

Financial Goal Plan

Timothy and Susan Smith



Prepared by:

Advisor Name
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Expectations and Concerns

Expectation
Both Timothy and Susan
Active Lifestyle
Time to Travel
Less Stress - Peace of Mind

Owner	Concern	What Would Help
High		
Timothy	Running out of money	If your plan is in the Confidence Zone, there's less reason to worry.
Medium		
Joint	Cost of health care or long-term care	Include a Goal for Health Care and test to see the impact of a potential Long Term Care expense in the future.
Low		
Joint	Not having a paycheck anymore	Consider strategies that create a regular source of income.
Joint	Current or future health issues	See how health issues might affect the results of your plan
Susan	Parents needing care	You can include a Goal for the cost of care for your parents and see its impact on your lifestyle.

See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Personal Information and Summary of Financial Goals

Timothy and Susan Smith

Needs

10 Retirement - Basic Living Expense



Timothy (2030)	65
Susan (2028)	63
Susan Retired and Timothy Employed (2028-2029)	\$29,883
Both Retired (2030-2057)	\$69,073
Susan Alone Retired (2058-2059)	\$55,258
	Base Inflation Rate (2.25%)

10 Health Care



Timothy Employed / Susan Retired Before Medicare (2028-2029)	\$17,417
Both Medicare (2030-2057)	\$10,450
Susan Alone Medicare (2058-2059)	\$6,581
	Base Inflation Rate plus 2.80% (5.05%)

10 Car / Truck



When both are retired	\$25,000
Recurring every 10 years until End of Plan	Base Inflation Rate (2.25%)

Wants

7 Travel



When both are retired	\$5,000
Recurring every year for a total of 15 times	Base Inflation Rate (2.25%)

7 College - Matthew



4 years starting in 2020	\$41,950
Attending College - Public Out-Of-State (4 years)	Base Inflation Rate plus 3.80% (6.05%)

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Personal Information and Summary of Financial Goals

Timothy and Susan Smith

Wishes

3 Home Improvement



When both are retired

\$75,000

Base Inflation Rate (2.25%)

Personal Information

Participant Name

Date of Birth

Age

Relationship

Matthew

09/01/2002

17

Child of Both

Timothy

Male - born 08/01/1965, age 54

Employed - \$60,000, Other Income - \$40,000

Susan

Female - born 05/01/1965, age 54

Employed - \$80,000

Married, US Citizens living in VA

- This section lists the Personal and Financial Goal information you provided, which will be used to create your Report. It is important that it is accurate and complete.

See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Resources Summary

Investment Assets

Description	Owner	Current Value	Additions	Assign to Goal
Manually Entered				
401(k)	Timothy	\$260,000	\$29,600	Fund All Goals
Account Total		\$260,000		
529 Savings Plan	Timothy	\$85,000	\$5,000	College - Matthew
Account Total		\$85,000		
Account	Timothy	\$160,000		Fund All Goals
Taxable Account Total		\$160,000		
Traditional IRA - Account	Susan	\$55,000	\$7,000	Fund All Goals
Account Total		\$55,000		
Total :		\$560,000		

Other Assets

Description	Owner	Current Value	Future Value	Assign to Goal
Manually Entered				
Home	Joint Common	\$350,000		Not Funding Goals
Real Estate	Joint Common	\$200,000		Not Funding Goals
Total of Other Assets :		\$550,000		

Insurance Policies

Description	Owner	Insured	Beneficiary	Annual Premium	Cash Value	Death Benefit	Premium Paid
Manually Entered							
Insurance Policies Summary (not included in Assets)							
Timothy's Term Insurance Term Life	Timothy	Timothy	Co-Client of Insured - 100%	\$500		\$850,000	Until Policy Terminates
Susan's Group Term Group Term	Susan	Susan	Co-Client of Insured - 100%			\$250,000	

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Resources Summary

Insurance Policies

Description	Owner	Insured	Beneficiary	Annual Premium	Cash Value	Death Benefit	Premium Paid
Manually Entered							
Insurance Policies Summary (not included in Assets)							
Timothy's Group DI Group		Timothy		\$240			
Susan's LTC Nursing Home Care		Susan		\$2,000			

Total Death Benefit of All Policies : \$1,100,000

Social Security

Description	Value	Assign to Goal
Social Security	Timothy will file a normal application at age 67. He will receive \$27,840 in retirement benefits at age 67.	Fund All Goals
Social Security	Susan will file a normal application at age 67. She will receive \$31,691 in retirement benefits at age 67.	Fund All Goals

Retirement Income

Description	Owner	Value	Inflate?	Assign to Goal
Rental Property Income	Joint	\$15,000 from Timothy's Retirement to End of Plan	Yes at 2.25%	Fund All Goals
Part-Time Employment	Susan	\$20,000 from Susan's Retirement to 2032	Yes at 2.25%	Fund All Goals
Part-Time Employment	Timothy	\$20,000 from Timothy's Retirement to 2034	Yes at 2.25%	Fund All Goals

Liabilities

Type	Description/Company	Owner	Outstanding Balance	Interest Rate	Monthly Payment
Manually Entered					
1st Mortgage	Home Mortgage	Joint	\$250,000	2.50%	\$1,600
Line Of Credit	Joint Line of Credit	Joint	\$20,000	8.00%	\$450

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Resources Summary

Liabilities

Type	Description/Company	Owner	Outstanding Balance	Interest Rate	Monthly Payment
		Total Outstanding Balance :	\$270,000		

See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Insurance Inventory

Life

Description	Owner	Insured	Death Benefit	Cash Value	Annual Premium	Beneficiary	Policy Start Date
Timothy's Term Insurance	Timothy	Timothy	\$850,000		\$500	Co-Client of Insured - 100%	08/2015
Susan's Group Term	Susan	Susan	\$250,000			Co-Client of Insured - 100%	08/2009

If the assets include a Variable Life Investment Asset, the value shown for this policy in the Annual Premium column reflects only the assumed annual increase in the cash value of the insurance policy and not the total premium.

Disability

Description	Insured	Annual Premium	Tax Status	Monthly Benefit	Elimination Period	Benefit Period	Inflation Option	Policy Start Date
Timothy's Group DI	Timothy	\$240	pre-tax	\$600	1 Months	3 Years	Simple at 2.00%	08/2016

LTC

Description	Insured	Annual Premium	Benefit Period	Maximum Daily Benefit	Elimination Period	Home Health Care %	Inflation Option	Policy Start Date
Susan's LTC	Susan	\$2,000	Three	\$150	90 Days	100%	Simple at 2.00%	08/2016

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Risk Assessment

You chose a Risk Score of 50.

Appropriate Portfolio: **Balanced II**

Percentage Stock: **54%**

Average Return: **5.03%**



■ Cash: 4%
 ■ Bond: 42%
 ■ Stock: 54%

Great Recession Return Loss for this Portfolio

If this loss would cause you to sell your investments, you should select a lower score. Don't go past your Breaking Point.

During the Great Recession Return (November 2007 - February 2009) this portfolio had a loss of:

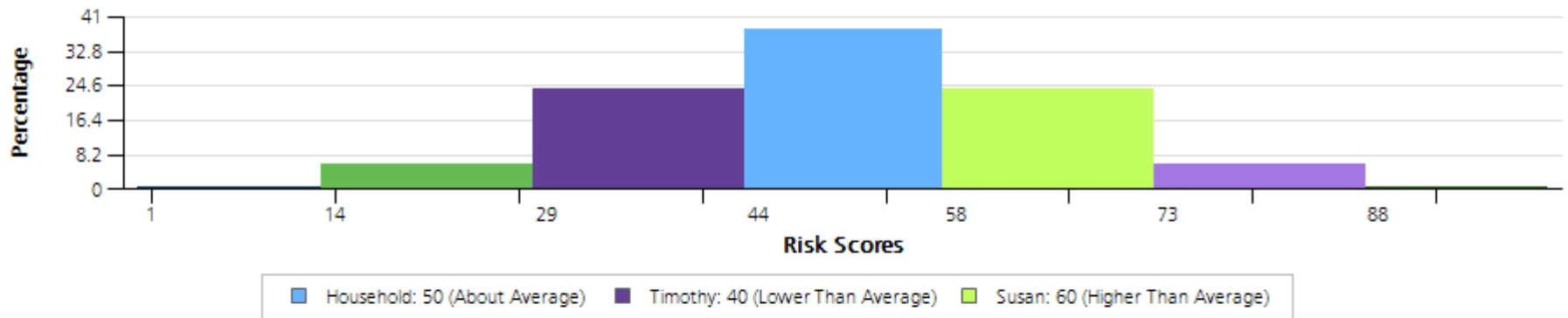
-21%

If you invest \$560,000 in this portfolio and the same loss occurred again, you would lose:

-\$116,841

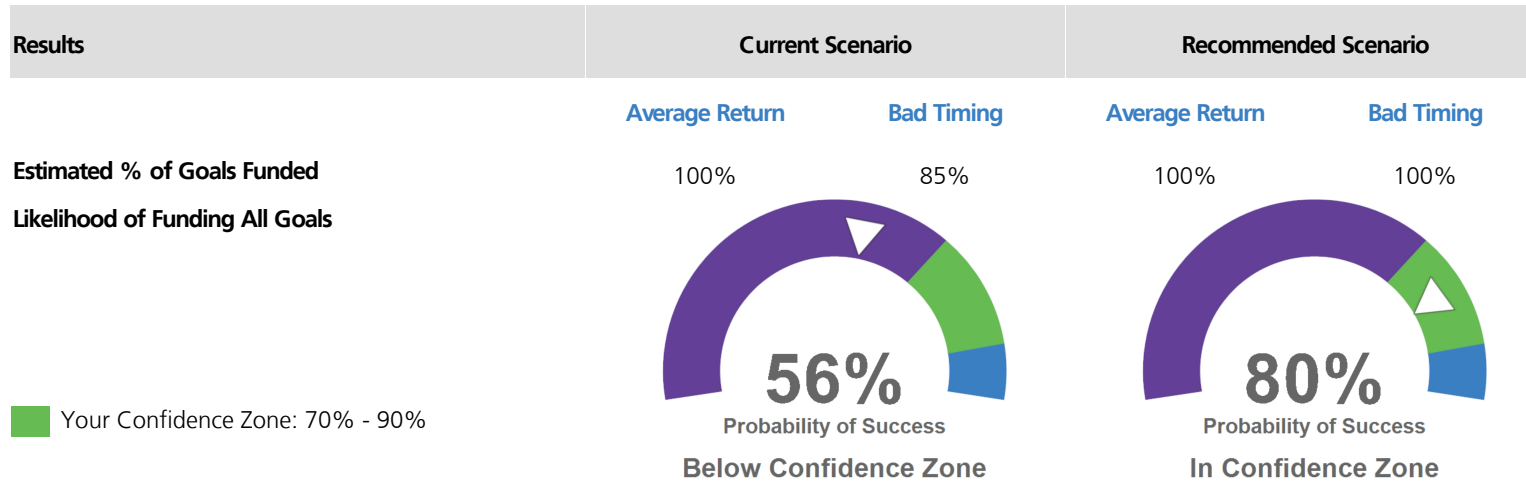
Risk Score Chart for Ages Between 50 to 64

Your Risk Tolerance is About Average when compared to others in your age group



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Results - Current and Recommended



