

## Financial Goal Plan

**Jack and Diane Smith**



July 13, 2016

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## Summary of Goals and Resources



# Personal Information and Summary of Financial Goals

## Jack and Diane Smith

Needs			
<b>10 Retirement - Living Expense</b>			
	Jack (2021) Diane (2021) Both Retired (2021-2049) Diane Alone Retired (2050-2050)	65 65 \$100,000 \$75,000 Base Inflation Rate (3.00%)	
	<b>10 Health Care</b>  Both Medicare (2021-2049) Diane Alone Medicare (2050)	\$11,953 \$5,885 Base Inflation Rate plus 3.50% (6.50%)	
	<b>10 Travel</b>  When both are retired Recurring every year for a total of 15 times	\$15,000 Base Inflation Rate (3.00%)	
Wants			
<b>7 Anniversary Trip</b>			
	In 2022	\$15,000 Base Inflation Rate (3.00%)	
	<b>7 Diane's New Car</b>  In 2021 Recurring every 6 years for a total of 2 times	\$35,000 Base Inflation Rate (3.00%)	

# Personal Information and Summary of Financial Goals

## Jack and Diane Smith

<b>7</b>	<b>College - Jack Jr.</b>	
	6 years starting in 2018 Attending College - Public In-State (4 years)	\$24,061 Base Inflation Rate plus 3.00% (6.00%)
<b>Wishes</b>		
<b>3</b>	<b>Jack's New Car</b>	
	In 2024	\$25,000 Base Inflation Rate (3.00%)
<b>3</b> <b>Gift or Donation</b>		
	In 2017 Recurring every year until end of plan	\$5,000 Base Inflation Rate (3.00%)
<b>3</b>	<b>Leave Bequest</b>	
	End of Diane's plan	\$500,000 Base Inflation Rate (3.00%)

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# Personal Information and Summary of Financial Goals

## Personal Information

### Jack

Male - born 07/02/1956, age 60  
Employed - \$150,000

### Diane

Female - born 05/15/1956, age 60  
Employed - \$75,000

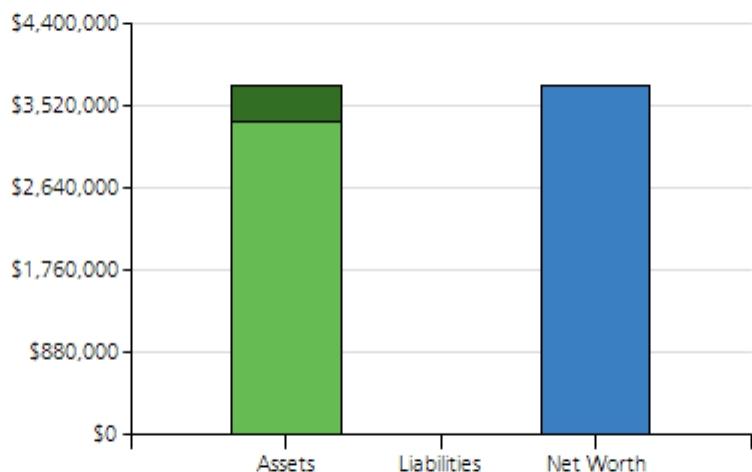
Married, US Citizens living in OK

- 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.

Participant Name	Date of Birth	Age	Relationship
Jack Jr.	07/01/1997	19	Child

# Net Worth Summary - All Resources

This is your Net Worth Summary as of 07/13/2016. 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 you have entered all of your Assets and Liabilities.



Investment Assets	\$3,342,477
Other Assets	+ \$384,500
Total Assets	\$3,726,977
Total Liabilities	- \$0
Net Worth	\$3,726,977

Description	Total
<b>Investment Assets</b>	
Individual Retirement Accounts	\$1,591,275
Taxable and/or Tax-Free Accounts	\$1,751,202
<b>Total Investment Assets:</b>	<b>\$3,342,477</b>
<b>Other Assets</b>	
Home and Personal Assets	\$384,500
<b>Total Other Assets:</b>	<b>\$384,500</b>
<b>Net Worth:</b>	<b>\$3,726,977</b>

# Net Worth Detail - All Resources

This is your Net Worth Detail as of 07/13/2016. 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 you have entered all of your Assets and Liabilities.

Description	Jack	Diane	Joint	Total
<b>Investment Assets</b>				
<b>Individual Retirement Accounts</b>				
Diane Smith IRA		\$951,628		\$951,628
Jack Smith IRA	\$639,647			\$639,647
<b>Taxable and/or Tax-Free Accounts</b>				
Jack & Diane Rev. Trust			\$1,751,202	\$1,751,202
<b>Total Investment Assets:</b>	<b>\$639,647</b>	<b>\$951,628</b>	<b>\$1,751,202</b>	<b>\$3,342,477</b>
<b>Other Assets</b>				
<b>Home and Personal Assets</b>				
Home			\$310,000	\$310,000
Vehicle	\$34,500			\$34,500
Vehicle		\$40,000		\$40,000
<b>Total Other Assets:</b>	<b>\$34,500</b>	<b>\$40,000</b>	<b>\$310,000</b>	<b>\$384,500</b>
<b>Net Worth:</b>				<b>\$3,726,977</b>

# Resources Summary

## Investment Assets

Description	Owner	Current Value	Additions	Assign to Goal
<b>Total Investment Assets :</b>		<b>\$3,342,477</b>		

## Other Assets

Description	Owner	Current Value	Future Value	Assign to Goal
Home	Joint Survivorship	\$310,000		Not Funding Goals
Vehicle	Jack	\$34,500		Not Funding Goals
Vehicle	Diane	\$40,000		Not Funding Goals
<b>Total of Other Assets :</b>		<b>\$384,500</b>		

## Insurance Policies

Description	Owner	Insured	Beneficiary	Annual Premium	Cash Value	Death Benefit	Premium Paid
<b>Insurance Policies Summary (not included in Assets)</b>							
ABC Insurance Term Life	Jack	Jack	Co-Client of Insured - 100%	\$3,000		\$1,200,000	Until Policy Terminates
<b>Total Death Benefit of All Policies :</b>							<b>\$1,200,000</b>

When the insured dies, the Cash Value of that policy is included in the Total Investment Assets.

## Social Security

Description	Value	Assign to Goal
Social Security	Jack will file a normal application at age 66. He will receive \$33,009 in retirement benefits at age 66.	Fund All Goals
Social Security	Diane will file a normal application at age 66 Years, 4 Months. She will receive \$26,171 in retirement benefits at age 66.	Fund All Goals

## Results

# Results - Current and Recommended



	Current Scenario	Recommended	Changes In Value
<b>66 Retirement</b>			
<b>Retirement Age</b>			
Jack	65 in 2021	62 in 2018	3 year(s) earlier
Diane	65 in 2021	62 in 2018	3 year(s) earlier
<b>Planning Age</b>			
Jack	93 in 2049	93 in 2049	
Diane	94 in 2050	94 in 2050	

# Results - Current and Recommended

	Current Scenario	Recommended	Changes In Value
<b>Goals</b>			
<b>Needs</b>			
Retirement - Living Expense			
Both Retired	\$100,000	\$150,000	Increased \$50,000
Diane Alone Retired	\$75,000	\$75,000	
Health Care			
Both Retired Before Medicare	\$0	\$3,720	Increased \$3,720
Both Medicare	\$11,953	\$11,953	
Diane Alone Medicare	\$5,885	\$5,885	
Travel			
Starting	\$15,000	\$25,000	
Years between occurrences	When both are retired	When both are retired	
Number of occurrences	1	1	
Years between occurrences	15	15	
Number of occurrences			
<b>Wants</b>			
Anniversary Trip	\$15,000	\$15,000	
Starting	2022	2022	
Diane's New Car	\$35,000	\$35,000	
Starting	2021	2021	
Years between occurrences	6	6	
Number of occurrences	2	2	
College - Jack Jr.	\$24,061	\$24,061	
Years of School	6	6	
Start Year	2018	2018	
<b>Wishes</b>			
Jack's New Car	\$25,000	\$25,000	
Starting	2024	2024	
Gift or Donation	\$5,000	\$5,000	
Starting	2017	2017	
Years between occurrences	1	1	
Ending	End of plan	End of plan	
Leave Bequest	\$500,000	\$500,000	
Starting	End of Diane's Plan	End of Diane's Plan	
<b>Total Spending for Life of Plan</b>	<b>\$4,476,877</b>	<b>\$6,538,037</b>	<b>Increased 46%</b>

