MoneyGuidePro™
Financial Planning SMARTware

Retirement Lifestyle Plan

Using Projected Returns

John and Margaret Boomer

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Table Of Contents

IMPORTANT DISCLOSURE INFORMATION

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

The return assumptions in MoneyGuidePro are not reflective of any specific product, and do not include any fees or expenses that may be incurred by investing in specific products. The actual returns of a specific product may be more or less than the returns used in MoneyGuidePro. It is not possible to directly invest in an index. Financial forecasts, rates of return, risk, inflation, and other assumptions may be used as the basis for illustrations. They should not be considered a guarantee of future performance or a guarantee of achieving overall financial objectives. Past performance is not a guarantee or a predictor of future results of either the indices or any particular investment.

MoneyGuidePro results may vary with each use and over time.

MoneyGuidePro Assumptions and Limitations

Information Provided by You

Information that you provided about your assets, financial goals, and personal situation are key assumptions for the calculations and projections in this Report. Please review the Report sections titled "Personal Information and Summary of Financial Goals", "Current Portfolio Allocation", and "Tax and Inflation Options" to verify the accuracy of these assumptions. If any of the assumptions are incorrect, you should notify your financial advisor. Even small changes in assumptions can have a substantial impact on the results shown in this Report. The information provided by you should be reviewed periodically and updated when either the information or your circumstances change.

Assumptions and Limitations

MoneyGuidePro offers several methods of calculating results, each of which provides one outcome from a wide range of possible outcomes. All results in this Report are hypothetical in nature, do not reflect actual investment results, and are not guarantees of future results. All results use simplifying assumptions that do not completely or accurately reflect your specific circumstances. No Plan or Report has the ability to accurately predict the future. As investment returns, inflation, taxes, and other economic conditions vary from the MoneyGuidePro assumptions, your actual results will vary (perhaps significantly) from those presented in this Report.

All MoneyGuidePro calculations use asset class returns, not returns of actual investments. The projected return assumptions used in this Report are estimates based on average annual returns for each asset class. The portfolio returns are calculated by weighting individual return assumptions for each asset class according to your portfolio allocation. The portfolio returns may have been modified by including adjustments to the total return and the inflation rate. The portfolio returns assume reinvestment of interest and dividends at net asset value without taxes, and also assume that the portfolio has been rebalanced to reflect the initial recommendation. No portfolio allocation eliminates risk or guarantees investment results.

MoneyGuidePro does not provide recommendations for any products or securities.

IMPORTANT DISCLOSURE INFORMATION

Asset Class	Projected Return Assumption
Cash Equivalent	4.00%
Cash Equivalent (Tax-Free)	3.00%
Short Term Bonds	4.50%
Short Term Bonds (Tax-Free)	3.40%
Intermediate Term Bonds	5.50%
Intermediate Term Bonds (Tax-Free)	4.10%
Long Term Bonds	5.30%
Long Term Bonds (Tax-Free)	4.00%
Large Cap Value Stocks	9.50%
Large Cap Growth Stocks	8.50%
Mid Cap Stocks	9.00%
Small Cap Stocks	10.50%
International Developed Stocks	9.00%
International Emerging Stocks	12.00%

IMPORTANT DISCLOSURE INFORMATION

Risks Inherent in Investing

Investing in fixed income securities involves interest rate risk, credit risk, and inflation risk. Interest rate risk is the possibility that bond prices will decrease because of an interest rate increase. When interest rates rise, bond prices and the values of fixed income securities fall. When interest rates fall, bond prices and the values of fixed income securities rise. Credit risk is the risk that a company will not be able to pay its debts, including the interest on its bonds. Inflation risk is the possibility that the interest paid on an investment in bonds will be lower than the inflation rate, decreasing purchasing power.

Investing in stock securities involves volatility risk, market risk, business risk, and industry risk. The prices of most stocks fluctuate. Volatility risk is the chance that the value of a stock will fall. Market risk is chance that the prices of all stocks will fall due to conditions in the economic environment. Business risk is the chance that a specific company's stock will fall because of issues affecting it. Industry risk is the chance that a set of factors particular to an industry group will adversely affect stock prices within the industry.

International investing involves additional risks including, but not limited to, changes in currency exchange rates, differences in accounting and taxation policies, and political or economic instabilities that can increase or decrease returns.

Report Is a Snapshot and Does Not Provide Legal, Tax, or Accounting Advice

This Report provides a snapshot of your current financial position and can help you to focus on your financial resources and goals, and to create a plan of action. Because the results are calculated over many years, small changes can create large differences in future results. You should use this Report to help you focus on the factors that are most important to you. This Report does not provide legal, tax, or accounting advice. Before making decisions with legal, tax, or accounting ramifications, you should consult appropriate professionals for advice that is specific to your situation.

MoneyGuidePro Methodology

MoneyGuidePro offers several methods of calculating results, each of which provides one outcome from a wide range of possible outcomes. The methods used are: "Average Returns," "Historical Back Test," "Historical Rolling Periods," "Bad Timing," "Class Sensitivity," and "Monte Carlo Simulations." When using historical returns, the methodologies available are Average Returns, Historical Back Test, Historical Rolling Periods, Bad Timing, and Monte Carlo Simulations. When using projected returns, the methodologies available are Average Returns, Bad Timing, Class Sensitivity, and Monte Carlo Simulations.

Results Using Average Returns

The Results Using Average Returns are calculated using one average return for your pre-retirement period and one average return for your post-retirement period. Average Returns are a simplifying assumption. In the real world, investment returns can (and often do) vary widely from year to year and vary widely from a long-term average return.

Results Using Historical Back Test

The Results Using Historical Back Test are calculated by using the actual historical returns and inflation rates, in sequence, from a starting year to the present, and assumes that you would receive those returns and inflation rates, in sequence, from this year through the end of your Plan. If the historical sequence is shorter than your Plan, the average return for the historical period is used for the balance of the Plan.

Results Using Historical Rolling Periods

The Results Using Historical Rolling Periods is a series of Historical Back Tests, each of which uses the actual historical returns and inflations rates, in sequence, from a starting year to an ending year, and assumes that you would receive those returns and inflation rates, in sequence, from this year through the end of your Plan. If the historical sequence is shorter than your Plan, the average return for the historical period is used for the balance of the Plan.

Indices in Results Using Historical Rolling Periods may be different from indices used in other MoneyGuidePro calculations. Rolling Period Results are calculated using only three asset classes -- Cash, Bonds, and Stocks. The indices used as proxies for these asset classes when calculating Results Using Historical Rolling Periods are:

- Cash - U.S. 30-day Treasury Bills (1926-2008)
- Bond - Ibbotson Intermediate-Term Government Bonds - Total Return (1926-2008)
- Stock - Ibbotson Large Company Stocks - Total Return (1926-2008)

Results with Bad Timing

Results with Bad Timing are calculated by using low returns in one or two years, and average returns for all remaining years of the Plan. For most Plans, the worst time for low returns is when you begin taking substantial withdrawals from your portfolio. The Results with Bad Timing assume that you earn a low return in the year(s) you select and then an Adjusted Average Return in all other years. This Adjusted Average Return is calculated so that the average return of the Results with Bad Timing is equal to the return(s) used in calculating the Results Using Average Returns. This allows you to compare two results with the same overall average return, where one (the Results with Bad Timing) has low returns in one or two years.

IMPORTANT DISCLOSURE INFORMATION

When using historical returns, the default for one year of low returns is the lowest annual return in the historical period you are using, and the default for two years of low returns is the lowest two-year sequence of returns in the historical period. When using projected returns, the default for the first year of low returns is two standard deviations less than the average return, and the default for the second year is one standard deviation less than the average return.

Results Using Class Sensitivity

The Results Using Class Sensitivity are calculated by using different return assumptions for one or more asset classes during the years you select. These results show how your Plan would be affected if the annual returns for one or more asset classes were different than the average returns for a specified period in your Plan.

Results Using Monte Carlo Simulations

Monte Carlo simulations are used to show how variations in rates of return each year can affect your results. A Monte Carlo simulation calculates the results of your Plan by running it many times, each time using a different sequence of returns. Some sequences of returns will give you better results, and some will give you worse results. These multiple trials provide a range of possible results, some successful (you would have met all your goals) and some unsuccessful (you would not have met all your goals). The percentage of trials that were successful is shown as the probability that your Plan, with all its underlying assumptions, could be successful. In MoneyGuidePro, this is the Probability of Success. Analogously, the percentage of trials that were unsuccessful is shown as the Probability of Failure. The Results Using Monte Carlo Simulations indicate the likelihood that an event may occur as well as the likelihood that it may not occur. In analyzing this information, please note that the analysis does not take into account actual market conditions, which may severely affect the outcome of your goals over the long-term.

MoneyGuidePro uses a specialized methodology called Beyond Monte Carlo™, a statistical analysis technique that provides results that are as accurate as traditional Monte Carlo simulations with 10,000 trials, but with fewer iterations and greater consistency. Beyond Monte Carlo™ is based on Sensitivity Simulations, which re-runs the Plan only 50 to 100 times using small changes in the return. This allows a sensitivity of the results to be calculated, which, when analyzed with the mean return and standard deviation of the portfolio, allows the Probability of Success for your Plan to be directly calculated.

MoneyGuidePro Presentation of Results

The Results Using Average Returns, Historical Back Test, Historical Rolling Periods, Bad Timing, and Class Sensitivity display the results using an "Estimated % of Goal Funded" and a "Safety Margin."

Estimated % of Goal Funded

For each Goal, the "Estimated % of Goal Funded" is the sum of the assets used to fund the Goal divided by the sum of the Goal's expenses. All values are in current dollars. A result of 100% or more does not guarantee that you will reach a Goal, nor does a result under 100% guarantee that you will not. Rather, this information is meant to identify possible shortfalls in this Plan, and is not a guarantee that a certain percentage of your Goals will be funded. The percentage reflects a projection of the total cost of the Goal that was actually funded based upon all the assumptions that are included in this Plan, and assumes that you execute all aspects of the Plan as you have indicated.

Safety Margin

The Safety Margin is the estimated value of your assets at the end of this Plan, based on all the assumptions included in this Report. Only you can determine if that Safety Margin is sufficient for your needs.

Glossary

Acceptable Goal Amount

For each financial goal, you enter an Ideal Amount and an Acceptable Amount. The Acceptable Amount is the minimum amount that would be acceptable to you for funding this goal. The Ideal Amount is the most that you would expect to spend on this goal, or the amount that you would like to have.

Acceptable Goal Result

The Acceptable Goal Result shows your Monte Carlo Probability of Success when each financial goal is funded at its Acceptable Goal Amount. The Acceptable Goal Result is often used in combination with the Loss Cushion.

Acceptable Retirement Age

You can enter both an Ideal and an Acceptable Retirement Age. The Acceptable Age is the latest you are willing to retire. The Ideal Age is the age at which you would like to retire.

Acceptable Savings Amount

In the Resources section of MoneyGuidePro, you enter additions for your investment assets. We assume that the total of these additions is your Ideal Savings Amount. You can also enter an Acceptable Extra Savings amount, which, when added to the Ideal Savings Amount, is used as your Acceptable Savings Amount.

Asset Allocation

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

IMPORTANT DISCLOSURE INFORMATION

Asset Class

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

Cash

Cash and Cash Equivalents are investments of high liquidity and safety with a known market value and a very short-term maturity. Examples are treasury bills and money market funds. (An investment in a money market fund is not insured nor guaranteed by the Federal Deposit Insurance Corporation or any other government agency. Although the Fund seeks to preserve the value of your investment at $1.00 per share, it is possible to lose money by investing in a money market fund.)

Bonds

Bonds are either domestic (U.S.) or global debt securities issued by either private corporations or governments.

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

Stocks

Stocks are equity securities of domestic and foreign corporations.

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

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

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

Asset Mix

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

Bear Market Test

The Bear Market Test shows how much a portfolio (similar to your Target Portfolio) would have lost in the recession of November 2007 through February 2009.

Concentrated Position

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

Confidence Zone

See Monte Carlo Confidence Zone.

Current Dollars

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

Current Portfolio

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

IMPORTANT DISCLOSURE INFORMATION

Expense Adjustments

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

Fund All Goals

Fund All Goals is one of two ways for your assets and retirement income to be used to fund your goals. The other is Earmark, which means that an asset or retirement income is assigned to one or more goals, and will be used only for those goals. Fund All Goals means that the asset or income is not earmarked to fund specific goals, and can be used to fund any goal, as needed in the calculations. The MoneyGuidePro default is Fund All Goals, except for 529 Plans and Coverdell IRAs, which are generally used only for college goals. Fund All Goals is implemented as either Importance Order or Time Order funding. Importance Order means that all assets are used first for the most important goal, then the next most important goal, and so on. Time Order means that all assets are used first for the goal that occurs earliest, then the next chronological goal, and so on.

Future Dollars

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

Ideal Goal Amount

For each financial goal, you can enter both an Ideal Amount and an Acceptable Amount. The Ideal Amount is the most that you would expect to spend on this goal, or the amount that you would like to have. The Acceptable Amount is the minimum amount that would be acceptable to you for funding this goal.

