



{ A new road to superior investments. }

Questionnaire

Portfolio
SELECT
Series

Investor Profile Questionnaire

Prepared for: _____

Prepared by: _____

Date: _____

This questionnaire is designed to help you choose a Core Portfolio within the Portfolio Select Series that best meets your investment goals. Simply complete the questionnaire, add up your points, and match it to the portfolio that best meets your financial goals.

1. Complete the Questionnaire

Complete the questionnaire by circling the most appropriate response to each question. Your advisor can help you

with your answers. The more accurately you respond, the better the questionnaire works.

2. Total Your Score

Add up the points from your responses. Your answers to the questionnaire will generate a score. Your score determines which portfolio is best suited to you by calculating how much risk you can comfortably assume in order to achieve

your return objectives. Your optimal trade-off of risk for return is referred to as an Efficient Frontier. Ask your advisor for details.

3. Select Your Portfolio

Your advisor's guidance is an important part in selecting a portfolio that best meets your investment objectives, while recognizing your tolerance to risk.

I. Personal and Financial Situation

Question 1. What is your age?

Description: In general, there is less need for older investors to assume significant investment risk than there is for younger investors. While other circumstances such as wealth may counter this assumption, advancing age generally reduces risk tolerance.

Question 2. What is your annual household income (before tax)?

Description: Your financial advisor must understand your financial situation in order to provide you with a tailored investment strategy that reflects your current situation, and enables you to achieve your financial goals.

Question 3. How much does your household have in investable assets (total assets less your principal residence, business assets, and personal property)?

Description: Greater wealth and investable assets typically imply higher "financial" risk tolerance. However, some wealthy investors may be risk averse and have low "psychological" risk tolerance.

ANSWERS	SCORE
30 and under	8
31 to 40	6
41 to 50	4
51 to 65	2
Over 65	0

Less than \$40,000	0
\$40,001 to \$75,000	4
\$75,001 to \$125,000	9
\$125,001 to \$200,000	14
Over \$200,000	17

Less than \$35,000	0
\$35,001 to \$75,000	4
\$75,001 to \$150,000	9
\$150,001 to \$300,000	14
Over \$300,000	17

II. Investment Objectives and Risk Tolerance

Question 4. What is your primary investment objective?

Description: Determining your investment objective enables your financial advisor to select a suitable asset allocation to maximize your portfolio's return and minimize its risk.

Preserve capital	0
Generate maximum income with modest asset growth	4
Achieve moderate growth and income	9
Achieve strong asset growth with modest income	14
Achieve maximum asset growth	17

Question 5. For how long do you plan to invest these funds before you begin withdrawing a substantial portion from your portfolio (e.g., a withdrawal of more than half)?

Description: If you plan to invest for less than three years, you may experience a declining part of a market cycle without the opportunity to take advantage of longer-term market trends.

Question 6. Given your financial goals, how much volatility (risk) are you willing to assume to achieve your portfolio's expected return?

Description: Any well-diversified portfolio is subject to some volatility (risk), where the portfolio will likely have negative returns in certain years.

Question 7. How much of a temporary decline in your investment portfolio could you tolerate over a one-year period?

Description: Your portfolio will likely have a negative return in certain years. A portfolio with higher volatility (risk) will likely have higher negative returns in any one year. You will need to have both the "psychological" and "financial" risk tolerance to withstand these negative returns.

ANSWERS	SCORE
1 to 3 years	0
4 to 5 years	5
6 to 10 years	11
11 to 15 years	16
More than 15 years	25
Low volatility, since you require positive returns each year	0
Low to medium volatility, such as negative returns in 1 of every 8 years	5
Medium volatility, such as negative returns in 1 of every 6 years	11
Medium to high volatility, such as negative returns in 1 of every 5 years	16
High volatility, such as negative returns in 1 of every 4 years	25
0%	0
-5%	4
-10%	9
-15%	14
More than -15%	17

III. Investment Knowledge and Experience

Question 8. What do you expect the overall average return on your investment portfolio to be over the long term (10+ years), before tax but after inflation?

