

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 _____