	Current Scenario	What If Scenario 1	Changes In Value
66 Retirement			
Retirement Age			
Timothy	65 in 2030	66 in 2031	1 year later
Susan	63 in 2028	63 in 2028	
Planning Age			
Timothy	92 in 2057	92 in 2057	
Susan	94 in 2059	94 in 2059	




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Results - Current and Recommended

	Current Scenario	What If Scenario 1	Changes In Value
Goals			
Needs			
Retirement - Basic Living Expense			
Susan Retired and Timothy Employed	\$29,883	\$29,883	
Both Retired	\$69,073	\$69,073	
Susan Alone Retired	\$55,258	\$55,258	
Health Care			
Timothy Employed / Susan Retired Before Medicare	\$17,417	\$17,417	
Timothy Employed / Susan Medicare	\$0	\$5,154	Increased \$5,154
Both Medicare	\$10,450	\$10,535	Increased \$85
Susan Alone Medicare	\$6,581	\$6,581	
Car / Truck	\$25,000	\$20,000	Decreased \$5,000
Starting	When both are retired	When both are retired	
Years between occurrences	10	10	
Ending	End of Plan	End of Plan	
Wants			
Travel	\$5,000	\$3,000	Decreased \$2,000
Starting	When both are retired	When both are retired	
Years between occurrences	1	1	
Number of occurrences	15	15	
College - Matthew	\$41,950	\$41,950	
Years of School	4	4	
Start Year	2020	2020	
Wishes			
Home Improvement	\$75,000	\$60,000	Decreased \$15,000
Starting	When both are retired	When both are retired	
Total Spending for Life of Plan	\$2,885,023	\$2,780,537	Decreased 4%
Savings			
Qualified	\$36,600	\$36,600	
529 Plan	\$5,000	\$5,000	
Taxable	\$0	\$6,500	Increased \$6,500

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Results - Current and Recommended

	Current Scenario	What If Scenario 1	Changes In Value
Total Savings This Year	\$41,600	\$48,100	Increased \$6,500
 Portfolios			
Allocation Before Retirement	CURRENT	Balanced II	Stock
Percent Stock	54%	54%	
Composite Return	4.65%	5.03%	
Composite Standard Deviation	9.79%	9.89%	
Great Recession Return 11/07 - 2/09	-24%	-21%	
Bond Bear Market Return 7/79 - 2/80	9%	4%	
Allocation During Retirement	CURRENT	Balanced II	Stock
Percent Stock	54%	54%	
Composite Return	4.65%	5.03%	
Composite Standard Deviation	9.79%	9.89%	
Great Recession Return 11/07 - 2/09	-24%	-21%	
Bond Bear Market Return 7/79 - 2/80	9%	4%	
Inflation	2.25%	2.25%	
 Investments			
Total Investment Portfolio	\$560,000	\$560,000	
 Social Security			
Social Security Strategy	Current	Current	
Timothy			
Filing Method	Normal	Normal	
Age to File Application	67	67	
Age Retirement Benefits Begin	67	67	
First Year Benefit	\$27,840	\$27,847	

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Results - Current and Recommended

	Current Scenario	What If Scenario 1	Changes In Value
Susan			
Filing Method	Normal	Normal	
Age to File Application	67	67	
Age Retirement Benefits Begin	67	67	
First Year Benefit	\$31,691	\$31,691	

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Net Worth Summary - All Resources

This is your Net Worth Summary as of 03/26/2020. Your Net Worth is the difference between what you own (your Assets) and what you owe (your Liabilities). To get an accurate Net Worth statement, make certain all of your Assets and Liabilities are entered.



■ Investment Assets		\$560,000
■ Other Assets	+	\$550,000
Total Assets		\$1,110,000
■ Total Liabilities	-	\$270,000
Net Worth		\$840,000

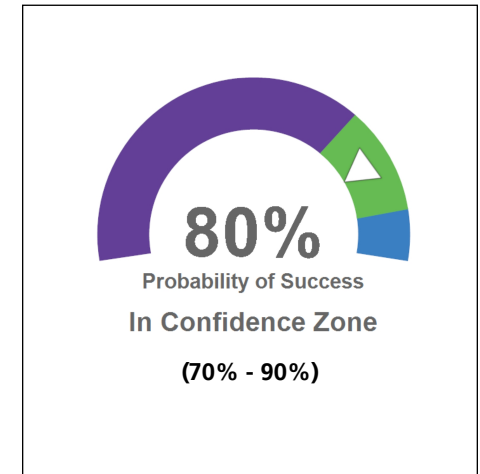
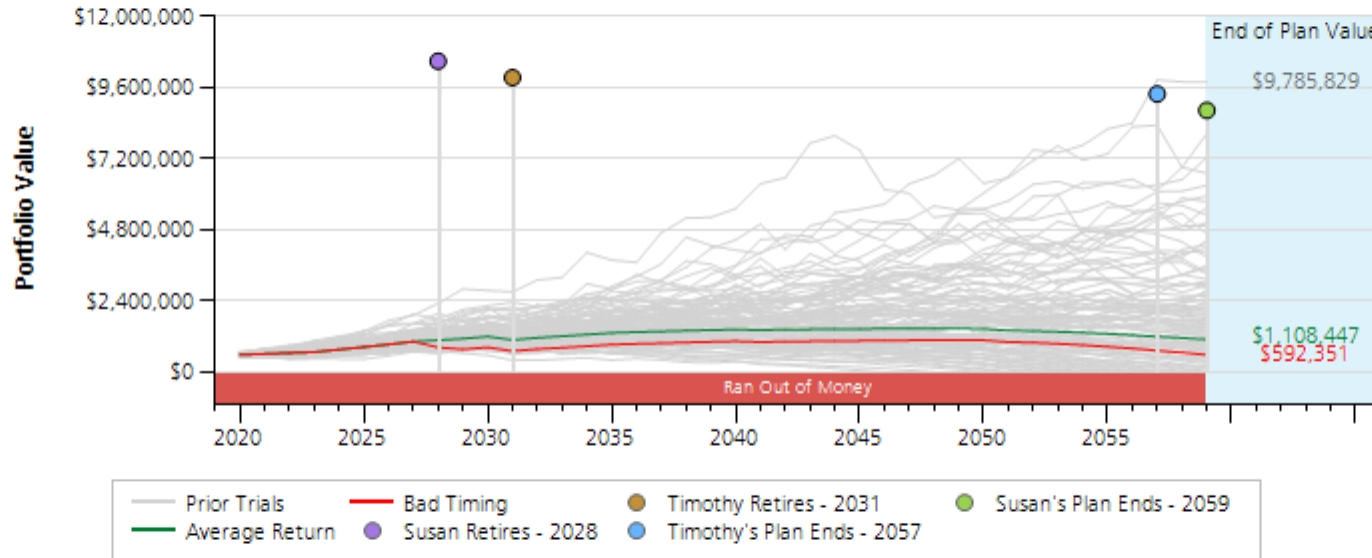
Description	Total
Investment Assets	
Employer Retirement Plans	\$260,000
Individual Retirement Accounts	\$55,000
Taxable and/or Tax-Free Accounts	\$160,000
College Saving Plans	\$85,000
Total Investment Assets:	\$560,000
Other Assets	
Home and Personal Assets	\$350,000
Business and Property	\$200,000
Total Other Assets:	\$550,000
Liabilities	
Personal Real Estate Loan:	\$250,000
Other Personal Debt:	\$20,000
Total Liabilities:	\$270,000
Net Worth:	\$840,000

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Worksheet Detail - Inside the Numbers Final Result

Inside the Numbers - Final Result For What If Scenario 1

- The graph below shows the results for all 1000 Monte Carlo Trials.
- The Probability of Success meter displays the percentage of trials that were successful in funding all of your goals.
- We identify the Confidence Zone as a probability of Success between 70% and 90%.



In the table below, values are shown for the 99th, 75th, 50th, 25th and 1st percentile trials based on the End of Plan value. For each trial displayed, the corresponding portfolio value is illustrated for specific years of the plan. These trials serve as checkpoints to illustrate how the portfolio might perform over the life of the plan.

Although the graph and table help illustrate a general range of results you may expect, neither of them reflect the Final Result, your Probability of Success.

Trial Number	Percentile	Year 5	Year 10	Year 15	Year 20	Year 25	End of Plan Future Dollars	End of Plan Current Dollars	Year Money Goes to \$0
10	99th Percentile	\$794,384	\$1,804,891	\$2,370,856	\$4,279,634	\$3,993,650	\$9,785,829	\$4,108,925	
250	75th Percentile	\$1,053,590	\$1,426,645	\$2,066,840	\$2,051,835	\$2,504,258	\$2,938,389	\$1,233,786	
500	50th Percentile	\$543,185	\$938,088	\$1,474,808	\$1,712,889	\$2,055,460	\$1,443,847	\$606,250	
750	25th Percentile	\$909,267	\$1,207,050	\$1,068,248	\$1,303,828	\$1,180,587	\$355,716	\$149,360	
990	1st Percentile	\$863,847	\$923,898	\$767,467	\$444,010	\$131,490	\$0	\$0	2047

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Plan Summary

Reaching Your Goals

Status



Net Worth	
Assets	\$1,110,000
Liabilities	\$270,000
Net Worth	\$840,000

Results

If you implement the following suggestions, there is a 80% likelihood of funding all of the Financial Goals in your Plan.

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Plan Summary

Goals

Plan to reduce your Total Goal Spending to \$2,780,537 which is \$104,486, or 4%, less than your Target.

Timothy retires at age 66, in the year 2031. This is 1 year(s) later than your retirement age.

Susan retires at age 63, in the year 2028.

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Plan Summary

Goal	Amount	Changes
Needs		
10 Retirement - Basic Living Expense		
Susan Retired and Timothy Employed	\$29,883	
Both Retired	\$69,073	
Susan Alone Retired	\$55,258	
10 Health Care		
Timothy Employed / Susan Retired Before Medicare	\$17,417	
Timothy Employed / Susan Medicare	\$5,154	Increased \$5,154
Both Medicare	\$10,535	Increased \$85
Susan Alone Medicare	\$6,581	
10 Car / Truck	\$20,000	Decreased \$5,000
Starting	When both are retired	
Years between occurrences	10	
Ending	End of Plan	
Wants		
7 Travel	\$3,000	Decreased \$2,000
Starting	When both are retired	
Years between occurrences	1	
Number of occurrences	15	
7 College - Matthew	\$41,950	
Years of School	4	
Start Year	2020	
Wishes		
3 Home Improvement	\$60,000	Decreased \$15,000
Starting	When both are retired	

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Plan Summary

Save and Invest **Status**

Savings

Consider the following changes in order to increase your savings by \$6,500 to a total of \$48,100 per year.

Increase taxable additions by \$6,500. Make this change in 2020.

Invest

Your Portfolio should be re-allocated

Investment Portfolio Asset Allocation

Current



Balanced II



Changes Required to match Balanced II

Asset Class	Increase By	Decrease By
Cash & Cash Alternatives		-\$148,600
Short Term Bonds	\$115,100	
Intermediate Term Bonds	\$55,600	
Long Term Bonds		-\$22,000
Large Cap Value Stocks	\$86,300	
Large Cap Growth Stocks		-\$181,600
Small Cap Stocks	\$33,600	
International Developed Stocks	\$61,600	
Total :	\$352,200	-\$352,200

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Plan Summary

Social Security

Status

Personal Information

Your Full Retirement Age (FRA) is the age that you would receive 100% of your Primary Insurance Amount (PIA). Depending on the year you were born, your FRA is between 65-67 years old. Taking benefits before or after your FRA will decrease or increase the amount you receive, respectively.