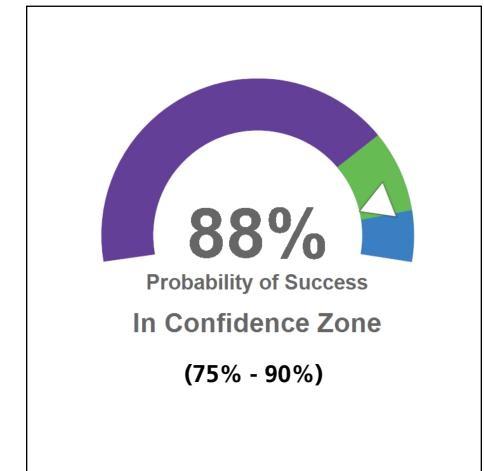
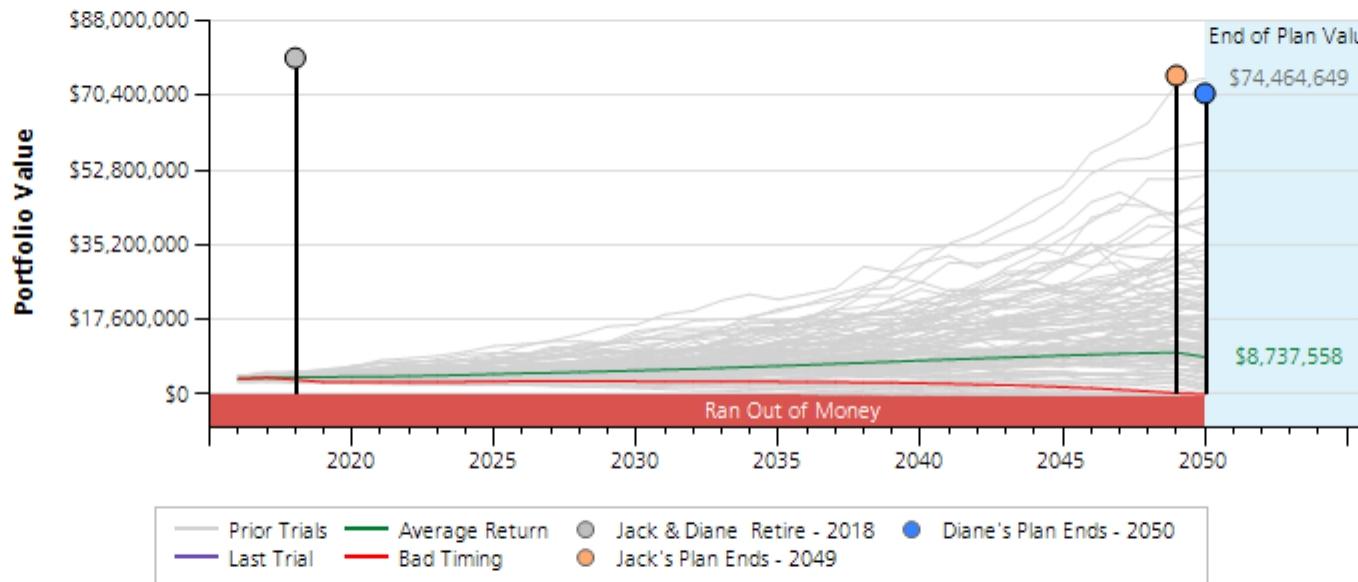
## Results - Current and Recommended

	Current Scenario	Recommended	Changes In Value
<b>Jack</b>			
Filing Method	Normal	Normal	
Age to File Application	66	66	
Age Retirement Benefits Begin	66	66	
First Year Benefit	\$33,009	\$32,891	
<b>Diane</b>			
Filing Method	Normal	Normal	
Age to File Application	66 Years, 4 Months	66 Years, 4 Months	
Age Retirement Benefits Begin	66 Years, 4 Months	66 Years, 4 Months	
First Year Benefit	\$26,171	\$25,963	

# Worksheet Detail - Inside the Numbers Final Result

## Inside the Numbers - Final Result For Recommended

- 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 75% and 90%.



In the table below, the 99th, 75th, 50th, 25th and 1st percentile trials are shown 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.

Trials	Year 5	Year 10	Year 15	Year 20	Year 25	End of Plan	Year Money Goes to \$0
10	\$4,947,119	\$7,700,136	\$11,425,078	\$14,520,328	\$30,232,145	\$74,464,649	
250	\$5,758,888	\$5,234,717	\$6,538,003	\$8,720,503	\$10,402,006	\$23,336,862	
500	\$3,675,670	\$5,116,830	\$7,087,078	\$10,632,011	\$9,760,951	\$13,503,394	
750	\$3,220,272	\$3,532,293	\$5,200,587	\$8,470,899	\$8,166,283	\$6,265,575	
990	\$2,626,091	\$2,323,158	\$1,413,039	\$411,554	\$0	\$0	2037

# Worksheet Detail - Retirement Distribution Cash Flow Chart

## Scenario : Recommended using Average Returns

Year Age (Jack / Diane)	2018 62 / 62	2019 63 / 63	2020 64 / 64	2021 65 / 65	2022 66 / 66	2023 67 / 67	2024 68 / 68	2025 69 / 69
<b>Retirement and Strategy Income Assign To</b>								
Social Security - Jack	Fund All Goals	0	0	0	0	39,273	40,452	41,665
Social Security - Diane	Fund All Goals	0	0	0	0	31,001	31,931	32,889
<b>Total Retirement and Strategy Income</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>70,275</b>	<b>72,383</b>	<b>74,555</b>
<b>Investment Earnings</b>		<b>326,867</b>	<b>333,137</b>	<b>339,517</b>	<b>341,420</b>	<b>351,063</b>	<b>361,586</b>	<b>373,206</b>
<b>Total Income and Earnings</b>		<b>326,867</b>	<b>333,137</b>	<b>339,517</b>	<b>341,420</b>	<b>421,338</b>	<b>433,969</b>	<b>447,760</b>
<b>Cash Used To Fund Goals</b>	<b>Estimated % Funded</b>							
Retirement - Living Expense	100%	159,135	163,909	168,826	173,891	179,108	184,481	190,016
Health Care	100%	4,219	4,494	4,786	16,376	17,441	18,574	19,782
Travel	100%	26,523	27,318	28,138	28,982	29,851	30,747	31,669
Anniversary Trip	100%	0	0	0	0	17,911	0	0
Diane's New Car	100%	0	0	0	40,575	0	0	0
College - Jack Jr.	100%	27,035	28,657	30,376	32,199	34,131	36,179	0
Jack's New Car	100%	0	0	0	0	0	0	31,669
Gift or Donation	100%	5,305	5,464	5,628	5,796	5,970	6,149	6,334
Leave Bequest	100%	0	0	0	0	0	0	0
<b>Total Goal Funding</b>		<b>(222,216)</b>	<b>(229,841)</b>	<b>(237,754)</b>	<b>(297,819)</b>	<b>(284,412)</b>	<b>(276,130)</b>	<b>(279,469)</b>
<b>Total Taxes and Tax Penalty</b>		<b>(26,653)</b>	<b>(23,781)</b>	<b>(20,339)</b>	<b>(13,866)</b>	<b>(29,056)</b>	<b>(26,099)</b>	<b>(22,924)</b>
<b>Cash Surplus/Deficit (Net Change in Portfolio)</b>		<b>77,997</b>	<b>79,515</b>	<b>81,424</b>	<b>29,735</b>	<b>107,870</b>	<b>131,740</b>	<b>145,368</b>
<b>Portfolio Value</b>								
<b>Future Dollars</b>								
Beginning Value		3,890,755	3,968,752	4,048,267	4,129,691	4,159,425	4,267,296	4,399,035
Cash Surplus/Deficit		77,997	79,515	81,424	29,735	107,870	131,740	145,368
Investment Asset Additions		0	0	0	0	0	0	0
Ending Value		3,968,752	4,048,267	4,129,691	4,159,425	4,267,296	4,399,035	4,544,403
								4,733,890

# Worksheet Detail - Retirement Distribution Cash Flow Chart

## Scenario : Recommended using Average Returns

Year Age (Jack / Diane)	2018 62 / 62	2019 63 / 63	2020 64 / 64	2021 65 / 65	2022 66 / 66	2023 67 / 67	2024 68 / 68	2025 69 / 69
<b>Current Dollars</b>								
Ending Value	3,631,970	3,596,833	3,562,307	3,483,453	3,469,702	3,472,639	3,482,906	3,522,459
Cash Surplus/Deficit	71,379	70,648	70,237	24,902	87,708	103,997	111,412	140,996
<b>Taxes</b>								
Total Taxes	26,653	23,781	20,339	13,866	29,056	26,099	22,924	19,818
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%
State Marginal and Local Tax Rate	5.25%	5.25%	5.25%	5.25%	5.25%	5.25%	5.25%	5.25%
<b>Estimated Required Minimum Distribution (RMD)</b>								
Jack	0	0	0	0	0	0	0	0
Diane	0	0	0	0	0	0	0	0
<b>Adjusted Portfolio Value</b>	<b>3,890,755</b>	<b>3,968,752</b>	<b>4,048,267</b>	<b>4,129,691</b>	<b>4,159,425</b>	<b>4,267,296</b>	<b>4,399,035</b>	<b>4,544,403</b>
<b>Portfolio Withdrawal Rate</b>	<b>6.40%</b>	<b>6.39%</b>	<b>6.38%</b>	<b>7.55%</b>	<b>5.85%</b>	<b>5.39%</b>	<b>5.18%</b>	<b>4.38%</b>