Ideal Retirement Age

You can enter both an Ideal and an Acceptable Retirement Age. The Ideal Age is the age at which you would like to retire. The Acceptable Age is the latest you are willing to retire.

Ideal Savings Amount

In the Resources section of MoneyGuidePro, you enter additions for your investment assets. We assume that the total of these additions is your Ideal Savings Amount. You can also enter an Acceptable Extra Savings amount, which, when added to the Ideal Savings Amount, is used as your Acceptable Savings Amount.

Inflation Rate

The Inflation Rate is the percentage increase in the cost of goods and services for a specified time period. A historical measure of inflation is the Consumer Price Index (CPI).

Liquidity

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

Loss Cushion

The Loss Cushion shows how much of your portfolio you could lose today while still funding each financial goal at its Acceptable Goal Amount and having a Monte Carlo Probability of Success within the Confidence Zone.

Monte Carlo Confidence Zone

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

Monte Carlo Probability of Success / Probability of Failure

The Monte Carlo Probability of Success is the percentage of trials of your Plan that were successful. If a Monte Carlo simulation runs your Plan 10,000 times, and if 6,000 of those runs are successful (i.e., all your goals are funded and you have at least $1 of Safety Margin), then the Probability of Success for that Plan, with all its underlying assumptions, would be 60%, and the Probability of Failure would be 40%.

Monte Carlo Simulations

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

IMPORTANT DISCLOSURE INFORMATION

Needs / Wants / Wishes

In MoneyGuidePro, you choose an importance level from 10 to 1 (where 10 is the highest) for each of your financial goals. Then, the importance levels are divided into three groups: Needs, Wants, and Wishes. Needs are the goals that you consider necessary for your lifestyle, and are the goals that you must fulfill. Wants are the goals that you would really like to fulfill, but could live without. Wishes are the "dream goals" that you would like to fund, although you won't be too dissatisfied if you can't fund them. In MoneyGuidePro, Needs are your most important goals, then Wants, then Wishes. Since you can specify Ideal and Acceptable amounts for all your financial goals, there can be many possible combinations of funding levels among your Needs, Wants, and Wishes.

Portfolio Set

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

Portfolio Return

A Portfolio Return is determined by weighting the return assumption for each Asset Class according to the Asset Mix. If you choose, you or your advisor can override this return on the What If Worksheet, by entering your own return.

Probability of Success / Probability of Failure

See Monte Carlo Probability of Success / Probability of Failure.

Real Return

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

Risk

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

Standard Deviation

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

Star Track

Star Track provides a summary of your Plan results over time, using a bar graph. Each bar shows your results on the date specified, along with your results using all Ideal values, your results using all Acceptable values, and your Monte Carlo Confidence Zone.

Target Portfolio

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

Time Horizon

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

Total Return

Total Return is the assumed growth rate of your portfolio for a specified time period. The Total Return is either (1) determined by weighting the return assumption for each Asset Class according to the Asset Mix or (2) is entered by you or your advisor (on the What If Worksheet). Also see "Real Return."

Wants

See "Needs / Wants / Wishes".

Willingness

In MoneyGuidePro, in addition to specifying Ideal and Acceptable Goal Amounts, Ideal and Acceptable Savings Amounts, and Ideal and Acceptable Retirement Ages, you specify a Willingness to adjust from an Ideal Amount (or Age) to an Acceptable Amount (or Age). The Willingness choices are Slightly Willing, Somewhat Willing, and Very Willing. If you are unwilling to adjust from your specified Ideal Amount or Age, enter the same value for Ideal and Acceptable.

Wishes

See "Needs / Wants / Wishes".

Worst One-Year Loss

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

Presentation

Overview

Presentation of Results for John and Margaret Boomer

Presentation Steps

1. **Review Your Preferences** - These are the key items you control. Do they reflect what you really want?

2. **Jump to the Bottom Line** - Can you reach your Goals?

3. **Look Inside the Numbers** - What do your results really mean?

4. **Discuss your Action Items** - What steps should you take to get started?

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

Preferences

Preferences for John and Margaret Boomer

This page summarizes your preferences for Retirement Age (if applicable), Goals and Savings.

Review your Ideal and Acceptable values below and consider whether you would be satisfied with a Plan that is within the Acceptable Range for each of these items.

Retirement Ages

Client	Ideal	Acceptable
John	63	66
Margaret	61	64

Goals

Importance	Description	Ideal	Acceptable
■ **Needs**			
10	Retirement - Living Expense		
	Both retired	$110,000	$95,000
	Margaret alone - retired	$90,000	$75,000
● **Wants**			
7	Annual Travel	$12,000 in 2013 Every Year - 15 Times	$9,500
6	Anne's Wedding	$30,000 in 2013	$20,000
5	College - Emily Elizabeth	$10,000 4 years starting in 2025	$7,000
▲ **Wishes**			
3	Leave Bequest	$50,000 in 2040	$0
Total Spending for Life of Plan		**$3,740,000**	**$2,865,500**
Percent Change from Ideal			**-23%**

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Preferences

Preferences for John and Margaret Boomer

This page summarizes your preferences for Retirement Age (if applicable), Goals and Savings.

Review your Ideal and Acceptable values below and consider whether you would be satisfied with a Plan that is within the Acceptable Range for each of these items.
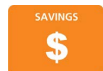
Savings

Tax Category	Current	Acceptable
Qualified (Employer Plans & Traditional IRA)	$13,550	
Total	$13,550	$22,350

The Ideal Savings is equal to your total Current Savings amount. The Acceptable Savings equals your Current Savings plus Maximum Extra Savings of $8,800.

Investments

Investment Portfolio	Current
Portfolio Value	$1,284,000
Portfolio Allocation Before Retirement	Current
Percentage Stock	70%
Total Return	7.81%
Risk - Standard Deviation	14.22%
Portfolio Allocation During Retirement	Current
Percentage Stock	70%
Total Return	7.81%
Risk - Standard Deviation	14.22%
Inflation	3.00%

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The Bottom Line

You have a simple question. Can I reach my Goals?

Unfortunately, because FUTURE RETURNS ARE UNPREDICTABLE, there is not one simple answer.

Let's look at 3 possibilities

1. Average Return

What happens if you get Average Returns?

• Assume Average Return each and every year

• % equals portion of Goals funded - not probability

Your Answer - 3 Ways

Estimated % of Goal Funded	
Average Return	**Bad Timing**
?%	**?%**
Likelihood of Funding All Goals	

Probability of Success: ?%
? Confidence Zone

2. Bad Timing

What happens if you experience Bad Timing?

• Assume Average Return overall, but with 2 bad years at retirement

• % equals portion of Goals funded - not probability

3. Probability of Success

What is the likelihood you can Fund All Your Goals?

• Monte Carlo analysis simulates thousands of possible return sequences

• % equals Probability of Success

Are you in your Confidence Zone?

• Your Probability of Success should be high enough to make you feel confident about the future without sacrificing too much today.

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

The Bottom Line

Improve the Likelihood of Reaching Your Goals

Current Scenario

RETIREMENT AGE	GOALS	SAVINGS	INVESTMENTS
66		**$**	
Ideal Age John 63 Margaret 61	Ideal Amount Total Spending for Life of Plan $3,740,000	Current Savings $13,550 this Year	Current : $1,284,000 70% Stock Total Return 7.81% Risk 14.22%

Estimated % of Goals Funded

Average Return	Bad Timing
100%	92%

Likelihood of Funding All Goals

Probability of Success: 42%
Below Confidence Zone
(75% - 90%)

Suggested- Values are not between Ideal and Acceptable.

Suggested Changes

John - 2 years later **Margaret - 2 years later**	**Reduced by 16%**	**Increased by $2,000**	**2% more stock**
Results John 65 Margaret 63	Total Spending for Life of Plan $3,138,500	Savings $15,550 this Year	Total Return II : $1,284,000 72% Stock Total Return 8.17% Risk 14.29%

Estimated % of Goals Funded

Average Return	Bad Timing
100%	100%

Likelihood of Funding All Goals

Probability of Success: 81%
In Confidence Zone
(75% - 90%)

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

The Bottom Line

Preferences with Suggested Changes for John and Margaret Boomer

This page summarizes your preferences for Retirement Age (if applicable), Goals and Savings.

Review your Ideal and Acceptable values below and consider whether you would be satisfied with a Plan that is within the Acceptable Range for each of these items.

Changes:　↑ Better than Ideal　● Changed, Between Ideal And Acceptable　↓ Worse than Acceptable

Retirement Ages

Client	Ideal		Suggested	Acceptable
John	63	●	65	66
Margaret	61	●	63	64

Goals

Importance	Description	Ideal		Suggested	Acceptable
■	**Needs**				
10	Retirement - Living Expense				
	Both retired	$110,000	●	$100,000	$95,000
	Margaret alone - retired	$90,000	●	$80,000	$75,000
●	**Wants**				
7	Annual Travel	$12,000 in 2013 Every Year - 15 Times	●	$10,000 in 2015 Every Year - 15 Times	$9,500
6	Anne's Wedding	$30,000 in 2013	●	$24,000 in 2013	$20,000
5	College - Emily Elizabeth	$10,000 4 years starting in 2025	●	$8,000 4 years starting in 2025	$7,000
▲	**Wishes**				
3	Leave Bequest	$50,000 in 2040	●	$12,500 in 2040	$0
	Total Spending for Life of Plan	**$3,740,000**		**$3,138,500**	**$2,865,500**
	Percent Change from Ideal			**-16%**	**-23%**

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

The Bottom Line

Preferences with Suggested Changes for John and Margaret Boomer

This page summarizes your preferences for Retirement Age (if applicable), Goals and Savings.

Review your Ideal and Acceptable values below and consider whether you would be satisfied with a Plan that is within the Acceptable Range for each of these items.

Savings

Tax Category	Current		Suggested	Acceptable
Qualified (Employer Plans & Traditional IRA)	$13,550		$13,550	
Taxable	$0		$2,000	
Total	$13,550	●	$15,550	$22,350

The Ideal Savings is equal to your total Current Savings amount. The Acceptable Savings equals your Current Savings plus Maximum Extra Savings of $8,800.

Investments

Investment Portfolio	Current	Suggested
Portfolio Value	$1,284,000	$1,284,000
Portfolio Allocation Before Retirement	Current	Total Return II
Percentage Stock	70%	72%
Total Return	7.81%	8.17%
Risk - Standard Deviation	14.22%	14.29%
Portfolio Allocation During Retirement	Current	Total Return II
Percentage Stock	70%	72%
Total Return	7.81%	8.17%
Risk - Standard Deviation	14.22%	14.29%
Inflation	3.00%	3.00%

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The Bottom Line

Concentrated Positions - Are You Taking A Greater Risk Than You Realize?

When you have over 10% of your portfolio invested in single securities (i.e. stocks, including restricted stock and stock options, or bonds), it is treated in this analysis as a Concentrated Position. The information you provided indicates you have a Concentrated Position, as shown below.

Holding a Concentrated Position subjects you to investment risk that is not reflected in the volatility assumptions used in your plan. While the returns for a well-diversified portfolio will usually move up and down with the economy and market in general, your investment in any single stock or bond could suddenly lose most, or even all, of its value, often with little or no warning, due to factors unique to that specific security. The purpose of this analysis is to demonstrate what it would mean to your plan if a security in which you have a Concentrated Position suddenly lost 50% or 100% of its value. Could you still attain your Goals, or are you putting your future at risk?

You have $153,000 invested in IBM. If it suffered a major loss, how would it affect the Probability of Success for your Goals?

What If Scenario 1 (Suggested) Results After 50% Loss		What If Scenario 1 (Suggested) Results After 100% Loss
Likelihood of Funding All Goals	**Security Symbol** IBM	**Likelihood of Funding All Goals**
	Value $153,000	
Probability of Success: 77% **In Confidence Zone** (75% - 90%)	**% of Portfolio** 12%	**Probability of Success: 73%** **Below Confidence Zone** (75% - 90%)
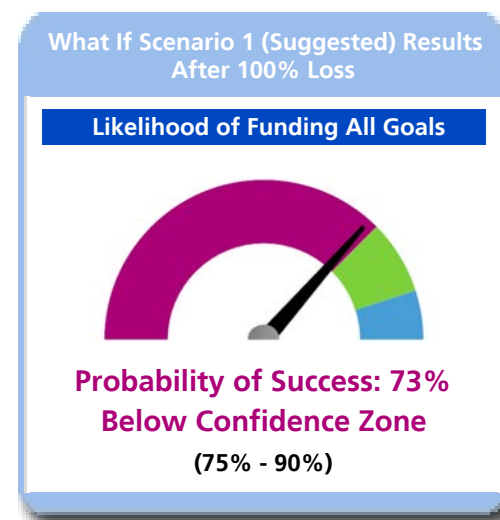
Additional Employment Risk

If you have a Concentrated Position in the stock of the company where you are employed, you have even more risk. If your employer gets into trouble, not only will the value of your stock fall, you also could lose your source of income.

