Recommending an Appropriate Investment Allocation for your Charitable Gift Account

Schwab Charitable Fund™

The following questionnaire provides a simplified approach to determining your donor profile so that you may recommend an investment allocation strategy for your Charitable Gift Account.

1. Important Considerations when Recommending your Investment Allocation

A. Your Time Horizon	B. Your Risk Tolerance
How long do you plan to maintain your Account and at what rate will you be contributing to and recommending grants from it? The longer your time horizon, the more time you have to weather the inevitable ups and downs of the market.	How do you feel about risk as it relates to your philanthropic goals? Some investments fluctuate more dramatically in value than others but may have the potential for higher returns. It is important that the investments fit within your level of tolerance for this risk.

2. Donor Profile Questionnaire *Circle the number of points for each answer and note the section total.*

A. Your Time Horizon & Granting Behavior

1. How long do you plan to maintain your Charitable Gift Account from this point forward?

a. I expect to maintain my Account for 20 years or more (or pass to future generations)	20
b. I expect to maintain my Account for 11 to 20 years	18
c. I expect to fully grant out the balance of my Account in the next 6 to 10 years	16
d. I expect to fully grant out the balance of my Account in the next 3 to 5 years	10
e. I expect to fully grant out the balance of my Account within the next 2 years	0

2. Which of the following statements best describes your planned pattern of contributing to and granting from your Charitable Gift Account during the next five years?

a. I plan to contribute substantially more money than I grant	10
b. I plan to contribute more money than I grant	8
c. I plan to contribute about the same amount as I grant	4
d. I plan to grant more money than I contribute	2
e. I plan to grant substantially more money than I contribute	0

Time Horizon Subtotal: _______ points
If less than 12, STOP HERE!

For such donors, a relatively low-risk and short-term investment portfolio is suggested.

See "Short Term" strategy on page 3.

B. Your Risk Tolerance

3. I would describe my knowledge of investments as:

a. None	0
b. Limited	2
c. Good	4
d. Extensive	6

4. When making decisions about my Charitable Gift Account, I am:

a. Most concerned about my Account losing value	0
b. Equally concerned about my Account losing or gaining value	4
c. Most concerned about my Account gaining value	8

5. Select the investments that you currently own or have owned in the past with the highest number of points:

a. Money market funds or cash equivalents	0
b. Bonds and/or bond funds	3
c. Stocks and/or stock funds	6
d. International securities and/or funds	8

(Example: You now own stock funds. In the past you've purchased international securities. Your point score would be 8.)

6. Consider this scenario:

Imagine that in a three-month period, the overall stock market lost 25% of its value. An individual investment in your Charitable Gift Account also lost 25% of its value. What would you do?

a. Sell all of it	0
b. Sell some of it	2
c. Do nothing	5
d. Buy more	8

Recommending an Appropriate Investment Allocation for your Charitable Gift Account (continued)

B. Risk Tolerance, continued

7. Review the Chart to the Right

We've outlined the most likely best and worst-case annual returns of five hypothetical investment plans. Which range of possible outcome is most acceptable to you as it relates to your Charitable Gift Account?

Note: *The figures to the right are hypothetical and do not represent the performance of any particular investment.*

Plan	Average Annual Return	Best-Case	Worst-Case	Points
A	7.2%	16.3%	-5.6%	0
B	9.0%	25.0%	-12.1%	3
C	10.4%	33.6%	-18.2%	6
D	11.7%	42.8%	-24.0%	8
E	12.5%	50.0%	-28.2%	10

C. Donor Profile Subtotals

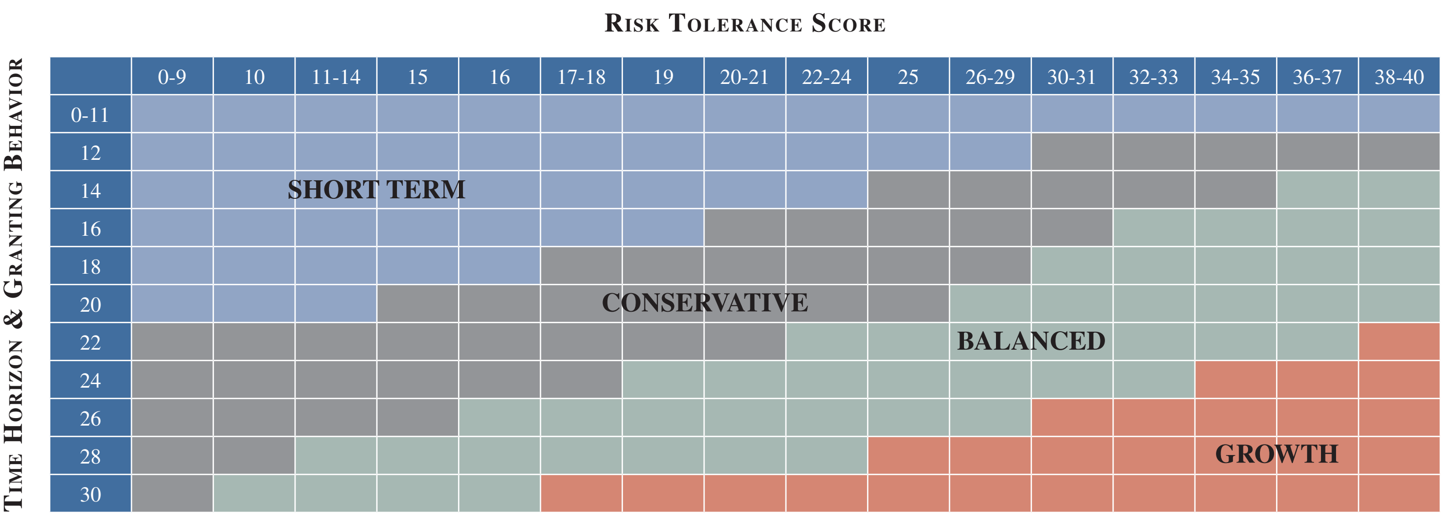
Time Horizon & Granting Behavior
Subtotal: ________ points
Enter Total Points for questions 1 and 2