Description: Your financial advisor can help you align your return expectations with your risk tolerance. Ideally, you should focus on the long-term returns of your investment portfolio after inflation (i.e., the real rate of return).

Question 9. Which statement best describes your level of investment knowledge about financial markets and products?

Description: Knowing your level of investment knowledge helps your financial advisor communicate with you at an appropriate level. Further, your knowledge level helps your advisor assess how much background information is required when discussing investment strategies and products.

Question 10. Which of the following statements best describes your current investment portfolio (individual securities and/or mutual funds)?

Description: Information on your previous investment experience helps your financial advisor assess your investment knowledge and your attitude toward investment risk.

0% to 2%	0
1% to 3%	2
4% to 7%	4
5% to 9%	6
More than 9%	8
Very limited knowledge	0
Basic knowledge and minimal experience	2
Good knowledge and some investment experience	4
Strong knowledge and experience	6
Advanced knowledge and extensive experience	8
Mainly Canadian money market securities (e.g., cash, GICs, CSBs)	0
Mainly Canadian fixed-income securities (e.g., government and/or corporate bonds)	2
Equal amounts of fixed-income and equity securities	4
Mainly Canadian and international blue-chip equities	6
Mainly aggressive Canadian and international securities	8

Total your score by adding up your points =

Portfolio solutions to meet any investor's needs:

Select 100i Portfolio

A strategically diversified income portfolio designed for maximum income generation and preservation of capital.

This Portfolio has been created for 1) transitioning investors looking to invest in a diversified income product 2) investors who have reached a point in their life cycle where they need or want to convert retirement assets into a reliable income stream. If either of these describe your situation, the questionnaire may not be necessary.

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Select 80i20e Portfolio

A strategically diversified income portfolio with a small equity component for modest capital growth.

0-10 Points

Select 70i30e Portfolio

A strategically diversified income portfolio with a small equity component for modest capital growth.

11-21 Points

Select 60i40e Portfolio

A strategically diversified portfolio split between income and equities designed for steady, long-term growth.

22-40 Points

Select 50i50e Portfolio

A strategically diversified portfolio split evenly between income and equities designed for steady, long-term growth.

41-68 Points

Select 40i60e Portfolio

A strategically diversified portfolio with an equity component designed for steady, long-term growth.

69-96 Points

Select 30i70e Portfolio

A strategically diversified portfolio with a small income component designed to mitigate short-term volatility.

97-117 Points

Select 20i80e Portfolio

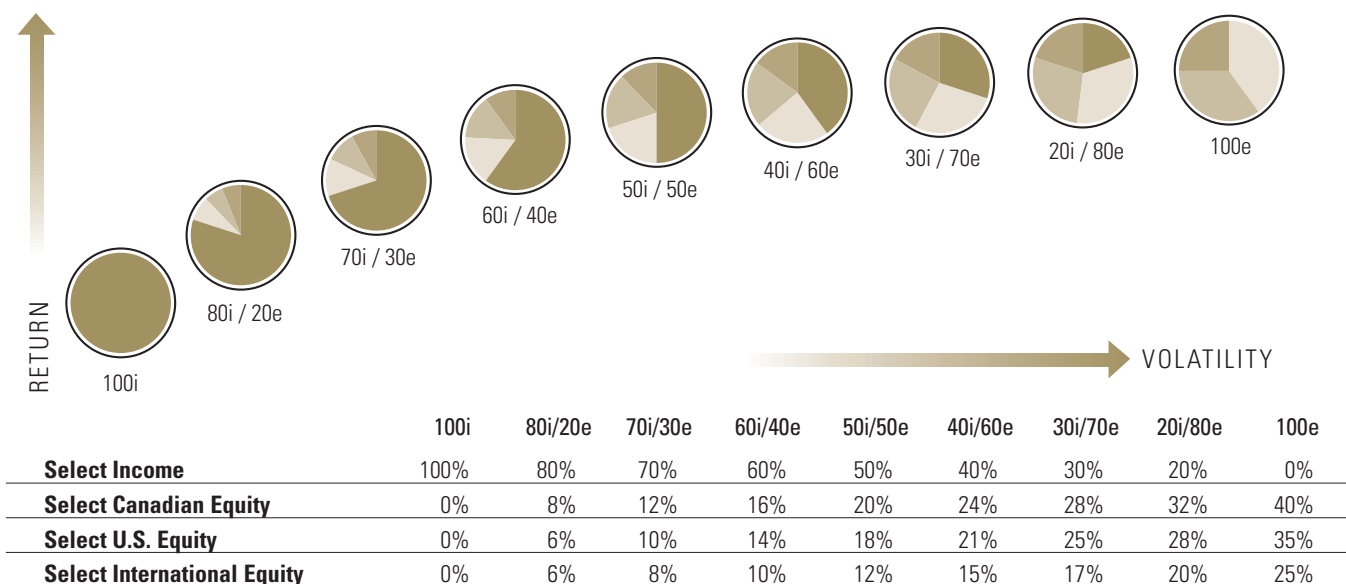
A strategically diversified portfolio with a small income component designed to mitigate short-term volatility.