Timothy's FRA is 67 and 0 months in 2032.

Susan's FRA is 67 and 0 months in 2032.

Your Primary Insurance Amount (PIA) is the benefit you would receive if you began benefits at your Full Retirement Age (FRA). It is calculated from the earnings on which you paid Social Security taxes, throughout your life.

Timothy's estimated annual PIA is \$27,847

Susan's estimated annual PIA is \$31,691

Other Retirement Income

Timothy has indicated that he will be working part-time during retirement.

Susan has indicated that she will be working part-time during retirement.

Strategy Information

Timothy files a normal application at 67 in 2032.

Susan files a normal application at 67 in 2032.

Using this strategy, your household's total lifetime benefit is estimated to be \$1,611,370 in today's dollars, based upon the information you entered. For a better estimate, go to ssa.gov.

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Worksheet Detail - Allocation Comparison

Scenario : What If Scenario 1

These charts compare your Current Portfolio with the Composite Portfolio you selected and show changes associated with investment strategies (if applicable) and allocation changes you should consider.

Current Portfolio



Projected Returns

4.65%	Total Return	5.03%
2.25%	Base Inflation Rate	2.25%
2.40%	Real Return	2.78%
9.79%	Standard Deviation	9.89%
Bear Market Returns		
-24%	Great Recession	-21%
9%	Bond Bear Market	4%

**Composite Portfolio
Balanced II**



Portfolio Comparison with Allocation Changes

Current Amount	% of Total	Asset Class	% of Total	Composite Amount	Increase / Decrease
\$171,000	31%	Cash & Cash Alternatives	4%	\$22,400	-\$148,600
\$30,500	5%	Short Term Bonds	26%	\$145,600	\$115,100
\$34,000	6%	Intermediate Term Bonds	16%	\$89,600	\$55,600
\$22,000	4%	Long Term Bonds	0%	\$0	-\$22,000
\$42,500	8%	Large Cap Value Stocks	23%	\$128,800	\$86,300
\$260,000	46%	Large Cap Growth Stocks	14%	\$78,400	-\$181,600
\$0	0%	Mid Cap Stocks	0%	\$0	\$0
\$0	0%	Small Cap Stocks	6%	\$33,600	\$33,600
\$0	0%	International Developed Stocks	11%	\$61,600	\$61,600
\$0	0%	International Emerging Stocks	0%	\$0	\$0
\$0	0%	REITs	0%	\$0	\$0
\$0	0%	Commodities	0%	\$0	\$0
\$0	0%	Fixed Index	0%	\$0	\$0
\$0	0%	3% Fixed	0%	\$0	\$0

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Worksheet Detail - Allocation Comparison

Scenario : What If Scenario 1

Portfolio Comparison with Allocation Changes

Current Amount	% of Total	Asset Class	% of Total	Composite Amount	Increase / Decrease
\$0	0%	■ Unclassified	0%	\$0	\$0
\$560,000				\$560,000	\$0

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Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : What If Scenario 1 using Average Returns

Year Age (Timothy / Susan)		2031 66 / 66	2032 67 / 67	2033 68 / 68	2034 69 / 69	2035 70 / 70	2036 71 / 71	2037 72 / 72	2038 73 / 73
Retirement and Strategy Income	Assign To								
Part-Time Employment	Fund All Goals	25,546	26,121	0	0	0	0	0	0
Part-Time Employment	Fund All Goals	25,546	26,121	26,709	27,310	27,924	0	0	0
Rental Property Income	Fund All Goals	19,160	19,591	20,032	20,482	20,943	21,414	21,896	22,389
Social Security - Susan	Fund All Goals	0	41,390	42,321	43,273	44,247	45,242	46,260	47,301
Social Security - Timothy	Fund All Goals	0	36,370	37,188	38,025	38,880	39,755	40,650	41,564
Total Retirement and Strategy Income		70,252	149,592	126,249	129,090	131,995	106,412	108,806	111,254
Total Income		70,252	149,592	126,249	129,090	131,995	106,412	108,806	111,254
Cash Used To Fund Goals	Estimated % Funded								
Car / Truck	100.00%	25,546	0	0	0	0	0	0	0
Health Care	100.00%	18,113	19,225	20,444	21,761	23,187	24,717	26,341	28,038
Retirement - Basic Living Expense	100.00%	88,228	90,213	92,243	94,318	96,440	98,610	100,829	103,097
Travel	100.00%	3,832	3,918	4,006	4,096	4,189	4,283	4,379	4,478
Home Improvement	100.00%	76,639	0	0	0	0	0	0	0
Total Goal Funding		(212,357)	(113,356)	(116,693)	(120,176)	(123,816)	(127,609)	(131,549)	(135,613)
Total Taxes and Tax Penalty		(24,335)	(18,657)	(14,303)	(14,584)	(14,862)	(16,294)	(19,837)	(20,591)
Total Outflows		(236,693)	(132,013)	(130,996)	(134,760)	(138,678)	(143,903)	(151,387)	(156,204)
Cash Surplus/Deficit (Net Income)		(166,441)	17,580	(4,747)	(5,670)	(6,683)	(37,491)	(42,581)	(44,950)
Portfolio Value									
Future Dollars									
Beginning Value		1,205,451	1,091,335	1,164,766	1,218,444	1,273,853	1,330,986	1,358,635	1,382,335
Strategy Reductions		0	0	0	0	0	0	0	0
Investment Earnings		52,325	55,852	58,424	61,079	63,816	65,140	66,281	67,359
Cash Surplus/Deficit		(166,441)	17,580	(4,747)	(5,670)	(6,683)	(37,491)	(42,581)	(44,950)
Investment Asset Additions		0	0	0	0	0	0	0	0

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Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : What If Scenario 1 using Average Returns

Year Age (Timothy / Susan)	2031 66 / 66	2032 67 / 67	2033 68 / 68	2034 69 / 69	2035 70 / 70	2036 71 / 71	2037 72 / 72	2038 73 / 73
Ending Value	1,091,335	1,164,766	1,218,444	1,273,853	1,330,986	1,358,635	1,382,335	1,404,744
Current Dollars								
Ending Value	854,401	891,824	912,394	932,895	953,287	951,677	946,971	941,147
Cash Surplus/Deficit	(130,306)	13,460	(3,555)	(4,152)	(4,787)	(26,261)	(29,170)	(30,115)
Taxes								
Total Taxes	24,335	18,657	14,303	14,584	14,862	16,294	19,837	20,591
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	22.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%
State Marginal and Local Tax Rate	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%
Estimated Required Minimum Distribution (RMD)								
Timothy	0	0	0	0	0	0	43,676	45,690
Susan	0	0	0	0	0	0	9,396	9,829
Adjusted Portfolio Value	1,205,451	1,091,335	1,164,766	1,218,444	1,273,853	1,330,986	1,358,635	1,382,335
Portfolio Withdrawal Rate	13.81%	-1.61%	0.41%	0.47%	0.52%	2.82%	3.13%	3.25%

See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : What If Scenario 1 using Average Returns

Year Age (Timothy / Susan)		2039 74 / 74	2040 75 / 75	2041 76 / 76	2042 77 / 77	2043 78 / 78	2044 79 / 79	2045 80 / 80	2046 81 / 81
Retirement and Strategy Income	Assign To								
Part-Time Employment	Fund All Goals	0	0	0	0	0	0	0	0
Part-Time Employment	Fund All Goals	0	0	0	0	0	0	0	0
Rental Property Income	Fund All Goals	22,893	23,408	23,934	24,473	25,023	25,586	26,162	26,751
Social Security - Susan	Fund All Goals	48,366	49,454	50,566	51,704	52,868	54,057	55,273	56,517
Social Security - Timothy	Fund All Goals	42,500	43,456	44,434	45,433	46,456	47,501	48,570	49,662
Total Retirement and Strategy Income		113,758	116,317	118,934	121,610	124,347	127,144	130,005	132,930
Total Income		113,758	116,317	118,934	121,610	124,347	127,144	130,005	132,930
Cash Used To Fund Goals	Estimated % Funded								
Car / Truck	100.00%	0	0	31,912	0	0	0	0	0
Health Care	100.00%	29,844	31,753	33,782	35,919	38,118	40,425	42,881	45,464
Retirement - Basic Living Expense	100.00%	105,417	107,789	110,214	112,694	115,230	117,822	120,473	123,184
Travel	100.00%	4,579	4,682	4,787	4,895	5,005	5,117	5,232	0
Home Improvement	100.00%	0	0	0	0	0	0	0	0
Total Goal Funding		(139,840)	(144,224)	(180,695)	(153,508)	(158,353)	(163,364)	(168,587)	(168,648)
Total Taxes and Tax Penalty		(21,373)	(22,184)	(22,778)	(23,581)	(24,647)	(25,683)	(26,741)	(27,892)
Total Outflows		(161,212)	(166,407)	(203,473)	(177,089)	(182,999)	(189,047)	(195,327)	(196,540)
Cash Surplus/Deficit (Net Income)		(47,455)	(50,090)	(84,538)	(55,478)	(58,653)	(61,903)	(65,322)	(63,609)
Portfolio Value									
Future Dollars									
Beginning Value		1,404,744	1,425,656	1,444,857	1,428,835	1,442,534	1,453,603	1,461,829	1,466,887
Strategy Reductions		0	0	0	0	0	0	0	0
Investment Earnings		68,366	69,291	68,516	69,177	69,721	70,129	70,380	70,733
Cash Surplus/Deficit		(47,455)	(50,090)	(84,538)	(55,478)	(58,653)	(61,903)	(65,322)	(63,609)
Investment Asset Additions		0	0	0	0	0	0	0	0

See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : What If Scenario 1 using Average Returns

Year Age (Timothy / Susan)	2039 74 / 74	2040 75 / 75	2041 76 / 76	2042 77 / 77	2043 78 / 78	2044 79 / 79	2045 80 / 80	2046 81 / 81
Ending Value	1,425,656	1,444,857	1,428,835	1,442,534	1,453,603	1,461,829	1,466,887	1,474,010
Current Dollars								
Ending Value	934,139	925,888	895,473	884,164	871,344	856,993	841,034	826,522
Cash Surplus/Deficit	(31,094)	(32,098)	(52,981)	(34,004)	(35,159)	(36,290)	(37,452)	(35,667)
Taxes								
Total Taxes	21,373	22,184	22,778	23,581	24,647	25,683	26,741	27,892
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	12.00%	12.00%	12.00%	12.00%	22.00%	22.00%	22.00%	22.00%
State Marginal and Local Tax Rate	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%
Estimated Required Minimum Distribution (RMD)								
Timothy	47,789	49,976	52,254	54,368	56,825	59,074	61,386	63,757
Susan	10,281	10,751	11,241	11,696	12,225	12,709	13,206	13,716
Adjusted Portfolio Value	1,404,744	1,425,656	1,444,857	1,428,835	1,442,534	1,453,603	1,461,829	1,466,887
Portfolio Withdrawal Rate	3.38%	3.51%	5.85%	3.88%	4.07%	4.26%	4.47%	4.34%

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Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : What If Scenario 1 using Average Returns