# Worksheet Detail - Retirement Distribution Cash Flow Chart

## Scenario : Recommended using Average Returns

Year Age (Jack / Diane)	2026 70 / 70	2027 71 / 71	2028 72 / 72	2029 73 / 73	2030 74 / 74	2031 75 / 75	2032 76 / 76	2033 77 / 77	
<b>Retirement and Strategy Income Assign To</b>									
Social Security - Jack	Fund All Goals	44,203	45,529	46,895	48,301	49,750	51,243	52,780	54,364
Social Security - Diane	Fund All Goals	34,892	35,939	37,017	38,128	39,272	40,450	41,663	42,913
<b>Total Retirement and Strategy Income</b>		<b>79,095</b>	<b>81,468</b>	<b>83,912</b>	<b>86,429</b>	<b>89,022</b>	<b>91,693</b>	<b>94,444</b>	<b>97,277</b>
<b>Investment Earnings</b>		<b>403,853</b>	<b>413,768</b>	<b>427,951</b>	<b>442,473</b>	<b>457,299</b>	<b>472,382</b>	<b>487,677</b>	<b>506,834</b>
<b>Total Income and Earnings</b>		<b>482,948</b>	<b>495,236</b>	<b>511,862</b>	<b>528,902</b>	<b>546,321</b>	<b>564,075</b>	<b>582,120</b>	<b>604,111</b>
<b>Cash Used To Fund Goals</b> <b>Estimated % Funded</b>									
Retirement - Living Expense	100%	201,587	207,635	213,864	220,280	226,888	233,695	240,706	247,927
Health Care	100%	22,437	23,895	25,448	27,102	28,864	30,740	32,738	34,866
Travel	100%	33,598	34,606	35,644	36,713	37,815	38,949	40,118	0
Anniversary Trip	100%	0	0	0	0	0	0	0	0
Diane's New Car	100%	0	48,448	0	0	0	0	0	0
College - Jack Jr.	100%	0	0	0	0	0	0	0	0
Jack's New Car	100%	0	0	0	0	0	0	0	0
Gift or Donation	100%	6,720	6,921	7,129	7,343	7,563	7,790	8,024	8,264
Leave Bequest	100%	0	0	0	0	0	0	0	0
<b>Total Goal Funding</b>		<b>(264,342)</b>	<b>(321,505)</b>	<b>(282,085)</b>	<b>(291,438)</b>	<b>(301,130)</b>	<b>(311,174)</b>	<b>(321,585)</b>	<b>(291,058)</b>
<b>Total Taxes and Tax Penalty</b>		<b>(34,023)</b>	<b>(52,664)</b>	<b>(55,890)</b>	<b>(59,572)</b>	<b>(63,770)</b>	<b>(68,435)</b>	<b>(73,619)</b>	<b>(80,102)</b>
<b>Cash Surplus/Deficit (Net Change in Portfolio)</b>		<b>184,583</b>	<b>121,066</b>	<b>173,887</b>	<b>177,892</b>	<b>181,421</b>	<b>184,466</b>	<b>186,916</b>	<b>232,951</b>
<b>Portfolio Value</b>									
<b>Future Dollars</b>									
Beginning Value		4,733,890	4,918,473	5,039,539	5,213,426	5,391,318	5,572,739	5,757,204	5,944,120
Cash Surplus/Deficit		184,583	121,066	173,887	177,892	181,421	184,466	186,916	232,951
Investment Asset Additions		0	0	0	0	0	0	0	0
Ending Value		4,918,473	5,039,539	5,213,426	5,391,318	5,572,739	5,757,204	5,944,120	6,177,071

# Worksheet Detail - Retirement Distribution Cash Flow Chart

## Scenario : Recommended using Average Returns

Year Age (Jack / Diane)	2026 70 / 70	2027 71 / 71	2028 72 / 72	2029 73 / 73	2030 74 / 74	2031 75 / 75	2032 76 / 76	2033 77 / 77
<b>Current Dollars</b>								
Ending Value	3,553,210	3,534,632	3,550,090	3,564,296	3,576,929	3,587,699	3,596,290	3,628,378
Cash Surplus/Deficit	133,347	84,913	118,409	117,607	116,447	114,953	113,087	136,834
<b>Taxes</b>								
Total Taxes	34,023	52,664	55,890	59,572	63,770	68,435	73,619	80,102
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	25.00%	28.00%	28.00%	28.00%	28.00%	28.00%	28.00%	28.00%
State Marginal and Local Tax Rate	5.25%	5.25%	5.25%	5.25%	5.25%	5.25%	5.25%	5.25%
<b>Estimated Required Minimum Distribution (RMD)</b>								
Jack	0	62,925	68,264	74,045	80,304	87,077	94,405	101,846
Diane	82,613	89,634	97,239	105,474	114,390	124,038	134,475	145,075
<b>Adjusted Portfolio Value</b>	<b>4,733,890</b>	<b>4,918,473</b>	<b>5,039,539</b>	<b>5,213,426</b>	<b>5,391,318</b>	<b>5,572,739</b>	<b>5,757,204</b>	<b>5,944,120</b>
<b>Portfolio Withdrawal Rate</b>	<b>4.63%</b>	<b>5.95%</b>	<b>5.04%</b>	<b>5.07%</b>	<b>5.12%</b>	<b>5.17%</b>	<b>5.22%</b>	<b>4.61%</b>

# Worksheet Detail - Retirement Distribution Cash Flow Chart

## Scenario : Recommended using Average Returns

Year Age (Jack / Diane)	2034 78 / 78	2035 79 / 79	2036 80 / 80	2037 81 / 81	2038 82 / 82	2039 83 / 83	2040 84 / 84	2041 85 / 85
<b>Retirement and Strategy Income Assign To</b>								
Social Security - Jack	Fund All Goals	55,995	57,674	59,405	61,187	63,022	64,913	66,860
Social Security - Diane	Fund All Goals	44,201	45,527	46,892	48,299	49,748	51,241	52,778
<b>Total Retirement and Strategy Income</b>		<b>100,195</b>	<b>103,201</b>	<b>106,297</b>	<b>109,486</b>	<b>112,771</b>	<b>116,154</b>	<b>119,638</b>
<b>Investment Earnings</b>		<b>526,400</b>	<b>546,373</b>	<b>566,703</b>	<b>587,325</b>	<b>608,160</b>	<b>629,114</b>	<b>650,033</b>
<b>Total Income and Earnings</b>		<b>626,596</b>	<b>649,574</b>	<b>673,000</b>	<b>696,811</b>	<b>720,930</b>	<b>745,267</b>	<b>769,671</b>
<b>Total Income and Earnings</b>		<b>626,596</b>	<b>649,574</b>	<b>673,000</b>	<b>696,811</b>	<b>720,930</b>	<b>745,267</b>	<b>769,671</b>
<b>Cash Used To Fund Goals</b>								
Retirement - Living Expense	100%	255,365	263,026	270,917	279,044	287,416	296,038	304,919
Health Care	100%	37,133	39,546	42,117	44,854	47,770	50,875	54,182
Travel	100%	0	0	0	0	0	0	0
Anniversary Trip	100%	0	0	0	0	0	0	0
Diane's New Car	100%	0	0	0	0	0	0	0
College - Jack Jr.	100%	0	0	0	0	0	0	0
Jack's New Car	100%	0	0	0	0	0	0	0
Gift or Donation	100%	8,512	8,768	9,031	9,301	9,581	9,868	10,164
Leave Bequest	100%	0	0	0	0	0	0	0
<b>Total Goal Funding</b>		<b>(301,010)</b>	<b>(311,340)</b>	<b>(322,064)</b>	<b>(333,200)</b>	<b>(344,766)</b>	<b>(356,781)</b>	<b>(369,265)</b>
<b>Total Taxes and Tax Penalty</b>		<b>(87,610)</b>	<b>(95,468)</b>	<b>(104,082)</b>	<b>(113,516)</b>	<b>(123,837)</b>	<b>(135,610)</b>	<b>(149,097)</b>
<b>Cash Surplus/Deficit (Net Change in Portfolio)</b>		<b>237,976</b>	<b>242,766</b>	<b>246,854</b>	<b>250,095</b>	<b>252,327</b>	<b>252,876</b>	<b>251,309</b>
<b>Cash Surplus/Deficit (Net Change in Portfolio)</b>		<b>237,976</b>	<b>242,766</b>	<b>246,854</b>	<b>250,095</b>	<b>252,327</b>	<b>252,876</b>	<b>249,111</b>
<b>Portfolio Value</b>								
<b>Future Dollars</b>								
Beginning Value		6,177,071	6,415,047	6,657,813	6,904,667	7,154,762	7,407,089	7,659,966
Cash Surplus/Deficit		237,976	242,766	246,854	250,095	252,327	252,876	251,309
Investment Asset Additions		0	0	0	0	0	0	0
Ending Value		6,415,047	6,657,813	6,904,667	7,154,762	7,407,089	7,659,966	7,911,275
								8,160,386

# Worksheet Detail - Retirement Distribution Cash Flow Chart

## Scenario : Recommended using Average Returns

Year Age (Jack / Diane)	2034 78 / 78	2035 79 / 79	2036 80 / 80	2037 81 / 81	2038 82 / 82	2039 83 / 83	2040 84 / 84	2041 85 / 85
<b>Current Dollars</b>								
Ending Value	3,658,412	3,686,270	3,711,599	3,734,017	3,753,111	3,768,196	3,778,469	3,783,928
Cash Surplus/Deficit	135,714	134,414	132,696	130,523	127,852	124,398	120,027	115,511
<b>Taxes</b>								
Total Taxes	87,610	95,468	104,082	113,516	123,837	135,610	149,097	162,684
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	28.00%	28.00%	28.00%	28.00%	33.00%	33.00%	33.00%	33.00%
State Marginal and Local Tax Rate	5.25%	5.25%	5.25%	5.25%	5.25%	5.25%	5.25%	5.25%
<b>Estimated Required Minimum Distribution (RMD)</b>								
Jack	110,374	118,976	128,190	138,052	148,594	159,848	171,845	183,362
Diane	157,223	169,476	182,602	196,650	211,666	227,697	244,785	261,192
<b>Adjusted Portfolio Value</b>	<b>6,177,071</b>	<b>6,415,047</b>	<b>6,657,813</b>	<b>6,904,667</b>	<b>7,154,762</b>	<b>7,407,089</b>	<b>7,659,966</b>	<b>7,911,275</b>
<b>Portfolio Withdrawal Rate</b>	<b>4.67%</b>	<b>4.73%</b>	<b>4.80%</b>	<b>4.88%</b>	<b>4.97%</b>	<b>5.08%</b>	<b>5.21%</b>	<b>5.33%</b>

