Asset Allocation Questionnaire

The following questions will enable you to determine your time horizon and risk tolerance levels so that you can select a model asset allocation strategy. Please answer all of the questions and then calculate your score as indicated and select the corresponding asset allocation strategy from the provided table. Please remember these are only suggested allocations, the final decision is up to you.

First Name               Last Name

Street                  City & State         Zip

Telephone

What is the primary financial goal for this investment?
A. Retirement          B. Education          C. Estate Planning          D. Other (eg. Down payment towards the purchase of a home)

Time Horizon Questions

1. What is your current age? For couples, please use the average age of your two ages.
   a. Over 70
   b. 60 – 70
   c. 46 – 59
   d. 45 and below
2. When would you anticipate taking regular cash distributions from your account?
   a. Less than 2 years
   b. 2 – 5 years
   c. 6 – 9 years
   d. 10 – 15 years
   e. More than 15 years, or I do not anticipate taking cash distributions

Risk Tolerance Questions

3. Your risk tolerance describes your willingness to accept fluctuations in your account value in order to achieve the long-term financial objective. Which statement best describes your tolerance for risk?
   a. Avoiding loss in my account value is more important to me than experiencing long-term growth
   b. I desire long-term growth of my account value, but I am more concerned with avoiding losses
   c. I am concerned with avoiding losses, but this is outweighed by my desire to achieve long-term growth in my account value
   d. To maximize the chance of experiencing high long-term growth of my account value, I am willing to accept losses

Wilshire Funds Management
4. While riskier than bond investments, equity investments offer the potential of higher long-term investment returns. What is your feeling about investing a portion of your money in equity investments?
   a. I am concerned that equity investments are too risky and would prefer a higher allocation to bonds
   b. I understand there is additional risk with equity investments and would consider a more balanced allocation to equities and fixed income
   c. I understand there may be some additional risks in equity investing, but the opportunity to achieve long-term growth in my account value with a higher allocation to equities is worth serious consideration
   d. I understand the risks, but recognize there are growth opportunities in equity markets and would like to maximize those opportunities

5. Given the portfolio risk/return patterns described in the following graphs, in which portfolio would you choose to invest?

   A. Portfolio 1
   Average Return = 6.70%

   B. Portfolio 2
   Average Return = 9.20%

   C. Portfolio 3
   Average Return = 12.10%

6. Given the volatility of the capital markets, your investment value will fluctuate over time. The three choices below show potential investment value ranges after a three-year investment period. If you were to invest $50,000, which portfolio would you select?
   a. investment value range of $48,000 – $53,000
   b. investment value range of $45,000 – $58,000
   c. investment value range of $40,000 – $65,000

7. It is important to consider the investment of your account in relation to your other financial assets. Your investment experience can help determine your attitude toward investments you purchase. Most of my other assets are invested in:
   a. I don’t know how my savings are invested
   b. My pension plan and social security only
   c. CDs, savings accounts, and other FDIC-insured accounts
   d. A mix of stocks and bonds, including stock and bond mutual funds
   e. Stocks or equity mutual funds

8. Describe your experience and comfort level in making investment decisions:
   a. I am uncomfortable selecting from the available investments and the risks associated with equity investing
   b. I am reasonably comfortable, but concerned with high investment value fluctuation
   c. I am very comfortable with making investment decisions and the risks associated with equity investing
### Scoring

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<th>Question</th>
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<th>B</th>
<th>C</th>
<th>D</th>
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**Add the scores to get your risk tolerance score.**

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<th>SCORE</th>
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<td>73–79</td>
<td>Aggressive</td>
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### Asset Allocation Models

**CONSERVATIVE**

**CONSERVATIVE TO MODERATE**

**MODERATE**

**MODERATE TO AGGRESSIVE**

**AGGRESSIVE**

**Legend**

- Cash / Stable Value
- Intermediate-Term Bond
- High Yield Bond
- Foreign Bond
- Large Cap Value
- Real Estate Investment Trusts
- Large Cap Growth
- International