Year Age (Timothy / Susan)		2047 82 / 82	2048 83 / 83	2049 84 / 84	2050 85 / 85	2051 86 / 86	2052 87 / 87	2053 88 / 88	2054 89 / 89
Retirement and Strategy Income	Assign To								
Part-Time Employment	Fund All Goals	0	0	0	0	0	0	0	0
Part-Time Employment	Fund All Goals	0	0	0	0	0	0	0	0
Rental Property Income	Fund All Goals	27,353	27,968	28,597	29,241	29,899	30,572	31,259	31,963
Social Security - Susan	Fund All Goals	57,789	59,089	60,418	61,778	63,168	64,589	66,042	67,528
Social Security - Timothy	Fund All Goals	50,780	51,922	53,091	54,285	55,507	56,755	58,032	59,338
Total Retirement and Strategy Income		135,921	138,979	142,106	145,304	148,573	151,916	155,334	158,829
Total Income		135,921	138,979	142,106	145,304	148,573	151,916	155,334	158,829
Cash Used To Fund Goals	Estimated % Funded								
Car / Truck	100.00%	0	0	0	0	39,865	0	0	0
Health Care	100.00%	48,191	50,839	53,640	56,612	59,752	63,084	66,564	70,166
Retirement - Basic Living Expense	100.00%	125,956	128,790	131,687	134,650	137,680	140,778	143,945	147,184
Travel	100.00%	0	0	0	0	0	0	0	0
Home Improvement	100.00%	0	0	0	0	0	0	0	0
Total Goal Funding		(174,147)	(179,629)	(185,328)	(191,262)	(237,297)	(203,862)	(210,510)	(217,350)
Total Taxes and Tax Penalty		(29,067)	(30,266)	(31,487)	(32,552)	(33,077)	(34,094)	(35,084)	(36,039)
Total Outflows		(203,214)	(209,895)	(216,815)	(223,814)	(270,374)	(237,956)	(245,594)	(253,389)
Cash Surplus/Deficit (Net Income)		(67,292)	(70,916)	(74,708)	(78,510)	(121,801)	(86,039)	(90,260)	(94,560)
Portfolio Value									
Future Dollars									
Beginning Value		1,474,010	1,477,636	1,477,651	1,473,695	1,465,559	1,411,528	1,392,349	1,367,781
Strategy Reductions		0	0	0	0	0	0	0	0
Investment Earnings		70,918	70,931	70,753	70,374	67,770	66,860	65,691	64,246
Cash Surplus/Deficit		(67,292)	(70,916)	(74,708)	(78,510)	(121,801)	(86,039)	(90,260)	(94,560)
Investment Asset Additions		0	0	0	0	0	0	0	0

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Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : What If Scenario 1 using Average Returns

Year Age (Timothy / Susan)	2047 82 / 82	2048 83 / 83	2049 84 / 84	2050 85 / 85	2051 86 / 86	2052 87 / 87	2053 88 / 88	2054 89 / 89
Ending Value	1,477,636	1,477,651	1,473,695	1,465,559	1,411,528	1,392,349	1,367,781	1,337,467
Current Dollars								
Ending Value	810,323	792,499	772,986	751,803	708,152	683,159	656,337	627,668
Cash Surplus/Deficit	(36,902)	(38,034)	(39,186)	(40,274)	(61,107)	(42,215)	(43,312)	(44,377)
Taxes								
Total Taxes	29,067	30,266	31,487	32,552	33,077	34,094	35,084	36,039
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	22.00%	22.00%	22.00%	22.00%	22.00%	22.00%	22.00%	22.00%
State Marginal and Local Tax Rate	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%
Estimated Required Minimum Distribution (RMD)								
Timothy	66,184	68,664	71,192	73,261	75,313	77,335	79,311	81,222
Susan	14,238	14,772	15,315	15,761	16,202	16,637	17,062	17,473
Adjusted Portfolio Value	1,474,010	1,477,636	1,477,651	1,473,695	1,465,559	1,411,528	1,392,349	1,367,781
Portfolio Withdrawal Rate	4.57%	4.80%	5.06%	5.33%	8.31%	6.10%	6.48%	6.91%

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Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : What If Scenario 1 using Average Returns

Year Age (Timothy / Susan)		2055 90 / 90	2056 91 / 91	2057 92 / 92	2058 - / 93	2059 - / 94
Retirement and Strategy Income	Assign To					
Part-Time Employment	Fund All Goals	0	0	0	0	0
Part-Time Employment	Fund All Goals	0	0	0	0	0
Rental Property Income	Fund All Goals	32,682	33,417	34,169	34,938	35,724
Social Security - Susan	Fund All Goals	69,048	70,601	72,190	73,814	75,475
Social Security - Timothy	Fund All Goals	60,673	62,038	63,434	0	0
Total Retirement and Strategy Income		162,403	166,057	169,793	108,752	111,199
Total Income		162,403	166,057	169,793	108,752	111,199
Cash Used To Fund Goals	Estimated % Funded					
Car / Truck	100.00%	0	0	0	0	0
Health Care	100.00%	74,192	78,339	82,642	42,790	45,053
Retirement - Basic Living Expense	100.00%	150,496	153,882	157,344	128,707	131,603
Travel	100.00%	0	0	0	0	0
Home Improvement	100.00%	0	0	0	0	0
Total Goal Funding		(224,688)	(232,221)	(239,986)	(171,497)	(176,656)
Total Taxes and Tax Penalty		(36,690)	(37,255)	(37,719)	(40,270)	(40,359)
Total Outflows		(261,377)	(269,476)	(277,706)	(211,767)	(217,014)
Cash Surplus/Deficit (Net Income)		(98,974)	(103,419)	(107,912)	(103,015)	(105,816)

Portfolio Value

Future Dollars

Beginning Value	1,337,467	1,300,997	1,258,028	1,208,178	1,160,970
Strategy Reductions	0	0	0	0	0
Investment Earnings	62,505	60,450	58,063	55,806	53,293
Cash Surplus/Deficit	(98,974)	(103,419)	(107,912)	(103,015)	(105,816)
Investment Asset Additions	0	0	0	0	0

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Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : What If Scenario 1 using Average Returns

Year Age (Timothy / Susan)	2055 90 / 90	2056 91 / 91	2057 92 / 92	2058 - / 93	2059 - / 94
Ending Value	1,300,997	1,258,028	1,208,178	1,160,970	1,108,447
Current Dollars					
Ending Value	597,118	564,691	530,381	498,442	465,420
Cash Surplus/Deficit	(45,426)	(46,422)	(47,373)	(44,228)	(44,431)
Taxes					
Total Taxes	36,690	37,255	37,719	40,270	40,359
Tax Penalty	0	0	0	0	0
Federal Marginal Tax Rate	22.00%	22.00%	22.00%	22.00%	22.00%
State Marginal and Local Tax Rate	5.75%	5.75%	5.75%	5.75%	5.75%
Estimated Required Minimum Distribution (RMD)					
Timothy	82,319	83,262	84,026	0	0
Susan	17,709	17,912	18,076	102,776	102,020
Adjusted Portfolio Value	1,337,467	1,300,997	1,258,028	1,208,178	1,160,970
Portfolio Withdrawal Rate	7.40%	7.95%	8.58%	8.53%	9.11%

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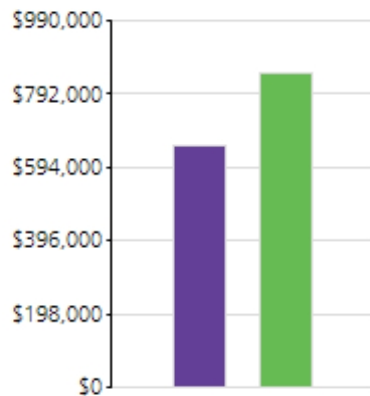
Life Insurance Needs Analysis

Scenario : Current Scenario

Life insurance can be an important source of funds for your family in the event of your premature death. In this section, we analyze whether there are sufficient investment assets and other resources to support your family upon your death and, if there is a deficit, what additional life insurance may be required to provide the income needed by your survivors.

If Timothy Dies

Living Expenses covered until Susan is 94



\$654,389

\$850,000

\$0

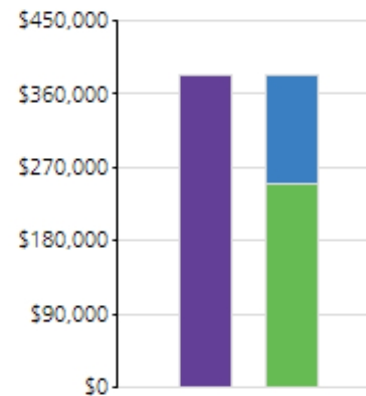
Life Insurance Needed

Existing Life Insurance

Additional Needed

If Susan Dies

Living Expenses covered until Timothy is 92



\$382,859

\$250,000

\$132,859

See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Life Insurance Needs Analysis Detail

Scenario : Current Scenario

Assumptions

If Timothy Dies		If Susan Dies
Today	Time of Death	Today
63	Survivor's Retirement Age	65
\$0	Desired Safety Margin	\$0
\$0	Premium (per \$1,000) of Additional Insurance	\$0

Life Insurance

If Timothy Dies		If Susan Dies
\$850,000	Existing Life Insurance	\$250,000
\$0	Additional Death Benefit	\$0

Liabilities and Final Expenses

If Timothy Dies		If Susan Dies
\$270,000	Debts Paid Off	\$270,000
\$10,000	Final Expenses and Estate Taxes	\$10,000
\$0	Bequests	\$0
\$0	Other Payments	\$0

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Life Insurance Needs Analysis Detail

Scenario : Current Scenario

Living Expenses

If Timothy Dies Susan's Age	Event	If Susan Dies Timothy's Age
55	Now	55
63	Retirement	65
94	Plan Ends	92

Employed	\$69,073	per year
Both Retired	\$69,073	per year
Timothy Alone Retired	\$55,258	per year
Susan Alone Retired	\$55,258	per year
Timothy Alone Employed	\$69,073	per year
Susan Alone Employed	\$69,073	per year

Financial Goals

Checked boxes indicate Goals to be funded upon death.

If Timothy Dies		If Susan Dies
<input checked="" type="checkbox"/>	Car / Truck	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>	Home Improvement	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>	College - Matthew	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>	Travel	<input checked="" type="checkbox"/>

Sell Other Assets

If Timothy Dies		If Susan Dies
\$0	Amount of cash provided by sale of Assets (after tax)	\$0

Your Assets that are not being sold to fund Goals are listed below.

