).
- [8] ☐ Extensive knowledge.

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10. In the past, you have invested <u>mostly</u> in (choose one):

- [0] ☐ Savings accounts and GICs.
- [0] ☐ Mutual funds investing in bonds.
- [2] ☐ Balanced mutual funds.
- [6] ☐ Mutual funds investing in stocks.
- [8] ☐ Individual stocks and bonds.
- [10] ☐ Many different financial instruments, including stocks, bonds, and higher risk investments (e.g., commodities, options, futures, etc.).

RISK PREFERENCE

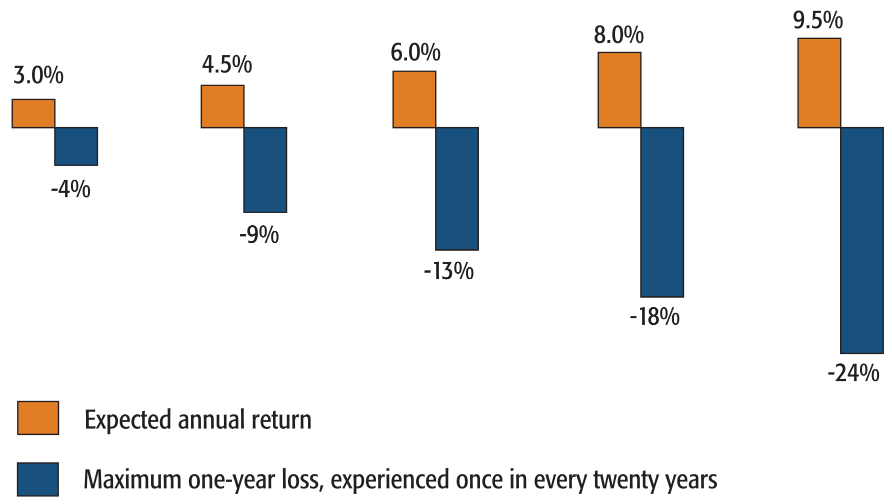
11. Assuming that your portfolio decreased in value over a one year period, consistent with other investments of its kind in a year when markets are performing poorly overall, you decide to

- [0] ☐ Cut your losses, sell your investments and hold cash or purchase GICs with your entire account balance.
- [2] ☐ Hold on to half of your account as it is invested, and sell the other half to hold cash or purchase GICs.
- [4] ☐ Watch the portfolio, and if performance does not improve in 6 months, you will reassess the situation.
- [6] ☐ Hold the portfolio and make no changes, you understand that markets can have a number of consecutive poorly performing years.
- [12] ☐ Invest additional money in the markets to take advantage of the lower current cost.

12. The charts below show the normally expected annual return (orange bars) for five hypothetical investment portfolios. The blue bars show the potential maximum 1-year loss for each portfolio, which might occur once every 20 years.

Select the portfolio that best represents the combination of desired annual return and maximum downside risk that you are willing to take with your investment account.

[0] ☐ Portfolio A [2] ☐ Portfolio B [4] ☐ Portfolio C [8] ☐ Portfolio D [10] ☐ Portfolio E

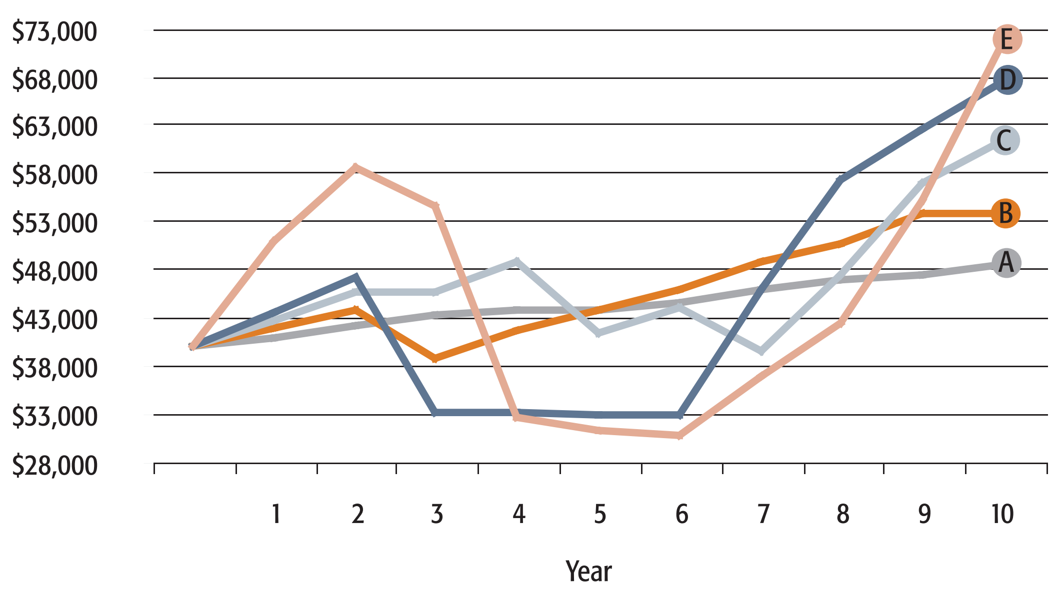


13. You would prefer to have

- [0] ☐ Minor fluctuations in the value of your account, but consistently earn a lower return on your investments.
- [2] ☐ Some fluctuations in the value of your account, but earn a modest return.
- [8] ☐ Noticeable monthly fluctuations in the value of your account, but earn a higher return.
- [10] ☐ Noticeable daily fluctuations in the value of your account, but earn the highest possible return.

14. The chart below shows the likely returns of a hypothetical investment of $40,000 over a ten year period. Select the portfolio that best represents the investment that you would prefer to hold, keeping in mind the fluctuations in value associated with each portfolio.

[0] ☐ Portfolio A [2] ☐ Portfolio B [4] ☐ Portfolio C [8] ☐ Portfolio D [10] ☐ Portfolio E



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