

Financial Analysis

PREPARED FOR:

Lou Wilson and Maggie Winder

February 08, 2023

PREPARED BY:

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W  N D E R

WEALTH MANAGEMENT


Table of Contents

Cover Page	1
Table of Contents	2
Financial Snapshot	3
Net Worth Statement - Current Plan	4
Cash Flow Outlook - Current Plan - First 5 plan years	5
Emergency Fund Goal Coverage	7
What Are My Emergency Fund Goal Options?	8
Retirement Goal Coverage	9
Retirement Needs vs. Abilities	10
What Are My Retirement Goal Options?	11
Major Purchase Goal Coverage - Vehicle (Lou)	12
What Are My Major Purchase Goal Options? - Vehicle (Lou)	13
Education Goal Coverage - College Education (Lou)	14
Education Goal Coverage - College Education (Daughter)	15
Education Needs vs. Abilities - College Education (Lou)	16
Education Needs vs. Abilities - College Education (Daughter)	17
What Are My Education Goal Options? - College Education (Lou)	18
What Are My Education Goal Options? - College Education (Daughter)	19
Current Asset Mix	20
Current Portfolio Breakdown	21
Asset Allocation Portfolio Comparison - Implemented - Alternative 1	22
Plan Analysis Synopsis	23
Important Terminology	28
Disclaimer	34

Financial Snapshot

Current Plan - Lou Wilson and Maggie Winder

Goal Coverage

Retirement		99%
College Education (Lou)		29%
College Education (Daughter)		14%
Vehicle (Lou)		0%
Emergency Fund		84%

Asset Allocation

Rate of Return	5.18%
Standard Deviation	14.52%



Asset Class	(\$)	(%)
Large Cap Value Equity	\$253,609	57.23%
Large Cap Growth Equity	\$109,234	24.65%
Long Term Bonds	\$44,979	10.15%
Intermediate Term Bonds	\$24,993	5.64%
Cash	\$10,325	2.33%
Total	\$443,140	

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Your Advisor

Danielle "Dia" Winder
 financialservices@winderwealthmanagement.com

Net Worth \$559,319

Assets		\$813,140
Liabilities		\$253,821

Cash Flow \$23,366

Inflows		\$160,120
Outflows		\$136,754

Assumptions

	Lou	Maggie
Inflation Rate	3.00%	3.00%
Retire At	81	80
Life Expectancy	106	105

Estate

	Lou	Maggie
Has A Will	No	No

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Net Worth Statement

Current Plan

This report displays a comprehensive list of your assets and liabilities as of **Feb 8, 2023**. Use this report to better understand your net worth situation. **Note:** Term life insurance policies and annuitized annuities do not appear on this report as they have no cash value.

Assets	Lou	Maggie	Joint	Total
Non-Qualified Assets				
Checking Account			\$4,557	\$4,557
Savings Account			\$5,790	\$5,790
Total	\$0	\$0	\$10,347	\$10,347
Qualified Assets				
Lou IRA	\$109,250			\$109,250
Daughter Education	\$45,000			\$45,000
Maggie 401k		\$253,543		\$253,543
Son Education		\$25,000		\$25,000
Total	\$154,250	\$278,543	\$0	\$432,793
Lifestyle Assets				
Residence			\$350,000	\$350,000
Vehicle			\$20,000	\$20,000
Total	\$0	\$0	\$370,000	\$370,000
Liabilities				
Credit Cards			\$4,598	\$4,598
Medical Debt			\$1,000	\$1,000
Mortgage			\$223,223	\$223,223
Car Loans			\$25,000	\$25,000
Total	\$0	\$0	\$253,821	\$253,821
Total Net Worth	\$154,250	\$278,543	\$126,526	\$559,319

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Cash Flow Outlook

Current Plan

This report projects itemized cash flow information over the duration of the selected years. Cash inflows and outflows are categorized by source and summarized as aggregate totals. This provides an overview of your cash flow projections.

Year	2023	2024	2025	2026	2027
Age	63/62	64/63	65/64	66/65	67/66
Cash Inflows					
Earned Income					
Salary (Lou)	\$70,000	\$72,100	\$74,263	\$76,491	\$78,786
Salary (Maggie)	\$65,000	\$66,950	\$68,959	\$71,027	\$73,158
Bonus (Lou)	\$10,000	\$10,300	\$10,609	\$10,927	\$11,255
Bonus (Maggie)	\$15,000	\$15,450	\$15,914	\$16,391	\$16,883
Total	\$160,000	\$164,800	\$169,744	\$174,836	\$180,081
Qualified Liquidations					
Daughter Education (Lou)	\$0	\$36,750	\$8,853	\$0	\$0
Son Education (Maggie)	\$0	\$0	\$26,001	\$0	\$0
Total	\$0	\$36,750	\$34,854	\$0	\$0
Investment Income					
*Accrued Income - Interest (Lou)	\$5	\$0	\$0	\$0	\$0
*Accrued Income - Interest (Maggie)	\$5	\$0	\$0	\$0	\$0
Checking Account (Joint)	\$48	\$53	\$54	\$54	\$55
Savings Account (Joint)	\$62	\$68	\$68	\$69	\$70
Total	\$120	\$121	\$122	\$123	\$125
Total Cash Inflows	\$160,120	\$201,671	\$204,720	\$174,960	\$180,206
Cash Outflows					
Lifestyle Expenses					
Housing (e.g. utilities, repairs) (Joint)	\$16,260	\$16,748	\$17,250	\$17,768	\$18,301
Food (Joint)	\$3,840	\$3,955	\$4,074	\$4,196	\$4,322
Transportation (e.g. gas, insurance) (Jo...	\$3,024	\$3,115	\$3,208	\$3,304	\$3,404
Mortgage (Joint)	\$13,200	\$13,200	\$13,200	\$13,200	\$13,200
Car Loans (Joint)	\$9,000	\$9,000	\$9,000	\$2,117	\$0
Credit Cards (Joint)	\$3,600	\$1,728	\$0	\$0	\$0
Medical Debt (Joint)	\$600	\$450	\$0	\$0	\$0
Entertainment (e.g. restaurants, movies...	\$12,360	\$12,731	\$13,113	\$13,506	\$13,911
Personal (e.g. clothing, hobbies) (Joint)	\$15,000	\$15,450	\$15,914	\$16,391	\$16,883

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Year Age	2023 63/62	2024 64/63	2025 65/64	2026 66/65	2027 67/66
Cash Outflows					
Subscriptions (Joint)	\$1,272	\$1,310	\$1,349	\$1,390	\$1,432
Travel (Joint)	\$600	\$618	\$637	\$656	\$675
Vehicle (Lou)	\$0	\$0	\$53,045	\$0	\$0
Total	\$78,756	\$78,305	\$130,789	\$72,528	\$72,127
Education Expenses					
College Education (Lou)	\$0	\$36,750	\$38,588	\$40,517	\$42,543
College Education (Daughter)	\$0	\$0	\$44,100	\$46,305	\$48,620
Total	\$0	\$36,750	\$82,688	\$86,822	\$91,163
Qualified Contributions					
Lou IRA	\$6,000	\$6,000	\$6,000	\$6,000	\$6,000
Maggie 401k	\$22,500	\$22,500	\$22,500	\$22,500	\$22,500
Total	\$28,500	\$28,500	\$28,500	\$28,500	\$28,500
Non-Qualified Reinvestments					
*Income already represented in valuat...	\$5	\$0	\$0	\$0	\$0
*Income already represented in valuat...	\$5	\$0	\$0	\$0	\$0
Checking Account (Joint)	\$40	\$44	\$45	\$45	\$46
Savings Account (Joint)	\$51	\$56	\$57	\$57	\$58
Total	\$101	\$100	\$101	\$102	\$103
Taxes					
Federal Income Tax	\$11,961	\$12,418	\$12,705	\$13,356	\$13,855
State Income Tax	\$5,196	\$5,395	\$5,519	\$5,802	\$6,019
Social Security Tax - Employment	\$9,920	\$10,218	\$10,524	\$10,840	\$11,165
Medicare Tax	\$2,320	\$2,390	\$2,461	\$2,535	\$2,611
Total	\$29,397	\$30,419	\$31,210	\$32,533	\$33,650
Total Cash Outflows	\$136,754	\$174,075	\$273,288	\$220,485	\$225,543
Surplus/(Deficit)	\$23,366	\$27,597	(\$68,568)	(\$45,526)	(\$45,337)

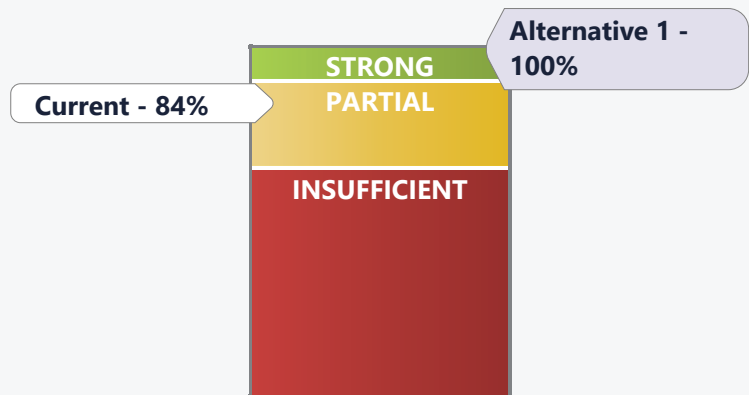
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Emergency Fund Goal Coverage

Your ability to cover your emergency fund goal is determined by comparing your available resources against the total expected value of the goal.

The following report shows details for your emergency fund goal and the projected goal coverage amount for each scenario.