Description	Current Value
Home	\$350,000
Real Estate	\$200,000

See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Life Insurance Needs Analysis Detail

Scenario : Current Scenario

Other Income (Income other than employment income)

If Timothy Dies			If Susan Dies	
\$0		Annual Other Income Amount	\$40,000	
		(current dollars before tax)		
No		Will this amount inflate?	No	

If Timothy Dies			If Susan Dies	
Include	Amount	Description	Amount	Include
<input checked="" type="checkbox"/>	\$20,000	Part-Time Employment	\$0	<input type="checkbox"/>
<input type="checkbox"/>	\$0	Part-Time Employment	\$20,000	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>	\$15,000	Rental Property Income	\$15,000	<input checked="" type="checkbox"/>

Dependents

Name	Date of Birth	Age	Relationship
Matthew	09/01/2002	17	Both Are Parents

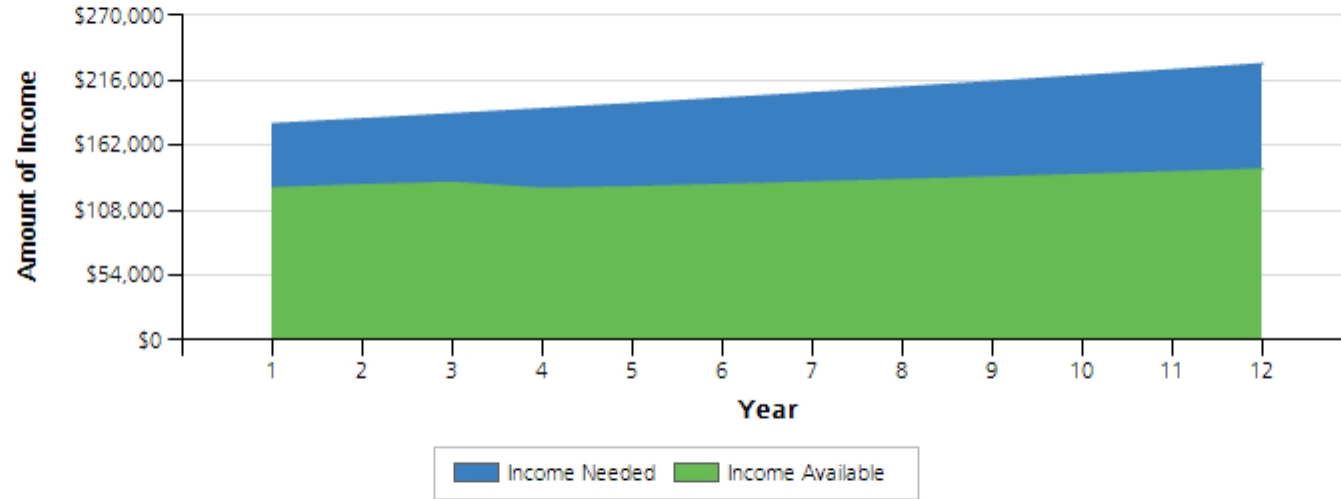
Support End Age	22
Annual Living Expense	\$0

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Disability Needs Analysis - Timothy

If Timothy is Disabled

Disability Insurance can provide an important source of funds during the time when you are unable to work due to a prolonged illness or injury. This section compares your income needs to your income sources for various disability periods. If there is an Income Shortfall, you may want to consider the purchase of a Disability Insurance Policy.



Length of Disability	Income Needed	Employment Income	Other Income	Social Security Benefit	Group* Insurance	Personal Insurance	Surplus or (Shortfall)
1 year(s)	\$180,000	\$80,000	\$40,000	\$0	\$6,600	\$0	-\$53,400
2 year(s)	\$184,050	\$81,800	\$40,000	\$0	\$7,344	\$0	-\$54,906
5 year(s)	\$196,755	\$87,447	\$40,000	\$0	\$0	\$0	-\$69,308
10 year(s)	\$219,909	\$97,737	\$40,000	\$0	\$0	\$0	-\$82,171
12 year(s)	\$229,916	\$102,185	\$40,000	\$0	\$0	\$0	-\$87,731

* The benefit amount may include an after-tax portion that has been grossed up to reflect its pre-tax value.

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Disability Needs Analysis - Timothy

If Timothy is Disabled

Refine Needs Analysis

Social Security

Do you want to include Social Security Disability Benefits in the analysis?	No
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Other Income (pre-tax, current dollars)

Start year	2020
Stop year	2031
Annual amount	\$40,000
Will this amount increase with inflation?	No

Income Needed (pre-tax, current dollars)

During the first year

Month 1	\$15,000 per month
Month 2 & 3	\$15,000 per month
Month 4 & 5	\$15,000 per month
Month 6 - 12	\$15,000 per month

During these years

Year 2	\$15,000 per month	\$180,000 per year
Year 3 - 5	\$15,000 per month	\$180,000 per year
Year 6 to Age 65	\$15,000 per month	\$180,000 per year

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Disability Needs Analysis - Timothy

If Timothy is Disabled

Surplus or Shortfall During First Year

All amounts in this table are monthly, pre-tax amounts.

First Year - Month	Income Needed	Employment Income	Other Income	Social Security Benefit	Group* Insurance	Personal Insurance	Surplus or (Shortfall)
1	\$15,000	\$6,667	\$3,333	\$0	\$0	\$0	-\$5,000
2	\$15,000	\$6,667	\$3,333	\$0	\$600	\$0	-\$4,400
3	\$15,000	\$6,667	\$3,333	\$0	\$600	\$0	-\$4,400
4	\$15,000	\$6,667	\$3,333	\$0	\$600	\$0	-\$4,400
5	\$15,000	\$6,667	\$3,333	\$0	\$600	\$0	-\$4,400
6	\$15,000	\$6,667	\$3,333	\$0	\$600	\$0	-\$4,400
7	\$15,000	\$6,667	\$3,333	\$0	\$600	\$0	-\$4,400
8	\$15,000	\$6,667	\$3,333	\$0	\$600	\$0	-\$4,400
9	\$15,000	\$6,667	\$3,333	\$0	\$600	\$0	-\$4,400
10	\$15,000	\$6,667	\$3,333	\$0	\$600	\$0	-\$4,400
11	\$15,000	\$6,667	\$3,333	\$0	\$600	\$0	-\$4,400
12	\$15,000	\$6,667	\$3,333	\$0	\$600	\$0	-\$4,400

* The benefit amount may include an after-tax portion that has been grossed up to reflect its pre-tax value.

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Disability Needs Analysis - Timothy

If Timothy is Disabled

Surplus or Shortfall by Age

All amounts in this table are annual, pre-tax amounts.

Age	Income Needed	Employment Income	Other Income	Social Security Benefit	Group* Insurance	Personal Insurance	Surplus or (Shortfall)
55	\$184,050	\$81,800	\$40,000	\$0	\$7,344	\$0	-\$54,906
56	\$188,191	\$83,641	\$40,000	\$0	\$7,488	\$0	-\$57,063
57	\$192,425	\$85,522	\$40,000	\$0	\$636	\$0	-\$66,267
58	\$196,755	\$87,447	\$40,000	\$0	\$0	\$0	-\$69,308
59	\$201,182	\$89,414	\$40,000	\$0	\$0	\$0	-\$71,768
60	\$205,709	\$91,426	\$40,000	\$0	\$0	\$0	-\$74,283
61	\$210,337	\$93,483	\$40,000	\$0	\$0	\$0	-\$76,854
62	\$215,070	\$95,586	\$40,000	\$0	\$0	\$0	-\$79,483
63	\$219,909	\$97,737	\$40,000	\$0	\$0	\$0	-\$82,171
64	\$224,857	\$99,936	\$40,000	\$0	\$0	\$0	-\$84,920
65	\$229,916	\$102,185	\$40,000	\$0	\$0	\$0	-\$87,731

* The benefit amount may include an after-tax portion that has been grossed up to reflect its pre-tax value.

Notes

- Disability benefits may be subject to an elimination period or benefit age cap.
- Income Needed is the amount you have indicated is necessary to maintain your standard of living during the disability period.

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Disability Needs Analysis - Susan

If Susan is Disabled

Disability Insurance can provide an important source of funds during the time when you are unable to work due to a prolonged illness or injury. This section compares your income needs to your income sources for various disability periods. If there is an Income Shortfall, you may want to consider the purchase of a Disability Insurance Policy.



Length of Disability	Income Needed	Employment Income	Other Income	Social Security Benefit	Group* Insurance	Personal Insurance	Surplus or (Shortfall)
1 year(s)	\$180,000	\$60,000	\$40,000	\$0	\$0	\$0	-\$80,000
2 year(s)	\$184,050	\$61,350	\$40,000	\$0	\$0	\$0	-\$82,700
5 year(s)	\$196,755	\$65,585	\$40,000	\$0	\$0	\$0	-\$91,170
10 year(s)	\$219,909	\$73,303	\$40,000	\$0	\$0	\$0	-\$106,606
12 year(s)	\$229,916	\$76,639	\$40,000	\$0	\$0	\$0	-\$113,277

* The benefit amount may include an after-tax portion that has been grossed up to reflect its pre-tax value.

See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Disability Needs Analysis - Susan

If Susan is Disabled

Refine Needs Analysis

Social Security

Do you want to include Social Security Disability Benefits in the analysis? No

Other Income (pre-tax, current dollars)

Start year 2020
Stop year 2031
Annual amount \$40,000
Will this amount increase with inflation? No

Income Needed (pre-tax, current dollars)

During the first year		During these years		
Month 1	\$15,000 per month	Year 2	\$15,000 per month	\$180,000 per year
Month 2 & 3	\$15,000 per month	Year 3 - 5	\$15,000 per month	\$180,000 per year
Month 4 & 5	\$15,000 per month	Year 6 to Age 65	\$15,000 per month	\$180,000 per year
Month 6 - 12	\$15,000 per month			

See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Disability Needs Analysis - Susan

If Susan is Disabled

Surplus or Shortfall During First Year

All amounts in this table are monthly, pre-tax amounts.

First Year - Month	Income Needed	Employment Income	Other Income	Social Security Benefit	Group* Insurance	Personal Insurance	Surplus or (Shortfall)
1	\$15,000	\$5,000	\$3,333	\$0	\$0	\$0	-\$6,667
2	\$15,000	\$5,000	\$3,333	\$0	\$0	\$0	-\$6,667
3	\$15,000	\$5,000	\$3,333	\$0	\$0	\$0	-\$6,667
4	\$15,000	\$5,000	\$3,333	\$0	\$0	\$0	-\$6,667
5	\$15,000	\$5,000	\$3,333	\$0	\$0	\$0	-\$6,667
6	\$15,000	\$5,000	\$3,333	\$0	\$0	\$0	-\$6,667
7	\$15,000	\$5,000	\$3,333	\$0	\$0	\$0	-\$6,667
8	\$15,000	\$5,000	\$3,333	\$0	\$0	\$0	-\$6,667
9	\$15,000	\$5,000	\$3,333	\$0	\$0	\$0	-\$6,667
10	\$15,000	\$5,000	\$3,333	\$0	\$0	\$0	-\$6,667
11	\$15,000	\$5,000	\$3,333	\$0	\$0	\$0	-\$6,667
12	\$15,000	\$5,000	\$3,333	\$0	\$0	\$0	-\$6,667

* The benefit amount may include an after-tax portion that has been grossed up to reflect its pre-tax value.

See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Disability Needs Analysis - Susan

If Susan is Disabled

Surplus or Shortfall by Age

All amounts in this table are annual, pre-tax amounts.

Age	Income Needed	Employment Income	Other Income	Social Security Benefit	Group* Insurance	Personal Insurance	Surplus or (Shortfall)
55	\$184,050	\$61,350	\$40,000	\$0	\$0	\$0	-\$82,700
56	\$188,191	\$62,730	\$40,000	\$0	\$0	\$0	-\$85,461
57	\$192,425	\$64,142	\$40,000	\$0	\$0	\$0	-\$88,284
58	\$196,755	\$65,585	\$40,000	\$0	\$0	\$0	-\$91,170
59	\$201,182	\$67,061	\$40,000	\$0	\$0	\$0	-\$94,121
60	\$205,709	\$68,570	\$40,000	\$0	\$0	\$0	-\$97,139
61	\$210,337	\$70,112	\$40,000	\$0	\$0	\$0	-\$100,225
62	\$215,070	\$71,690	\$40,000	\$0	\$0	\$0	-\$103,380
63	\$219,909	\$73,303	\$40,000	\$0	\$0	\$0	-\$106,606
64	\$224,857	\$74,952	\$40,000	\$0	\$0	\$0	-\$109,904
65	\$229,916	\$76,639	\$40,000	\$0	\$0	\$0	-\$113,277

* The benefit amount may include an after-tax portion that has been grossed up to reflect its pre-tax value.

