

FIGURE 2 - 1. Financial temperament quiz.

	Statement	Answer	Trait
1	I must have the best of everything even if I can't afford it right now.	_____	A
2	I usually end up selling my investments too soon. They continue to rise after I sell.	_____	D
3	I can walk away from a deal that isn't just right even if I really want it.	_____	E
4	You can't make money without taking risk.	_____	C
5	I like a steady paycheck even if I don't make as much as I could.	_____	D
6	I buy things for myself to cheer myself up.	_____	F
7	I let my partner handle money matters.	_____	G
8	To be successful, you must look and play the part by living in an exclusive area and having expensive things.	_____	A
9	I believe that I can usually beat the odds when it comes to financial matters.	_____	C
10	I like to analyze the pros and cons of important decisions.	_____	E
11	I don't have the time or energy to worry about investing. I'm too busy trying to make money.	_____	G
12	I'm pretty good at sticking to a budget.	_____	E
13	I'd travel out of my way to get a good deal.	_____	B
14	You have to save money to make money.	_____	B
15	When I've hurt someone I like to buy something special for them to show I'm sorry.	_____	F

Totals for Each Letter Category

Total for A _____

Questions 1, 8, 17, 25, 29

Total for B _____

Questions 13, 14, 21, 26, 31

Total for C _____

Questions 4, 9, 19, 22, 30

Total for D _____

Questions 2, 5, 23, 32, 34

Total for E _____

Questions 3, 10, 12, 33, 35

Total for F _____

Questions 6, 15, 20, 24, 27

Total for G _____

Questions 7, 11, 16, 18, 28