Risk Tolerance
Subtotal: ________ points
Enter Total Points for questions 3 through 7

3. Determine Your Donor Profile

The chart below uses the subtotals you calculated in the preceding two sections.

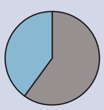
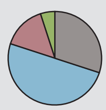
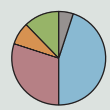
To determine your donor profile, find your Time Horizon & Granting Behavior Score along the left side and your Risk Tolerance Score across the top. Locate their intersection point, situated in the area that corresponds to your Donor Profile. On the next page, select the investment strategy that corresponds to your Donor Profile.



4. Donor Profiles

These investment strategies show how you might recommend an allocation of your Charitable Gift Account assets among investments in various categories. Keep in mind that it is important to periodically review your strategy to make sure it continues to be consistent with your philanthropic goals. Please note that these examples are not based on market forecasts, but simply reflect an established approach to investing. They are not the only strategies available to you, and you may continue to recommend a complete allocation to an individual investment pool if you would like.[1]

If one of these investment strategies matches your needs, you may use it to help create an asset allocation plan for your Charitable Gift Account.

SHORT TERM	CONSERVATIVE	BALANCED	GROWTH
Average Annual Return[2]: 1970-2008: 7.0% Best Year: 19.8% Worst Year: 1.4%	**Average Annual Return[2]:** 1970-2008: 8.2% Best Year: 22.8% Worst Year: -4.6%	**Average Annual Return[2]:** 1970-2008: 9.4 % Best Year: 29.2 % Worst Year: -16.6 %	**Average Annual Return[2]:** 1970-2008: 9.7% Best Year: 34.4% Worst Year: -29.5%
For donors seeking the most stability	*For donors seeking stability who are less concerned about growth*	*For donors who plan to recommend grants over a longer period of time and want moderate growth potential. Likely to entail some fluctuations in value, but presents less volatility than the overall equity market*	*For donors who plan to recommend grants over a very long period of time and want the highest growth potential. May entail substantial year-to-year volatility in value in exchange for potentially high long-term returns*
Individual Investment Pools	***Individual Investment Pools***	***Individual Investment Pools***	***Individual Investment Pools***
			
60% Cash Investments *(Money Market Pool)* 40% Fixed Income *(Income or TIPS Pool)*	30% Cash Investments *(Money Market Pool)* 50% Fixed Income *(Income or TIPS Pool)* 15% Large Cap Equity *(Large Cap Equity Index or Managed Pool, Socially Responsible Pool)* 5% International Equity *(International Equity Index or Managed Pool)*	5% Cash Investments *(Money Market Pool)* 45% Fixed Income *(Income or TIPS Pool)* 30% Large Cap Equity *(Large Cap Equity Index or Managed Pool, Socially Responsible Pool)* 8% Small Cap Equity *(Small Cap Equity Pool)* 12% International Equity *(International Equity Index or Managed Pool)*	5% Cash Investments *(Money Market Pool)* 15% Fixed Income *(Income or TIPS Pool)* 45% Large Cap Equity *(Large Cap Equity Index or Managed Pool, Socially Responsible Pool)* 15% Small Cap Equity *(Small Cap Equity Pool)* 20% International Equity *(International Equity Index or Managed Pool)*
	OR	**OR**	**OR**
	Asset Allocation Pools **100% CONSERVATIVE POOL**	***Asset Allocation Pools*** **100% BALANCED POOL**	***Asset Allocation Pools*** **100% GROWTH POOL**

[1] Due to risk, the Fund discourages the use of either International pool for more than 25% of any Charitable Gift Account balance.

[2] Source: Schwab Center for Financial Research with data provided by Morningstar, Inc. The return figures for 1970–2008 are the compounded annual average, the minimum and the maximum annual total returns of hypothetical asset allocation plans. The asset allocation plans are weighted averages of the performance of the indices used to represent each asset class in the plans, include reinvestment of dividends and interest, and are rebalanced annually. The indices representing each asset class in the historical asset allocation plans are S&P 500® Index (large-cap stocks); CRSP 6–8 Index for the period 1970–1978 and Russell 2000® Index for the period 1979–2008 (small-cap stocks); MSCI EAFE® Net of Taxes (international stocks); Ibbotson Intermediate-Term Government Bond Index for the period 1970–1975 and Barclays Capital U.S. Aggregate Index for the period 1976–2008 (bonds); and Ibbotson U.S. 30-day Treasury Bill Index for the period 1970–1977 and Citigroup U.S. 3-month Treasury bills for the period 1978–2008 (cash investments). Indices are unmanaged, do not incur fees or expenses, and cannot be invested in directly. Past performance is no indication of future results.

SCHWAB CHARITABLE FUND™

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