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

Loss Cushion

Acceptable Goal Result

Next, let's see how confident you can be that you can attain your Acceptable Goals.

Start with your Suggested...

Change all Goal Values to Acceptable
while keeping everything else the same.

This new result shows the probability you
can attain your Acceptable Goals. The
higher it is, the better.

Result with Goals as shown in Suggested

Likelihood of Funding All Goals

Probability of Success: 81%
In Confidence Zone
(75% - 90%)

Portfolio $1,284,000

You have a 81% likelihood of having
$3,138,500 or more to spend on your Goals.

All Goals set to Acceptable

Result with Goals set to Acceptable

Likelihood of Funding All Goals

Probability of Success: 87%
In Confidence Zone
(75% - 90%)

Portfolio $1,284,000
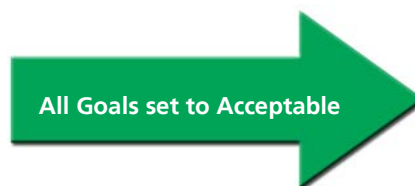
You have a 87% likelihood of having
$2,865,500 or more to spend on your Goals.

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

Loss Cushion

Loss Cushion

Now, we'll calculate how much of your Investment Portfolio you could lose today and still be in your Confidence Zone for your Acceptable Goals.

Start with the results for your Acceptable Goals.	Then calculate the maximum loss your portfolio could sustain today...	...and still be in the Confidence Zone for your Acceptable Goals.

Acceptable Goals - Result Before Loss	**Loss Cushion**	**Acceptable Goals - Result After Loss**
Likelihood of Funding All Goals	**31%**	**Likelihood of Funding All Goals**
Probability of Success: 87% **In Confidence Zone** (75% - 90%)	⬇	**Probability of Success: 77%** **In Confidence Zone** (75% - 90%)
Portfolio $1,284,000	**Loss $401,250**	**Portfolio $882,750**

If your Portfolio lost $401,250 today (that's 31%) the Probability of Success for your Acceptable Goals would be 77%, which is still in your Confidence Zone.

The Bear Market Test - Is your Loss Cushion enough to withstand another Bear Market?

The worst Bear Market since the Great Depression occurred from November 2007 to February 2009. For this test, we calculated the loss suffered by a portfolio with the same percentages of stock, bonds, and cash as your Recommended Portfolio. Your Loss Cushion is less than this Bear Market Loss of 34%.

See Important Disclosures section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.
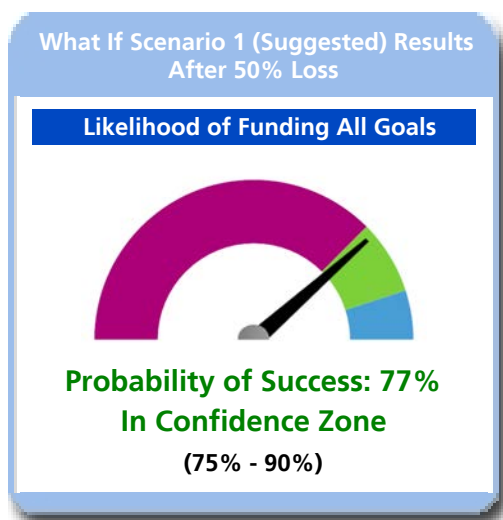
Inside The Numbers

Start with Average Return - Suggested

• Average Return assumes you receive 8.17% every year before Retirement and 8.17% every year during Retirement.
• This is a good starting point, since it's the calculation method that people find most familiar.
• It provides a good base result for comparison to Bad Timing - a high Safety Margin will help protect against bad returns at retirement.

Annual Return
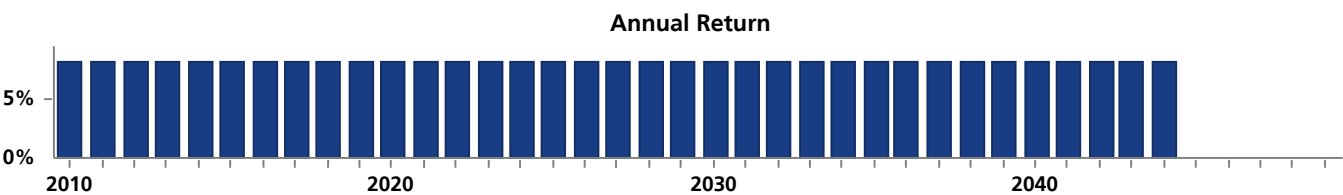
Return Assumptions

Average Return for Entire Plan:	8.17%

% of All Goals Funded

100%

Safety Margin
$6,418,442

Ran Out of Money

— Average Return   ● John & Margaret Retire   ● John's Plan Ends   ● Margaret's Plan Ends

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

Inside The Numbers

See What Happens if you Experience Bad Timing - Suggested

- Bad Timing assumes you get the same Average Return over the entire Plan but with two years of bad returns at retirement.
- This illustrates that it's not only the Average Return that matters - the sequence of returns can make a big difference in your results.
- Usually, the worst time to get bad returns is just before or after you retire. That's just bad timing.

Annual Return

Return Assumptions

Average Return for Entire Plan:	8.17%
Years of Bad Returns	
2015 :	-20.42%
2016 :	-6.12%

Safety Margin

$6,418,442

$4,551,883

Ran Out of Money

Legend:
- Average Return
- Bad Timing
- John & Margaret Retire
- John's Plan Ends
- Margaret's Plan Ends
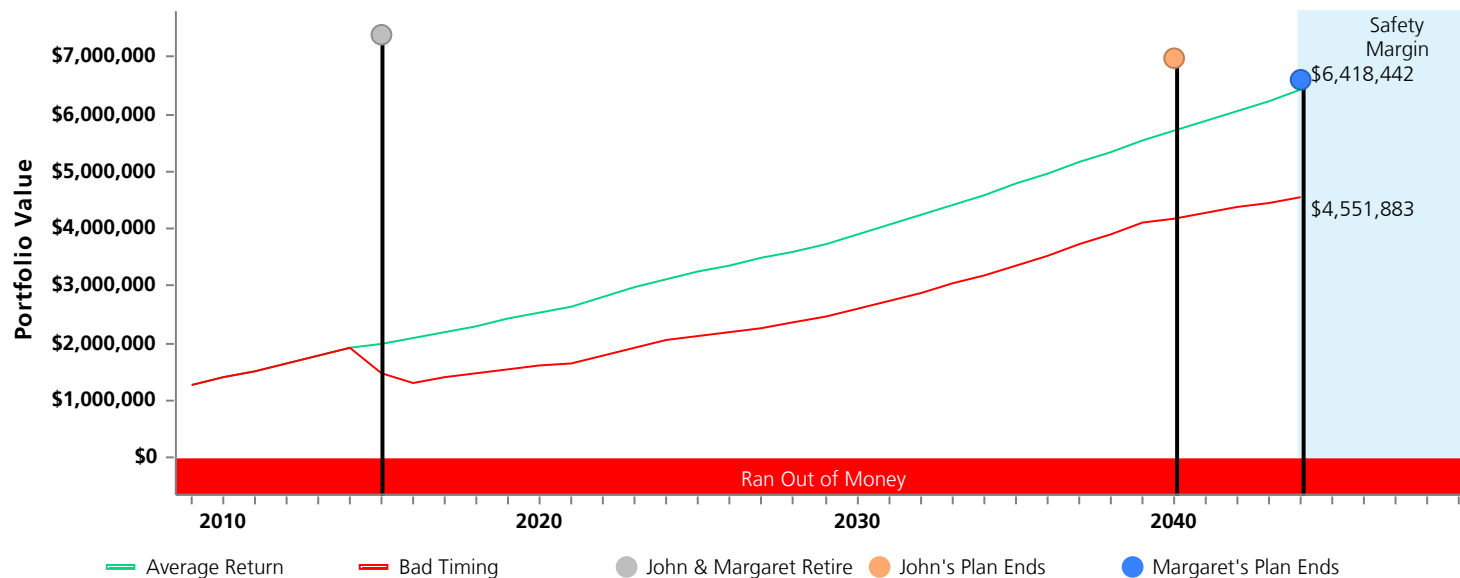
% of All Goals Funded

100%

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

Inside The Numbers

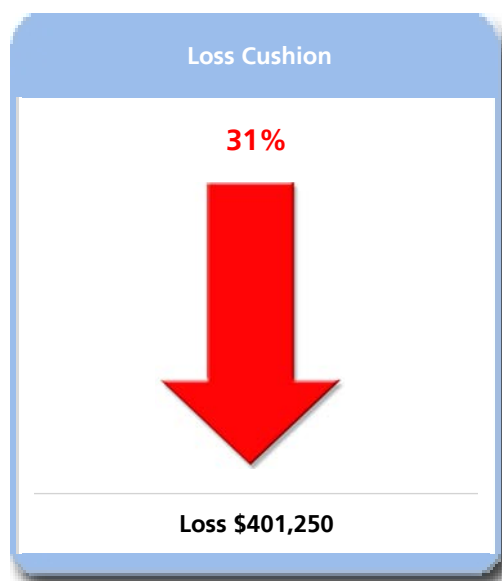## Calculate the Probability of Success - Suggested

- The graph below shows the results for a Sample of 100 Monte Carlo Trials, but that is not enough Trials to determine your Probability of Success.
- Your Probability of Success, as shown by the meter, uses a mathematical simulation, equivalent to 10,000 Trials, to calculate your Final Result.
- Your Probability of Success represents the percentage of 10,000 Trials in which you could expect to attain all your Goals.

Sample of 100 Trials

Final Result

Simulation Equivalent to 10,000 Trials

Probability of Success: 81%
In Confidence Zone
(75% - 90%)

Legend:
- All Trials
- Average Return
- Bad Timing
- John & Margaret Retire
- John's Plan Ends
- Margaret's Plan Ends

The table below is a numerical representation of the above Sample of 100 trials. It is provided for informational purposes to illustrate the general range of results you might expect. However, neither the graph nor the table reflects the Final Result, which is your Probability of Success as shown by the meter to the right.

In the Sample of 100 Trials table, the trials are ranked from best to worst (from 1 to 100) based on the End of Plan value. For each trial listed (1st, 25th, 50th, 75th and 100th), the corresponding portfolio values for that trial will be illustrated in the years of the trial that are indicated.

Trials	Year 5	Year 10	Year 15	Year 20	Year 25	End of Plan
Best	$2,939,073	$4,783,455	$6,762,768	$9,566,361	$13,295,601	$24,037,018
25th	$1,756,465	$2,636,604	$4,291,817	$5,154,093	$4,490,196	$8,840,336
50th	$1,558,880	$1,855,640	$2,138,590	$1,776,185	$1,537,994	$3,216,122
75th	$2,410,779	$2,892,462	$2,737,319	$2,851,035	$1,842,814	$1,257,080
Worst	$1,344,723	$1,101,291	$974,191	$215,128	$0	$0

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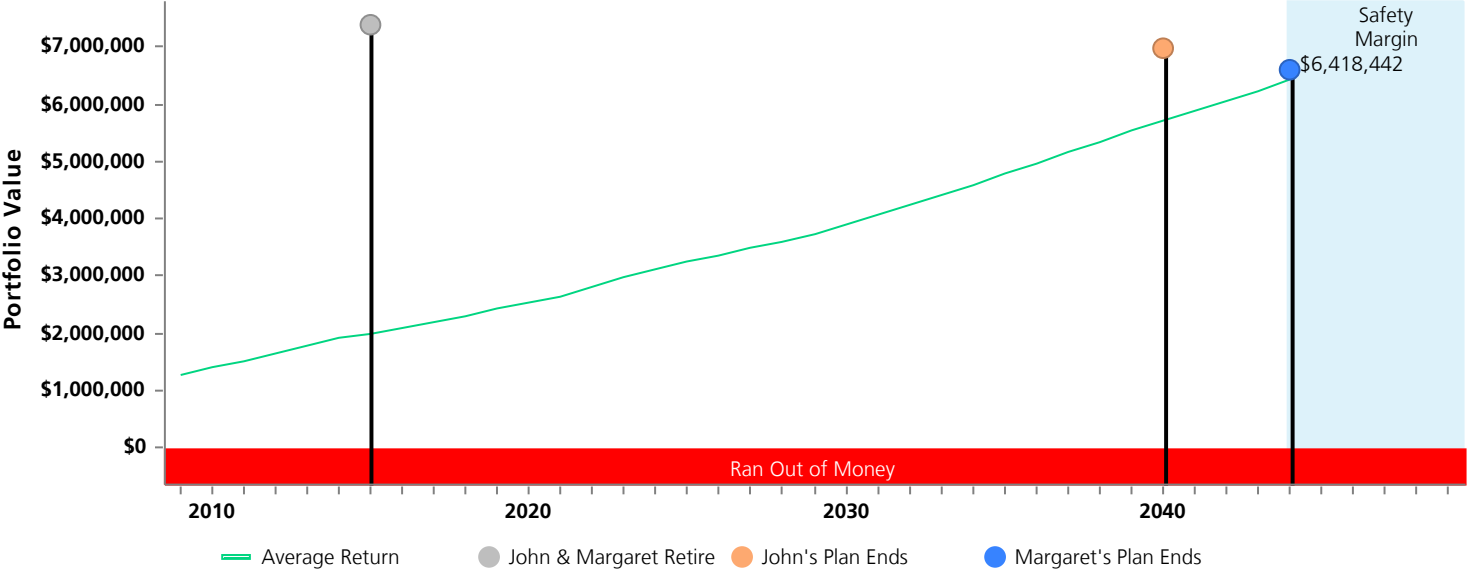
Inside The Numbers

