Find a suitable investment strategy

Your investing strategy should reflect the kind of investor you are—your personal investor profile. This quiz will help you determine your profile and then match it to an investment strategy that’s designed for investors like you.

The quiz measures two key factors:

**YOUR TIME HORIZON**

When will you begin withdrawing money from your account and at what rate? If it’s many years away, there may be more time to weather the market’s inevitable ups and downs and you may be comfortable with a portfolio that has a greater potential for appreciation and a higher level of risk.

**YOUR RISK TOLERANCE**

How do you feel about risk? Some investments fluctuate more dramatically in value than others but may have the potential for higher returns. It’s important to select investments that fit within your level of tolerance for this risk.

How to make your choice

Investor profile quiz → Your time horizon → Your investor profile → Your investment strategy
RISK TOLERANCE

3. I would describe my knowledge of investments as:
   - None 1
   - Limited 3
   - Good 7
   - Extensive 10

4. When I invest my money, I am:
   - Most concerned about my investment losing value 0
   - Equally concerned about my investment losing or gaining value 4
   - Most concerned about my investment gaining value 8

5. Select the investments you currently own:
   - Bonds and/or bond funds 3
   - Stocks and/or stock funds 6
   - International securities and/or international funds 8

   Example: You now own stock funds. In the past, you’ve purchased international securities. Your point score would be 8.

6. Consider this scenario:
   Imagine that in the past three months, the overall stock market lost 25% of its value. An individual stock investment you own also lost 25% of its value. What would you do?
   - Sell all of my shares 0
   - Sell some of my shares 2
   - Do nothing 5
   - Buy more shares 8

7. Review the chart below.
   We’ve outlined the most likely best-case and worst-case annual returns of five hypothetical investment plans. Which range of possible outcomes is most acceptable to you?
   The figures are hypothetical and do not represent the performance of any particular investment.

<table>
<thead>
<tr>
<th>Plan</th>
<th>Average annual return</th>
<th>Best-case</th>
<th>Worst-case</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>7.2%</td>
<td>16.3%</td>
<td>-5.6%</td>
<td>0</td>
</tr>
<tr>
<td>B</td>
<td>9.0%</td>
<td>25.0%</td>
<td>-12.1%</td>
<td>3</td>
</tr>
<tr>
<td>C</td>
<td>10.4%</td>
<td>33.6%</td>
<td>-18.2%</td>
<td>6</td>
</tr>
<tr>
<td>D</td>
<td>11.7%</td>
<td>42.8%</td>
<td>-24.0%</td>
<td>8</td>
</tr>
<tr>
<td>E</td>
<td>12.5%</td>
<td>50.0%</td>
<td>-28.2%</td>
<td>10</td>
</tr>
</tbody>
</table>
DETERMINE YOUR INVESTOR PROFILE
The chart below uses the subtotals you calculated in the preceding two sections.

To determine your Investor Profile, find your Time Horizon Score along the left side and your Risk Tolerance Score across the top. Locate their intersection point, situated in the area that corresponds to your Investor Profile. On the next page, select the investment strategy that corresponds to your Investor Profile.
SELECT AN INVESTMENT STRATEGY

These investment strategies show how investors might allocate their money among investments in various categories. Please note that these examples are not based on market forecasts, but simply reflect an established approach to investing—allocating dollars among different investment categories. Keep in mind that it’s important to periodically review your investment strategy to make sure it continues to be consistent with your goals.

If one of the investment strategies below matches your Investor Profile, you can use this information to help you create an asset allocation plan.

<table>
<thead>
<tr>
<th>Conservative allocation</th>
<th>Moderately conservative</th>
<th>Moderate allocation</th>
<th>Moderately aggressive</th>
<th>Aggressive allocation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average annual return: 7.6%</td>
<td>Average annual return: 8.8%</td>
<td>Average annual return: 9.4%</td>
<td>Average annual return: 9.9%</td>
<td>Average annual return: 10.1%</td>
</tr>
<tr>
<td>Best year: 22.8%</td>
<td>Best year: 27.0%</td>
<td>Best year: 30.9%</td>
<td>Best year: 34.4%</td>
<td>Best year: 39.9%</td>
</tr>
<tr>
<td>Worst year: -4.6%</td>
<td>Worst year: -12.5%</td>
<td>Worst year: -20.9%</td>
<td>Worst year: -29.5%</td>
<td>Worst year: -36.0%</td>
</tr>
</tbody>
</table>

For investors who seek current income and stability and are less concerned about growth.

For investors who seek current income and stability, with modest potential for increase in the value of their investments.

For long-term investors who don’t need current income and want some growth potential. Likely to entail some fluctuations in value, but presents less volatility than the overall equity market.

For long-term investors who want good growth potential and don’t need current income. Entails a fair amount of volatility, but not as much as a portfolio invested exclusively in equities.

For long-term investors who want high growth potential and don’t need current income. May entail substantial year-to-year volatility in value in exchange for potentially high long-term returns.

Source: Schwab Center for Financial Research with data provided by Morningstar, Inc. The return figures for 1970-2016 are the compounded annual average and the minimum and maximum annual total returns of hypothetical asset allocation plans. The asset allocation plans are weighted averages of the performance of the indices used to represent each asset class in the plans, include reinvestment of dividends and interest, and are rebalanced annually. The indices representing each asset class in the historical asset allocation plans are S&P 500® Index (large-cap stocks); CRSP 6–8 Index for the period 1970–1978 and Russell 2000® Index for the period 1979–2016 (small-cap stocks); MSCI EAFE® Net of Taxes (international stocks); Ibbotson Intermediate-Term Government Bond Index for the period 1970–1975 and Bloomberg Barclays U.S. Aggregate Bond Index for the period 1976–2016 (fixed income); and Ibbotson U.S. 30-day Treasury Bill Index for the period 1970–1977 and Citigroup 3-month U.S. Treasury Bills for the period 1978–2016 (cash investments). Indices are unmanaged, do not incur fees or expenses, and cannot be invested in directly. Past performance is no guarantee of future results.