EMERGENCY FUND GOAL COVERAGE



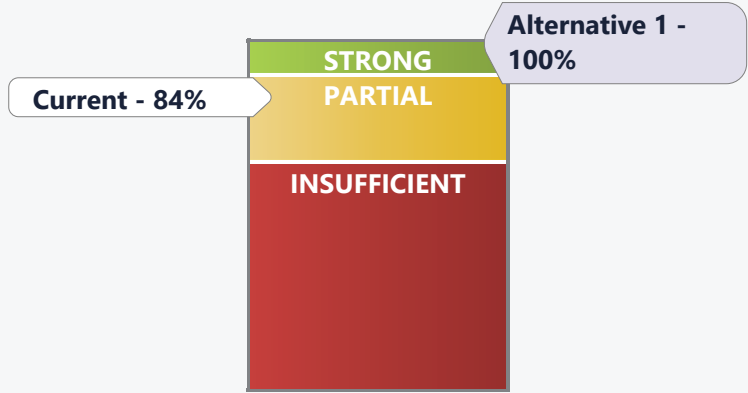
Resources	Current Plan	Alternative 1
Assets Available Today	\$10,347	\$10,347
Current Monthly Savings	\$0	\$0
Savings Period (Months)	12	12
Return Rate on Assets	1.16%	1.16%
Additional Monthly Savings	\$0	\$0
Savings Start Date	3/1/2023	3/1/2023
Savings Indexed At	0.00%	0.00%
Additional Lump Sum Savings	\$0	\$0
Savings Date	3/1/2023	3/1/2023
Goal Coverage Results		
Target Amount (Today's \$)	\$12,381	\$10,400
Capital at Start of Goal	\$10,458	\$10,458
Shortfall	(\$1,926)	--

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What Are My Emergency Fund Goal Options?

The following options will help you to achieve 100% success for your emergency fund goal. You can use any of these options, or a combination of several options to reach 100% goal coverage.

EMERGENCY FUND GOAL COVERAGE



Current Plan

Alter Spending	OR	Save Monthly	OR	Save a Lump Sum	OR	Extend Savings Period To*
Cover 84% (\$10,400) of expenses		Increase your monthly savings by \$160		Save \$1,908		--

* Sufficient Emergency Fund capital will not be attained within the maximum Savings Period of 60 months.

Alternative 1

Alter Spending
Goal Coverage is 100%. You have the ability to fund 100% of expenses.

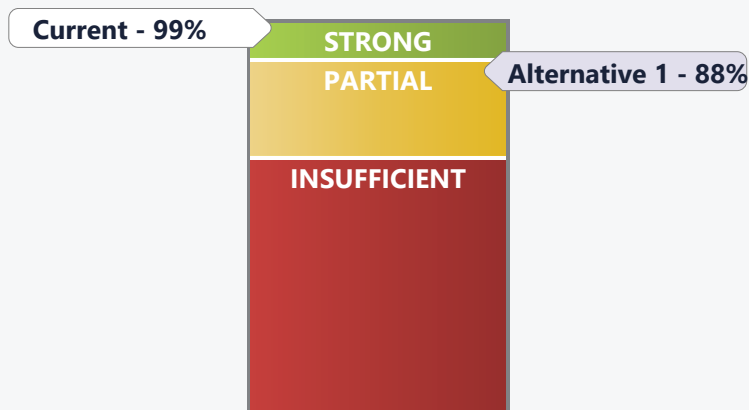
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Retirement Goal Coverage

This report shows progress towards the retirement goal. That is, your ability to cover expenses, pay taxes, and maintain discretionary spending during your retirement. The chart to the right compares your current situation to the *Alternative 1* alternative scenario.

The table below contains a comparison of assumptions, needs, and other goals in both the current situation and in all other situations.

RETIREMENT GOAL COVERAGE



Assumptions	Current Plan	Alternative 1
Retirement Age - Lou	81	85
Life Expectancy - Lou	106	106
Retirement Age - Maggie	80	84
Life Expectancy - Maggie	105	105
Inflation Rate	3.00%	3.00%
1st Year Retirement Needs*	\$118,869	\$118,781
Assets Funding Retirement	\$362,793	\$362,793
Current Monthly Savings	\$2,375	\$2,375
Additional Monthly Savings	\$0	\$0
Savings Start Date	3/1/2023	3/1/2023
Savings Indexed At	0.00%	0.00%
Additional Lump Sum Savings	\$0	\$0
Savings Date	3/1/2023	3/1/2023
Pre-Retirement Rate of Return	6.00%	4.60%
Retirement Rate of Return	6.00%	4.60%
Plan Overview		
Net Worth at Retirement	\$1,752,908	\$1,586,295
Net Worth at Plan End	\$835,999	\$991,079
Year of First Shortfall	2066	2059

* = Today's Dollars

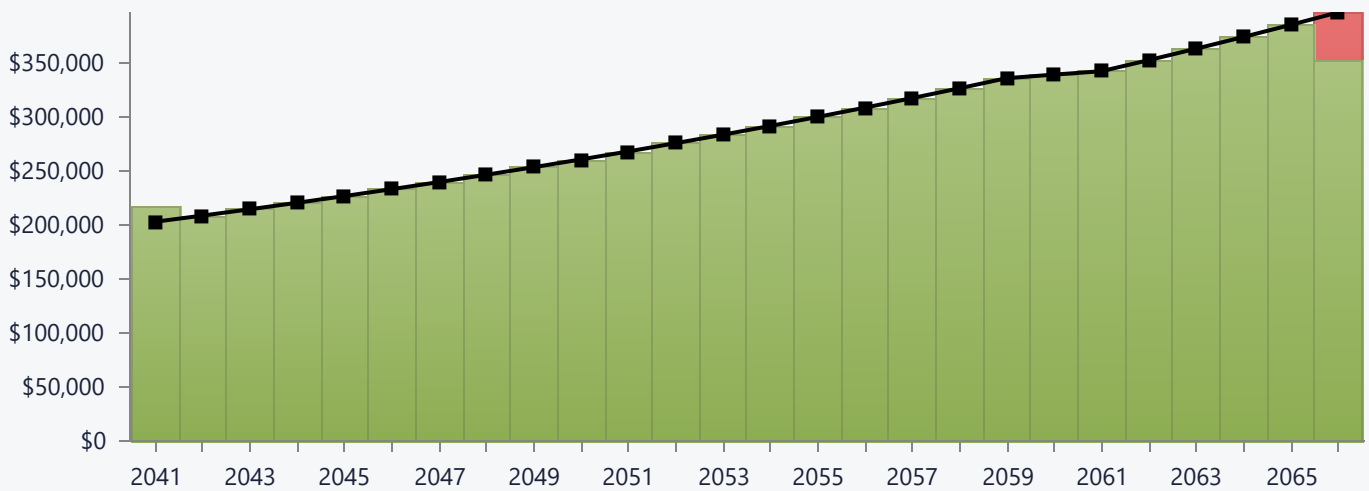
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Retirement Needs vs. Abilities

The following graphs represent your ability to cover needs during the retirement period. Retirement needs do not include any tax liability. Retirement abilities assume an after tax income to cover needs. Yearly deficits are reflected by any red bars below and represent a year in which your ability to cover needs will not be sufficient. Preparation can help to mitigate the risk of these shortfalls occurring.

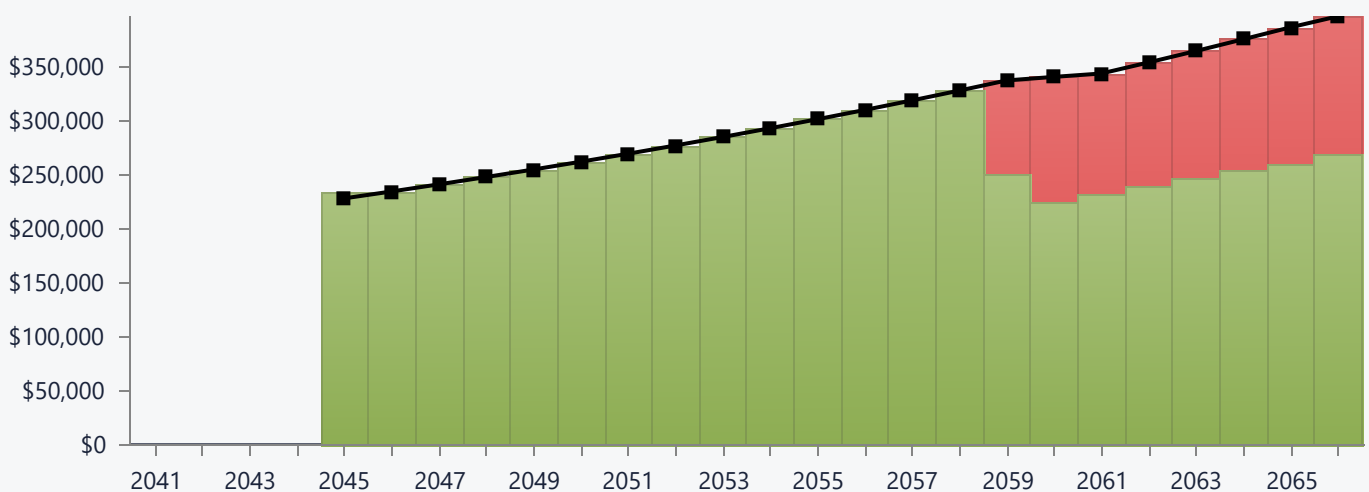
Current Plan

Shortfall Abilities (After Tax) Needs (w/o Tax)



Alternative 1

Shortfall Abilities (After Tax) Needs (w/o Tax)

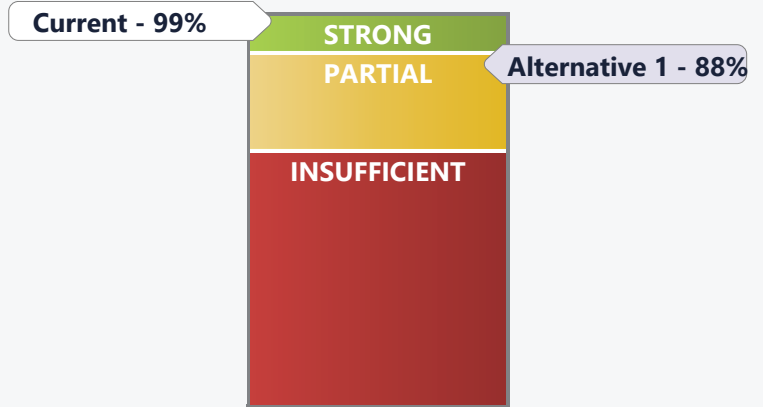


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What Are My Retirement Goal Options?

