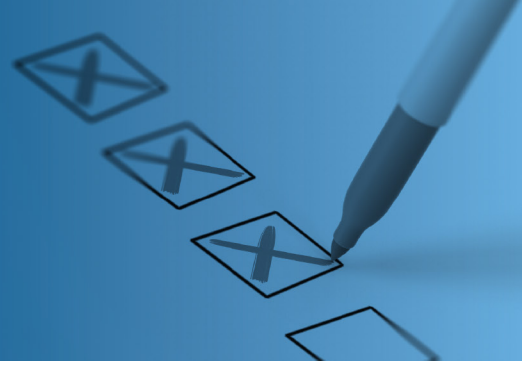




# Mackenzie ETF Portfolios



## Personal information

Client Name ..... Telephone Number .....

Email Address ..... Date .....

Please select      Investment Account      Registered Account

## Personal situation

### 1. How old are you?

- 30 and under ..... (12 pts)
- 31 - 40 ..... (8 pts)
- 41 - 55 ..... (6 pts)
- 56 - 65 ..... (2 pts)
- Over 65 ..... (0 pts)

### 2. What is your total annual income (i.e., employment, pension, rental property, investments, etc.)?

Your income level helps us determine your financial goals

- Under \$50,000 ..... (0 pts)
- \$50,001 - \$100,000 ..... (2 pts)
- \$100,001 - \$300,000 ..... (4 pts)
- Over \$300,000 ..... (6 pts)



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Investments

**3. How much of your monthly pay cheque do you put aside for savings and/or investments?**

- Greater than 12% ..... (6 pts)
- 6 - 12% ..... (4 pts)
- 1 - 5% ..... (2 pts)
- I do not save ..... (0 pts)

**4. How would you describe the security of your annual income, whether it is from employment or other sources?**

- Very secure and stable ..... (12 pts)
- Secure and stable ..... (8 pts)
- Moderately secure and stable ..... (6 pts)
- Somewhat insecure and unstable ..... (2 pts)
- Very insecure and unstable ..... (0 pts)

**Investment objectives and goals**

**5. What is your main objective for this investment?**

- To maintain the value of your original investment ..... (0 pts)
- Generate regular cash flow ..... (2 pts)
- Grow your account and draw regular income from the account ..... (6 pts)
- Grow your account ..... (8 pts)
- Aggressively grow your account ..... (12 pts)

**6. When do you expect to withdraw your money?**

**The length of time you invest will help us determine your ability to tolerate fluctuations in your account**

- Within 3 years ..... (0 pts)
- In 3 to 5 years ..... (2 pts)
- In 5 to 10 years ..... (6 pts)
- In 10 to 15 years ..... (12 pts)
- In more than 15 years ..... (16 pts)



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## Attitude towards risk

### 7. If your investment dropped 25% in value, consistent with the market, how would you respond?

- Cut your losses, sell your investments and hold cash with your entire account balance ..... (0 pts)
- Sell half your investments and hold cash; keep remainder invested as is ..... (2 pts)
- Monitor the portfolio and reassess the situation in six months ..... (8 pts)
- Hold the portfolio and make no changes ..... (12 pts)
- Take advantage of the lower price and invest more money ..... (14 pts)

### 8. Which statement best describes your tolerance of market fluctuations?

- Minor fluctuations are tolerable knowing you will likely get a lower return ..... (0 pts)
- Some fluctuations in the value of your account are tolerable with a preference for a modest return ..... (4 pts)
- Monthly fluctuations in the value of your account are tolerable with the possibility to earn a higher return ..... (8 pts)
- You can tolerate daily fluctuations in the value of your account with the likelihood for even higher returns ..... (12 pts)

**Overall score** ..... pts

## Mackenzie ETF Portfolios: Scoring grid

| Total score | Recommendation                              | Equity/Fixed income* |
|-------------|---|----------------------|
| 6 to 20     | Mackenzie Conservative Income ETF Portfolio | 25% / 75%            |
| 21 to 35    | Mackenzie Conservative ETF Portfolio        | 35% / 65%            |
| 36 to 50    | Mackenzie Balanced ETF Portfolio            | 50% / 50%            |
| 51 to 70    | Mackenzie Moderate Growth ETF Portfolio     | 60% / 40%            |
| 71 to 90    | Mackenzie Growth ETF Portfolio              | 80% / 20%            |

\*Portfolio weights are approximate and used for illustration purposes.

**If you score between 0 – 5, you should speak to your Financial Advisor about investing in one of Mackenzie’s lower risk options, such as the Mackenzie Canadian Bond Fund or the Symmetry Fixed Income Portfolio.**

Commissions, trailing commissions, management fees and expenses all may be associated with mutual fund investments and the use of an asset allocation service. Please read the prospectus of the mutual funds in which investment may be made under the asset allocation service before investing. Mutual funds are not guaranteed, their values change frequently and past performance may not be repeated.