Notes

- Disability benefits may be subject to an elimination period or benefit age cap.
- Income Needed is the amount you have indicated is necessary to maintain your standard of living during the disability period.

See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

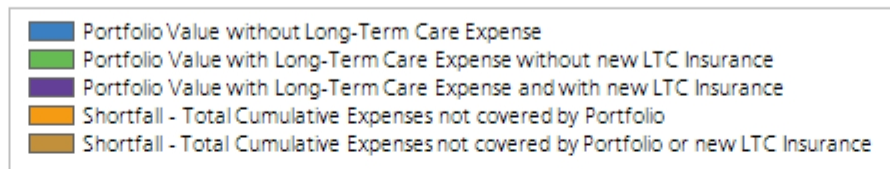
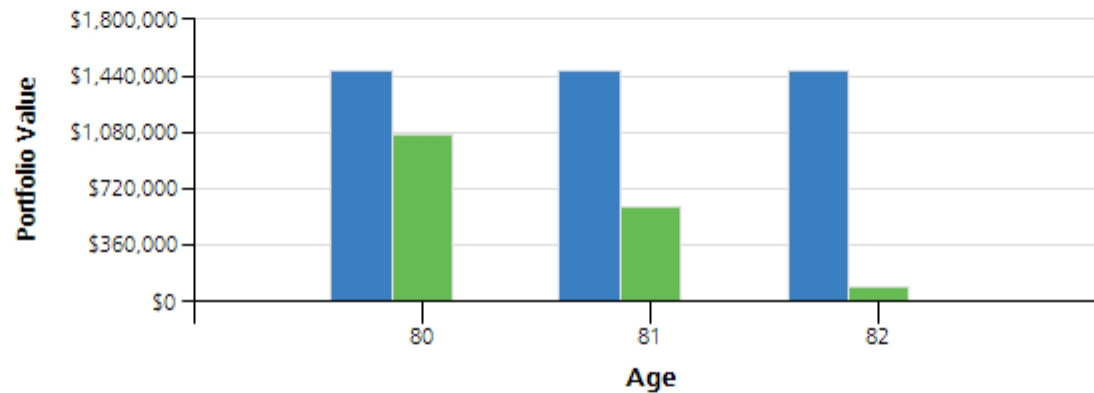
Long-Term Care Needs Analysis - Timothy

Scenario : What If Scenario 1

One of the greatest threats to the financial well-being of many people over 50 is the possible need for an extended period of Long-Term Care, either at home, in an Assisted Living Facility or in a Nursing Home. This Section demonstrates how these expenses could adversely affect your Investment Portfolio and how you might protect it with a Long-Term Care policy.

This graph shows what would happen to your portfolio if Timothy enters a Nursing Home at age 80 for 3 years at an annual cost, in Current Dollars, of \$98,550 inflating at 4.50%.

Effect of Long-Term Care Expense on your Investment Portfolio



Total Cost of Long-Term Care :	\$929,142
Total of Existing Long-Term Care Policy Benefits :	\$0
Total Benefits from purchasing a new Long-Term Care Policy :	\$0
Amount offset by expense reduction during care period :	\$0
<hr/>	
Net Cost of care to be paid from Portfolio :	\$929,142

See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

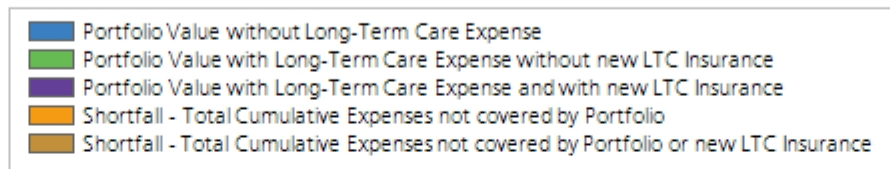
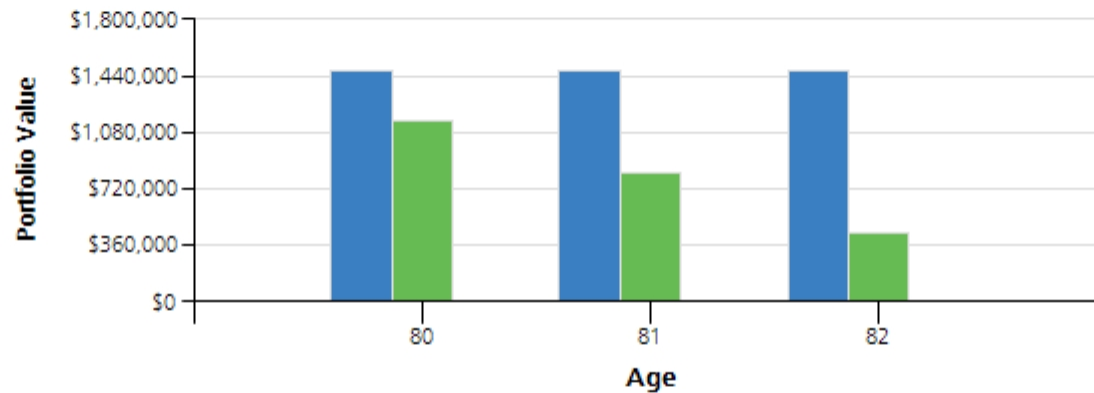
Long-Term Care Needs Analysis - Susan

Scenario : What If Scenario 1

One of the greatest threats to the financial well-being of many people over 50 is the possible need for an extended period of Long-Term Care, either at home, in an Assisted Living Facility or in a Nursing Home. This Section demonstrates how these expenses could adversely affect your Investment Portfolio and how you might protect it with a Long-Term Care policy.

This graph shows what would happen to your portfolio if Susan enters a Nursing Home at age 80 for 3 years at an annual cost, in Current Dollars, of \$98,550 inflating at 4.50%.

Effect of Long-Term Care Expense on your Investment Portfolio



Total Cost of Long-Term Care :	\$929,142
Total of Existing Long-Term Care Policy Benefits :	\$226,395
Total Benefits from purchasing a new Long-Term Care Policy :	\$0
Amount offset by expense reduction during care period :	\$0
Net Cost of care to be paid from Portfolio :	\$702,747

See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Estate Analysis Options

Liabilities

What is the remaining value of Liabilities at death?

Die Today (Liabilities in Plan = \$270,000) :	\$270,000
Die in fixed number of years :	\$105,810
Die at Life Expectancy (last death) :	\$0

Taxable Gifts since 1976 on which no gift tax was paid

What is the value of prior gifts in excess of the annual gift exclusion on which you did not pay taxes?	Timothy	Susan
	\$0	\$0

Final Expenses

What costs do you want to include for Final Expenses?

	At 1st Death	At 2nd Death
Funeral :	\$10,000	\$10,000
Administration Fees		
Fixed Amount	\$0	\$0
Plus % of Probate assets	2.00%	5.00%

Personal Exclusion Amount

What assumption do you want to use for the amount of the Personal Exclusion?

Maximum Personal Exclusion Amount (Current Law)

Bypass Trust Funding Amount

Portability with no Bypass Trust

* Income in Respect of a Decedent (IRD) is income a decedent earned or was entitled to receive before death (e.g. retirement plan assets). IRD assets are excluded from the probate estate and non-IRD assets are included in the probate estate.

See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Estate Analysis Current Asset Ownership Detail

This chart summarizes the current ownership and designated beneficiary(ies) of all of your Assets used in this Plan.

Note: All Qualified Retirement Plans, IRA and Tax-deferred Assets are assumed to have the spouse as the beneficiary if married with the estate as contingent beneficiary, or the estate as the beneficiary if single. All other Assets owned individually or jointly are assumed to operate as prescribed by applicable law. We do not provide legal or tax advice. Please consult with your tax and/or legal advisor to review the ownership and beneficiary designations and their legal and tax implications since they can have a significant impact on the distribution of assets at your death and whether or not certain basic estate strategies can be implemented.

Description	Timothy	Susan	Joint (Susan)				Joint (Other)	Total	Beneficiaries
			Survivorship	Common	Entirety	Community Property			
Investment Assets									
Employer Retirement Plans									
401(k)	\$260,000							\$260,000	
Individual Retirement Accounts									
Traditional IRA - Account		\$55,000						\$55,000	
Taxable and/or Tax-Free Accounts									
Account	\$160,000							\$160,000	
College Saving Plans									
529 Savings Plan	\$85,000							\$85,000	Co-Client of Insured (100%)
<i>Total Investment Assets</i>	<i>\$505,000</i>	<i>\$55,000</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$560,000</i>	
Other Assets									
Home and Personal Assets									
Home				\$350,000				\$350,000	
Business and Property									
Real Estate				\$200,000				\$200,000	
<i>Total Other Assets</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$550,000</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$550,000</i>	
Total Assets :	\$505,000	\$55,000	\$0	\$550,000	\$0	\$0	\$0	\$1,110,000	

See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Estate Analysis Results Combined Summary

Using What If Scenario 1 - Both Die today - Timothy Predeceases Susan, Both Dying in Virginia

Current Estate



Federal Estate Tax :	\$0
State Estate Tax :	\$0
Estate Expenses :	-\$389,200
Amount to Heirs :	\$1,735,800

Amount to Heirs

Net Estate Value :	\$1,735,800
Bypass Trust :	\$0
Other Life Insurance :	\$0
Life Insurance To Charity :	\$0
Life Insurance in Trust :	\$0
Other Previous Gifts :	\$0

Total Transfer to Heirs : \$1,735,800

Cash Needed to Pay Tax and Expenses

Shortfall at First Death :	\$0
Shortfall at Second Death :	\$0

Notes

- Prior gifts are not included in the amount to heirs.

See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Estate Analysis Results Combined Summary

Using What If Scenario 1 - Both Die today - Susan Predeceases Timothy, Both Dying in Virginia

Current Estate



Federal Estate Tax :	\$0
State Estate Tax :	\$0
Estate Expenses :	-\$386,000
Amount to Heirs :	\$1,754,500

Amount to Heirs

Net Estate Value :	\$1,754,500
Bypass Trust :	\$0
Other Life Insurance :	\$0
Life Insurance To Charity :	\$0
Life Insurance in Trust :	\$0
Other Previous Gifts :	\$0

Total Transfer to Heirs : \$1,754,500

Cash Needed to Pay Tax and Expenses

Shortfall at First Death :	\$15,500
Shortfall at Second Death :	\$0

Notes

- Prior gifts are not included in the amount to heirs.