The following options can help you achieve your retirement goal. You can use any of these options, or a combination of several options to reach 100% goal coverage.

RETIREMENT GOAL COVERAGE



Current Plan

Alter Spending	OR	Retire In
Goal coverage is 100%. You have the ability to fund 100% of expenses.		Lou retires in 1/2042 at age 82 Maggie retires in 2/2042 at age 81

Alternative 1

Alter Spending	OR	Save Monthly	OR	Save a Lump Sum	OR	Retire In
Cover 87% (\$96,670) of expenses		Increase your monthly savings by \$1,028		Save \$178,282		Lou retires in 1/2064 at age 104 Maggie retires in 2/2064 at age 103

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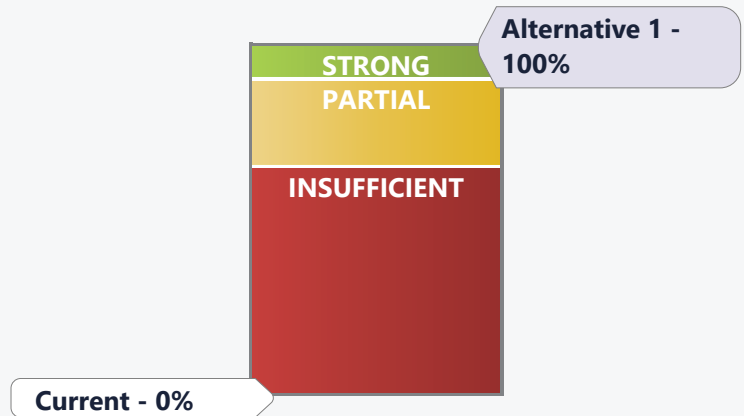
Major Purchase Goal Coverage

Vehicle (Lou)

Your ability to cover your major purchase goal is determined by comparing your available resources to the total expected value of the purchase.

The following report shows details for your major purchase goal and the projected goal coverage amount for each scenario.

MAJOR PURCHASE GOAL COVERAGE



Cost Details	Current Plan	Alternative 1
Purchase Date	4/1/2025	12/31/2065
Purchase Amount (Today's \$)	\$50,000	\$50,000
Index Rate	3.00%	3.00%
Resources		
Assets Available Today	\$0	\$0
Return Rate on Assets	0.00%	4.60%
Current Monthly Savings	\$0	\$0
Additional Monthly Savings	\$0	\$124
Savings Start Date	3/1/2023	3/1/2023
Savings Indexed At	0.00%	0.00%
Additional Lump Sum Savings	\$0	\$0
Savings Date	3/1/2023	3/1/2023
Goal Coverage Results		
Projected Purchase Amount	\$53,045	\$173,035
Return Rate on Assets	0.00%	4.60%
Capital at Start of Goal	\$0	\$320
Surplus/(Shortfall) at Goal Date	(\$53,045)	(\$27)
Goal Coverage %	0%	100%

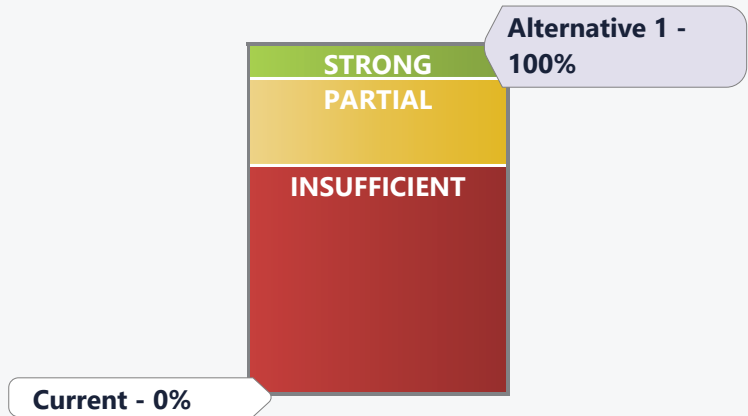
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What Are My Major Purchase Goal Options?

Vehicle (Lou)

The following options can help you achieve your major purchase goal. You can use any of these options, or a combination of several options to reach 100% goal coverage.

MAJOR PURCHASE GOAL COVERAGE



Current Plan

Alter Spending	OR	Save Monthly	OR	Save a Lump Sum	OR	Change Purchase Date To
Cover 0% (\$0) of expenses		Increase your monthly savings by \$2,018		Save \$48,162		12/31/2065

Alternative 1

Alter Spending
Goal Coverage is 100%. You have the ability to fund 100% of expenses.

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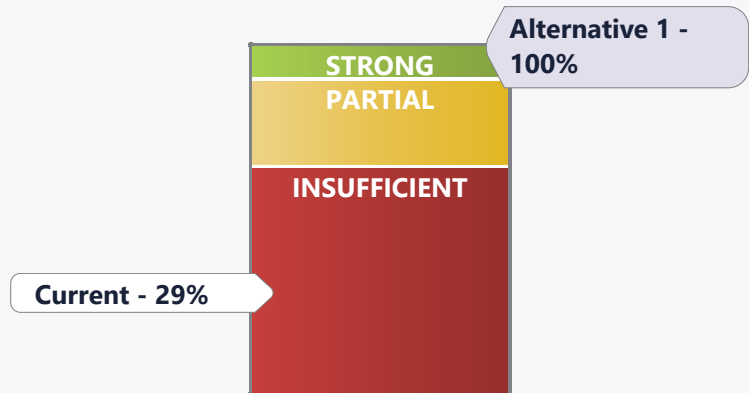
Education Goal Coverage

College Education (Lou)

Your ability to cover your education goal is determined by comparing your available resources to the total expected value of the goal.

The following report shows details for your education goal and the projected goal coverage amount for each scenario.

EDUCATION GOAL COVERAGE



Cost Details	Current Plan	Alternative 1
Estimated Cost per Year (Today's \$)	\$35,000	\$35,000
Annual Cost Index Rate	5.00%	5.00%
Start Year of Education	2024	2024
Duration of Goal	4	4
Expense % Coverage	100%	100%
Estimated Total Cost	\$158,397	\$158,397
Resources		
Assets Available Today	\$45,000	\$45,000
Return Rate on Assets	1.21%	2.90%
Year of First Shortfall	2025	--
Current Monthly Savings	\$0	\$0
Additional Monthly Savings	\$0	\$0
Savings Start Date	3/1/2023	3/1/2023
Savings Indexed At	0.00%	0.00%
Additional Lump Sum Savings	\$0	\$104,002
Savings Date	3/1/2023	3/1/2023
Capital at Start of Goal	\$45,498	\$152,402

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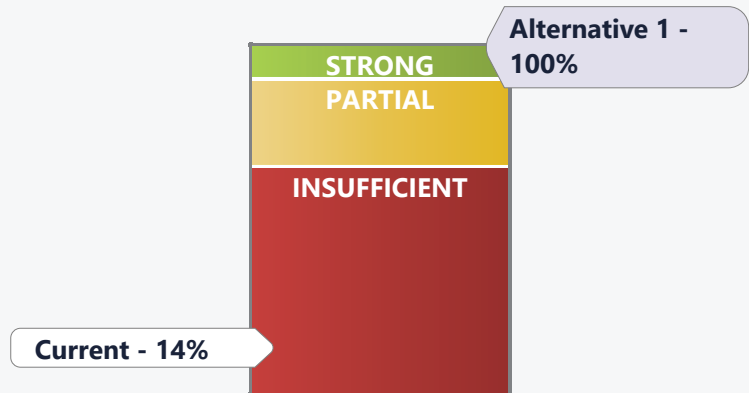
Education Goal Coverage

College Education (Daughter)

Your ability to cover your education goal is determined by comparing your available resources to the total expected value of the goal.

The following report shows details for your education goal and the projected goal coverage amount for each scenario.

