

Personal Background Information

Date _____

Name _____

Address _____

City _____ State _____ Zip _____

Phone: Day/Night _____

Soc. Sec. No. or Taxpayer I.D. No. _____

Occupation _____

At what age do you plan to retire? _____

Spouse's Name _____

- Access
- Selection
- Diversification

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40 Richards Avenue
Norwalk, CT 06854
www.managerschoice.com

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04/03

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Investment Analysis Questionnaire

1. As an investor, where would you place yourself on the following scale from lowest to highest tolerance for risk? (circle a number)

1	2	3	4	5	6	7	8	9	10
Minimize losses and fluctuations as much as possible			A balanced investment mix with some fluctuation and some growth				Maximize growth of assets with tolerance for risk or fluctuation		

2. What is your age?

- A. Under 25 years
- B. 25 to 34 years
- C. 35 to 44 years
- D. 45 to 54 years
- E. 55 to 65 years
- F. Over 65 years

3. Do you expect to have large cash needs at some particular time in the future? (Such as: buying a house, paying for a college education, having a health-related expense, retirement, starting a new business.) If more than one, check the earliest time period.

- A. No, I do not expect to have such a cash need.
- B. Yes, in 16 to 20 years.
- C. Yes, in 10 to 15 years.
- D. Yes, in 5 to 9 years.
- E. Yes, in less than 5 years.

4. Some people want their investments primarily to grow in value, and secondarily to bring regular income. Others seek primarily regular income rather than growth. These objectives may be long-term (5 years or longer), medium-term (2 to 5 years), or short-term (up to 2 years). Which statement best reflects your objective and its term?

- A. To have my investment grow in value over the years rather than to receive regular income from my investment, because I am investing for the long-term.
- B. To have my investment grow in value, though am investing for the medium-term.
- C. To receive regular income from my investment, even though I am investing for the long-term.
- D. To receive regular income, rather than having my investment grow in value, though both are important to me because I am investing for the medium-term.
- E. To receive regular income, rather than having my investment grow in value, because I am investing primarily for the short-term.

5. People save money for several purposes. One obvious one: you should always have money set aside for emergencies. But you also save for other reasons, from a dream vacation in the not-too-distant future, to far-off retirement. The main purpose for the money you are now considering for investment is to:

- A. Start or add to my retirement fund, which I do not anticipate using for 20 or more years.
- B. Start or add to a "nest egg," which I do not anticipate needing for the foreseeable future.
- C. Start or add to a "savings" fund, which I may use for a rainy day in 5 to 10 years.
- D. Save up for a special purpose in the near future.
- E. Get a slightly higher return than I get in a certificate of deposit or savings account.

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Investment Analysis Questionnaire (continued)

- 6.** How much do you expect your annual income to vary over the next 2 years?
- I expect my annual income to increase substantially.
 - I expect my annual income to increase somewhat.
 - I expect my annual income to just keep up with inflation.
 - I expect my annual income to decrease.
 - I expect my annual income to decrease substantially.
- 7.** Comparatively, how much income do you expect to have available for discretionary purchases, savings and investments over the next 2 years?
- Substantially more than I have now.
 - Somewhat more.
 - About the same.
 - Somewhat less.
 - Substantially less.
- 8.** Investment markets fluctuate. While the long-term direction has been generally upward, there have also been periods of decline. From a practical standpoint, (not considering your views about taking risks) how easily could you replace investment declines with future higher income?
- Very easily.
 - Easily, with some planning involved.
 - It would be difficult.
 - It would be very difficult.
 - It would be impossible.
- 9.** Now consider your personal feelings about watching the ups and downs of the markets. If you owned investments, how would rises and falls in the market affect you emotionally?
- Short-term movements in the investment market would not affect me.
 - Would affect me minimally.
 - Would indirectly affect me.
 - Would directly affect me.
 - Would dramatically affect me.
- 10.** What would you do with your investments if the market fell?
- Not take my money out of the market regardless of how severe the decline was.
 - Consider taking my money out of the market only if the decline was substantial.
 - Probably take my money out of the market if the decline was substantial.
 - Take my money out even if the decline was not substantial.
 - Take my money out no matter how small the decline was.
- 11.** Which statement best describes your investment performances?
- I invest primarily to increase the value of my investment.
 - I invest to receive regular payments even though that means somewhat smaller potential for my investment to grow.
 - I invest primarily to receive regular payments from my investments, and increases in value are of little importance.
 - My desire to preserve my investment is primary and outweighs my desire to have it increase in value or to receive payments from it.

Investment Analysis Scoring Sheet

Client Name _____

- Question 1: {1 2 3 4 5 6 7 8 9 10}
 Question 2: {A-8, B-6, C-4, D-3, E-2, F-1}
 Question 3: {A-12, B-8, C-6, D-4, E-2}
 Question 4: {A-12, B-8, C-6, D-4, E-2}
 Question 5: {A-12, B-8, C-6, D-4, E-2}
 Question 6: {A-12, B-8, C-6, D-4, E-2}
 Question 7: {A-10, B-8, C-6, D-4, E-2}
 Question 8: {A-10, B-8, C-6, D-4, E-2}
 Question 9: {A-12, B-8, C-6, D-4, E-2}
 Question 10: {A-12, B-8, C-6, D-4, E-2}
 Question 11: {A-10, B-8, C-6, D-4, E-2}

All Equity Portfolio: {105-120}

Aggressive Growth Portfolio: {92-104}

Growth Portfolio: {74-91}

- Taxable
- Tax Aware

Moderate Portfolio: {56-73}

- Taxable
- Tax Aware

Income and Growth Portfolio: {38-55}

- Taxable
- Tax Aware

Income Portfolio: {20-37}

Recommended Portfolio: From the investment analysis questionnaire previously completed, the following recommendations are being made. Should there be any substantial changes in my/our financial situation or investment objectives, I/we will advise you.

Total Score _____

Recommended Portfolio _____

Advisor Signature _____

Date _____

Client Signature _____

Date _____