Results Summary

Goals	Estimated % of Goal Funded			
	Current Scenario		Suggested	
	Average Return	Bad Timing	Average Return	Bad Timing
Needs				
10 **Retirement - Living Expense**	100%	100%	100%	100%
Wants				
7 **Annual Travel**	100%	6%	100%	100%
6 **Anne's Wedding**	100%	0%	100%	100%
5 **College - Emily Elizabeth**	100%	0%	100%	100%
Wishes				
3 **Leave Bequest**	100%	0%	100%	100%

Safety Margin (Value at End of Plan)

Current dollars (in thousands) :	$222	$0	$2,281	$1,618
Future dollars (in thousands) :	$625	$0	$6,418	$4,552

Monte Carlo Results	Likelihood of Funding All Goals

Your Confidence Zone: 75% - 90%

Probability of Success: 42%
Below Confidence Zone
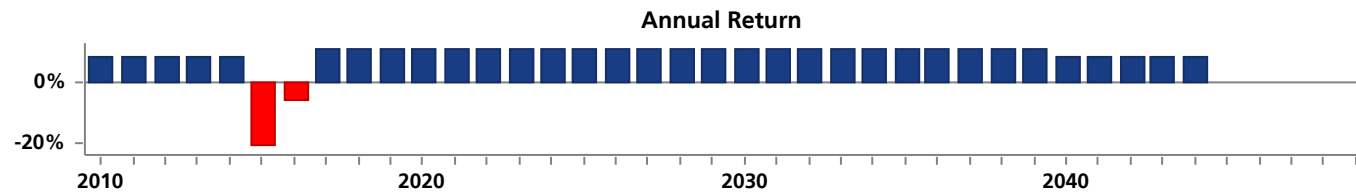
Probability of Success: 81%
In Confidence Zone

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

Inside The Numbers

Results Summary

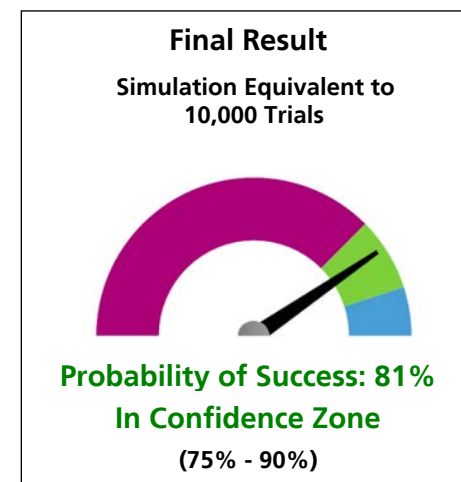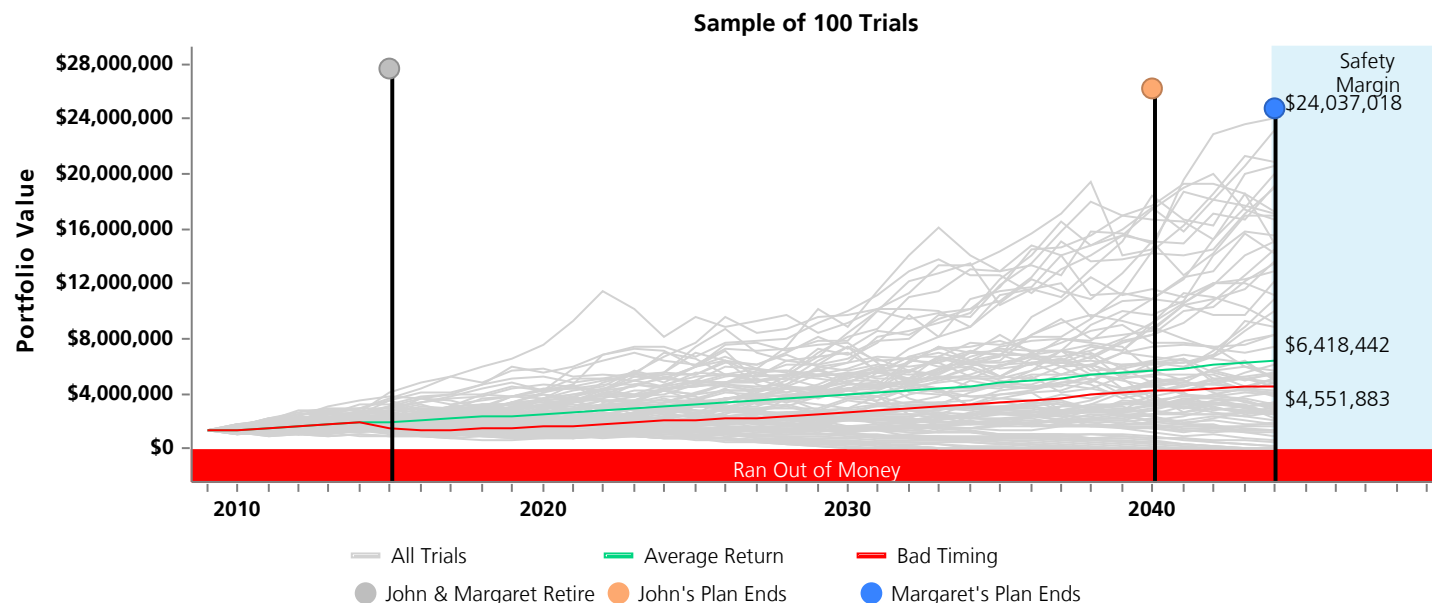| Summary of Changes	
Retirement Age	John retires 2 years later at age 65 in 2015
	Margaret retires 2 years later at age 63 in 2015
Goals	Reduce Total Goal Amounts by 16% from $3,740,000 to $3,138,500
Savings	Increase savings by $2,000 per year, from $13,550 to $15,550
Investments	Re-allocate to Total Return II
	Increase stock from 70% to 72%
	Increase risk(standard deviation) from 14.22% to 14.29%

Key Assumptions	Current Scenario	Suggested
Stress Tests		
Method(s) :	Bad Timing	Bad Timing
	Program Estimate	Program Estimate
	Years of bad returns :	Years of bad returns :
	2013: -20.62%	2015: -20.42%
	2014: -6.41%	2016: -6.12%
Funding Order		
Assets - Ignore Earmarks		No
(except for College Savings Plans) :		
Retirement Income - Ignore Earmarks :		No
Hypothetical Average Rate of Return		
Before Retirement :	Current	● Total Return II
Total Return :	7.81%	● 8.17%
Standard Deviation :	14.22%	● 14.29%
Total Return Adjustment :	0.00%	0.00%
Adjusted Real Return :	4.81%	● 5.17%
During Retirement :	Current	● Total Return II
Total Return :	7.81%	● 8.17%
Standard Deviation :	14.22%	● 14.29%
Total Return Adjustment :	0.00%	0.00%
Adjusted Real Return :	4.81%	● 5.17%
Base inflation rate :	3.00%	3.00%

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

Inside The Numbers

Results Summary

Key Assumptions	Current Scenario		Suggested
Goals			
Retirement - Living Expense			
Retirement Age			
John :	63	●	65
Margaret :	61	●	63
Planning Age			
John :	90		90
Margaret :	92		92
One Retired			
John retired and Margaret working :	$52,800		$52,800
Margaret retired and John working :	$50,400		$50,400
Both Retired			
John and Margaret retired :	$110,000	●	$100,000
One Alone - Retired			
Margaret alone :	$90,000	●	$80,000
John alone :	$90,000	●	$80,000
One Alone - Employed			
John employed alone :	$0		$0
Margaret employed alone :	$0		$0
Annual Travel			
Year :	John's retirement		John's retirement
Cost :	$12,000	●	$10,000
Is recurring?	Yes		Yes
Years between occurrences :	1		1
Number of occurrences :	15		15
Anne's Wedding			
Year :	2013		2013
Cost :	$30,000	●	$24,000
College - Emily Elizabeth			
Year :	2025		2025
Years of Education :	4		4
Annual Cost :	$10,000	●	$8,000

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

Inside The Numbers

Results Summary

Key Assumptions	Current Scenario		Suggested
Goals			
Leave Bequest			
Cost :	$50,000	●	$12,500
Retirement Income			
Substitute Teaching			
Annual Income :	$40,000		$40,000
Start Year :	Margaret's Retirement		Margaret's Retirement
Years Of Employment :	10		10
Social Security			
John			
Select when benefits will begin :	At age of full eligibility		At age of full eligibility
Annual benefit - Program Estimate :	$28,131		$28,131
Widow(er) benefit :	$0		$0
Percentage of benefit to use :	100%		100%
Margaret			
Select when benefits will begin :	Enter your own age		Enter your own age
If you selected enter your own, age to begin retirement benefits :	70		70
Annual benefit - Program Estimate :	$36,698		$36,698
Widow(er) benefit :	$0		$0
Percentage of benefit to use :	100%		100%
Asset Additions			
GE 401(k)	6.00%		6.00%
Plan addition amount :	$6,800		$6,800
Year additions begin :	2010		2010
Margaret - Fund All Goals			
IBM 401(k)	5.00%		5.00%
Plan addition amount :	$6,750		$6,750
Year additions begin :	2010		2010
John - Fund All Goals			

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Inside The Numbers

Results Summary

Key Assumptions	Current Scenario	Suggested
Extra Savings by Tax Category		
John's Qualified (Employer Plans & Traditional IRA)		$0
Margaret's Qualified (Employer Plans & Traditional IRA)		$0
John's Roth IRA		$0
Margaret's Roth IRA		$0
John's Tax-Deferred		$0
Margaret's Tax-Deferred		$0
Taxable	●	$2,000
Stock Options		
ABC Corp.		
Exercise Scenario :	Exercise Scenario 1	Exercise Scenario 1
Vesting Termination Year :	2019	2019
Return :	8.00%	8.00%
Tax Options		
Include Tax Penalties :	Yes	Yes
Change Tax Rate?	No	No

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Action Items

Action Items

It's time to take Action! These are the Action Items that need to be considered.

Action Items generated from Suggested

Savings

Consider Increasing Taxable additions by $2,000

Investments

Your Portfolio should be reallocated.

Investment Portfolio Asset Allocation

Current

11%
2%
6%
17%
13%
30%
21%

Total Return II

9%
4%
4%
20%
15%
11%
20%
17%
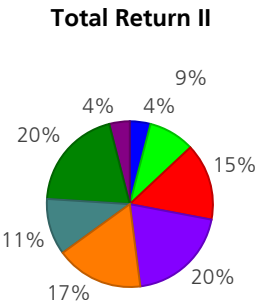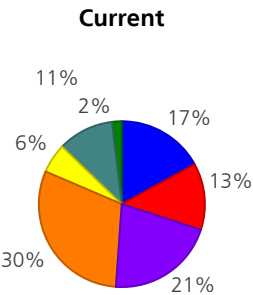
Changes Required to match Total Return II

Asset Class	Increase By	Decrease By
Cash Equivalent		-$166,540
Short Term Bonds	$115,560	
Intermediate Term Bonds	$25,360	
Long Term Bonds		
Large Cap Value Stocks		-$14,590
Large Cap Growth Stocks		-$170,750
Mid Cap Stocks		-$74,160
Small Cap Stocks	$1,680	
International Developed Stocks	$232,080	
International Emerging Stocks	$51,360	
Unclassified		
Total :	**$426,040**	**-$426,040**

Concentrated Positions

You have a Concentrated Position in the single securities as shown below. You should consider the additional risk this creates and the potential benefits (and associated costs) of diversifying these positions.

Security Symbol	Value	% of Portfolio
IBM	$153,000	12%

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Action Items

Action Items

It's time to take Action! These are the Action Items that need to be considered.

Action Items from Advisor

Other

Advisor can add action items here.
Advisor can add as many action items as needed.

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Portfolio Details

What If Worksheet - Scenarios

This Worksheet allows you to analyze and compare the results of one or more scenarios that you created by varying the Plan assumptions.