EDUCATION GOAL COVERAGE



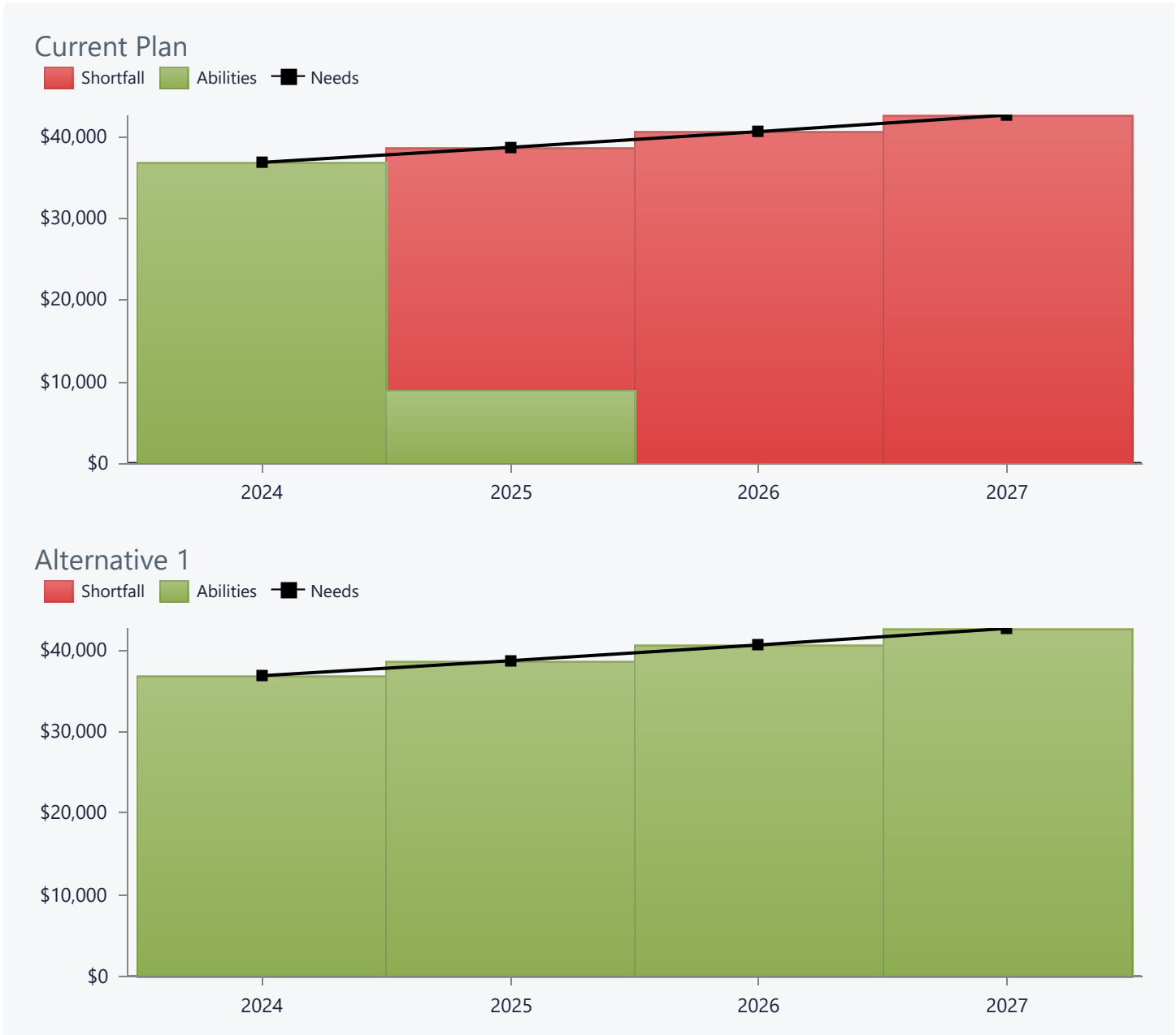
Cost Details	Current Plan	Alternative 1
Estimated Cost per Year (Today's \$)	\$40,000	\$40,000
Annual Cost Index Rate	5.00%	5.00%
Start Year of Education	2025	2025
Duration of Goal	4	4
Expense % Coverage	100%	100%
Estimated Total Cost	\$190,077	\$190,077
Resources		
Assets Available Today	\$25,000	\$25,000
Return Rate on Assets	2.07%	2.90%
Year of First Shortfall	2025	--
Current Monthly Savings	\$0	\$0
Additional Monthly Savings	\$0	\$2,734
Savings Start Date	3/1/2023	3/1/2023
Savings Indexed At	0.00%	0.00%
Additional Lump Sum Savings	\$0	\$0
Savings Date	3/1/2023	3/1/2023
Capital at Start of Goal	\$26,001	\$88,031

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Education Needs vs. Abilities

College Education (Lou)

The following graphs represent your ability to cover needs during the education period on an annual basis. Yearly deficits are reflected in the red bars below and represent a year in which your ability to cover education needs will not be sufficient. Preparation can help to mitigate the risk of these shortfalls occurring.

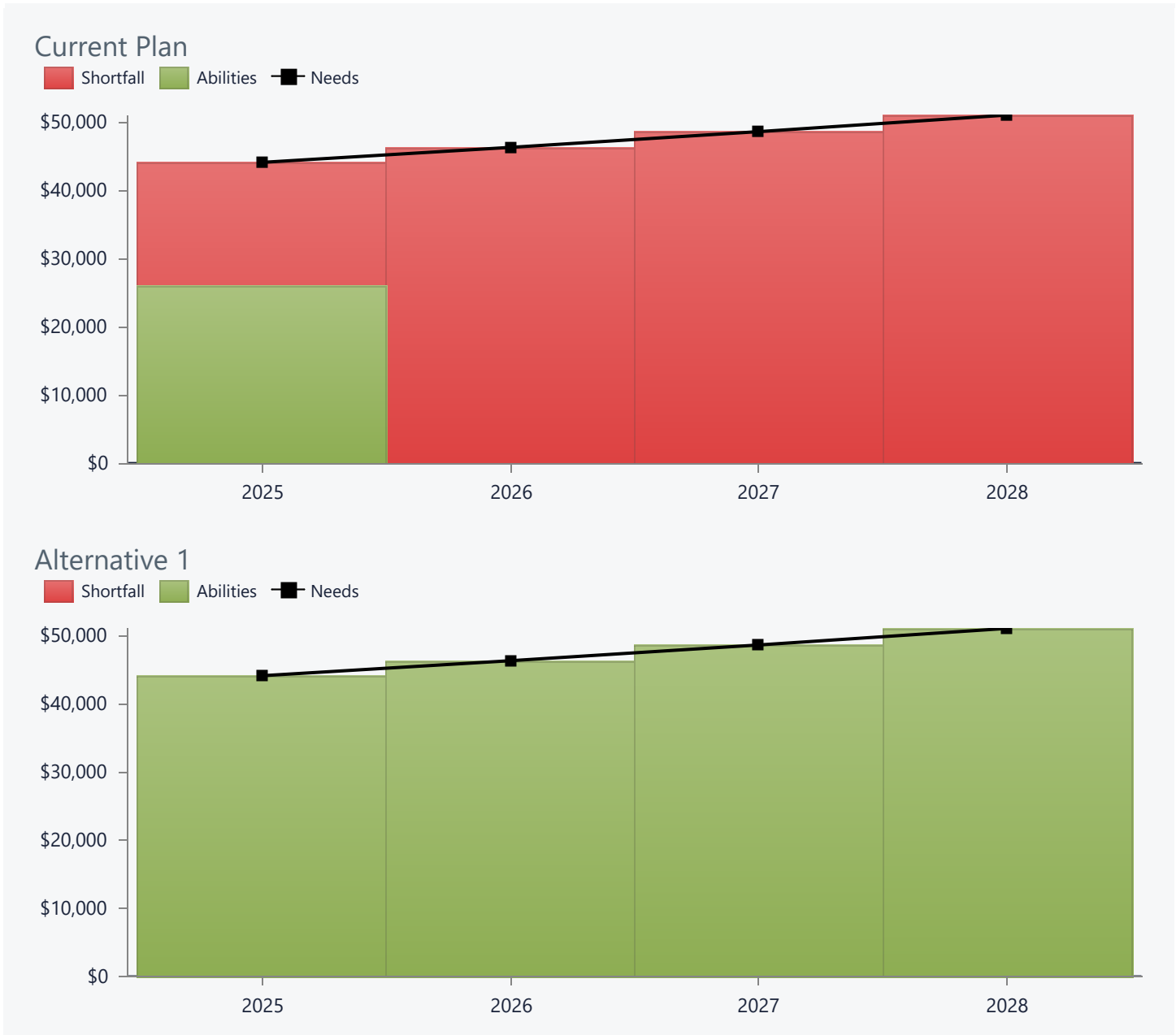


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Education Needs vs. Abilities

College Education (Daughter)

The following graphs represent your ability to cover needs during the education period on an annual basis. Yearly deficits are reflected in the red bars below and represent a year in which your ability to cover education needs will not be sufficient. Preparation can help to mitigate the risk of these shortfalls occurring.



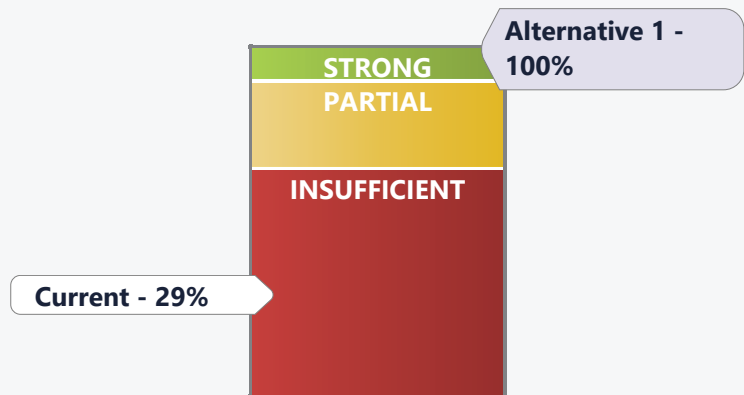
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What Are My Education Goal Options?

College Education (Lou)

The following options will help you to achieve 100% success for your education goal. You can use any of these options, or a combination of several options to reach 100% goal coverage.