See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Estate Analysis Results Individual Detail

Using What If Scenario 1 - Both Die today - Timothy Predeceases Susan

Timothy's Estate

	Current Estate
Gross Estate in 2020	\$1,545,000
Total Deductions and Expenses	-\$1,545,000
Taxable Estate	\$0
Virginia State Estate Tax	\$0
Federal Estate Tax	\$0
Total Estate Taxes	\$0
Bypass Trust - Remaining Personal Exclusion (DSUEA)	\$0
Spousal Transfer	\$1,526,300
Other Transfers	\$0

Susan's Estate

	Current Estate
Gross Estate in 2020	\$2,106,300
Total Deductions and Expenses	-\$370,500
Taxable Estate	\$1,735,800
Amount Transferred to Bypass Trust	\$0
Virginia State Estate Tax	\$0
Federal Estate Tax	\$0
Total Estate Taxes	\$0

	Current Estate
Amount to Heirs	\$1,735,800

See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Estate Analysis Results Individual Detail

Using What If Scenario 1 - Both Die today - Susan Predeceases Timothy

Susan's Estate

	Current Estate
Gross Estate in 2020	\$580,000
Total Deductions and Expenses	-\$580,000
Taxable Estate	\$0
Virginia State Estate Tax	\$0
Federal Estate Tax	\$0
Total Estate Taxes	\$0
Bypass Trust - Remaining Personal Exclusion (DSUEA)	\$0
Spousal Transfer	\$564,500
Other Transfers	\$0

Timothy's Estate

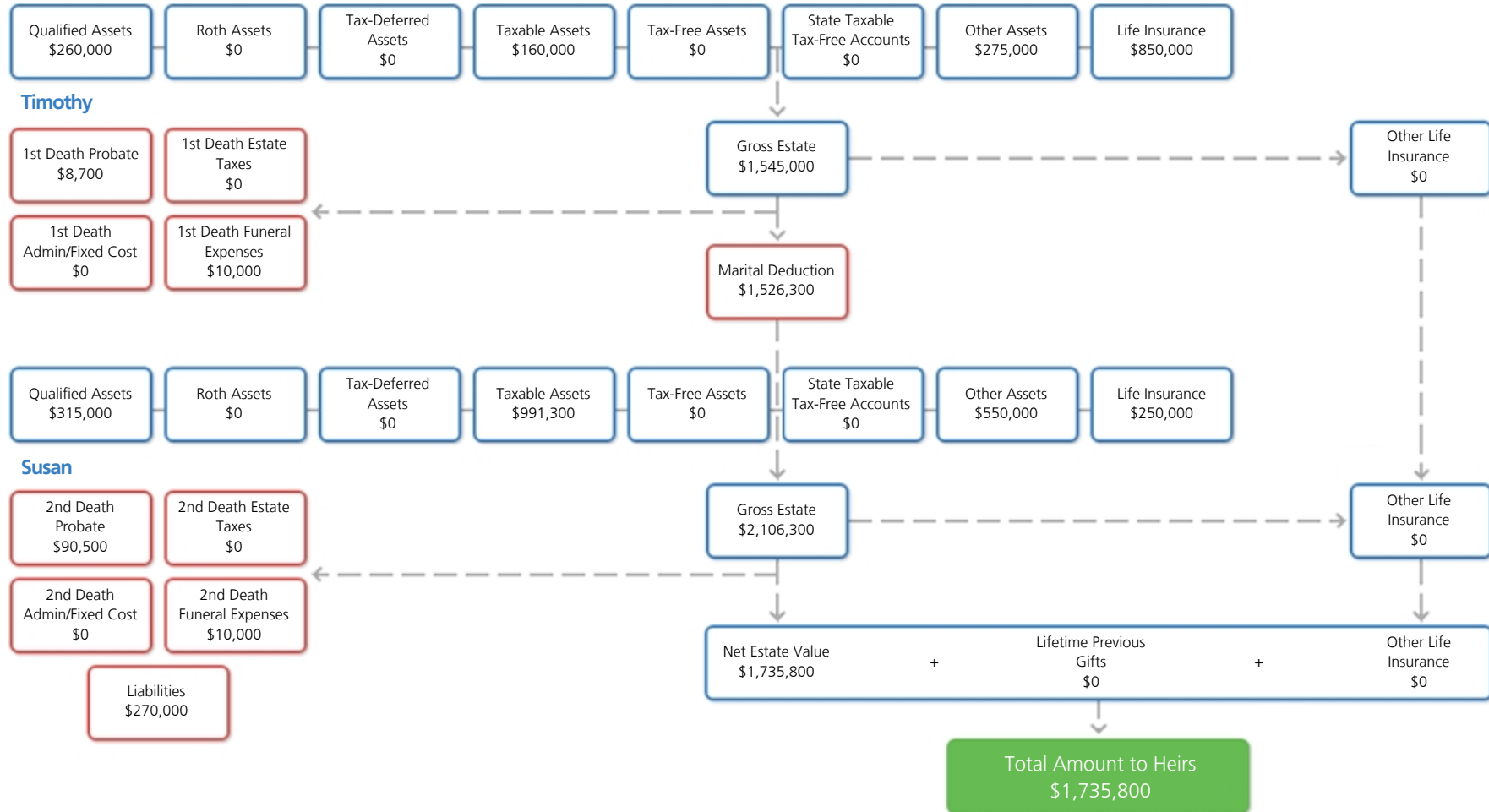
	Current Estate
Gross Estate in 2020	\$2,125,000
Total Deductions and Expenses	-\$370,500
Taxable Estate	\$1,754,500
Amount Transferred to Bypass Trust	\$0
Virginia State Estate Tax	\$0
Federal Estate Tax	\$0
Total Estate Taxes	\$0

	Current Estate
Amount to Heirs	\$1,754,500

See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Estate Analysis Results Flowchart

Using What If Scenario 1 - Both Die today - Timothy Predeceases Susan, Current Estate - Will without Bypass Trust



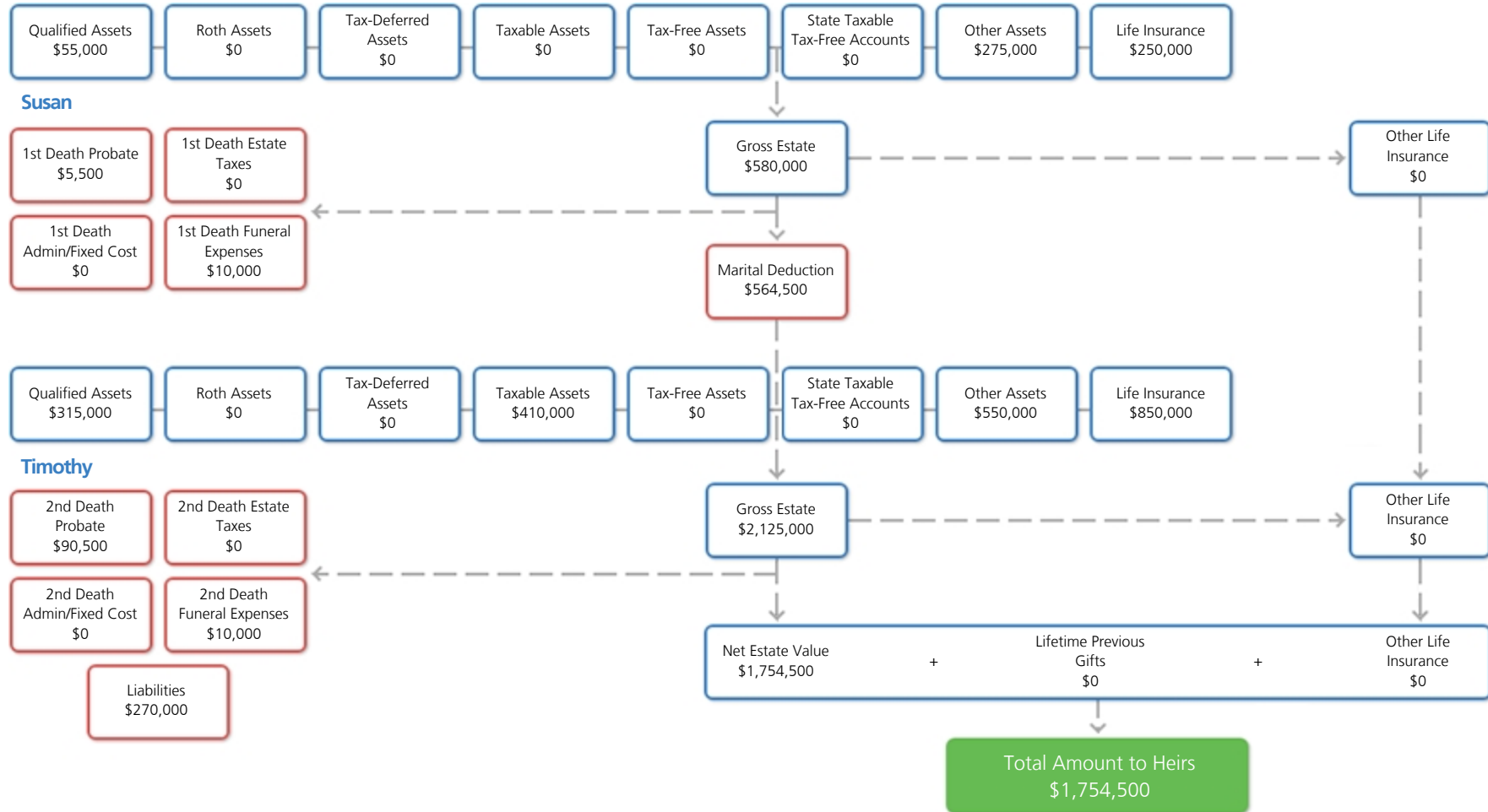
Notes

- Gross Estate amounts may include the value of reverted gifts.
- Other Life Insurance includes policies where the first person to die is the owner and insured and the beneficiary of the policy is not the co-client or estate.
- Gross Estate amounts do not include the value of prior gifts.
- The Bypass Trust may not be fully funded to the available estate exemption equivalent amount due to prior gifts, titling of assets, insufficient resources, and/or other bequests.

See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Estate Analysis Results Flowchart

Using What If Scenario 1 - Both Die today - Susan Predeceases Timothy, Current Estate - Will without Bypass Trust



Notes

- Gross Estate amounts may include the value of reverted gifts.
- Other Life Insurance includes policies where the first person to die is the owner and insured and the beneficiary of the policy is not the co-client or estate.
- Gross Estate amounts do not include the value of prior gifts.
- The Bypass Trust may not be fully funded to the available estate exemption equivalent amount due to prior gifts, titling of assets, insufficient resources, and/or other bequests.

See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Glossary

Glossary

Aspirational Cash Reserve Strategy

This optional strategy simulates setting aside funds to establish an account to fund goals outside of your plan. These funds are segmented out of the investment portfolio and are never spent. Rather, the assets are grown based on the specified investment option and the potential balances are displayed. Generally, this strategy is included when you have excess funds after fulfilling your financial goals and used to create a legacy or to fund discretionary objectives.

Asset Allocation

Asset Allocation is the process of determining what portions of your portfolio holdings are to be invested in the various asset classes.

Asset Class

Asset Class is a standard term that broadly defines a category of investments. The three basic asset classes are Cash, Bonds, and Stocks. Bonds and Stocks are often further subdivided into more narrowly defined classes. Some of the most common asset classes are defined below.

Cash and Cash Alternatives

Cash typically includes bank accounts or certificates of deposit, which are insured by the Federal Deposit Insurance Corporation up to a limit per account. Cash Alternatives typically include money market securities, U.S. treasury bills, and other investments that are readily convertible to cash, have a stable market value, and a very short-term maturity. U.S. Treasury bills are backed by the full faith and credit of the U.S. Government and, when held to maturity, provide safety of principal. (See the "Risks Inherent in Investing" section in this Important Disclosure Information for a summary of the risks associated with investing in cash alternatives.)

Bonds

Bonds are either domestic (U.S.) or global debt securities issued by either private corporations or governments. (See the "Risks Inherent in Investing" section in this Important Disclosure Information for a summary of the risks associated with investing in bonds. Bonds are also called "fixed income securities.")