Goals	Estimated % of Goal Funded					
	Current Scenario		**Suggested**		**Ideal Goals**	
	Average Return	**Bad Timing**	**Average Return**	**Bad Timing**	**Average Return**	**Bad Timing**
Needs						
10 **Retirement - Living Expense**	100%	100%	100%	100%	100%	100%
Wants						
7 **Annual Travel**	100%	6%	100%	100%	100%	27%
6 **Anne's Wedding**	100%	0%	100%	100%	100%	0%
5 **College - Emily Elizabeth**	100%	0%	100%	100%	100%	0%
Wishes						
3 **Leave Bequest**	100%	0%	100%	100%	100%	0%

Safety Margin (Value at End of Plan)

Current dollars (in thousands) :	$222	$0	$2,281	$1,618	$573	$0
Future dollars (in thousands) :	$625	$0	$6,418	$4,552	$1,611	$0

Key Assumptions	Current Scenario	Suggested	Ideal Goals
Stress Tests			

Method(s) :	Bad Timing
	  Program Estimate
	  Years of bad returns :
	    2013: -20.62%
	    2014: -6.41%
		Bad Timing
		  Program Estimate
		  Years of bad returns :
		    2015: -20.42%
		    2016: -6.12%
			Bad Timing
			  Program Estimate
			  Years of bad returns :
			    2013: -20.42%
			    2014: -6.12%

	Class Sensitivity
	  Not Used
		Class Sensitivity
		  Not Used
			Class Sensitivity
			  Not Used

● Indicates different data between the Scenario in the first column and the Scenario in any other column.

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What If Worksheet - Scenarios

Key Assumptions	Current Scenario		Suggested		Ideal Goals
Funding Order					
Select Order for Assets assigned to Funding All Goals :	Importance Order		Importance Order		Importance Order
Assets - Ignore Earmarks (except for College Savings Plans) :			No		No
Retirement Income - Ignore Earmarks :			No		No
Hypothetical Average Rate of Return					
Before Retirement :	Current	●	Total Return II	●	Total Return II
Total Return :	7.81%	●	8.17%	●	8.17%
Standard Deviation :	14.22%	●	14.29%	●	14.29%
Total Return Adjustment :	0.00%		0.00%		0.00%
Adjusted Real Return :	4.81%	●	5.17%	●	5.17%
During Retirement :	Current	●	Total Return II	●	Total Return II
Total Return :	7.81%	●	8.17%	●	8.17%
Standard Deviation :	14.22%	●	14.29%	●	14.29%
Total Return Adjustment :	0.00%		0.00%		0.00%
Adjusted Real Return :	4.81%	●	5.17%	●	5.17%
Base inflation rate :	3.00%		3.00%		3.00%

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What If Worksheet - Scenarios

Key Assumptions	Current Scenario		Suggested	Ideal Goals
Goals				
Retirement - Living Expense				
Retirement Age				
John :	63	●	65	63
Margaret :	61	●	63	61
Planning Age				
John :	90		90	90
Margaret :	92		92	92
One Retired				
John retired and Margaret working :	$52,800		$52,800	$52,800
Margaret retired and John working :	$50,400		$50,400	$50,400
Both Retired				
John and Margaret retired :	$110,000	●	$100,000	$110,000
One Alone - Retired				
Margaret alone :	$90,000	●	$80,000	$90,000
John alone :	$90,000	●	$80,000	$90,000
One Alone - Employed				
John employed alone :	$0		$0	$0
Margaret employed alone :	$0		$0	$0
Annual Travel				
Year :	John's retirement		John's retirement	John's retirement
Cost :	$12,000	●	$10,000	$12,000
Is recurring?	Yes		Yes	Yes
Years between occurrences :	1		1	1
Number of occurrences :	15		15	15
Anne's Wedding				
Year :	2013		2013	2013
Cost :	$30,000	●	$24,000	$30,000
College - Emily Elizabeth				
Year :	2025		2025	2025
Years of Education :	4		4	4
Annual Cost :	$10,000	●	$8,000	$10,000

● Indicates different data between the Scenario in the first column and the Scenario in any other column.

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What If Worksheet - Scenarios

Key Assumptions	Current Scenario		Suggested	Ideal Goals
Goals				
Leave Bequest				
Cost :	$50,000	●	$12,500	$50,000
Retirement Income				
Substitute Teaching				
Annual Income :	$40,000		$40,000	$40,000
Start Year :	Margaret's Retirement		Margaret's Retirement	Margaret's Retirement
Years Of Employment :	10		10	10
Social Security				
John				
Select when benefits will begin :	At age of full eligibility		At age of full eligibility	At age of full eligibility
Annual benefit - Program Estimate :	$28,131		$28,131	$28,131
Widow(er) benefit :	$0		$0	$0
Percentage of benefit to use :	100%		100%	100%
Margaret				
Select when benefits will begin :	Enter your own age		Enter your own age	Enter your own age
If you selected enter your own, age to begin retirement benefits :	70		70	70
Annual benefit - Program Estimate :	$36,698		$36,698	$36,698
Widow(er) benefit :	$0		$0	$0
Percentage of benefit to use :	100%		100%	100%
Asset Additions				
GE 401(k)	6.00%		6.00%	6.00%
Plan addition amount :	$6,800		$6,800	$6,800
Year additions begin :	2010		2010	2010
Margaret - Fund All Goals				
IBM 401(k)	5.00%		5.00%	5.00%
Plan addition amount :	$6,750		$6,750	$6,750
Year additions begin :	2010		2010	2010
John - Fund All Goals				

● Indicates different data between the Scenario in the first column and the Scenario in any other column.

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What If Worksheet - Scenarios

Key Assumptions	Current Scenario	Suggested	Ideal Goals
Extra Savings by Tax Category			
John's Qualified (Employer Plans & Traditional IRA)		$0	$0
Margaret's Qualified (Employer Plans & Traditional IRA)		$0	$0
John's Roth IRA		$0	$0
Margaret's Roth IRA		$0	$0
John's Tax-Deferred		$0	$0
Margaret's Tax-Deferred		$0	$0
Taxable	●	$2,000	$0
Stock Options			
ABC Corp.			
Exercise Scenario :	Exercise Scenario 1	Exercise Scenario 1	Exercise Scenario 1
Vesting Termination Year :	2019	2019	2019
Return :	8.00%	8.00%	8.00%
Tax Options			
Include Tax Penalties :	Yes	Yes	Yes
Change Tax Rate?	No	No	No

● Indicates different data between the Scenario in the first column and the Scenario in any other column.

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What If Worksheet - Combined Details

Scenario : Suggested 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

Legend:
- Qualified Assets
- Taxable Assets
- Tax-Deferred Assets
- Tax-Free Assets
- John & Margaret Retire
- John's Plan Ends
- Margaret's Plan Ends
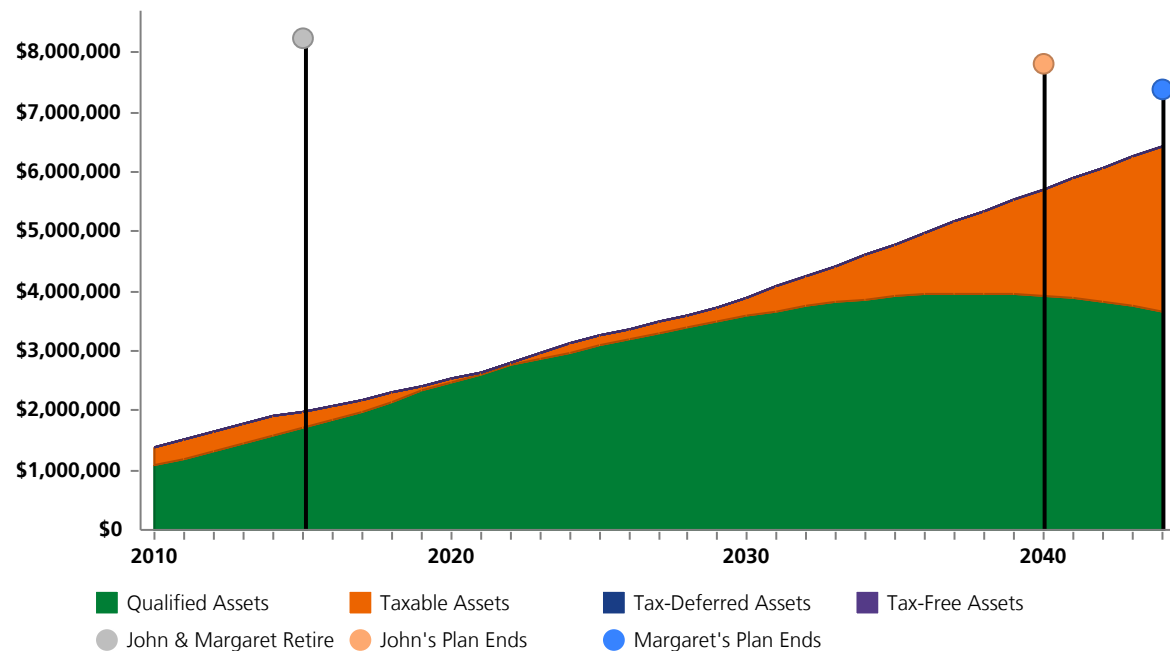
x - denotes shortfall

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

What If Worksheet - Combined Details

Scenario : Suggested using Average Returns

Event or Ages	Year	Earmarked	Fund All Goals	Additions To Assets	Other Additions	Stock Options	Post Retirement Income	Investment Earnings	Taxes	Retirement	Annual Travel	Anne's Wedding	College - Emily Elizabeth	Leave Bequest	Ending Portfolio Value
60/58	2010	0	1,284,000	15,550	0	0	0	106,173	7,214	0	0	0	0	0	1,398,510
61/59	2011	0	1,398,510	15,957	0	0	0	115,562	7,919	0	0	0	0	0	1,522,110
62/60	2012	0	1,522,110	16,375	0	0	0	125,694	8,411	0	0	0	0	0	1,655,768
63/61	2013	0	1,655,768	16,806	0	0	0	134,507	8,245	0	0	26,225	0	0	1,772,610
64/62	2014	0	1,772,610	17,251	0	0	0	146,232	8,756	0	0	0	0	0	1,927,337
John & Margaret Retire	2015	0	1,927,337	0	0	0	46,371	150,436	9,235	115,927	11,593	0	0	0	1,987,388
66/64	2016	0	1,987,388	0	0	4,059	81,353	157,734	14,527	119,405	11,941	0	0	0	2,084,661
67/65	2017	0	2,084,661	0	0	4,249	83,793	165,548	14,143	122,987	12,299	0	0	0	2,188,822
68/66	2018	0	2,188,822	0	0	3,235	86,307	173,839	13,470	126,677	12,668	0	0	0	2,299,388
69/67	2019	0	2,299,388	0	0	3,916	88,896	182,770	12,937	130,477	13,048	0	0	0	2,418,509
70/68	2020	0	2,418,509	0	0	0	91,563	191,109	24,474	134,392	13,439	0	0	0	2,528,876
71/69	2021	0	2,528,876	0	0	0	94,310	199,874	25,269	138,423	13,842	0	0	0	2,645,525
72/70	2022	0	2,645,525	0	0	0	149,462	212,295	40,779	142,576	14,258	0	0	0	2,809,669
73/71	2023	0	2,809,669	0	0	0	153,946	224,354	58,394	146,853	14,685	0	0	0	2,968,037
74/72	2024	0	2,968,037	0	0	0	158,564	236,999	63,227	151,259	15,126	0	0	0	3,133,988
75/73	2025	0	3,133,988	0	0	0	101,003	245,476	47,239	155,797	15,580	0	15,482	0	3,246,369
76/74	2026	0	3,246,369	0	0	0	104,033	254,172	50,582	160,471	16,047	0	16,179	0	3,361,295
77/75	2027	0	3,361,295	0	0	0	107,154	263,061	54,136	165,285	16,528	0	16,907	0	3,478,653
78/76	2028	0	3,478,653	0	0	0	110,368	272,111	58,173	170,243	17,024	0	17,668	0	3,598,023
79/77	2029	0	3,598,023	0	0	0	113,679	282,826	62,793	175,351	17,535	0	0	0	3,738,850
80/78	2030	0	3,738,850	0	0	0	117,090	295,292	68,398	180,611	0	0	0	0	3,902,223
81/79	2031	0	3,902,223	0	0	0	120,602	308,153	74,498	186,029	0	0	0	0	4,070,451
82/80	2032	0	4,070,451	0	0	0	124,221	321,386	81,370	191,610	0	0	0	0	4,243,077
83/81	2033	0	4,243,077	0	0	0	127,947	334,952	88,841	197,359	0	0	0	0	4,419,777
84/82	2034	0	4,419,777	0	0	0	131,786	348,820	96,949	203,279	0	0	0	0	4,600,154
85/83	2035	0	4,600,154	0	0	0	135,739	362,972	105,394	209,378	0	0	0	0	4,784,094
86/84	2036	0	4,784,094	0	0	0	139,811	377,390	114,486	215,659	0	0	0	0	4,971,150
87/85	2037	0	4,971,150	0	0	0	144,006	392,061	123,963	222,129	0	0	0	0	5,161,125
88/86	2038	0	5,161,125	0	0	0	148,326	406,949	134,084	228,793	0	0	0	0	5,353,524
89/87	2039	0	5,353,524	0	0	0	152,776	422,015	144,866	235,657	0	0	0	0	5,547,792

x - denotes shortfall

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What If Worksheet - Combined Details