EDUCATION GOAL COVERAGE



Current Plan

Alter Spending	OR	Save Monthly	OR	Save a Lump Sum
Seek education that costs \$10,242 or less per year.		Increase your monthly savings by \$2,426		Save \$109,533

Alternative 1

Alter Spending
Goal Coverage is 100%. You have the ability to fund 100% of expenses.

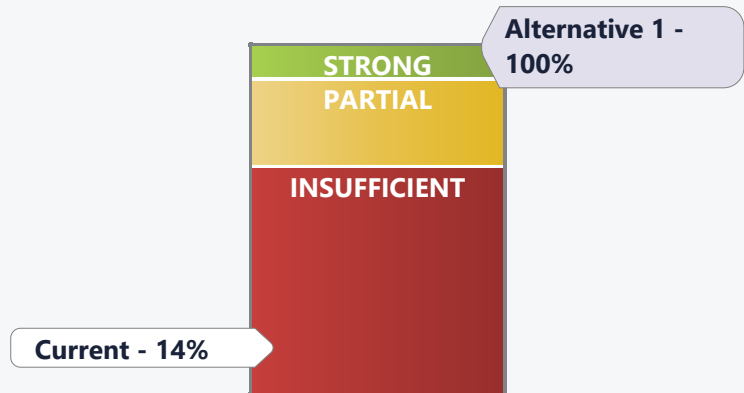
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What Are My Education Goal Options?

College Education (Daughter)

The following options will help you to achieve 100% success for your education goal. You can use any of these options, or a combination of several options to reach 100% goal coverage.

EDUCATION GOAL COVERAGE



Current Plan

Alter Spending	OR	Save Monthly	OR	Save a Lump Sum
Seek education that costs \$5,647 or less per year.		Increase your monthly savings by \$2,769		Save \$154,234

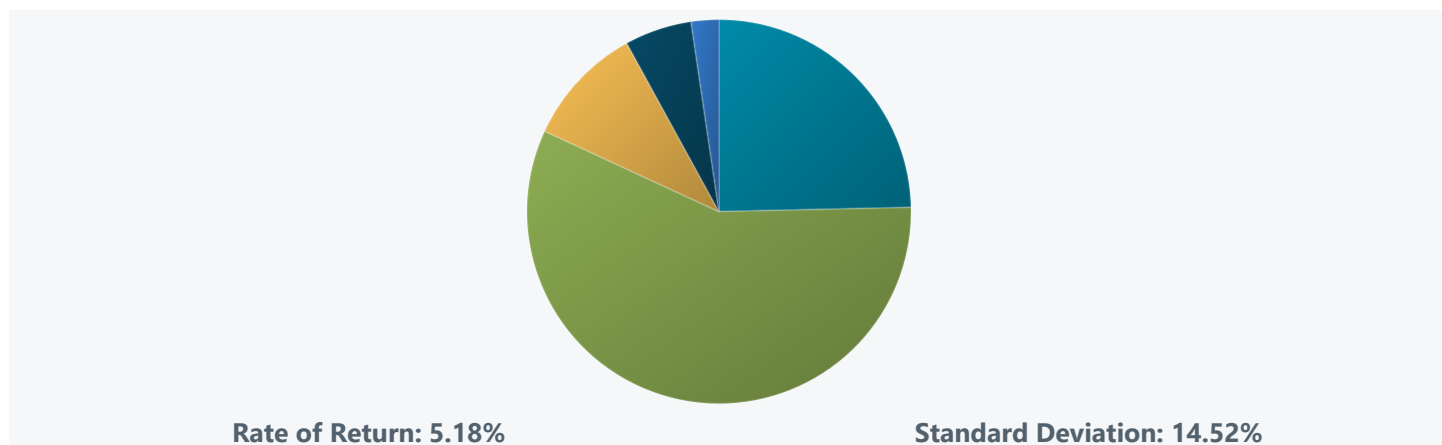
Alternative 1

Alter Spending
Goal Coverage is 100%. You have the ability to fund 100% of expenses.

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Current Asset Mix

This report displays the current asset mix as of the analysis date, including the standard deviation and rate of return.



Asset Class	Market Value	%
Large Cap Growth Equity	\$109,234	24.65%
Large Cap Value Equity	\$253,609	57.23%
Long Term Bonds	\$44,979	10.15%
Intermediate Term Bonds	\$24,993	5.64%
Cash	\$10,325	2.33%
Total	\$443,140	

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Current Portfolio Breakdown

This report displays a breakdown of the percentages and dollar values for each asset class in the current portfolio.

Holding	Type	% of Asset Class	% of Portfolio	Asset Value
Cash				
New Holding	Non-Qualified	44.04%	1.03%	\$4,557
New Holding	Non-Qualified	55.96%	1.31%	\$5,790
Total Cash			2.33%	\$10,347

Large Cap Growth Equity				
New Holding	IRA	100.00%	24.65%	\$109,250
Total Large Cap Growth Equity			24.65%	\$109,250

Large Cap Value Equity				
New Holding	401(k)	100.00%	57.22%	\$253,543
Total Large Cap Value Equity			57.22%	\$253,543

Long Term Bonds				
New Holding	529 Plan	100.00%	10.15%	\$45,000
Total Long Term Bonds			10.15%	\$45,000

Intermediate Term Bonds				
New Holding	Coverdell	100.00%	5.64%	\$25,000
Total Intermediate Term Bonds			5.64%	\$25,000

Total Portfolio			100.00%	\$443,140
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Asset Allocation Portfolio Comparison - Implemented

Alternative 1

This report compares your current asset mix to the implemented asset mix for your entire portfolio. The implemented asset mix will be used for this scenario.



Asset Class	Current		Implemented		Change
	Market Value	%	Market Value	%	
Large Cap Growth Equity	\$109,234	24.65%	\$39,085	8.82%	-15.83%
Large Cap Value Equity	\$253,609	57.23%	\$47,017	10.61%	-46.62%
Mid Cap Equity	\$0	0.00%	\$42,719	9.64%	9.64%
Small Cap Equity	\$0	0.00%	\$14,491	3.27%	3.27%
US REITs	\$0	0.00%	\$7,267	1.64%	1.64%
International Equity	\$0	0.00%	\$57,918	13.07%	13.07%
Emerging Markets Equity	\$0	0.00%	\$23,176	5.23%	5.23%
Long Term Bonds	\$44,979	10.15%	\$10,768	2.43%	-7.72%
Intermediate Term Bonds	\$24,993	5.64%	\$103,562	23.37%	17.73%
Short Term Bonds	\$0	0.00%	\$53,088	11.98%	11.98%
High Yield Bonds	\$0	0.00%	\$14,402	3.25%	3.25%
International Bonds	\$0	0.00%	\$16,485	3.72%	3.72%
Cash	\$10,325	2.33%	\$13,161	2.97%	0.64%
Total	\$443,140		\$443,140		

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***Note:** Modifications have been made to the suggested asset mix. As a result, the implemented asset mix will be used.

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Plan Analysis Synopsis

Client Information

	Lou Wilson	Maggie Winder
Birth Date	1/1/1960	2/1/1961
Address	San Francisco, California	San Francisco, California
	United States	United States
Citizenship	United States	United States

Family Member Information

Name	Birth Date	Age as of Plan Date	Relationship	Dependent of
Son Wilson	1/1/1986	37	Son	Both
Daughter Wilson	2/1/1987	36	Daughter	Both

Advisor Information

Name	Advisor Type	Business Phone	Cell Phone
Danielle "Dia" Winder	Advisor		(702) 327-9953

Plan Assumptions

Individual Assumptions	Lou Wilson	Maggie Winder
Retirement Date	1/1/2041	2/1/2041
Life Expectancy	106	105

Shared Assumptions	
Tax Filing Status	Married Filing Jointly
Income Tax Method	Average Tax
Inflation Rate	3.00%
TCJA/State Tax Changes	As Legislated

Estate Assumptions

Detail	Lou	Maggie
Is there a will?	No	No
Last revised?	n/a	n/a
Where are the wills kept?	n/a	n/a

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Income Information

Regular Income Source	Member	Applicable	Current Amount	Indexed By
Salary	Lou	1/1/2023 to 12/31/2040	\$5,833/mo	3.00%
Salary	Maggie	1/1/2023 to 1/31/2041	\$5,417/mo	3.00%
Bonus	Lou	1/1/2023 to 12/31/2040	\$10,000/yr	3.00%
Bonus	Maggie	1/1/2023 to 1/31/2041	\$15,000/yr	3.00%

Lump Sum Income Source	Member	Applicable	Current Amount	Indexed By
*Accrued Income - Interest	Lou	2/8/2023	\$5	0.00%
*Accrued Income - Interest	Maggie	2/8/2023	\$5	0.00%

Social Security Retirement Benefits

Member	Start Date/Age	Monthly Benefit	Eligible for Spousal Benefits	Indexed By
Lou	1/1/2030 / 70	\$3,359	Yes	3.00%
Maggie	2/1/2031 / 70	\$3,486	Yes	3.00%

Social Security Survivor Benefits

Member	Spouse's Revised Start Date During Retirement	Monthly Benefit to Survivor and Eligible Dependents	Monthly Benefit to Survivor at Retirement	Indexed By
Lou	2/1/2031 / 70	\$0	\$2,671	3.00%
Maggie	1/1/2030 / 70	\$0	\$2,742	3.00%