# Worksheet Detail - Retirement Distribution Cash Flow Chart

## Scenario : Recommended using Average Returns

Year Age (Jack / Diane)	2042 86 / 86	2043 87 / 87	2044 88 / 88	2045 89 / 89	2046 90 / 90	2047 91 / 91	2048 92 / 92	2049 93 / 93	
<b>Retirement and Strategy Income Assign To</b>									
Social Security - Jack	Fund All Goals	70,932	73,060	75,252	77,510	79,835	82,230	84,697	87,238
Social Security - Diane	Fund All Goals	55,992	57,672	59,402	61,184	63,020	64,910	66,857	68,863
<b>Total Retirement and Strategy Income</b>		<b>126,924</b>	<b>130,732</b>	<b>134,654</b>	<b>138,693</b>	<b>142,854</b>	<b>147,140</b>	<b>151,554</b>	<b>156,101</b>
<b>Investment Earnings</b>		<b>691,309</b>	<b>711,390</b>	<b>730,819</b>	<b>749,446</b>	<b>767,247</b>	<b>784,041</b>	<b>799,641</b>	<b>813,846</b>
<b>Total Income and Earnings</b>		<b>818,233</b>	<b>842,121</b>	<b>865,473</b>	<b>888,140</b>	<b>910,101</b>	<b>931,181</b>	<b>951,195</b>	<b>969,947</b>
<b>Cash Used To Fund Goals</b>									
Retirement - Living Expense	100%	323,489	333,193	343,189	353,485	364,089	375,012	386,262	397,850
Health Care	100%	61,454	65,449	69,703	74,234	79,059	84,198	89,671	95,499
Travel	100%	0	0	0	0	0	0	0	0
Anniversary Trip	100%	0	0	0	0	0	0	0	0
Diane's New Car	100%	0	0	0	0	0	0	0	0
College - Jack Jr.	100%	0	0	0	0	0	0	0	0
Jack's New Car	100%	0	0	0	0	0	0	0	0
Gift or Donation	100%	10,783	11,106	11,440	11,783	12,136	12,500	12,875	13,262
Leave Bequest	100%	0	0	0	0	0	0	0	0
<b>Total Goal Funding</b>		<b>(395,726)</b>	<b>(409,749)</b>	<b>(424,332)</b>	<b>(439,501)</b>	<b>(455,285)</b>	<b>(471,710)</b>	<b>(488,808)</b>	<b>(506,611)</b>
<b>Total Taxes and Tax Penalty</b>		<b>(177,281)</b>	<b>(192,922)</b>	<b>(209,615)</b>	<b>(227,387)</b>	<b>(244,281)</b>	<b>(261,855)</b>	<b>(280,030)</b>	<b>(298,699)</b>
<b>Cash Surplus/Deficit (Net Change in Portfolio)</b>		<b>245,227</b>	<b>239,451</b>	<b>231,526</b>	<b>221,252</b>	<b>210,535</b>	<b>197,617</b>	<b>182,357</b>	<b>164,636</b>
<b>Portfolio Value</b>									
<b>Future Dollars</b>									
Beginning Value		8,160,386	8,405,613	8,645,063	8,876,589	9,097,841	9,308,376	9,505,993	9,688,350
Cash Surplus/Deficit		245,227	239,451	231,526	221,252	210,535	197,617	182,357	164,636
Investment Asset Additions		0	0	0	0	0	0	0	0
Ending Value		8,405,613	8,645,063	8,876,589	9,097,841	9,308,376	9,505,993	9,688,350	9,852,986

# Worksheet Detail - Retirement Distribution Cash Flow Chart

## Scenario : Recommended using Average Returns

Year Age (Jack / Diane)	2042 86 / 86	2043 87 / 87	2044 88 / 88	2045 89 / 89	2046 90 / 90	2047 91 / 91	2048 92 / 92	2049 93 / 93
<b>Current Dollars</b>								
Ending Value	3,784,115	3,778,556	3,766,748	3,748,190	3,723,231	3,691,529	3,652,762	3,606,635
Cash Surplus/Deficit	110,398	104,658	98,247	91,153	84,211	76,742	68,753	60,264
<b>Taxes</b>								
Total Taxes	177,281	192,922	209,615	227,387	244,281	261,855	280,030	298,699
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	33.00%	33.00%	33.00%	33.00%	33.00%	33.00%	33.00%	33.00%
State Marginal and Local Tax Rate	5.25%	5.25%	5.25%	5.25%	5.25%	5.25%	5.25%	5.25%
<b>Estimated Required Minimum Distribution (RMD)</b>								
Jack	195,451	208,100	221,288	234,979	246,937	258,978	270,992	282,840
Diane	278,411	296,429	315,215	334,718	351,751	368,903	386,016	402,893
<b>Adjusted Portfolio Value</b>	<b>8,160,386</b>	<b>8,405,613</b>	<b>8,645,063</b>	<b>8,876,589</b>	<b>9,097,841</b>	<b>9,308,376</b>	<b>9,505,993</b>	<b>9,688,350</b>
<b>Portfolio Withdrawal Rate</b>	<b>5.47%</b>	<b>5.61%</b>	<b>5.78%</b>	<b>5.95%</b>	<b>6.12%</b>	<b>6.30%</b>	<b>6.49%</b>	<b>6.70%</b>

# Worksheet Detail - Retirement Distribution Cash Flow Chart

## Scenario : Recommended using Average Returns

<b>Year</b>	<b>2050</b>	
<b>Age (Jack / Diane)</b>	<b>- / 94</b>	
<b>Retirement and Strategy Income Assign To</b>		
Social Security - Jack	Fund All Goals	0
Social Security - Diane	Fund All Goals	89,855
<b>Total Retirement and Strategy Income</b>		<b>89,855</b>
<b>Investment Earnings</b>		<b>720,511</b>
<b>Total Income and Earnings</b>		<b>810,366</b>
<b>Cash Used To Fund Goals</b> <b>Estimated % Funded</b>		
Retirement - Living Expense	100%	204,893
Health Care	100%	50,079
Travel	100%	0
Anniversary Trip	100%	0
Diane's New Car	100%	0
College - Jack Jr.	100%	0
Jack's New Car	100%	0
Gift or Donation	100%	13,660
Leave Bequest	100%	1,365,953
<b>Total Goal Funding</b>		<b>(1,634,584)</b>
<b>Total Taxes and Tax Penalty</b>		<b>(291,211)</b>
<b>Cash Surplus/Deficit (Net Change in Portfolio)</b>		<b>(1,115,429)</b>

## Portfolio Value

<b>Future Dollars</b>		
Beginning Value		9,852,986
Cash Surplus/Deficit		(1,115,429)
Investment Asset Additions		0
Ending Value		8,737,558

# Worksheet Detail - Retirement Distribution Cash Flow Chart

## Scenario : Recommended using Average Returns

Year	2050
Age (Jack / Diane)	- / 94
<b>Current Dollars</b>	
Ending Value	3,105,183
Cash Surplus/Deficit	(396,405)

## Taxes

Total Taxes	291,211
Tax Penalty	0
Federal Marginal Tax Rate	33.00%
State Marginal and Local Tax Rate	5.25%

## Estimated Required Minimum Distribution (RMD)

Jack	0
Diane	705,797

Adjusted Portfolio Value	<b>9,852,986</b>
Portfolio Withdrawal Rate	<b>18.63%</b>