Scenario : Suggested using Average Returns

| | | Beginning Portfolio Value | | | | | | | | Funds Used | | | | | |
Event or Ages	Year	Earmarked	Fund All Goals	Additions To Assets	Other Additions	Stock Options	Post Retirement Income	Investment Earnings	Taxes	Retirement	Annual Travel	Anne's Wedding	College - Emily Elizabeth	Leave Bequest	Ending Portfolio Value
John's Plan Ends	2040	0	5,547,792	0	0	0	157,359	434,782	154,952	242,726	0	0	0	30,341	5,711,913
91/89	2041	0	5,711,913	0	0	0	91,749	448,752	162,365	200,006	0	0	0	0	5,890,042
92/90	2042	0	5,890,042	0	0	0	94,501	462,645	173,604	206,007	0	0	0	0	6,067,579
93/91	2043	0	6,067,579	0	0	0	97,336	476,484	185,296	212,187	0	0	0	0	6,243,917
Margaret's Plan Ends	2044	0	6,243,917	0	0	0	100,256	490,224	197,402	218,552	0	0	0	0	6,418,442

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 and based on the Exercise Scenario selected.
- Strategy Income is based on the particulars of the Goal Strategies selected. Strategy Income from immediate annuities and 72(t) distributions 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.
- 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.
- Ownership of Qualified Assets is assumed to roll over to the surviving spouse at the death of the original owner. It is also assumed the surviving spouse inherits all assets of the original owner.

x - denotes shortfall

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What If Worksheet - Retirement Distribution Cash Flow Chart

Scenario : Suggested using Average Returns

Year Age (John / Margaret)	Assign To	2015 65 / 63	2016 66 / 64	2017 67 / 65	2018 68 / 66	2019 69 / 67	2020 70 / 68	2021 71 / 69	2022 72 / 70
Income and Earnings	**Assign To**								
Social Security - John	Fund All Goals	0	33,590	34,598	35,636	36,705	37,806	38,941	40,109
Social Security - Margaret	Fund All Goals	0	0	0	0	0	0	0	52,323
Substitute Teaching	Fund All Goals	46,371	47,762	49,195	50,671	52,191	53,757	55,369	57,030
ABC Corp.	Fund All Goals	0	4,059	4,249	3,235	3,916	0	0	0
Investment Earnings		150,436	157,734	165,548	173,839	182,770	191,109	199,874	212,295
Total Income and Earnings		**196,806**	**243,145**	**253,590**	**263,381**	**275,583**	**282,672**	**294,184**	**361,758**
Cash Used To Fund Goals									
Retirement - Living Expense	100%	115,927	119,405	122,987	126,677	130,477	134,392	138,423	142,576
Annual Travel	100%	11,593	11,941	12,299	12,668	13,048	13,439	13,842	14,258
College - Emily Elizabeth	100%	0	0	0	0	0	0	0	0
Leave Bequest	100%	0	0	0	0	0	0	0	0
Total Goal Funding		**(127,520)**	**(131,346)**	**(135,286)**	**(139,345)**	**(143,525)**	**(147,831)**	**(152,266)**	**(156,834)**
Total Taxes and Tax Penalty		**(9,235)**	**(14,527)**	**(14,143)**	**(13,470)**	**(12,937)**	**(24,474)**	**(25,269)**	**(40,779)**
Cash Surplus/Deficit (Net Change in Portfolio)		**60,051**	**97,273**	**104,161**	**110,566**	**119,121**	**110,367**	**116,649**	**164,145**
Portfolio Value									
Future Dollars									
Beginning Value		1,927,337	1,987,388	2,084,661	2,188,822	2,299,388	2,418,509	2,528,876	2,645,525
Cash Surplus/Deficit		60,051	97,273	104,161	110,566	119,121	110,367	116,649	164,145
Investment Asset Additions		0	0	0	0	0	0	0	0
Ending Value		1,987,388	2,084,661	2,188,822	2,299,388	2,418,509	2,528,876	2,645,525	2,809,669
Current Dollars									
Ending Value		1,664,406	1,695,020	1,727,876	1,762,290	1,799,598	1,826,914	1,855,518	1,913,248
Cash Surplus/Deficit		50,292	79,092	82,226	84,740	88,637	79,732	81,815	111,774
Taxes									
Total Taxes		9,235	14,527	14,143	13,470	12,937	24,474	25,269	40,779
Tax Penalty		0	0	0	0	0	0	0	0
Federal Marginal Tax Rate		15.00%	15.00%	15.00%	15.00%	15.00%	25.00%	25.00%	25.00%
State Marginal and Local Tax Rate		7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.75%

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What If Worksheet - Retirement Distribution Cash Flow Chart

Scenario : Suggested using Average Returns

Year Age (John / Margaret)		2023 73 / 71	2024 74 / 72	2025 75 / 73	2026 76 / 74	2027 77 / 75	2028 78 / 76	2029 79 / 77	2030 80 / 78
Income and Earnings									
Social Security - John	Fund All Goals	41,312	42,551	43,828	45,143	46,497	47,892	49,329	50,809
Social Security - Margaret	Fund All Goals	53,893	55,510	57,175	58,890	60,657	62,476	64,351	66,281
Substitute Teaching	Fund All Goals	58,741	60,504	0	0	0	0	0	0
ABC Corp.	Fund All Goals	0	0	0	0	0	0	0	0
Investment Earnings		224,354	236,999	245,476	254,172	263,061	272,111	282,826	295,292
Total Income and Earnings		**378,300**	**395,563**	**346,478**	**358,205**	**370,214**	**382,479**	**396,505**	**412,382**
Cash Used To Fund Goals									
Retirement - Living Expense	100%	146,853	151,259	155,797	160,471	165,285	170,243	175,351	180,611
Annual Travel	100%	14,685	15,126	15,580	16,047	16,528	17,024	17,535	0
College - Emily Elizabeth	100%	0	0	15,482	16,179	16,907	17,668	0	0
Leave Bequest	100%	0	0	0	0	0	0	0	0
Total Goal Funding		**(161,539)**	**(166,385)**	**(186,859)**	**(192,697)**	**(198,720)**	**(204,935)**	**(192,886)**	**(180,611)**
Total Taxes and Tax Penalty		**(58,394)**	**(63,227)**	**(47,239)**	**(50,582)**	**(54,136)**	**(58,173)**	**(62,793)**	**(68,398)**
Cash Surplus/Deficit (Net Change in Portfolio)		**158,368**	**165,951**	**112,380**	**114,926**	**117,358**	**119,371**	**140,827**	**163,373**
Portfolio Value									
Future Dollars									
Beginning Value		2,809,669	2,968,037	3,133,988	3,246,369	3,361,295	3,478,653	3,598,023	3,738,850
Cash Surplus/Deficit		158,368	165,951	112,380	114,926	117,358	119,371	140,827	163,373
Investment Asset Additions		0	0	0	0	0	0	0	0
Ending Value		2,968,037	3,133,988	3,246,369	3,361,295	3,478,653	3,598,023	3,738,850	3,902,223
Current Dollars									
Ending Value		1,962,222	2,011,588	2,023,030	2,033,639	2,043,342	2,051,902	2,070,111	2,097,637
Cash Surplus/Deficit		104,700	106,518	70,032	69,532	68,935	68,075	77,972	87,821
Taxes									
Total Taxes		58,394	63,227	47,239	50,582	54,136	58,173	62,793	68,398
Tax Penalty		0	0	0	0	0	0	0	0
Federal Marginal Tax Rate		28.00%	28.00%	25.00%	25.00%	25.00%	25.00%	25.00%	25.00%
State Marginal and Local Tax Rate		7.75%	7.75%	7.75%	7.75%	7.75%	7.75%	7.75%	7.75%

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What If Worksheet - Retirement Distribution Cash Flow Chart

Scenario : Suggested using Average Returns

Year Age (John / Margaret)		2031 81 / 79	2032 82 / 80	2033 83 / 81	2034 84 / 82	2035 85 / 83	2036 86 / 84	2037 87 / 85	2038 88 / 86
Income and Earnings									
Social Security - John	Fund All Goals	52,333	53,903	55,520	57,185	58,901	60,668	62,488	64,363
Social Security - Margaret	Fund All Goals	68,270	70,318	72,427	74,600	76,838	79,143	81,518	83,963
Substitute Teaching	Fund All Goals	0	0	0	0	0	0	0	0
ABC Corp.	Fund All Goals	0	0	0	0	0	0	0	0
Investment Earnings		308,153	321,386	334,952	348,820	362,972	377,390	392,061	406,949
Total Income and Earnings		**428,755**	**445,606**	**462,900**	**480,606**	**498,711**	**517,202**	**536,067**	**555,275**
Cash Used To Fund Goals									
Retirement - Living Expense	100%	186,029	191,610	197,359	203,279	209,378	215,659	222,129	228,793
Annual Travel	100%	0	0	0	0	0	0	0	0
College - Emily Elizabeth	100%	0	0	0	0	0	0	0	0
Leave Bequest	100%	0	0	0	0	0	0	0	0
Total Goal Funding		**(186,029)**	**(191,610)**	**(197,359)**	**(203,279)**	**(209,378)**	**(215,659)**	**(222,129)**	**(228,793)**
Total Taxes and Tax Penalty		**(74,498)**	**(81,370)**	**(88,841)**	**(96,949)**	**(105,394)**	**(114,486)**	**(123,963)**	**(134,084)**
Cash Surplus/Deficit (Net Change in Portfolio)		**168,228**	**172,626**	**176,700**	**180,377**	**183,940**	**187,056**	**189,975**	**192,398**
Portfolio Value									
Future Dollars									
Beginning Value		3,902,223	4,070,451	4,243,077	4,419,777	4,600,154	4,784,094	4,971,150	5,161,125
Cash Surplus/Deficit		168,228	172,626	176,700	180,377	183,940	187,056	189,975	192,398
Investment Asset Additions		0	0	0	0	0	0	0	0
Ending Value		4,070,451	4,243,077	4,419,777	4,600,154	4,784,094	4,971,150	5,161,125	5,353,524
Current Dollars									
Ending Value		2,124,338	2,149,932	2,174,237	2,197,059	2,218,359	2,237,957	2,255,808	2,271,748
Cash Surplus/Deficit		87,797	87,468	86,925	86,149	85,292	84,211	83,034	81,644
Taxes									
Total Taxes		74,498	81,370	88,841	96,949	105,394	114,486	123,963	134,084
Tax Penalty		0	0	0	0	0	0	0	0
Federal Marginal Tax Rate		28.00%	28.00%	28.00%	28.00%	28.00%	28.00%	28.00%	28.00%
State Marginal and Local Tax Rate		7.75%	7.75%	7.75%	7.75%	7.75%	7.75%	7.75%	7.75%

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What If Worksheet - Retirement Distribution Cash Flow Chart

Scenario : Suggested using Average Returns

Year Age (John / Margaret)		2039 89 / 87	2040 90 / 88	2041 91 / 89	2042 92 / 90	2043 93 / 91	2044 94 / 92
Income and Earnings							
Social Security - John	Fund All Goals	66,294	68,282	0	0	0	0
Social Security - Margaret	Fund All Goals	86,482	89,076	91,749	94,501	97,336	100,256
Substitute Teaching	Fund All Goals	0	0	0	0	0	0
ABC Corp.	Fund All Goals	0	0	0	0	0	0
Investment Earnings		422,015	434,782	448,752	462,645	476,484	490,224
Total Income and Earnings		**574,791**	**592,141**	**540,501**	**557,147**	**573,821**	**590,480**
Cash Used To Fund Goals							
Retirement - Living Expense	100%	235,657	242,726	200,006	206,007	212,187	218,552
Annual Travel	100%	0	0	0	0	0	0
College - Emily Elizabeth	100%	0	0	0	0	0	0
Leave Bequest	100%	0	30,341	0	0	0	0
Total Goal Funding		**(235,657)**	**(273,067)**	**(200,006)**	**(206,007)**	**(212,187)**	**(218,552)**
Total Taxes and Tax Penalty		**(144,866)**	**(154,952)**	**(162,365)**	**(173,604)**	**(185,296)**	**(197,402)**
Cash Surplus/Deficit (Net Change in Portfolio)		**194,268**	**164,121**	**178,130**	**177,536**	**176,338**	**174,525**
Portfolio Value							
Future Dollars							
Beginning Value		5,353,524	5,547,792	5,711,913	5,890,042	6,067,579	6,243,917
Cash Surplus/Deficit		194,268	164,121	178,130	177,536	176,338	174,525
Investment Asset Additions		0	0	0	0	0	0
Ending Value		5,547,792	5,711,913	5,890,042	6,067,579	6,243,917	6,418,442
Current Dollars							
Ending Value		2,285,617	2,284,692	2,287,322	2,287,636	2,285,554	2,281,008
Cash Surplus/Deficit		80,036	65,646	69,174	66,936	64,548	62,023
Taxes							
Total Taxes		144,866	154,952	162,365	173,604	185,296	197,402
Tax Penalty		0	0	0	0	0	0
Federal Marginal Tax Rate		28.00%	33.00%	33.00%	33.00%	33.00%	33.00%
State Marginal and Local Tax Rate		7.75%	7.75%	7.75%	7.75%	7.75%	7.75%

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What If Worksheet - Retirement Distribution Cash Flow Chart

Scenario : Suggested 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.
- 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 and 72(t) distributions is pre-tax. Strategy Income from Net Unrealized Appreciation (NUA) is after-tax.
- Stock Options and Restricted Stock values are after-tax and based on the Exercise Scenario selected.
- 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.

