



## RISK DISCUSSION DOCUMENT

Clients name(s)	<input type="text"/>	<input type="text"/>
Adviser	<input type="text"/>	
Meeting / discussion date	<input type="text"/>	

### Discussion on assessment of knowledge and experience

(Note points discussed following your assessment e.g. in relation to discrepancies or the client's desire to take a different approach)

### Discussion on assessment of attitude to and understanding of relevant investment risks

(Note points discussed following your assessment e.g. in relation to discrepancies or the client's desire to take a different approach)

Attitude to investment risk:

Time horizon: reality given age, health, risk attitude, capacity for loss and objectives for the investment

Capital risk: how does the client feel about not getting back as much of their money as they originally invested / losing some of the return already achieved?

Income risk: if looking to invest for income, how does the client feel about the risk that the income level actually achieved is less than they expected?



**Liquidity risk:** how does the client feel about not being able to access their money when they need/want it?

### Discussion on assessment of capacity for loss

(Note points discussed following your assessment e.g. in relation to discrepancies or the client's desire to take a different approach)

**Ability to absorb capital loss:** discussion on the potential fall in the value of their investment(s) and whether any loss of capital would have a materially detrimental effect on their standard of living.

**Attitude to capital loss:** (in association with investment risk – is this client best suited to placing their money in cash deposits because they are unwilling or unable to accept the risk?)

### Discussion on assessment of risk tolerance

(Note points discussed following your assessment e.g. in relation to discrepancies or the client's desire to take a different approach)

**Psychological:** how does the client feel about taking risk e.g. the importance of maintaining purchasing power but any fall in value would make them feel uncomfortable? What is their concept of risk & reward and how do they feel about taking risk in order to achieve the return needed to meet their current/future needs?

Adviser signature

Date