Expense Information

Regular Expenses

Expense Description	Member	Period Applicable	Current Amount	Frequency	Indexed By	Fixed?
Housing (e.g. utilities, repairs)	Joint	1/1/2023 to 12/31/2040	\$1,355	Monthly	3.00%	Yes
Food	Joint	1/1/2023 to 12/31/2040	\$320	Monthly	3.00%	Yes
Transportation (e.g. gas, insurance)	Joint	1/1/2023 to 12/31/2040	\$252	Monthly	3.00%	Yes
Entertainment (e.g. restaurants, movies)	Joint	1/1/2023 to 12/31/2040	\$1,030	Monthly	3.00%	No

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Regular Expenses

Expense Description	Member	Period Applicable	Current Amount	Frequency	Indexed By	Fixed?
Personal (e.g. clothing, hobbies)	Joint	1/1/2023 to 12/31/2040	\$1,250	Monthly	3.00%	No
Subscriptions	Joint	1/1/2023 to 12/31/2040	\$106	Monthly	3.00%	No
Travel	Joint	1/1/2023 to 12/31/2040	\$50	Monthly	3.00%	No
Retirement Expense	Joint	1/1/2041 to 12/31/2066	\$9,260	Monthly	3.00%	Yes
College Education	Lou	1/1/2024 to 12/31/2027	\$35,000	Annual	5.00%	No
College Education	Daughter	1/1/2025 to 12/31/2028	\$40,000	Annual	5.00%	No

Lump-Sum Expenses

Expense Description	Member	Date to be Incurred	Amount in Current \$	Amount to be Incurred
*Income already represented in valuation date market values	Lou	2/8/2023	\$5	\$5
*Income already represented in valuation date market values	Maggie	2/8/2023	\$5	\$5

Lifestyle Asset Information

Asset	Asset Type	Owner	Purchase Date	Purchase Amount	Market Value	Value as of	Current Pre-Tax Growth
Residence	Residence	Joint	12/31/2022	\$350,000	\$350,000	2/8/2023	2.00%
Vehicle	Vehicle	Joint	12/31/2022	\$20,000	\$20,000	2/8/2023	-10.00%

Portfolio Assets

Market Value Date	Market Value	Cost Basis	Int.	Div.	Cap. Gains	Tax-Free	Def. Growth	Total Return	Std. Dev.	Annual Account Fee	Reinvest Income?
Account Name: Checking Account (Joint/Non-Qualified)										Goal: Emergency Fund	
2/8/2023	\$4,557	\$4,557	1.16%	0.00%	0.00%	0.00%	0.00%	1.16%	1.74%	0.00%	Yes
Account Name: Savings Account (Joint/Non-Qualified)										Goal: Emergency Fund	
2/8/2023	\$5,790	\$5,790	1.16%	0.00%	0.00%	0.00%	0.00%	1.16%	1.74%	0.00%	Yes
Account Name: Lou IRA										Goal: Retirement	
2/8/2023	\$109,250	\$0	0.00%	1.68%	1.71%	0.00%	2.62%	6.00%	16.00%	0.00%	Yes

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Market Value Date	Market Value	Cost Basis	Int.	Div.	Cap. Gains	Tax-Free	Def. Growth	Total Return	Std. Dev.	Annual Account Fee	Reinvest Income?
Account Name: Maggie 401k										Goal: Retirement	
2/8/2023	\$253,543	\$0	0.00%	1.68%	1.71%	0.00%	2.62%	6.00%	16.00%	0.00%	Yes
Account Name: Daughter Education (Lou/529 Plan)										Goal: College Education	
2/8/2023	\$45,000	\$45,000	1.21%	0.00%	0.00%	0.00%	0.00%	1.21%	11.32%	0.00%	Yes
Account Name: Son Education (Maggie/Coverdell)										Goal: College Education	
2/8/2023	\$25,000	\$25,000	2.07%	0.00%	0.00%	0.00%	0.00%	2.07%	4.06%	0.00%	Yes

Note: The Portfolio Assets table includes a breakdown of the return rates by return type for your investment accounts. Interest returns are taxed as ordinary income at the marginal tax rate. Dividends receive preferential tax treatment, while one-half the capital gains are taxed at the marginal tax rate. Income from the deferred growth component is not subject to tax until the asset is sold and is usually taxed as a capital gain. The actual total return rates that you will receive will depend on many factors, including inflation, type of investment, market conditions and investment performance.

Liabilities

Liability Description	Original Principal	Current Principal	Interest Rate	Payment	Payment Type	End Date	Linked Asset
Mortgage	\$223,223	\$223,223	5.00%	\$1,100.00	Principal and Interest	8/6/2060	Residence
Car Loans	\$25,000	\$25,000	8.00%	\$750.00	Principal and Interest	4/5/2026	Vehicle
Credit Cards	\$4,598	\$4,598	12.30%	\$100.00	Principal and Interest	5/8/2028	None
Medical Debt	\$1,000	\$1,000	0.00%	\$50.00	Principal and Interest	10/8/2024	None

Education Goals

College Education: Expenses

Member	Start Year	End Year	Annual Amount (at Present)	Total Projected Cost
Lou	2024	2027	\$35,000	\$158,397

Assets Allocated to College Education

Account	Market Value Date	Value Allocated to this Goal	Growth Rate
Daughter Education	2/8/2023	\$45,000	1.21%

College Education: Expenses

Member	Start Year	End Year	Annual Amount (at Present)	Total Projected Cost
Daughter	2025	2028	\$40,000	\$190,077

Assets Allocated to College Education

Account	Market Value Date	Value Allocated to this Goal	Growth Rate
Son Education	2/8/2023	\$25,000	2.07%

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Major Purchase Goals

Vehicle (Lou)

Member	Asset Type	Purchase Date	Purchase Amount (Today's \$)	Projected Purchase Amount
Lou	Vehicle	4/1/2025	\$50,000	\$53,045

*There are no assets allocated to this goal.

Emergency Fund

Calculation Method	Multiple	Average Monthly Fixed Expenses	Target Amount	Inflation
Calculate Target Amount	3.0	\$4,127	\$12,381	0.00%

Assets Allocated to the Emergency Fund

Account	Market Value Date	Value Allocated to this Goal	Growth Rate
Checking Account	2/8/2023	\$4,557	1.16%
Savings Account	2/8/2023	\$5,790	1.16%

Savings Strategies

Account Saved To	Applicable	Amount	Indexed By
Lou IRA - Pre-tax Contribution	1/1/2023 to 12/31/2040	\$6,000 /yr	0.00%
Maggie 401k - Pre-tax Contribution	1/1/2023 to 1/31/2041	\$22,500 /yr	0.00%

Note: A percentage value in the Amount column indicates the portion of salary that is being saved. These income percentages use the salary's index rate.

Debt Modification Strategies

Liability Name	Applicable	Amount	Indexed By
Credit Cards	1/1/2023 to 2/8/2026	\$200/mo	0.00%

A debt modification plan will help you reduce your outstanding debt and reduce your interest costs.

Liquidation Order During Retirement

Account	Account Type	Owner
Lou IRA	IRA	Lou
Maggie 401k	401(k)	Maggie

Note: The assets listed above are available and will be redeemed in the order they appear to meet cash flow needs during the retirement period.

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Important Terminology

Current plan

The current plan consists of information provided and reviewed by you and serves as the basis for some of the assumptions used in the alternative plans.

Scenarios

A scenario is a modification of assumptions based on the current plan.

Rate of return (Current - Not Rebalanced)

Current - Not Rebalanced does not rebalance the accounts linked to a goal. Each account linked to a goal maintains a separate rate of return.

Rate of return (Current - Rebalanced)

Current - Rebalanced rebalances the accounts linked to a goal and uses the weighted average rate of return of the linked assets.

Rate of return (suggested asset mix)

The rate of return that is calculated based on the investment profile as determined by answers to a risk tolerance questionnaire.

Rate of return (implemented asset mix)

The dollar-weighted average rate of return of the assets in each alternative plan based on the assumptions defined in the alternative scenario. A goal-based rate of return (implemented asset mix) represents the dollar-weighted average rate of return of the assets linked to that particular goal, based on the assumptions defined in that alternative scenario.

Rate of return (alternative plans)

The dollar-weighted average rate of return of the assets that are used in the implemented/suggested asset mix. This rate of return is the same as the *Rate of return (Implemented/Suggested Asset Mix)*.

Standard deviation

Standard deviation is a statistical measure of the volatility of an asset or account. It measures the degree to which the rate of return in any one year varies from the historical average rate of return for that investment; the greater the standard deviation, the riskier the investment.

Unlinked accounts

Unlinked accounts represent all non-qualified accounts that are not linked to a goal. (Qualified accounts are automatically linked to the retirement goal.) Unlinked accounts are assumed to be allocated to the estate.

Investment profile

The investment profile is the result of an analysis of an individual's investment objectives, time horizon, and risk tolerance.

Portfolio

The combination of all assets owned by the client(s) and entered in the plan.

Time horizon

The length of time allocated to achieve a financial goal. A longer time horizon usually allows an individual to withstand more volatility, whereas a shorter time horizon typically requires less volatility and more liquidity.

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Asset mix

The combination of asset classes within an investment portfolio. It can also represent a further division within an asset class such as a mix of small, medium, and large company stock assets.

Current Asset Mix

The combination of asset classes assigned to those assets included in the current plan.

Suggested Asset Mix

The asset mix that is derived based on the investment profile as determined by answers to a risk tolerance questionnaire and time until assets are needed to meet goals.

Implemented Asset Mix

The asset mix that results when the suggested asset mix is subject to certain modifications.

Entire portfolio

The entire portfolio for the current plan represents the asset mix of all accounts in the plan. The entire portfolio for each alternative plan is the combination of the suggested asset mix and/or the implemented asset mix associated with all of the goals included in the plan.