# Worksheet Detail - Retirement Distribution Cash Flow Chart

## Scenario : Recommended using Average Returns

### Notes

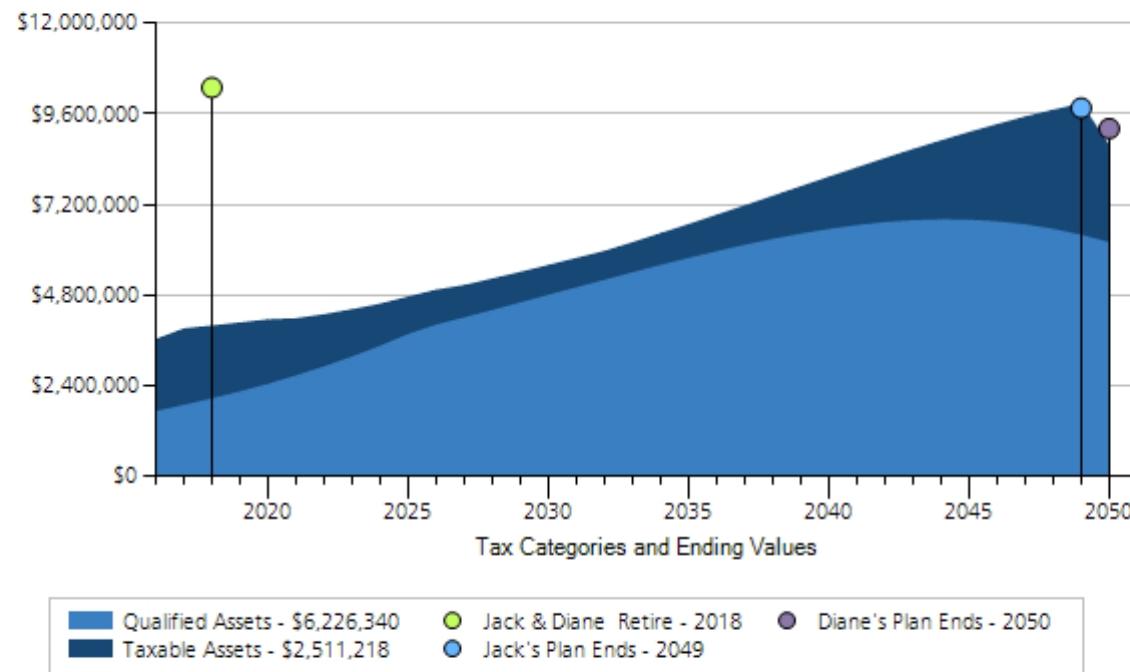
- Additions and withdrawals occur at the beginning of the year.
- The Income section includes Retirement Income, Strategy Income, Stock Options, Restricted Stock, Other Assets, proceeds from Insurance Policies, and any remaining asset value after 72(t) distributions have been completed.
- Retirement Income includes the following: Social Security, pension, annuity, rental property, royalty, alimony, part-time employment, trust, and any other retirement income as entered in the Plan.
- When married, if either Social Security Program Estimate or Use This Amount and Evaluate Annually is selected for a participant, the program will default to the greater of the selected benefit or the age adjusted spousal benefit based on the other participant's benefit.
- Strategy Income is based on the particulars of the Goal Strategies selected. Strategy Income from immediate annuities, 72(t) distributions, and variable annuities with a guaranteed minimum withdrawal benefit (GMWB) is pre-tax. Strategy Income from Net Unrealized Appreciation (NUA) is after-tax.
- Stock Options and Restricted Stock values are after-tax.
- Income from Other Assets and proceeds from Insurance Policies are after-tax values. Any remaining asset value after 72(t) distributions have been completed is a pre-tax value.
- Investment Earnings are calculated on all assets after any withdrawals for funding goals, taxes on withdrawals, and tax penalties, if applicable, are subtracted.
- Shortfalls that occur in a particular year are denoted with an 'x' in the Cash Used to Fund Goals section of the chart.
- Portfolio Withdrawal Rate (%) is the percentage withdrawn from the investment portfolio to cover cash deficits.
- The Total Taxes are a sum of (1) taxes on retirement income, (2) taxes on strategy income, (3) taxes on withdrawals from qualified assets for Required Minimum Distributions, (4) taxes on withdrawals from taxable assets' untaxed gain used to fund Goals in that year, (5) taxes on withdrawals from tax-deferred or qualified assets used to fund goals in that year, and (6) taxes on the investment earnings of taxable assets. Tax rates used are detailed in the Tax and Inflation Options page. (Please note, the Total Taxes do not include any taxes owed from the exercise of Stock Options or the vesting of Restricted Stock.)
- Tax Penalties can occur when Qualified and Tax-Deferred Assets are used prior to age 59½. If there is a value in this row, it illustrates that you are using your assets in this Plan in a manner that may incur tax penalties. Generally, it is better to avoid tax penalties whenever possible.
- The Cash Surplus/Deficit is the net change in the Portfolio Value for the specified year. This value is your income and earnings minus what was spent to fund goals minus taxes.
- The Ending Value of the Portfolio in Current Dollars is calculated by discounting the Ending Value of the Portfolio in Future Dollars by the Base Inflation Rate for this Plan.
- The Cash Surplus/Deficit in Current Dollars is calculated by discounting the Cash Surplus/Deficit in Future Dollars by the Base Inflation Rate for this Plan.
- These calculations do not incorporate penalties associated with use of 529 Plan withdrawals for non-qualified expenses.
- When married, ownership of qualified assets is assumed to roll over to the surviving co-client at the death of the original owner. It is also assumed the surviving co-client inherits all assets of the original owner.

# Worksheet Detail - Combined Details

## Scenario : Recommended using Average Returns

These pages provide a picture of how your Investment Portfolio may hypothetically perform over the life of this Plan. The graph shows the effect on the value of your Investment Portfolio for each year. The chart shows the detailed activities that increase and decrease your Investment Portfolio value each year including the funds needed to pay for each of your Goals. Shortfalls that occur in a particular year are denoted with an 'X' under the Goal column.

### Total Portfolio Value Graph



x - denotes shortfall

# Worksheet Detail - Combined Details

## Scenario : Recommended using Average Returns

Event or Ages	Year	Beginning Portfolio Value						Funds Used		
		Earmarked	Fund All Goals	Additions To Assets	Other Additions	Post Retirement Income	Investment Earnings	Taxes	All Goals	Ending Portfolio Value
60 / 60	2016	0	3,342,477	13,000	0	0	298,973	45,530	0	3,608,920
61 / 61	2017	0	3,608,920	13,000	0	0	322,254	48,269	5,150	3,890,755
Jack & Diane Retire	2018	0	3,890,755	0	0	0	326,867	26,653	222,216	3,968,752
63 / 63	2019	0	3,968,752	0	0	0	333,137	23,781	229,841	4,048,267
64 / 64	2020	0	4,048,267	0	0	0	339,517	20,339	237,754	4,129,691
65 / 65	2021	0	4,129,691	0	0	0	341,420	13,866	297,819	4,159,425
66 / 66	2022	0	4,159,425	0	0	70,275	351,063	29,056	284,412	4,267,296
67 / 67	2023	0	4,267,296	0	0	72,383	361,586	26,099	276,130	4,399,035
68 / 68	2024	0	4,399,035	0	0	74,555	373,206	22,924	279,469	4,544,403
69 / 69	2025	0	4,544,403	0	0	76,791	388,440	19,818	255,926	4,733,890
70 / 70	2026	0	4,733,890	0	0	79,095	403,853	34,023	264,342	4,918,473
71 / 71	2027	0	4,918,473	0	0	81,468	413,768	52,664	321,505	5,039,539
72 / 72	2028	0	5,039,539	0	0	83,912	427,951	55,890	282,085	5,213,426
73 / 73	2029	0	5,213,426	0	0	86,429	442,473	59,572	291,438	5,391,318
74 / 74	2030	0	5,391,318	0	0	89,022	457,299	63,770	301,130	5,572,739
75 / 75	2031	0	5,572,739	0	0	91,693	472,382	68,435	311,174	5,757,204
76 / 76	2032	0	5,757,204	0	0	94,444	487,677	73,619	321,585	5,944,120
77 / 77	2033	0	5,944,120	0	0	97,277	506,834	80,102	291,058	6,177,071
78 / 78	2034	0	6,177,071	0	0	100,195	526,400	87,610	301,010	6,415,047
79 / 79	2035	0	6,415,047	0	0	103,201	546,373	95,468	311,340	6,657,813
80 / 80	2036	0	6,657,813	0	0	106,297	566,703	104,082	322,064	6,904,667
81 / 81	2037	0	6,904,667	0	0	109,486	587,325	113,516	333,200	7,154,762
82 / 82	2038	0	7,154,762	0	0	112,771	608,160	123,837	344,766	7,407,089
83 / 83	2039	0	7,407,089	0	0	116,154	629,114	135,610	356,781	7,659,966
84 / 84	2040	0	7,659,966	0	0	119,638	650,033	149,097	369,265	7,911,275
85 / 85	2041	0	7,911,275	0	0	123,227	670,807	162,684	382,239	8,160,386
86 / 86	2042	0	8,160,386	0	0	126,924	691,309	177,281	395,726	8,405,613
87 / 87	2043	0	8,405,613	0	0	130,732	711,390	192,922	409,749	8,645,063
88 / 88	2044	0	8,645,063	0	0	134,654	730,819	209,615	424,332	8,876,589

x - denotes shortfall

# Worksheet Detail - Combined Details

## Scenario : Recommended using Average Returns

Event or Ages	Year	Beginning Portfolio Value						Funds Used		
		Earmarked	Fund All Goals	Additions To Assets	Other Additions	Post Retirement Income	Investment Earnings	Taxes	All Goals	Ending Portfolio Value
89 / 89	2045	0	8,876,589	0	0	138,693	749,446	227,387	439,501	9,097,841
90 / 90	2046	0	9,097,841	0	0	142,854	767,247	244,281	455,285	9,308,376
91 / 91	2047	0	9,308,376	0	0	147,140	784,041	261,855	471,710	9,505,993
92 / 92	2048	0	9,505,993	0	0	151,554	799,641	280,030	488,808	9,688,350
Jack's Plan Ends	2049	0	9,688,350	0	0	156,101	813,846	298,699	506,611	9,852,986
Diane's Plan Ends	2050	0	9,852,986	0	0	89,855	720,511	291,211	1,634,584	8,737,558