- 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.
- Ownership of Qualified Assets is assumed to roll over to the surviving spouse at the death of the original owner. It is also assumed the surviving spouse inherits all assets of the original owner.
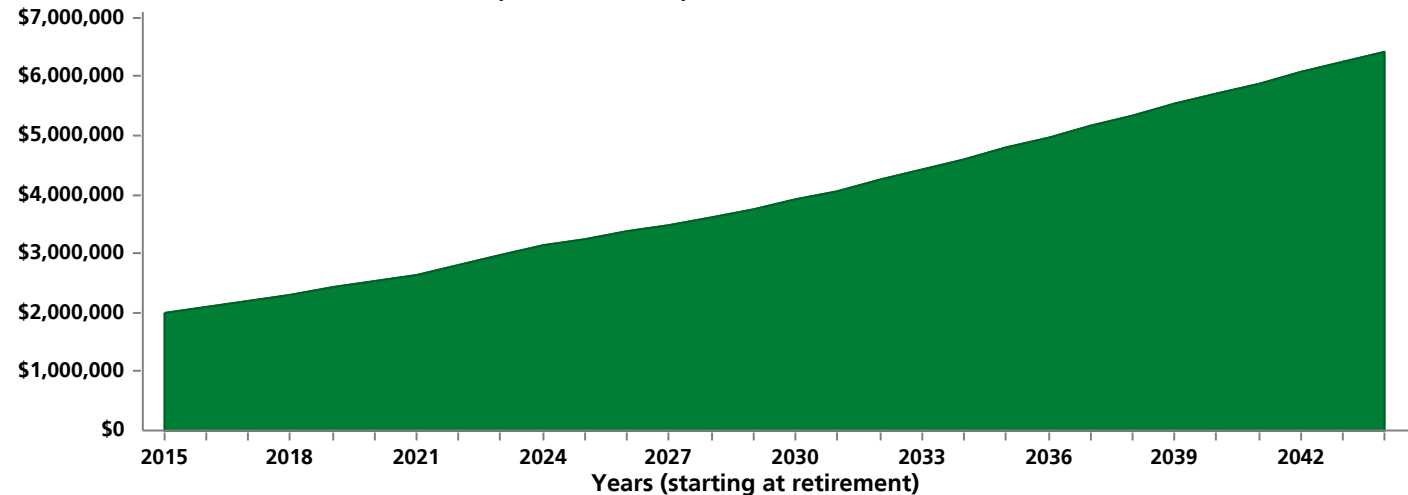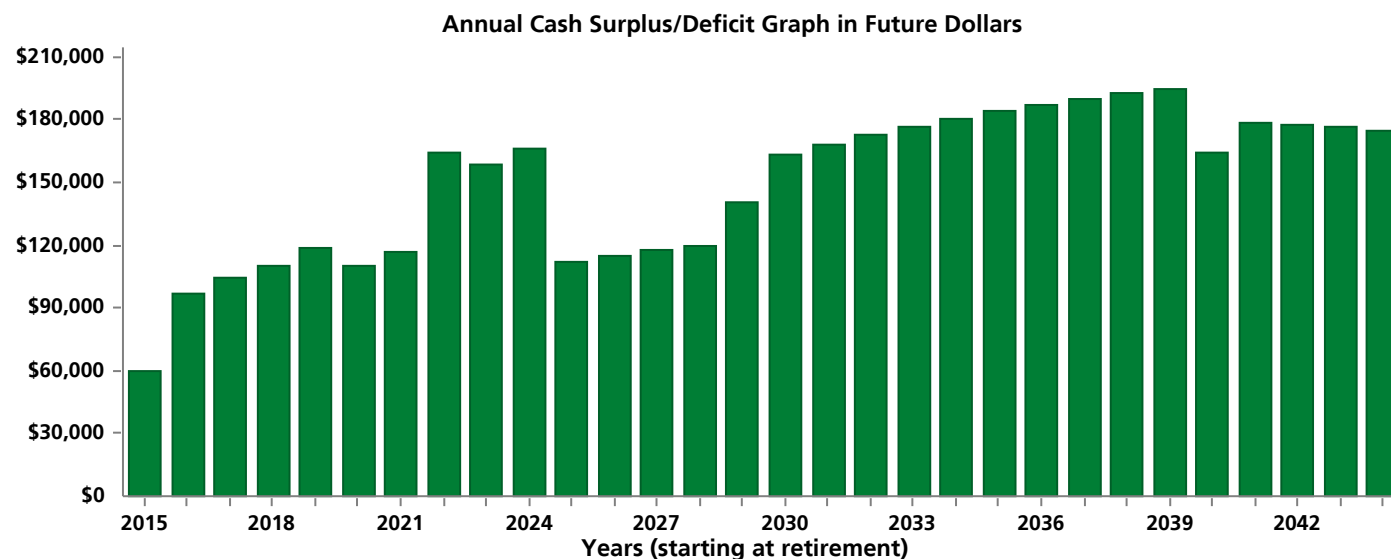
See Important Disclosures section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

What If Worksheet - Retirement Distribution Cash Flow Graphs

Scenario : Suggested using Average Returns

This graph shows the ending portfolio value for each year, from retirement through the End of the Plan. Amounts can be shown in current dollars or future dollars. When current dollars are shown, the Base Inflation Rate of the Plan is used to discount future dollars to current dollars. The Ending Portfolio Values are estimates based on all the assumptions that you have included in this Plan.

Portfolio Value During Retirement in Future Dollars
(Impact of Cash Surplus/Deficit on Portfolio Value)

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

What If Worksheet - Retirement Distribution Cash Flow Graphs

Scenario : Suggested using Average Returns

This graph shows the cash surplus or cash deficit year-by-year, from retirement through the End of the Plan. Amounts can be shown in current or future dollars. When current dollars are shown, the Base Inflation Rate of the Plan is used to discount future dollars to current dollars.

Annual Cash Surplus/Deficit Graph in Future Dollars

Years (starting at retirement)

Notes

- The Annual Cash Surplus/Deficit Graph illustrates the change in Ending Portfolio Values from one year to the next. If there is a surplus, the estimated Ending Portfolio Value is greater than the Value in the past year. If there is a deficit, the estimated Ending Portfolio Value is less than the Value in past year. If there is no bar graph shown, it indicates that the Ending Portfolio Value is zero, which means that the entire portfolio has been spent.

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

What If Worksheet - Cash Used to Fund Goals

Scenario : Suggested using Average Returns

This graph shows the amounts available to fund each Goal from retirement through the End of the Plan. All amounts are in after-tax, future dollars.
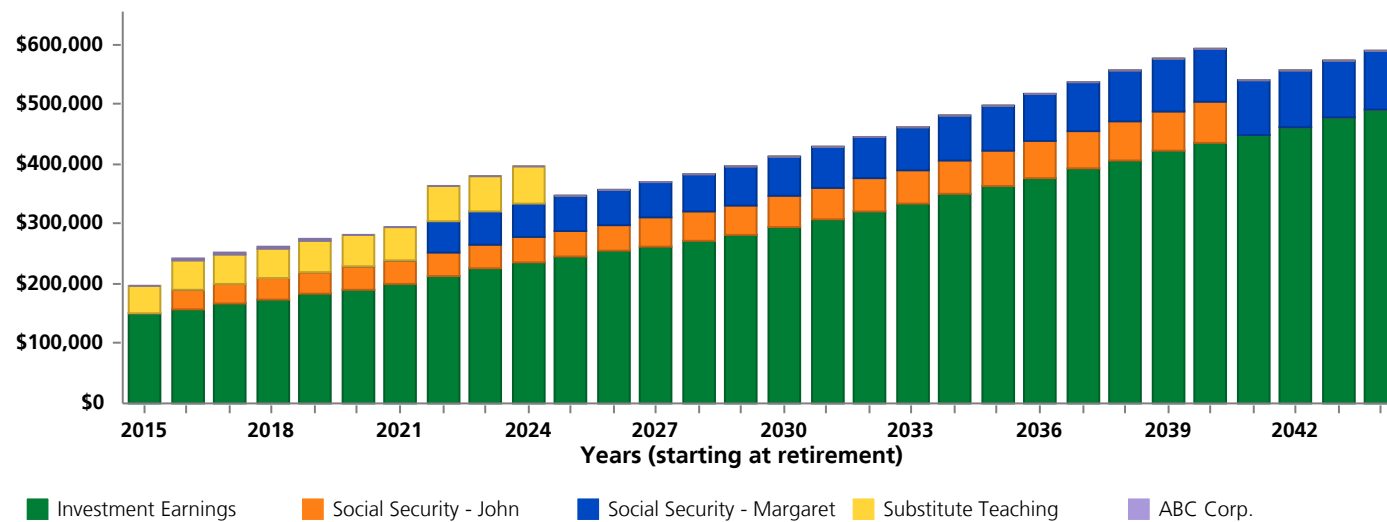

Legend: ■ Retirement - Living Expense ■ Annual Travel ■ College - Emily Elizabeth ■ Leave Bequest
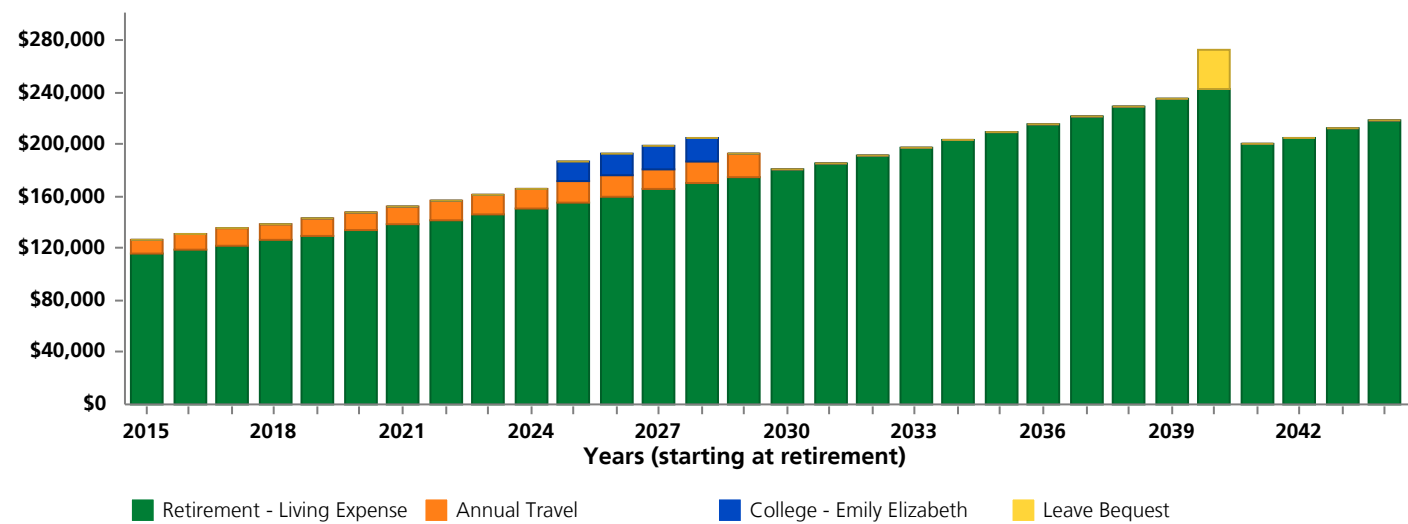
Notes

- The value shown for each goal is the amount available to fund the goal, based on all the assumptions that you have included in this Plan. In any year, this value can be less than the amount you specified for the goal expense. This graph does not indicate whether or not you have a goal shortfall in any year. Rather, it shows the amount of the goal expense that was funded, assuming that you execute all aspects of the Plan as you have indicated.

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

What If Worksheet - Sources of Income and Earnings

Scenario : Suggested using Average Returns

This graph shows the income sources and earnings available in each year from retirement through the End of the Plan.

Legend: ■ Investment Earnings ■ Social Security - John ■ Social Security - Margaret ■ Substitute Teaching ■ ABC Corp.

Notes

- Sources of Income can include 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.
- Investment Earnings are calculated on all assets after any withdrawals for funding goals, taxes on withdrawals, and tax penalties, if applicable, are subtracted.
- All Retirement Income, Immediate Annuity Strategy Income, 72(t) Strategy Income, the remaining asset value after 72(t) distributions, and Investment Earnings are pre-tax, future values.