Blended mix

For the entire portfolio, a blended mix of investment profiles indicates that the investment profile has been defined differently for each goal. For the retirement goal, a blended mix of investment profiles indicates that the investment profile has been defined differently for each type of account (qualified retirement accounts, non-qualified retirement accounts, or non-qualified annuity retirement accounts).

Average tax rate

The assumed average tax rate that is applied against salary, self-employed income, Social Security, defined benefits, pensions, and other taxable income. The assumed average tax rate is typically less than the marginal tax rate based on the assumption that income is spread over multiple tax brackets.

Community property

In states with community property laws, any property acquired by a married couple residing in a community property state is considered to be equally owned by both parties.

Annuitize

The transition of an annuity contract from the accumulation phase into the income distribution phase. In the income distribution phase the accumulated value of the annuity is distributed via a computed stream of income payments over a duration of time or through varying withdrawals from the annuity.

Inflation rate/Index rate

The rate at which dollar values are discounted over time. The rate is measured by an index that indicates the change in the cost of various goods and services as a percentage.

Effective marginal tax rate

This combined federal and state marginal tax rate is the actual percentage of total additional tax triggered by an additional dollar of ordinary income. It takes into account the impact of an extra dollar on taxes that results from such items as taxable Social Security, capital gains, and credits.

Marginal tax rate

The marginal tax rate is derived from the federal income tax brackets. It is the amount of tax that would be paid on any additional dollars of income. It is applied against interest, dividend, royalty, alimony, and capital gains income.

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Required minimum distribution (RMD)

The amount required by the IRS to be withdrawn each year from traditional IRAs and employer-sponsored retirement plans, starting on the required beginning date, which generally (but not always) occurs in the year following the year in which the owner turns 72.

Uniform Transfer to Minors Act (UTMA) and Uniform Gift to Minors (UGMA)

UTMA and UGMA are custodial accounts, owned by a minor with an adult designated as the custodian. The accounts are normally used to save for the child's education. Once the transfer to the account occurs, the account is the legal property of the child and can only be used for the child's benefit. When the child reaches the age of majority, control of the account transfers to the child and the child can use the proceeds as he or she wishes. The UTMA considers the age of majority to be 21 although it is 18 in some states.

Unlimited marital deduction (UMD)

A provision in the Internal Revenue Code which allows assets owned by the decedent to be transferred to the surviving spouse without incurring estate taxes.

Fixed expenses

Fixed expenses include ongoing expenses that you have determined cannot be easily changed or eliminated, such as basic living expenses or retirement living expenses.

Fixed needs

Fixed needs include all your fixed expenses, plus other expenses that have been calculated based on your financial information. These expenses include liability payments, insurance premiums, property taxes, and income taxes.

Lifestyle expenses

The definition of lifestyle expenses includes all expenses entered in the *Cash Flow* category where the type of expense is classified as lifestyle.

Total needs

The definition of total needs includes all fixed needs, all other expenses that are not considered in the fixed needs definition, and total taxes. The total needs in the plan will account, in part, for expenses that are more discretionary in nature.

Fixed incomes

The definition of fixed incomes includes the pre-tax income from the following income sources: Benefit Formula and Estimate Benefit pensions, income entered with the type *Pension*, Social Security income of the client and co-client (retirement, survivor, and disability benefits), income entered with the type *Salary*, and annuity income (excluding income from annuities with the income option of *Withdrawals as Needed*).

Asset class

A category of investments grouped according to common characteristics such as relative liquidity, income characteristics, tax status, and growth characteristics.

Large Cap Equity – Russell 1000 Index

The Russell 1000® Index measures the performance of the large-cap segment of the US equity universe. It is a subset of the Russell 3000® Index and includes approximately 1,000 of the largest securities based on a combination of their market cap and current index membership. The Russell 1000® represents approximately 93% of the US market. The Russell 1000® Index is constructed to provide a comprehensive and unbiased barometer for the large-cap segment and is completely reconstituted annually to ensure new and growing equities are included. As of December 31, 2021, the average market capitalization was \$608.1 billion; the median market capitalization was \$15.1 billion. The index, which was launched on January 1, 1984, is maintained by FTSE Russell, a subsidiary of the London Stock Exchange Group.

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Large Cap Growth Equity – Russell 1000 Growth Index

The Russell 1000[®] Growth Index measures the performance of the large-cap growth segment of the US equity universe. It includes those Russell 1000 companies with relatively higher price-to-book ratios, higher I/B/E/S forecast medium term (2 year) growth and higher sales per share historical growth (5 years). The Russell 1000[®] Growth Index is constructed to provide a comprehensive and unbiased barometer for the large-cap growth segment.

Large Cap Value Equity – Russell 1000 Value Index

The Russell 1000 Value Index contains those Russell 1000 securities with a less-than-average growth orientation. Securities in this index generally have lower price-to-book and price-earnings ratios, higher dividend yields and lower forecasted growth values than the Growth universe.

Mid Cap Equity – Russell Mid Cap Index

The Russell Midcap Index is a subset of the Russell 1000[®] Index. It includes approximately 800 of the smallest securities based on a combination of their market cap and current index membership. The Russell Midcap[®] Index represents approximately 26% of the total market capitalization of the Russell 1000[®] companies. As of February 2022, the average market capitalization was approximately \$22.8 billion; the median market capitalization was approximately \$10.9 billion. The largest company in the index had an approximate market capitalization of \$58.4 billion.

Small Cap Equity – Russell 2000 Index

The Russell 2000 Index is a small-cap index consisting of the smallest 2,000 companies in the Russell 3000 Index. As of February, the average market capitalization was approximately \$3.3 billion; the median market capitalization was approximately \$1.0 billion. The largest company in the index had an approximate market capitalization of \$15.1 billion.

International Equity – MSCI EAFE Index

The MSCI EAFE Index (Europe, Australasia, Far East) is a free float-adjusted market capitalization index that is designed to measure the equity market performance of developed markets, excluding the US & Canada. The MSCI EAFE Index consists of the following 21 developed market country indices: Australia, Austria, Belgium, Denmark, Finland, France, Germany, Hong Kong, Ireland, Israel, Italy, Japan, the Netherlands, New Zealand, Norway, Portugal, Singapore, Spain, Sweden, Switzerland, and the United Kingdom. As of February 2022, the index had 822 constituents covering appx 85% of the market cap of each country.

International Emerging Markets Equity – MSCI Emerging Markets Index

The MSCI Emerging Markets Index is a free float-adjusted market capitalization index that is designed to measure equity market performance of emerging markets. The MSCI Emerging Markets Index consists of the following 25 emerging market country indices: Brazil, Chile, China, Colombia, Czech Republic, Egypt, Greece, Hungary, India, Indonesia, Korea, Kuwait, Malaysia, Mexico, Pakistan, Peru, Philippines, Poland, Qatar, Russia, South Africa, Taiwan, Thailand, Turkey and United Arab Emirates. With 1,420 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country as of February 2022.

Domestic REITs – FTSE NAREIT All Equity REITs Index

The FTSE NAREIT All Equity REITs Index is an index of publicly traded REITs with 50% or greater of their gross invested book assets invested directly or indirectly in the equity ownership of real estate. As of February 2022, the index had 156 constituents. The average market capitalization was approximately \$9.1 billion; the median market capitalization was approximately \$3.2 billion.

High Yield Bonds – Bloomberg Barclays US Corporate High Yield Index

The U.S. Corporate High-Yield Index covers the USD-denominated, non-investment grade, fixed-rate, taxable corporate bond market. Securities are classified as high-yield if the middle rating of Moody's, Fitch, and S&P is Ba1/BB+/BB+ or below. Bonds from issuers with an emerging markets country of risk, based on the indices' EM country definition, are excluded; to be eligible they must have previously held a high-yield rating or have been associated with a high-yield issuer, and must trade accordingly.

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International Bonds – FTSE WGBI Non-US

The World Government Bond Index is a market-capitalization weighted benchmark that tracks the performance of fixed-rate sovereign debt issued in the domestic market in the local currency with at least one year maturity. The objective of this benchmark is to reflect the returns provided by investment in international (non-U.S.) fixed income securities. The minimum credit quality required is BBB-/Baa3 (by either S&P or Moody's) for all issuers to ensure that the WGBI remains an investment-grade benchmark.

Long-Term Bonds – Bloomberg Barclays US Government/Credit Long

The objective of this benchmark is to measure the returns of long-term bonds. The index is comprised of both government and credit fixed income securities. The government component includes treasuries (i.e., public obligations of the U.S. Treasury that have remaining maturities of more than one year) and agencies (i.e., publicly issued debt of U.S. Government agencies, quasi-federal corporations, and corporate or foreign debt guaranteed by the U.S. Government). The credit component includes publicly issued U.S. corporate and foreign debentures and secured notes that meet specified maturity, liquidity, and quality requirements. Constituents of this benchmark must have a maturity of 10 years or more.

Intermediate-Term Bonds – Bloomberg Barclays US Government/Credit Intermediate

The objective of this benchmark is to measure the returns of intermediate-term bonds. The index is comprised of both government and credit fixed income securities. The government component includes treasuries (i.e., public obligations of the U.S. Treasury that have remaining maturities of more than one year) and agencies (i.e., publicly issued debt of U.S. Government agencies, quasi-federal corporations, and corporate or foreign debt guaranteed by the U.S. Government). The credit component includes publicly issued U.S. corporate and foreign debentures and secured notes that meet specified maturity, liquidity, and quality requirements. Constituents of this benchmark must have a maturity of at least 1 year and up to but not including 10 years.

