

## Investment Experience & Risk Assessment

### Client 1

### Client 2

#### 1. How long have you been investing in financial markets?

##### Client 1

- 1) Less than 1 year
- 2) 1-3 years
- 3) 3-5 years
- 4) More than 5 years

##### Client 2

- 1) Less than 1 year
- 2) 1-3 years
- 3) 3-5 years
- 4) More than 5 years

#### 2. What is your primary investment goal?

##### Client 1

- 1) Capital preservation
- 2) Income generation
- 3) Capital growth
- 4) Speculative gains

##### Client 2

- 1) Capital preservation
- 2) Income generation
- 3) Capital growth
- 4) Speculative gains

#### 3. How do you react to short-term market fluctuations?

##### Client 1

- 1) I panic and want to sell
- 2) I get concerned but stay invested
- 3) I ignore short-term fluctuations
- 4) I see them as buying opportunities

##### Client 2

- 1) I panic and want to sell
- 2) I get concerned but stay invested
- 3) I ignore short-term fluctuations
- 4) I see them as buying opportunities

#### 4. What percentage of your total net worth is invested in the stock market?

##### Client 1

- 1) Less than 10%
- 2) 10-30%
- 3) 30-50%
- 4) More than 50%

##### Client 2

- 1) Less than 10%
- 2) 10-30%
- 3) 30-50%
- 4) More than 50%

#### 5. How familiar are you with different investment products (stocks, bonds, mutual funds, etc.)?

##### Client 1

- 1) Not familiar
- 2) Somewhat familiar
- 3) Moderately familiar
- 4) Very familiar

##### Client 2

- 1) Not familiar
- 2) Somewhat familiar
- 3) Moderately familiar
- 4) Very familiar

**6. What is your risk tolerance?**

**Client 1**

- 1) Extremely risk-averse
- 2) Conservative
- 3) Balanced
- 4) Aggressive

**Client 2**

- 1) Extremely risk-averse
- 2) Conservative
- 3) Balanced
- 4) Aggressive

**7. How would you react if your investment portfolio declined by 20% in a short period?**

**Client 1**

- 1) Panic and sell
- 2) Stay invested and reassess
- 3) Buy more at the lower price
- 4) See it as a normal market fluctuation

**Client 2**

- 1) Panic and sell
- 2) Stay invested and reassess
- 3) Buy more at the lower price
- 4) See it as a normal market fluctuation

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

**Client 1**

- 1) Less than 1 year
- 2) 1-5 years
- 3) 5-10 years
- 4) More than 10 years

**Client 2**

- 1) Less than 1 year
- 2) 1-5 years
- 3) 5-10 years
- 4) More than 10 years

**9. Have you ever invested in high-risk assets (e.g., cryptocurrencies, startups)?**

**Client 1**

- 1) No
- 2) Rarely
- 3) Occasionally
- 4) Frequently

**Client 2**

- 1) No
- 2) Rarely
- 3) Occasionally
- 4) Frequently

**10. How important is it for you to beat the market average returns?**

**Client 1**

- 1) Not important
- 2) Somewhat important
- 3) Moderately important
- 4) Very important

**Client 2**

- 1) Not important
- 2) Somewhat important
- 3) Moderately important
- 4) Very important