x - denotes shortfall

# Worksheet Detail - Combined Details

## Scenario : Recommended using Average Returns

Event or Ages	Year	Funds Used										Ending Portfolio Value
		Retirement	Health Care	Travel	Anniversary Trip	Diane's New Car	College - Jack Jr.	Jack's New Car	Gift or Donation	Leave Bequest		
60 / 60	2016	0	0	0	0	0	0	0	0	0	0	3,608,920
61 / 61	2017	0	0	0	0	0	0	0	5,150	0	0	3,890,755
Jack & Diane Retire	2018	159,135	4,219	26,523	0	0	27,035	0	5,305	0	0	3,968,752
63 / 63	2019	163,909	4,494	27,318	0	0	28,657	0	5,464	0	0	4,048,267
64 / 64	2020	168,826	4,786	28,138	0	0	30,376	0	5,628	0	0	4,129,691
65 / 65	2021	173,891	16,376	28,982	0	40,575	32,199	0	5,796	0	0	4,159,425
66 / 66	2022	179,108	17,441	29,851	17,911	0	34,131	0	5,970	0	0	4,267,296
67 / 67	2023	184,481	18,574	30,747	0	0	36,179	0	6,149	0	0	4,399,035
68 / 68	2024	190,016	19,782	31,669	0	0	0	31,669	6,334	0	0	4,544,403
69 / 69	2025	195,716	21,067	32,619	0	0	0	0	6,524	0	0	4,733,890
70 / 70	2026	201,587	22,437	33,598	0	0	0	0	6,720	0	0	4,918,473
71 / 71	2027	207,635	23,895	34,606	0	48,448	0	0	6,921	0	0	5,039,539
72 / 72	2028	213,864	25,448	35,644	0	0	0	0	7,129	0	0	5,213,426
73 / 73	2029	220,280	27,102	36,713	0	0	0	0	7,343	0	0	5,391,318
74 / 74	2030	226,888	28,864	37,815	0	0	0	0	7,563	0	0	5,572,739
75 / 75	2031	233,695	30,740	38,949	0	0	0	0	7,790	0	0	5,757,204
76 / 76	2032	240,706	32,738	40,118	0	0	0	0	8,024	0	0	5,944,120
77 / 77	2033	247,927	34,866	0	0	0	0	0	8,264	0	0	6,177,071
78 / 78	2034	255,365	37,133	0	0	0	0	0	8,512	0	0	6,415,047
79 / 79	2035	263,026	39,546	0	0	0	0	0	8,768	0	0	6,657,813
80 / 80	2036	270,917	42,117	0	0	0	0	0	9,031	0	0	6,904,667
81 / 81	2037	279,044	44,854	0	0	0	0	0	9,301	0	0	7,154,762
82 / 82	2038	287,416	47,770	0	0	0	0	0	9,581	0	0	7,407,089
83 / 83	2039	296,038	50,875	0	0	0	0	0	9,868	0	0	7,659,966
84 / 84	2040	304,919	54,182	0	0	0	0	0	10,164	0	0	7,911,275
85 / 85	2041	314,067	57,704	0	0	0	0	0	10,469	0	0	8,160,386
86 / 86	2042	323,489	61,454	0	0	0	0	0	10,783	0	0	8,405,613
87 / 87	2043	333,193	65,449	0	0	0	0	0	11,106	0	0	8,645,063

x - denotes shortfall

# Worksheet Detail - Combined Details

## Scenario : Recommended using Average Returns

Event or Ages	Year	Funds Used										Ending Portfolio Value
		Retirement	Health Care	Travel	Anniversary Trip	Diane's New Car	College - Jack Jr.	Jack's New Car	Gift or Donation	Leave Bequest		
88 / 88	2044	343,189	69,703	0	0	0	0	0	11,440	0		8,876,589
89 / 89	2045	353,485	74,234	0	0	0	0	0	11,783	0		9,097,841
90 / 90	2046	364,089	79,059	0	0	0	0	0	12,136	0		9,308,376
91 / 91	2047	375,012	84,198	0	0	0	0	0	12,500	0		9,505,993
92 / 92	2048	386,262	89,671	0	0	0	0	0	12,875	0		9,688,350
Jack's Plan Ends	2049	397,850	95,499	0	0	0	0	0	13,262	0		9,852,986
Diane's Plan Ends	2050	204,893	50,079	0	0	0	0	0	13,660	1,365,953		8,737,558

x - denotes shortfall

# Worksheet Detail - Combined Details

## Notes

- Calculations are based on a "Rolling Year" rather than a Calendar Year. The current date begins the 365-day "Rolling Year".
- Additions and withdrawals occur at the beginning of the year.
- Other Additions come from items entered in the Other Assets section and any applicable proceeds from insurance policies.
- Stock Options and Restricted Stock values are after-tax.
- Strategy Income is based on the particulars of the Goal Strategies selected. Strategy Income from immediate annuities, 72(t) distributions, and variable annuities with a guaranteed minimum withdrawal benefit (GMWB) is pre-tax. Strategy Income from Net Unrealized Appreciation (NUA) is after-tax.
- Post Retirement Income includes the following: Social Security, pension, annuity, rental property, royalty, alimony, part-time employment, trust, and any other retirement income as entered in the Plan.
- When married, if either Social Security Program Estimate or Use This Amount and Evaluate Annually is selected for a participant, the program will default to the greater of the selected benefit or the age adjusted spousal benefit based on the other participant's benefit.
- Investment Earnings are calculated on all assets after any withdrawals for 'Goal Expense', 'Taxes on Withdrawals' and 'Tax Penalties' are subtracted.
- The taxes column is a sum of (1) taxes on retirement income, (2) taxes on strategy income, (3) taxes on withdrawals from qualified assets for Required Minimum Distributions, (4) taxes on withdrawals from taxable assets' untaxed gain used to fund Goals in that year, (5) taxes on withdrawals from tax-deferred or qualified assets used to fund goals in that year, and (6) taxes on the investment earnings of taxable assets. Tax rates used are detailed in the Tax and Inflation Options page. (Please note, the Taxes column does not include any taxes owed from the exercise of Stock Options or the vesting of Restricted Stock.)

- Tax Penalties can occur when Qualified and Tax-Deferred Assets are used prior to age 59½. If there is a value in this column, it illustrates that you are using your assets in this Plan in a manner that may incur tax penalties. Generally, it is better to avoid tax penalties whenever possible.
- These calculations do not incorporate penalties associated with use of 529 Plan withdrawals for non-qualified expenses.
- Funds for each Goal Expense are first used from Earmarked Assets. If sufficient funds are not available from Earmarked Assets, Fund All Goals Assets will be used to fund the remaining portion of the Goal Expense, if available in that year.
- All funds needed for a Goal must be available in the year the Goal occurs. Funds from Earmarked Assets that become available after the goal year(s) have passed are not included in the funding of that Goal, and accumulate until the end of the Plan.
- When married, ownership of qualified assets is assumed to roll over to the surviving co-client at the death of the original owner. It is also assumed the surviving co-client inherits all assets of the original owner.
- The Retirement Cash Reserve is the total funding amount for the Cash Reserve at the beginning of each year. The Retirement Cash Reserve is funded from the Earmarked and Fund All Goals columns, and the Cash Reserve amount is included in both the Beginning and Ending Portfolio Values.

x - denotes shortfall

# Worksheet Detail - Social Security Analysis

## Social Security Analysis for Recommended

Social Security Strategy	Selected Strategy	As Soon As Possible	At Retirement	At FRA	At Age 70	Jack begins at age 70 and Diane begins at FRA
Start age						
Jack	66	62	62	66	70	70
Diane	66	62	62	66	70	66
First year benefit in current dollars						
Jack	\$32,891	\$24,668	\$24,668	\$33,638	\$43,506	\$43,506
Diane	\$25,963	\$19,040	\$19,040	\$25,963	\$33,579	\$25,963
Total lifetime benefit in current dollars	\$1,680,805	\$1,423,319	\$1,423,319	\$1,702,483	\$1,893,539	\$1,814,611
Probability of success	88%	87%	87%	88%	88%	88%
Break Even Point						
Jack	75	N/A	N/A	75	78	77
Diane	75	N/A	N/A	75	78	77

# Worksheet Detail - Social Security Analysis

## Social Security Analysis for Recommended

### Notes

#### **Selected Strategy:**

This is the strategy you selected.

#### **At FRA:**

You apply for and begin retirement benefits at your Full Retirement Age (FRA), which is determined by your date of birth. If the retirement age you specified is after your FRA, we assume you will begin benefits at FRA, and we will adjust the benefit for inflation until your retirement age.

#### **At Retirement:**

You apply for and begin retirement benefits at the retirement age shown. The benefit is automatically adjusted to account for excess earnings from part-time work and/or taking benefits prior to your FRA, if either is applicable.

#### **As soon as possible:**

You apply for and begin benefits at the later of your current age or age 62. The benefit is automatically adjusted to account for excess earnings from part-time work, if applicable, and taking benefits prior to your FRA. If you are age 62 or older, this option is not available.

#### **At age 70:**

You apply for and begin benefits at age 70.

#### **(Higher Wage Earner) begins at age 70 and (Lower Wage Earner) begins at FRA:**

This strategy is available only if you are married. The higher wage earner applies for and begins benefits at age 70. The lower wage earner applies for and begins benefits at his/her FRA. The higher/lower wage earners are determined based on the employment incomes you specified.

#### **(Higher Wage Earner) files/suspends and (Lower Wage Earner) restricted application:**

This strategy is available only if you are married. The higher wage earner applies for and suspends taking benefits until age 70. The higher wage earner can file at or after his/her FRA, at which time the spouse (the lower wage earner) files for and takes spousal benefits. The spouse then files for and begins his/her own benefit at age 70, at the higher benefit amount.

The lower wage earner makes a restricted application at his/her FRA. Restricted application allows the account holder to apply only for the "spousal benefit" s/he would be due under dual entitlement rules. At any age beyond his/her FRA, the lower wage earner can apply for and receive benefits based on his/her own work history.

#### **(Lower Wage Earner) files/suspends and (Higher Wage Earner) restricted application:**

This strategy is available only if you are married. The lower wage earner applies for and suspends taking benefits until age 70. The lower wage earner can file at or after his/her FRA, at which time the spouse (the higher wage earner) files for and takes spousal benefits. The spouse then files for and begins his/her own benefit at age 70, at the higher benefit amount.

The higher wage earner makes a restricted application at his/her FRA. Restricted application allows the account holder to apply only for the "spousal benefit" s/he would be due under dual entitlement rules. At any age beyond his/her FRA, the higher wage earner can apply for and receive benefits based on his/her own work history.

#### **Maximized Benefits:**

This is the strategy that provides the highest estimate of lifetime Social Security income, assuming you live to the age(s) shown on the Detailed Results page.

#### **Total Lifetime Benefit:**

The total estimate of benefits you and your co-client, if applicable, would receive in your lifetime, assuming you live to the age(s) shown on the Detailed Results page. This amount is in current (non-inflated) dollars.