Domestic government bonds are backed by the full faith and credit of the U.S. Government and have superior liquidity and, when held to maturity, safety of principal. Domestic corporate bonds carry the credit risk of their issuers and thus usually offer additional yield. Domestic government and corporate bonds can be sub-divided based upon their term to maturity. Short-term bonds have an approximate term to maturity of 1 to 5 years; intermediate-term bonds have an approximate term to maturity of 5 to 10 years; and, long-term bonds have an approximate term to maturity greater than 10 years.

Stocks

Stocks are equity securities of domestic and foreign corporations. (See the "Risks Inherent in Investing" section in this Important Disclosure Information for a summary of the risks associated with investing in stocks.)

Domestic stocks are equity securities of U.S. corporations. Domestic stocks are often sub-divided based upon the market capitalization of the company (the market value of the company's stock). "Large cap" stocks are from larger companies, "mid cap" from the middle range of companies, and "small cap" from smaller, perhaps newer, companies. Generally, small cap stocks experience greater market volatility than stocks of companies with larger capitalization. Small cap stocks are generally those from companies whose capitalization is less than \$500 million, mid cap stocks those between \$500 million and \$5 billion, and large cap over \$5 billion.

Large cap, mid cap and small cap may be further sub-divided into "growth" and "value" categories. Growth companies are those with an orientation towards growth, often characterized by commonly used metrics such as higher price-to-book and price-to-earnings ratios. Analogously, value companies are those with an orientation towards value, often characterized by commonly used metrics such as lower price-to-book and price-to-earnings ratios.

International stocks are equity securities from foreign corporations. International stocks are often sub-divided into those from "developed" countries and those from "emerging markets." The emerging markets are in less developed countries with emerging economies that may be characterized by lower income per capita, less developed infrastructure and nascent capital markets. These "emerging markets" usually are less economically and politically stable than the "developed markets." Investing in international stocks involves special risks, among which include foreign exchange volatility and risks of investing under different tax, regulatory and accounting standards.

Glossary

Asset Mix

Asset Mix is the combination of asset classes within a portfolio, and is usually expressed as a percentage for each asset class.

Base Inflation Rate

The Base Inflation Rate is the default inflation rate in the Program. You can adjust this rate in financial goal expenses, retirement income sources, savings rates, and in each What If scenario. Also see "Inflation Rate."

Bear Market Loss

The Bear Market Loss shows how a portfolio would have been impacted during the Great Recession (November 2007 through February 2009) or the Bond Bear Market (July 1979 through February 1980). The Bear Market Loss shows: 1) either the Great Recession Return or the Bond Bear Market Return, whichever is lower, and 2) the potential loss, if you had been invested in this cash-bond-stock-alternative portfolio during the period with the lower return. See Bear Market Test, Great Recession Return, and Bond Bear Market Return.

Bear Market Test

The Bear Market Test, included in the Stress Tests, examines the impact on your Plan results if a Bear Market Loss occurred this year. The Bear Market Test shows the likelihood that you could fund your Needs, Wants and Wishes after experiencing such an event. See Bear Market Loss.

Bond Bear Market Return

The Bond Bear Market Return is the rate of return for a cash-bond-stock-alternative portfolio during the Bond Bear Market (July 1979 through February 1980), the worst bear market for bonds since the Great Depression. MoneyGuidePro shows a Bond Bear Market Return for your Current, Risk-based, and Target Portfolios, calculated using historical returns of four broad-based asset class indices. See Great Recession Return.

Cash Receipt Schedule

A Cash Receipt Schedule consists of one or more years of future after-tax amounts received from the anticipated sale of an Other Asset, exercising of Stock Options grants, or proceeds from Restricted Stock grants.

Composite Portfolio

The Composite Portfolio provides an aggregated view of your Target Portfolio along with any assets that are considered to be unavailable for reallocation.

Concentrated Position

A Concentrated Position is when your portfolio contains a significant amount (as a percentage of the total portfolio value) in individual stock or bonds. Concentrated Positions have the potential to increase the risk of your portfolio.

Confidence Zone

See Monte Carlo Confidence Zone.

Current Dollars

The Results of MoneyGuidePro calculations are in Future Dollars. To help you compare dollar amounts in different years, we also express the Results in Current Dollars, calculated by discounting the Future Dollars by the sequence of inflation rates used in the Plan.

Current Portfolio

Your Current Portfolio is comprised of all the investment assets you currently own (or a subset of your assets, based on the information you provided for this Plan), categorized by Asset Class and Asset Mix.

Expense Adjustments

When using historical returns, some users of MoneyGuidePro include Expense Adjustments. These adjustments (which are specified by the user) reduce the return of the affected Asset Classes and are commonly used to account for transaction costs or other types of fees associated with investing. If Expense Adjustments have been used in this Report, they will be listed beside the historical indices at the beginning of this Report.

Fund All Goals

Fund All Goals is one of two ways for your assets and retirement income to be used to fund your goals. The other is Earmark, which means that an asset or retirement income is assigned to one or more goals, and will be used only for those goals. Fund All Goals means that the asset or income is not earmarked to fund specific goals, and can be used to fund any goal, as needed in the calculations.

Future Dollars

Future Dollars are inflated dollars. The Results of MoneyGuidePro calculations are in Future Dollars. To help you compare dollar amounts in different years, we discount the Future Dollar amounts by the inflation rates used in the calculations and display the Results in the equivalent Current Dollars.

Glossary

Great Recession Return

The Great Recession Return is the rate of return for a cash-bond-stock-alternative portfolio during the Great Recession (November 2007 through February 2009), the worst bear market for stocks since the Great Depression. MoneyGuidePro shows a Great Recession Return for your Current, Risk-based, and Target Portfolios, calculated using historical returns of four broad-based asset class indices. See Bond Bear Market Return.

Inflation Rate

Inflation is the percentage increase in the cost of goods and services for a specified time period. A historical measure of inflation is the Consumer Price Index (CPI). In MoneyGuidePro, the Inflation Rate is selected by your advisor, and can be adjusted in different scenarios.

Liquidity

Liquidity is the ease with which an investment can be converted into cash.

Locked Asset

An asset is considered to be locked by the software if it is unavailable to be reallocated to the Target Portfolio. Any account that has been indicated as locked, as well as specific account types such as Variable Annuity with a Guaranteed Minimum Withdrawal Benefit are considered locked.

Model Portfolio Table

The Model Portfolio Table is the portfolio(s) that could be appropriate for you, based upon the risk-based portfolio.

Monte Carlo Confidence Zone

The Monte Carlo Confidence Zone is the range of probabilities that you (and/or your advisor) have selected as your target range for the Monte Carlo Probability of Success in your Plan. The Confidence Zone reflects the Monte Carlo Probabilities of Success with which you would be comfortable, based upon your Plan, your specific time horizon, risk profile, and other factors unique to you.

Monte Carlo Probability of Success / Probability of Failure

The Monte Carlo Probability of Success is the percentage of trials of your Plan that were successful. If a Monte Carlo simulation runs your Plan 1,000 times, and if 600 of those runs are successful (i.e., all your goals are funded and you have at least \$1 of Safety Margin), then the Probability of Success for that Plan, with all its underlying assumptions, would be 60%, and the Probability of Failure would be 40%.

Monte Carlo Simulations

Monte Carlo simulations are used to show how variations in rates of return each year can affect your results. A Monte Carlo simulation calculates the results of your Plan by running it many times, each time using a different sequence of returns. Some sequences of returns will give you better results, and some will give you worse results. These multiple trials provide a range of possible results, some successful (you would have met all your goals) and some unsuccessful (you would not have met all your goals).

Needs / Wants / Wishes

In MoneyGuidePro, you choose an importance level from 10 to 1 (where 10 is the highest) for each of your financial goals. Then, the importance levels are divided into three groups: Needs, Wants, and Wishes. Needs are the goals that you consider necessary for your lifestyle, and are the goals that you must fulfill. Wants are the goals that you would really like to fulfill, but could live without. Wishes are the “dream goals” that you would like to fund, although you won’t be too dissatisfied if you can’t fund them. In MoneyGuidePro, Needs are your most important goals, then Wants, then Wishes.

Portfolio Set

A Portfolio Set is a group of portfolios that provides a range of risk and return strategies for different investors.

Portfolio Total Return

A Portfolio Total Return is determined by weighting the return assumption for each Asset Class according to the Asset Mix. Also see “Expense Adjustments.”

Probability of Success / Probability of Failure

See Monte Carlo Probability of Success / Probability of Failure.

Real Return

The Real Return is the Total Return of your portfolio minus the Inflation Rate.

Recommended Scenario

The Recommended Scenario is the scenario selected by your advisor to be shown on the Results page and in Play Zone.

Glossary

Retirement Cash Reserve Strategy

This optional strategy simulates creating a cash account to provide funding for near-term goal expenses. You select the number of years of Needs, Wants, and Wishes to be included in the cash account. The Program then funds the Retirement Cash Reserve with the designated amounts, and simulates rebalancing your remaining investments to match the selected Target Portfolio.

Retirement Start Date

For married couples, retirement in MoneyGuidePro begins when both the client and spouse are retired. For single, divorced, or widowed clients, retirement begins when the client retires.

Risk

Risk is the chance that the actual return of an investment, asset class, or portfolio will be different from its expected or average return.

Risk-based Portfolio

The risk-based portfolio is the Model Portfolio associated with the risk score you selected.

Safety Margin

The Safety Margin is the hypothetical portfolio value at the end of the Plan, based on all the inputs and assumptions included in this Report. A Safety Margin of zero indicates the portfolio was depleted before the Plan ended. The Safety Margin does not protect you or your Target Portfolio from investment losses, and, as with all other results in the Plan, is not guaranteed.

Standard Deviation

Standard Deviation is a statistical measure of the volatility of an investment, an asset class, or a portfolio. It measures the degree by which an actual return might vary from the average return, or mean. Typically, the higher the standard deviation, the higher the potential risk of the investment, asset class, or portfolio.

Star Track

Star Track provides a summary of your Plan results over time, using a bar graph. Each bar shows the Monte Carlo Probability of Success for your Recommended Scenario, on the date specified, compared to the Monte Carlo Probability of Success for a scenario using all Target values.

Target Goal Amount

The Target Goal Amount is the amount you would expect to spend, or the amount you would like to spend, for each financial goal.

Target Portfolio

Target Portfolio is the portfolio you have selected based upon your financial goals and your risk tolerance.

Target Retirement Age

Target Retirement Age is the age at which you would like to retire.

Target Savings Amount

In the Resources section of MoneyGuidePro, you enter the current annual additions being made to your investment assets. The total of these additions is your Target Savings Amount.

Time Horizon

Time Horizon is the period from now until the time the assets in this portfolio will begin to be used.

Total Return

Total Return is an assumed, hypothetical growth rate for a specified time period. The Total Return is either (1) the Portfolio Total Return or (2) as entered by you or your advisor. Also see "Real Return."

Wants

See "Needs / Wants / Wishes".

Willingness

In MoneyGuidePro, in addition to specifying Target Goal Amounts, a Target Savings Amount, and Target Retirement Ages, you also specify a Willingness to adjust these Target values. The Willingness choices are Very Willing, Somewhat Willing, Slightly Willing, and Not at All.

Wishes

See "Needs / Wants / Wishes".

Worst One-Year Loss

The Worst One-Year Loss is the lowest annual return that a portfolio with the specified asset mix and asset class indices would have received during the historical period specified.