

|   |  |  |
|---|--|--|
| <b>1. I don't like my opinions being challenged</b>           |  |  |
| <b>2. I would rather be an accountant than a TV anchor</b>    |  |  |
| <b>3. I believe that I control my destiny</b>                 |  |  |
| <b>4. I am a highly creative person</b>                       |  |  |
| <b>5. I like a lot of varied sex</b>                          |  |  |
| <b>6. I don't like trying exotic foods</b>                    |  |  |
| <b>7. I would choose bonds over growth stocks</b>             |  |  |
| <b>8. Friends would call me a thrill seeker</b>               |  |  |
| <b>9. I like to challenge authority</b>                       |  |  |
| <b>10. I prefer familiar things to new things</b>             |  |  |
| <b>11. I'm known for my curiosity</b>                         |  |  |
| <b>12. I would not like to be an entrepreneur</b>             |  |  |
| <b>13. I'd rather not travel abroad</b>                       |  |  |
| <b>14. I am easily bored</b>                                  |  |  |
| <b>15. I wouldn't like to be a stand-up comedian</b>          |  |  |
| <b>16. I've never got speeding tickets</b>                    |  |  |
| <b>17. I am extremely adventurous</b>                         |  |  |
| <b>18. I need a lot of stimulation in my life</b>             |  |  |
| <b>19. I would rather work for a salary than a commission</b> |  |  |
| <b>20. Making my own decisions is very important to me</b>    |  |  |

*Give yourself 1 point each time your answer agrees with the key. If you score 16-20, you're probably just back from hang gliding in the Himalayas. 10-15: You're a sushi eater who'd skip the trip to Japan. 5-10: Don't forget the umbrella. It might rain. 0-5: So, how long have you been in life insurance?*

- 1)F 2)F 3)T 4)T 5)T 6)F 7)F 8)T 9)T 10)F 11)T 12)F  
 13)F 14)T 15)F 16)F 17)T 18)T 19)F 20)T