#### **Break Even Point:**

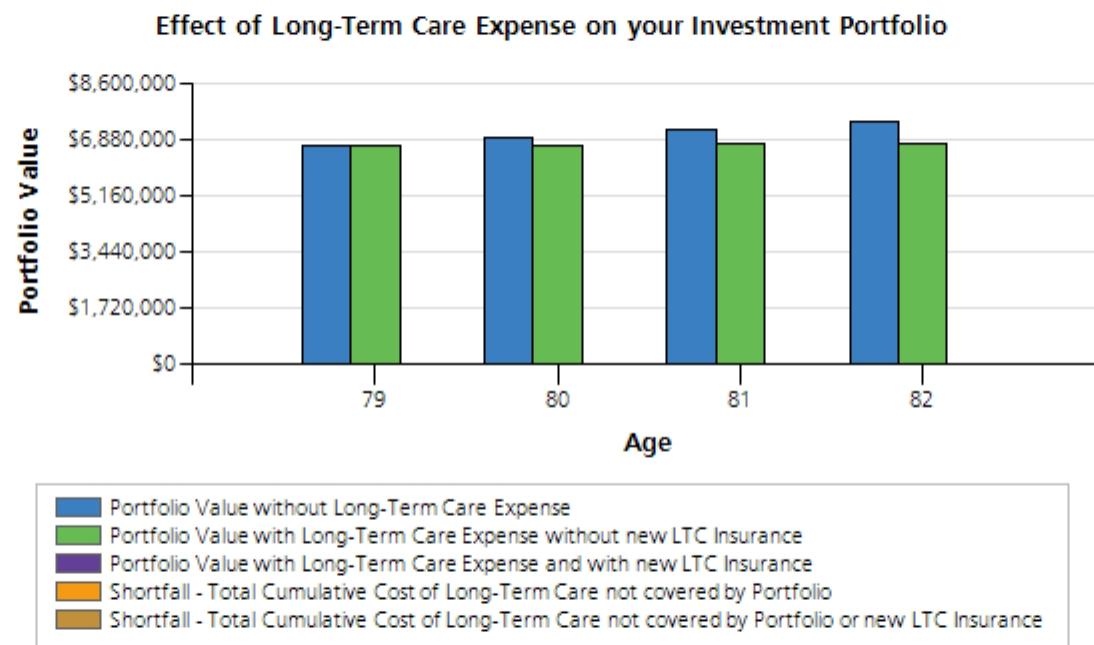
The age(s) at which this strategy would provide benefits equivalent to the "As Soon As Possible" strategy. If you live longer than the "break even" age for a strategy, your total lifetime benefits using that strategy would be greater than the lifetime benefits of the "As Soon As Possible" strategy. If you are older than age 62 and the "As Soon As Possible" strategy is not shown, the break even comparison uses the strategy that begins at the earliest age(s) as the baseline for comparison.

# Long-Term Care Needs Analysis - Jack

## Scenario : Recommended

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 Jack enters a Nursing Home at age 80 for 3 years at an annual cost, in Current Dollars, of \$57,487 inflating at 4.50%.



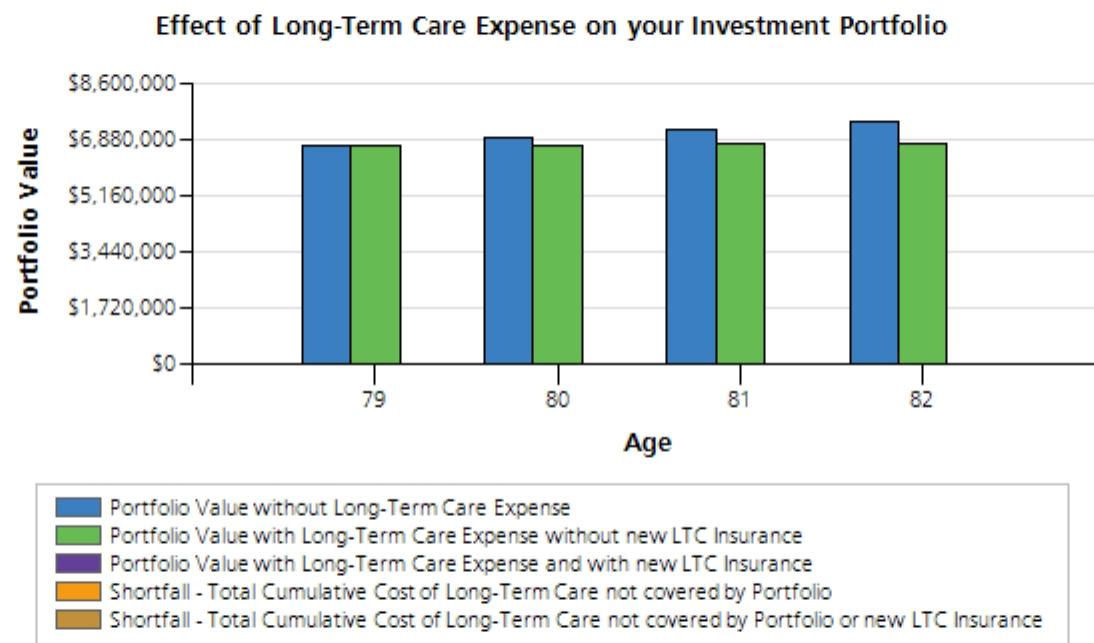
Total Cost of Long-Term Care :	\$434,924
Total of Existing Long-Term Care Policy Benefits :	\$0
Total Benefits from purchasing a new Long-Term Care Policy :	\$0
Amount offset by expense reduction during care period :	\$0
Net Cost of care to be paid from Portfolio :	\$434,924

# Long-Term Care Needs Analysis - Diane

## Scenario : Recommended

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 Diane enters a Nursing Home at age 80 for 3 years at an annual cost, in Current Dollars, of \$57,487 inflating at 4.50%.



Total Cost of Long-Term Care :	\$434,924
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
Net Cost of care to be paid from Portfolio :	\$434,924

# Estate Analysis

# Estate Analysis Results Combined Summary

Using Recommended - Both Die today - Jack Predeceases Diane

## Existing Estate



Total Estate :	\$4,926,977
Federal Estate Tax** :	\$0
Estate Expenses :	\$136,691
<b>Amount to Heirs :</b>	<b>\$4,790.286</b>

## Additional Value to Heirs :

### Amount to Heirs

Net Estate Value :	\$4,790,286
Bypass Trust :	\$0
Other Life Insurance :	\$0
Life Insurance in Trust :	\$0
Total :	\$4,790,286

### Cash Needed to Pay Tax and Expenses

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

### Bypass Trust Funding

Funding Shortfall :	\$0
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\*\* State Estate Taxes are not included. In some states, the tax may be substantial.

## Notes

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

# Estate Analysis Results Combined Summary

Using Recommended - Both Die today - Diane Predeceases Jack

## Existing Estate



Total Estate :	\$4,926,977
Federal Estate Tax** :	\$0
Estate Expenses :	\$136,795
<b>Amount to Heirs :</b>	<b>\$4,790.182</b>

### Additional Value to Heirs :

#### Amount to Heirs

Net Estate Value :	\$4,790,182
Bypass Trust :	\$0
Other Life Insurance :	\$0
Life Insurance in Trust :	\$0
<b>Total :</b>	<b>\$4,790,182</b>

#### Cash Needed to Pay Tax and Expenses

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

#### Bypass Trust Funding

Funding Shortfall :	\$0
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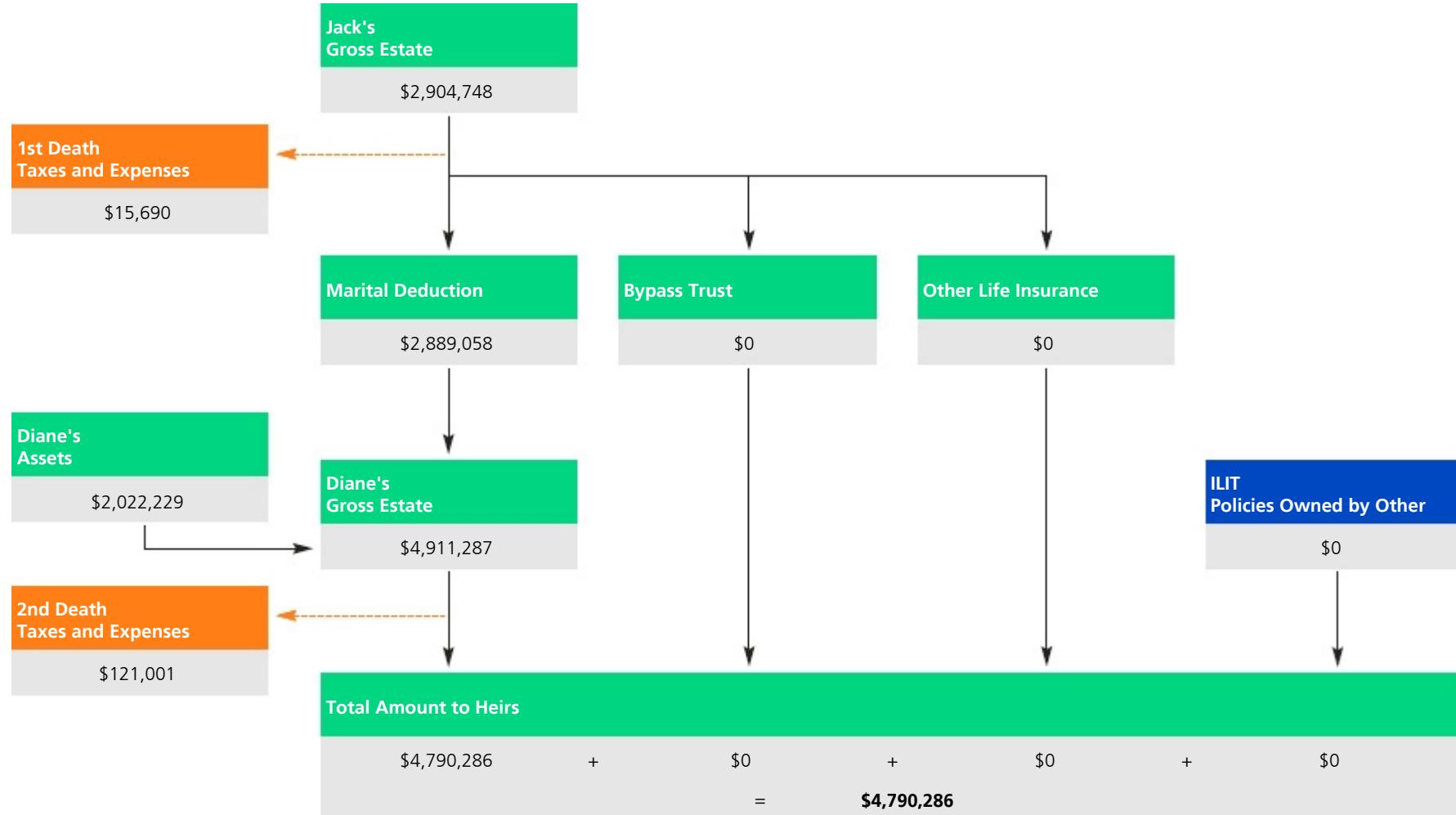
\*\* State Estate Taxes are not included. In some states, the tax may be substantial.