Short-Term Bonds – Bloomberg Barclays US Government/Credit 1-3 Year

The objective of this benchmark is to measure the returns of short-term bonds. The index is comprised of both government and credit fixed income securities. The government component includes treasuries (i.e., public obligations of the U.S. Treasury that have remaining maturities of more than one year) and agencies (i.e., publicly issued debt of U.S. Government agencies, quasi-federal corporations, and corporate or foreign debt guaranteed by the U.S. Government). The credit component includes publicly issued U.S. corporate and foreign debentures and secured notes that meet specified maturity, liquidity, and quality requirements. Constituents of this benchmark must have a maturity of at least 1 year and up to but not including 3 years.

Cash – FTSE US 3-Month T-Bill Index

The objective of this benchmark is to reflect the returns provided by the short term fixed income instruments. The index is based on the U.S. 3-month Treasury Bills. This index measures monthly return equivalents of yield averages that are not marked to market. Calculations are based on the last 3, 3-month T-Bill issues. Returns for this index are then calculated on a monthly basis.

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Important acronyms

ATRA – American Taxpayer Relief Act of 2012
CLT – Charitable Lead Trust
CRT – Charitable Remainder Trust
CST – Credit Shelter Trust
CSV – Cash surrender value
EOY – End of year
ESA – Education Savings Accounts
FLP – Family Limited Partnership
GRT – Grantor Retained Trust
GSTT – Generation-skipping transfer tax
HSA – Health Savings Account
IDGT – Intentionally Defective Grantor Trust
ILIT – Irrevocable Life Insurance Trust
IRD – Income in respect of a decedent
QDOT – Qualified Domestic Trust
QPRT – Qualified Personal Residence Trust
QTIP – Qualified Terminable Interest Property
RMD – Required minimum distribution
ROR – Rate of return
Rolling GRAT – Rolling Grantor Retained Annuity Trust
SOY – Start of year
TCJA – Tax Cuts and Jobs Act
TCLT – Testamentary Charitable Lead Trust
UGMA – Uniform Gift to Minors Act
UMD – Unlimited marital deduction
UTMA – Uniform Transfer to Minors Act

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Disclaimer

Important: Please read this section carefully. It contains an explanation of some of the limitations of this report.

Important: *The calculations or other information generated by NaviPlan regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results, and are not guarantees of future results.*

Below is an outline of several specific limitations of the calculations of financial models in general and of NaviPlan specifically.

The Calculations Contained in This Report Depend in Part, on Personal Data That You Provide

The assumptions used in this analysis are based on information provided and reviewed by you. These assumptions must be reconsidered on a frequent basis to ensure the results are adjusted accordingly. The smallest of changes in assumptions can have a dramatic impact on the outcome of this analysis. Any inaccurate representation by you of any facts or assumptions used in this analysis invalidates the results.

This Report is Not a Comprehensive Financial Report and Does Not Include, Among Other Things, a Review of Your Insurance Policies

We have made no attempt to review your property and liability insurance policies (auto and homeowners, for example). We strongly recommend that in conjunction with this analysis, you consult with your property and liability agent to review your current coverage to ensure it continues to be appropriate. In doing so, you may wish to review the dollar amount of your coverage, the deductibles, the liability coverage (including an umbrella policy), and the premium amounts.

NaviPlan Does Not Constitute Legal, Accounting, or Tax Advice

This analysis does not constitute advice in the areas of legal, accounting or tax. It is your responsibility to consult with the appropriate professionals in those areas either independently or in conjunction with this planning process.

Circular 230: Any income tax, estate tax or gift tax advice contained within this document was not intended or written to be used for, and cannot be used for, the purpose of avoiding penalties that may be imposed.

Discussion of the Limits of Financial Modeling

Inherent Limitations in Financial Model Results

Investment outcomes in the real world are the result of a near infinite set of variables, few of which can be accurately anticipated. Any financial model, such as NaviPlan, can only consider a small subset of the factors that may affect investment outcomes and the ability to accurately anticipate those few factors is limited. For these reasons, investors should understand that the calculations made in this analysis are hypothetical, do not reflect actual investment results, and are not guarantees of future results.

Results May Vary With Each Use and Over Time

The results presented in this analysis are not predictions of actual results. Actual results may vary to a material degree due to external factors beyond the scope and control of this analysis. Historical data is used to produce future assumptions used in the analysis, such as rates of return. Utilizing historical data has limitations as past performance is not a guarantee or predictor of future performance.

Outline of the Limitations of NaviPlan and Financial Modeling

Your Future Resources and Needs May Be Different From the Estimates That You Provide

This analysis is intended to help you in making decisions on your financial future based, in part, on information that you

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have provided and reviewed. The suggested asset allocation presented in this analysis is based, in part, on your answers to a risk tolerance questionnaire and may represent a more aggressive — and therefore more risky — investment strategy than your current asset allocation mix.

The calculations contained in the report utilize the information that you have provided and reviewed including, but not limited to, your age, tolerance for investment risk, income, assets, liabilities, anticipated expenses, and likely retirement age. Some of this information may change in unanticipated ways in the future and those changes may make NaviPlan less useful.

*NaviPlan Considers Investment in Only a Few Broad Investment Categories**

Where applicable, NaviPlan utilizes this information to estimate your future needs and financial resources and to identify an allocation of your current and future resources, given your tolerance for investment risk, to a few broad investment categories: large-cap equity, mid-cap equity, small-cap equity, international equity, emerging equity, bonds, and cash.

In general and where applicable, NaviPlan favors the investment categories that have higher historical and expected returns. The extent of the recommended allocation to these favored investment categories is limited by the investor's disclosed tolerance for risk. In general, higher returns are associated with higher risk.

These broad investment categories are not specific securities, funds, or investment products and NaviPlan is not an offer or solicitation to purchase any securities or investment products. The assumed rates of return of these broad categories are based on the returns of indices. These indices do not include fees or operating expenses and are not available for investment. These indices are unmanaged and the returns are shown for illustrative purposes only.

It is important to note that the broad categories that are used are not comprehensive and other investments that are not considered may have characteristics that are similar or superior to the categories that are used in NaviPlan.

Refer to the Asset Allocation section of this report for details on return rate assumptions used throughout this analysis.

* Investment categories may not apply to Forecaster Assessments.

*NaviPlan Calculates Investment Returns Far Into the Future Using Morningstar Data**

For all asset class forecasts, Morningstar uses the building block approach to generate expected return estimates. The building block approach uses current market statistics as its foundation and adds historical performance relationships to build expected return forecasts. This approach separates the expected return of each asset class into three components: the real risk-free rate, expected inflation, and risk premia. The real risk-free rate is the return that can be earned without incurring any default or inflation risk. Expected inflation is the additional reward demanded to compensate investors for future price increases, and risk premia measures the additional reward demanded for accepting uncertainty associated with investing in a given asset class. Any calculation of future returns of any asset category, including any calculation using historical returns as a guide, has severe limitations. Changes in market conditions or economic conditions can cause investment returns in the future to be very different from returns in the past. Returns realized in the future can, in fact, be much lower, or even negative, for all or some of these asset categories and, if so, the calculations in NaviPlan will be less useful.

Any assets, including the broad asset categories considered in NaviPlan, that offer potential profits also entail the possibility of losses.

Furthermore, it is significant that the historical data for these investment categories does not reflect investment fees or expenses that an investor would pay when investing in securities or investment products. The fees and expenses would significantly reduce net investment returns and a calculation taking account of fees and expenses would result in lower expected asset values in the future.

Refer to the Asset Allocation section of this report for details on return rate assumptions used throughout this analysis.

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NaviPlan Calculations Include Limited Accounting for Taxes

The federal and state income tax laws are extremely complex and subject to continuous change. NaviPlan has limited capability to model any individual's tax liability, and future tax laws may be significantly different from current tax laws. Any changes in tax law may affect returns for any given investment and make the calculations produced by NaviPlan less useful. The calculations contain limited support for the tax impact on transfers of money or redemptions of funds.

NaviPlan Calculations Do Not Include Fees and Expenses

The calculations utilize return data that do not include fees or operating expenses. If included, fees and other operating expenses would materially reduce these calculations. Recommendations included in the calculations to redeem funds from certain investments or transfer money to others do not account for fees and charges that may be incurred.

NaviPlan Calculations May Include Variable Products

Variable life insurance policies or deferred variable annuities are inherently risky and may be included in the calculations. The return rate assumptions used throughout this analysis do not relate to the underlying product illustrated. These returns should not be used as a proxy for actual performance as they may exaggerate the performance potential of the underlying investment accounts (subaccounts). Any calculations incorporating variable products are hypothetical and intended to show how the performance of the underlying subaccounts could affect the value and death benefit of the variable products; these calculations are not intended to predict or project investment results.

The rates of return have not been adjusted to include mortality and expense fees attributable to variable annuities. These fees, and their effects on asset growth, are accounted for as a monthly expense of the annuity contract and can be observed in applicable net worth reports.

If a variable annuity included in this analysis contains a guaranteed minimum withdrawal rider, it is important to understand that if the contract value is greater than the guaranteed minimum withdrawal benefit once withdrawals begin, as an investor you will have paid for the rider and not actually used it.

Income taxes during the annuitization phase are accounted for in the calculations. See the section titled NaviPlan Calculations Include Limited Accounting for Taxes in this Disclaimer for further information on the tax methodology used.

Review of Advisor-Client Fiduciary Relationship or Information about Fiduciary Standards

NaviPlan's role in Financial Planning

NaviPlan provides general analysis and planning with non-specific recommendation language that does not qualify as investment advice and therefore does not create a fiduciary relationship. Specific investment recommendations found on this deliverable are solely created by the advisor and may materially change the advisor-client fiduciary relationship, and thus should be reviewed between the interested parties.

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