### Allocation Strategy

**Client Signature**

Note: This score sheet is for investment professional records, it does not need to be returned.
Bond and other fixed-income securities involve both credit risk and market risk, which includes interest rate risk. Credit risk is the risk that the security's issuer will not pay the interest, dividends or principal that it has promised to pay. Market risk is the risk that the value of the security will fall because of changes in market rates of interest or other factors. Interest rate risk reflects the fact that the values of fixed-income securities tend to fall as interest rates rise. When interest rates go down, interest earned on fixed-income securities will tend to decline.

Foreign securities pose additional risks that are not associated with U.S. domestic issues, such as changes in currency exchange rates and different governmental regulations, economic conditions and accounting standards.

Invests in growth stocks, the prices of which may be more sensitive to changes in current or expected earnings than the prices of other stocks. Growth stocks may not perform as well as value stocks or the stock market in general.

Lower rated high yield, high risk securities generally involve more credit risk. These securities may also be subject to greater market price fluctuations than lower yielding, higher rated debt securities.

Invests in the common stock of large capitalization companies. These investments may not be able to attain the growth rates as high as those of successful smaller capitalization companies, especially during extended periods of economic expansion.

The common stocks of medium-sized companies may be more volatile than those of larger, more established companies.

Investing in real estate involves special risks, which may not be associated with investing in stocks, including possible declines in real estate values, adverse economic conditions, and changes in interest rates.

Investments in small capitalization and emerging growth companies involve greater than average risk. Such securities may have limited marketability and the issuers may have limited product lines, markets and financial resources. The value of such investments may fluctuate more widely than investments in larger, more established companies.

Invests in stocks that tend to trade at lower prices relative to their fundamental financial characteristics and are therefore considered undervalued. Value stocks can perform differently than other categories of stocks (e.g., growth stocks) and can continue to be undervalued by the market for long periods of time.

A stable value fund generally invests in investment contracts, certain types of fixed income securities (e.g., U.S. treasury bonds, corporate bonds, mortgage-backed securities, bond funds), and money market investments. Although a stable value fund attempts to maintain a stable $1 unit price, the fund cannot guarantee that this unit price will be maintained. The yield may fluctuate. The goal of the stable value fund is to preserve the investors principal investment while earning interest income.

An investment in a stable value fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. Although a stable value fund seeks to preserve the value of your investment, it is possible to lose money by investing in a stable value fund.

While diversification through an asset allocation strategy is a useful technique that can help to manage overall portfolio risk and volatility, there is no certainty or assurance that a diversified portfolio will enhance overall return or outperform one that is not diversified. An investment made according to one of these asset allocation models neither guarantees a profit nor prevents the possibility of loss.

An investment based upon any of these asset allocation models should only be made with an understanding of the risks associated with any investment in securities. Talk to your Representative for further information and to make sure you understand these risks. As with any investment, investment returns and principal value will fluctuate, so that when redeemed, an investor's shares may be worth more or less than their original cost.

In applying particular asset allocation models to their individual situations, qualified retirement plan participants and beneficiaries should consider their other assets, income and investments (e.g., equity in a home, IRA investments, savings accounts and interests in other qualified and non-qualified plans) in addition to their interests in the qualified retirement plan. Other investment alternatives having similar risk and return characteristics to the asset classes within the asset allocation models may be available under the qualified retirement plan in which an employee or beneficiary participates. Qualified plan participants and beneficiaries should contact their plan administrators to obtain information on other investment alternatives. Individual investors should ultimately rely on their own judgment and/or the judgment of a financial advisor in making their investment decisions.

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Withdrawals from the Fixed Account are subject to a market value adjustment. The market value adjustment may be higher or lower than your account value. Please see the fixed account prospectus or the Disclosure Memorandum for more information.

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