118-135 Points

Select 100e Portfolio

A strategically diversified equity portfolio designed for maximum long-term capital growth.

136-150 Points



i=Income e=Equity

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Portfolio Select Series Investor Profile Questionnaire

You have a unique blend of financial needs and resources.

Making a wise investment choice is dependent on a proper and prudent assessment of your profile as an investor. This Investor Profile Questionnaire is a starting point for you and your advisor to work together to prepare your investment plan. These questions encompass the major areas: your current personal and financial situation; your investment objectives and risk tolerance; your investment knowledge and experience.

When thoughtfully and accurately completed, this profile can be an effective tool that will assist your advisor in recommending the Core Portfolio best suited for you.

The information provided through this exercise is used to prepare your Investment Policy Statement (IPS) – a document generated to reflect an investment strategy that might be appropriate for you. Your IPS details your proposed asset allocation, which is an important step in structuring your portfolio. The IPS becomes the baseline against which you will be able to measure the ongoing performance of your investments.

Our research and experience illustrates that investment success over the long term is directly related to your ability to tolerate and understand short term volatility. Achieving greater returns often means taking greater risks, which can lead to more volatility and affect the value of your investment. If you do not have a portfolio that you are comfortable with during down markets, then you'll be less likely to stay the course for the long run. That is why many of these questions focus on your tolerance for risk.

Before you begin completing this questionnaire, there are two important points to consider:

- Portfolio Select Series was created to meet your long-term investment objectives. You should be prepared to remain invested for a full economic cycle (typically lasting five to ten years). Some investment solutions require an entire economic cycle to mature and a five-year time horizon allows most short-term market fluctuations to even out, reducing the risks associated with the making substantial withdrawals at inopportune times. If you are fairly certain that you will require a substantial portion (20% or more) of your portfolio in less than five years, you should speak to your advisor about your needs.
- Your personal and financial circumstances change over time. It is important to review your portfolio on a regular basis with your advisor.

Portfolio Select Series Investor Profile Questionnaire Scorecard

Client Name:

Advisor:

Date Completed:



After reviewing the results of the Investor Profile Questionnaire you have just completed, your advisor will ensure that relevant factors have been considered in order to recommend one of the Core Portfolios.

(1) _____

(2) + _____

(3) + _____

(4) + _____

(5) + _____

(6) + _____

(7) + _____

(8) + _____

(9) + _____

(10) + _____

Total = _____

Scoring Summary at a Glance

(See back page for more details of the portfolios.)

Select 100i Portfolio	—
Select 80i20e Portfolio	< 10 Points
Select 70i30e Portfolio	11-21 Points
Select 60i40e Portfolio	22-40 Points
Select 50i50e Portfolio	41-68 Points
Select 40i60e Portfolio	69-96 Points
Select 30i70e Portfolio	97-117 Points
Select 20i80e Portfolio	118-135 Points
Select 100e Portfolio	136-150 Points