#### Notes

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

# Estate Analysis Results Flowchart

## Existing Estate without Bypass Trust using Recommended - Both Die today - Jack Predeceases Diane



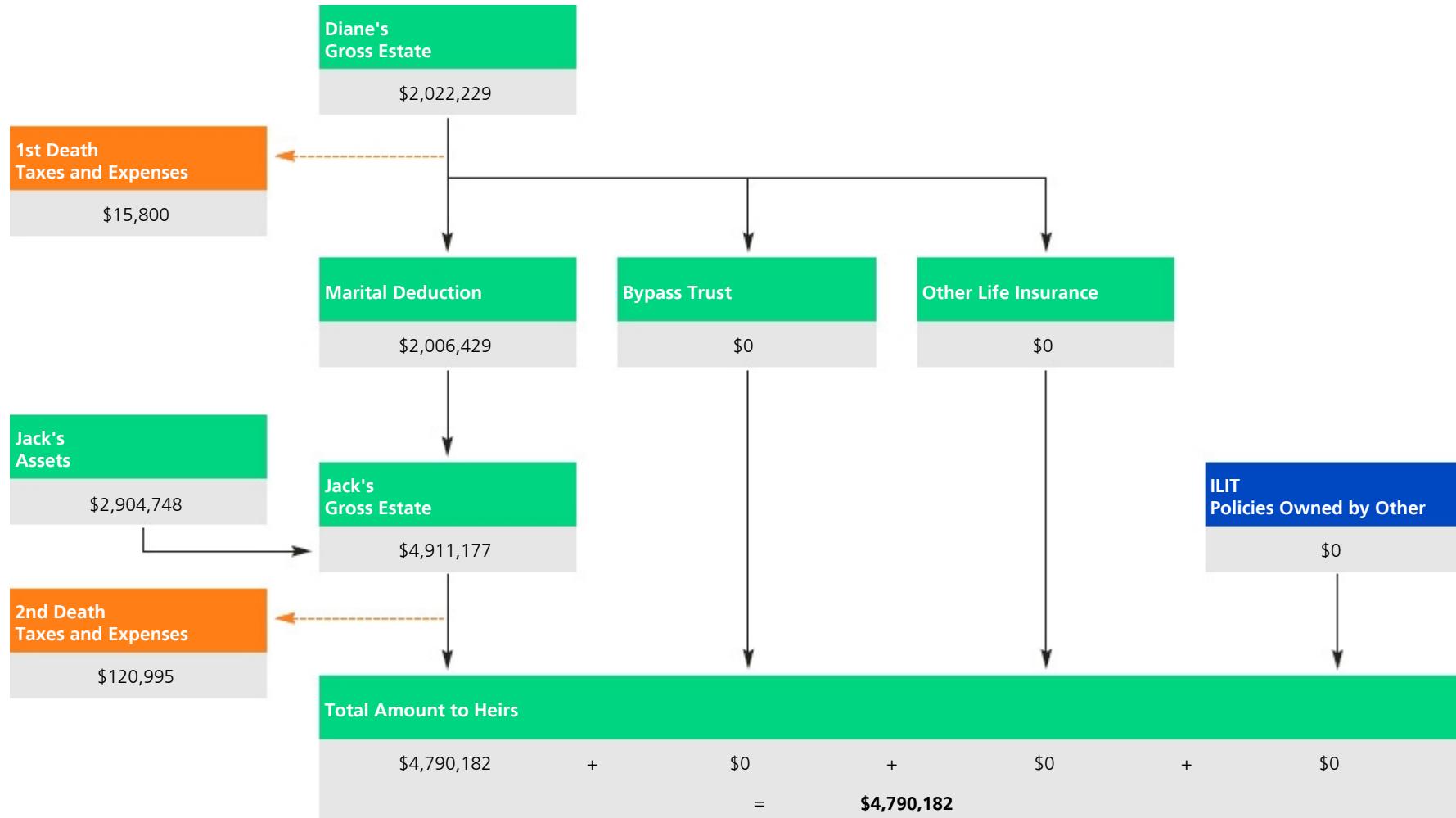
### Notes

- 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.

## Estate Analysis Results Flowchart

**Existing Estate without Bypass Trust using Recommended - Both Die today - Diane Predeceases Jack**



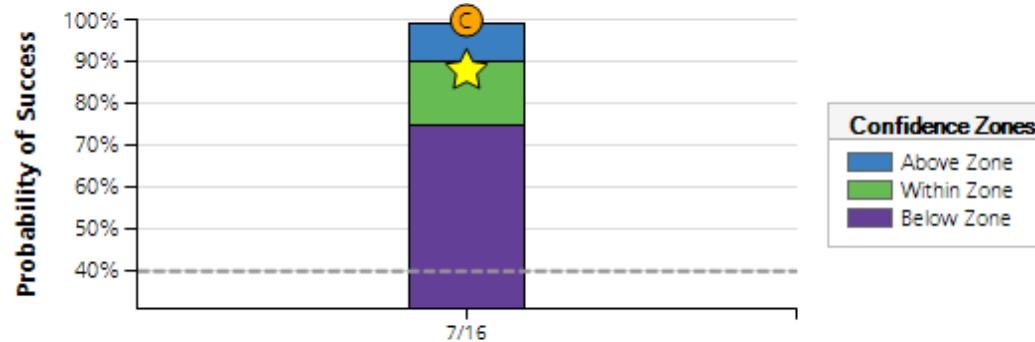
## Notes

- 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.

# Star Track

## Star Track History



The Star Track History graph illustrates the progress you've made toward attaining your Goals over time. Each bar reflects the projected results of your Recommended Plan, as recorded on the date indicated. Data in each bar can differ substantially in assets included, goal values, and other underlying data. Patterned bars, if shown, were created automatically and may reflect asset values that were not fully updated.

The **★** shows the Probability of Success for your Recommended Scenario.  
The **C** shows the Probability of Success for your Current Scenario.

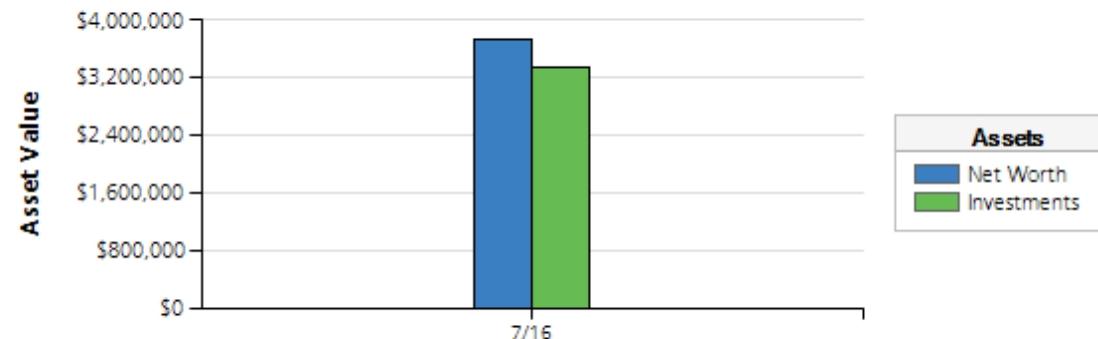
## Total Goal Spending



The Total Goal Spending graph provides a quick view of how your Goals have changed over time. The graph plots the Total Goal Spending required to fund all of your Goals. Each set of data points corresponds to a bar in the Star Track History graph above.

The **★** shows the Total Goal Spending for your Recommended Scenario.  
The **C** shows the Total Goal Spending for your Current Scenario.

## Net Worth and Investment Portfolio



This graph shows your Net Worth and Investment Portfolio values at each date recorded.

Star Track is not intended to track the performance of assets included in your Plan. Refer to official statements you receive from the product sponsor for accurate account values.