

## The SORT Test© Report

If this is your SORT Test© Report: What can happen?

Here's what can happen:

1. **Look at your Normal Coping Strength.** In February, 2020 the market was close to its all-time high and still going up. You put **50%** of your assets into **High Risk** investments, **30%** in **Medium Risk**, **0%** in **Low Risk**, and **20%** in **Balanced Risk** (money you and your spouse agree on what to invest).
2. The coronavirus hits. **Your portfolio loses 35% of its value by March 23, 2020** – when the Dow was at its lowest point to that date. **Your friend had fewer High Risk, more Medium Risk, and a lot of Low Risk investments. He lost 15%.**
3. **Look at your Stress Coping Strength.** Here are the investment percents that you wish you had now. You are simply beside yourself. You ask, “Why did I ever put **50%** of our family money in **High Risk** investments?”
4. In **Stress Conditions** you wish that you had **0%** of your portfolio in **High Risk** investments, **20%** in **Medium Risk**, **50%** in **Low Risk**, and **30%** in **Balanced Risk** (money you and your spouse agree on what to select).
5. Your spouse is furious and says, “I will NOT let this happen again!”

<b>Normal Coping Strength</b>	50% Achiever High Risk	30% Developer Medium Risk	0% Controller Low Risk	20% Facilitator Balanced Risk
<b>Stress Coping Strength</b>	0% Achiever High Risk	20% Developer Medium Risk	50% Controller Low Risk	30% Facilitator Balanced Risk
<b>AVERAGE</b>	25% Achiever High Risk	25% Developer Medium Risk	25% Controller Low Risk	25% Facilitator Balanced Risk

**This never has to happen to you and your spouse at all.**

Why? You and your spouse can both take the SORT Test© on the website. Average the results of your two tests. Buy the **AVERAGE** of both of your scores. Or use your SORT Test© results to decide together what you buy.

---

### What Is a Coping Strength?

Your Coping Strength is your strategy for dealing with the world.

**ACHIEVER COPING STRENGTH** “If I get measurable results by taking charge and being competent I will earn and receive all that I have coming to me.”

**DEVELOPER COPING STRENGTH** “If I develop a superior product and reputation then I will receive all that I

should have.”

**CONTROLLER COPING STRENGTH** “If I think and plan before I act I can make the most of my resources and I receive all that I should have.”

**FACILITATOR COPING STRENGTH** “If I make people happy and meet their needs then I will get all that I should have.”

---

On the website below you and your spouse can take the SORT Test©.

**Does this website also help you and your family learn about investing?**

Yes. It has EBooks to help the whole family learn about investing.

1. The Home page dropdown at EBooks has a “Kids Bibliography” with 24 books about investing that families can read together.
2. Click “EBooks” and read “How do we teach a child how to invest?”
3. As kids learn they can start making investments for their college education, too.
4. Kids think it is fun to compete and see who can make the most money! Have FUN!

Go to [www.thesorttest.com](http://www.thesorttest.com)