- NUA Strategy Income, Stock Options, Restricted Stock, Other Assets, and proceeds from Insurance Policies are after-tax future values.
- 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.

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

Risk Management

Life Insurance Needs Analysis

Scenario : Suggested

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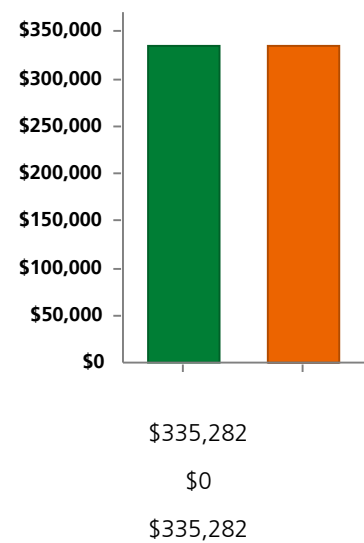
If John Dies

Living Expenses covered until Margaret is 92
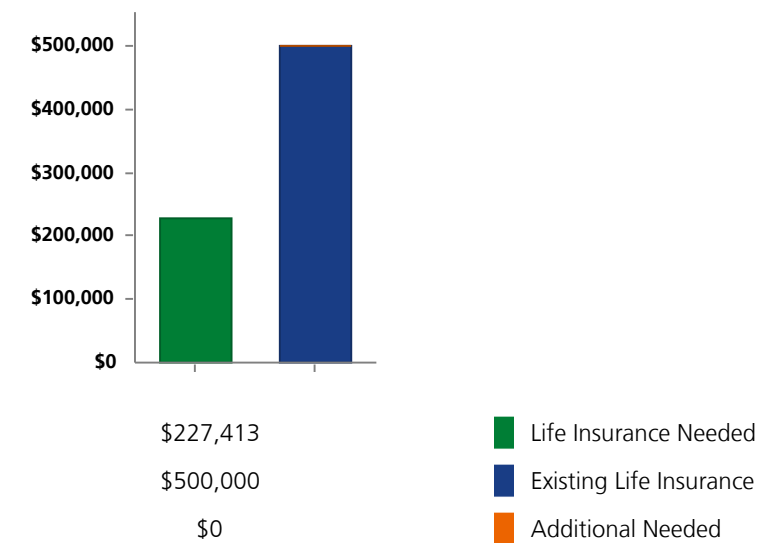
If Margaret Dies

Living Expenses covered until John is 90

$227,413	🟩	Life Insurance Needed
$500,000	🟦	Existing Life Insurance
$0	🟧	Additional Needed

$335,282
$0
$335,282

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

Life Insurance Needs Analysis Detail

Scenario : Suggested

Life Insurance

If John Dies		If Margaret Dies
$500,000	Existing Life Insurance	$0
$0	Additional Death Benefit	$0

Amounts to be Paid at Death

If John Dies		If Margaret Dies
$260,000	Debts Paid Off	$260,000
$10,000	Final Expenses	$10,000
$0	Bequests	$0
$0	Other Payments	$0

Living Expenses for Survivors

If John Dies		If Margaret Dies
$112,800	Current Annual Amount (after tax)	$112,800
61	Cover expense until Spouse is this age	63
$90,240	Future Annual Amount (after tax)	$90,240
92	Cover expense until Spouse is this age	90

Financial Goals

Checked boxes indicate goals to be funded upon death.

If John Dies		If Margaret Dies
✔	Annual Travel	✔
✔	Anne's Wedding	✔
✔	College - Emily Elizabeth	✔
✔	Leave Bequest	✔

Other Assets (Personal and business assets that would be sold at death)

If John Dies		If Margaret Dies
$0	Amount of cash provided by sale of Assets (after tax)	$0

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

Life Insurance Needs Analysis Detail

Scenario : Suggested

Stock Options

Checked boxes indicate stock options to be included in Life Insurance.

If John Dies		If Margaret Dies
☑	Include John's Stock Options	☑

Other Income (Income other than employment income)

If John Dies		If Margaret Dies
$0	Annual Other Income Amount	$0
	(current dollars before tax)	
No	Will this amount inflate?	No

If John Dies			If Margaret Dies	
Include	**Amount**	**Description**	**Amount**	**Include**
☑	$40,000	Substitute Teaching	$0	☑

Tax Rate (Estimated average tax rate)

Use Program Estimate	Federal	State	Local
	18.00%	7.75%	0.00%

Rate of Return

Use Return in the Plan you selected	Rate of Return
	8.17%

Dependents

| Name	Date of Birth	Age	Relationship
Emily Elizabeth	06/21/2007	2	Both Are GrandParents

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

Long-Term Care Needs Analysis - John

Scenario : What If 1

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

This graph shows what would happen to your portfolio if John enters a Nursing Home at age 80 for 3 years at an annual cost, in Current Dollars, of $70,080 inflating at 6.00%.

Effect of Long-Term Care Expense on your Investment Portfolio
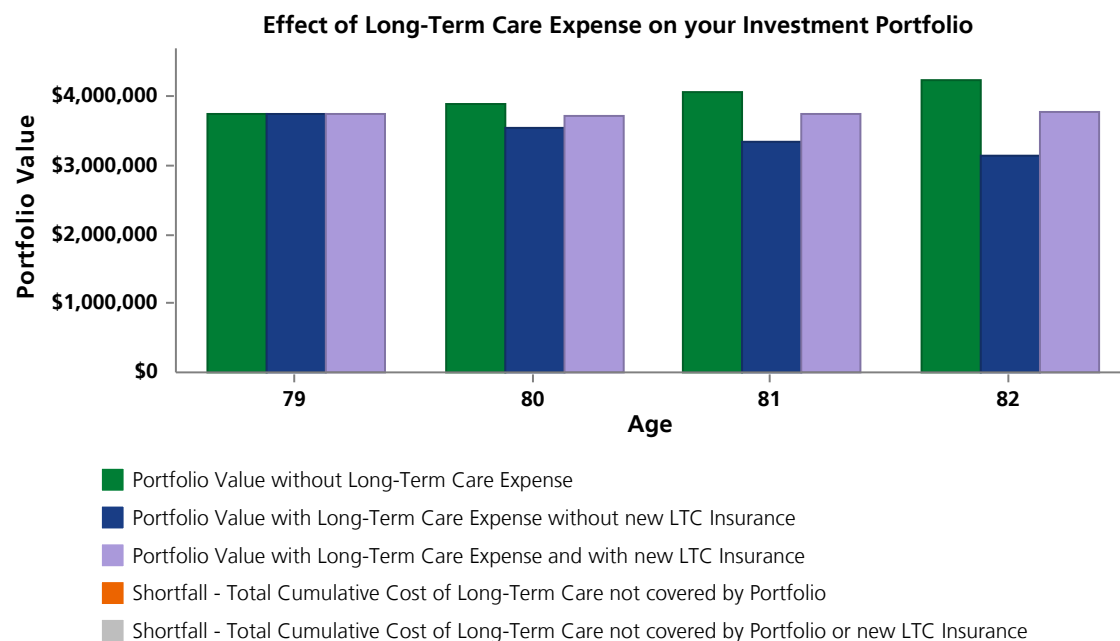
Total Cost of Long-Term Care :	$715,533
Total of Existing Long-Term Care Policy Benefits :	$0
Total Benefits from purchasing a new Long-Term Care Policy* :	$418,158
Amount offset by expense reduction during care period :	$0
Net Cost of care to be paid from Portfolio :	$297,375

■ Portfolio Value without Long-Term Care Expense

■ Portfolio Value with Long-Term Care Expense without new LTC Insurance

■ Portfolio Value with Long-Term Care Expense and with new LTC Insurance

■ Shortfall - Total Cumulative Cost of Long-Term Care not covered by Portfolio

■ Shortfall - Total Cumulative Cost of Long-Term Care not covered by Portfolio or new LTC Insurance

* Assumptions for new LTC policy are 3 year Benefit Period, 100-day Elimination Period, $150 Daily Benefit Amount, 100% Home Care Benefit, and Compounded Inflation at 5%.

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

Estate Analysis

Estate Analysis Introduction

This section of your report provides a general overview of your current estate situation and shows the projected value of your estate at death. It includes an estimate of Federal Estate taxes, expenses, and the amounts to be received by your beneficiaries. If appropriate, this report also illustrates one or more estate planning strategies that you may want to consider.

Important Note: This analysis is intended solely to illustrate potential estate analysis issues. Prior to taking any action, we recommend that you review the legal and/or tax implication of this analysis with your personal legal and/or tax advisor.

You have told us the following about your current Estate situation;

 · Neither John nor Margaret have a Will.
 · Neither John nor Margaret have a Medical Directive.
 · Neither John nor Margaret have a Power Of Attorney.

This Estate Analysis assumes that you both maintain valid Wills that bequeaths all assets to each other (Simple Will). This Estate Analysis may not accurately reflect your current estate where one or both of you does not have a Simple Will.

It is important that both of you have a Will that is valid and up-to-date. Your Wills should be periodically reviewed by your legal advisor. You should also discuss the appropriateness of a Medical Directive and Power of Attorney with your legal advisor.

You have indicated that you have not made provisions for a Bypass Trust. When this analysis illustrates the potential benefit of a Bypass Trust, it assumes that your assets will be properly titled and appropriate to fully fund the amount shown.

The Need for Estate Planning

How Will You Be Remembered?

It is often said that you cannot take your money with you; however, it is somewhat comforting to know that you can determine what happens to it after you're gone. A well-designed estate plan can not only help make sure that your assets go where you want them to, but also make the process simpler, faster, less expensive, and less painful. Such planning followed by an orderly transition of your estate can have a positive impact on the people you care about.

Goal Planning is Important

When it comes to estate taxes, the tax law seemingly penalizes those who fail to plan properly. Failure to properly plan can sometimes lead to greater estate taxes due. A well-designed estate plan can potentially reduce taxes substantially, and leave more money for your heirs.

Probate - Expense and Delays

Probate is the legal process for settling your Estate, which basically means that all your debts and taxes are paid and remaining assets are distributed. Probate can be time consuming and expensive, and is open to public review. A well-designed estate plan can reduce the costs of probate, save time, and even avoid probate for many assets.

Your Beneficiaries - Leaving More

The desire to control the ultimate disposition of that which we accumulate during our lifetime and to provide for those we care about is a strong motivation in most people. In this regard, there are many questions to answer:

 · Who should get the money, and how much?
 · When should they get it - all at once or over time?
 · Who will manage the money?
 · Do you want to place restrictions on some assets such as a business or property?
 · How much should go to charity?
 · Who gets important tangible assets (e.g. wedding rings, family heirlooms)?
 · Which assets do you want sold? Which assets should never be sold?
 · Will there be enough liquidity to pay taxes?

You - Having Enough

Estate Planning focuses on what happens after you die and includes strategies you can employ to increase the amount of your assets that pass to your beneficiaries. Some of these strategies, such as gifting and purchasing life insurance, can cost you a significant amount of money during your lifetime. While this is certainly financially helpful for your heirs, is it financially sound for you? A good estate plan also considers the impact of these strategies on you, while you're alive. You want to make sure that you will have enough money to support your own lifestyle, before spending money to help your heirs.

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

Estate Analysis Introduction

Important Information on Assumptions

This analysis makes a number of assumptions that could significantly affect your results including, but not limited to, the following:

- Both of you are U.S. Citizens.

- All Qualified Retirement Plans, IRAs and Tax-deferred Annuities are assumed to have the spouse as the Beneficiary and its value is available to fund goals after the first death. The contingent Beneficiary is the estate.

- State inheritance, estate or gift taxes have not been incorporated.

- Gift taxes are not calculated every year, but are totaled and settled at the death of the donor.

- Generation-skipping taxes, if applicable, have not been calculated.

- All custodial accounts (UGMA and/or UTMA) are not included in the estate calculations.

- All amounts contributed to 529 Savings Plans are treated as completed gifts and there is no recapture provision for any 5-year pre-funding contribution elections.

- Prior gifts above the annual exclusion and for which no taxes have been paid are included in your Taxable Estate. Prior gifts above the annual exclusion and for which taxes have been paid are not included in your Taxable Estate.

- Financial Goals such as "Gift or Donation" or "Leave a Bequest" are not reflected in the Estate Analysis.

- Bequests stipulated in your will, including charitable bequests, are not reflected in the Estate Analysis.

- If applicable, reverted gifts and/or life insurance proceeds transferred to a Trust or third-party within three years of death are included in your Gross Estate and Taxable Estate.

- In certain calculations, 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.

- The current values of vested stock options are included in the gross estate. The current values of unvested stock options are included if you indicated, on the Stock Options page, that the options vest at death.

- In the event Qualified Retirement Plans, IRAs, and Tax-deferred Annuities are used to fund the Bypass Trust, the program assumes the spouse has disclaimed the assets and the contingent beneficiary is a 'qualified' trust.

- In the event Other Assets, such as a Primary Residence or Personal Property, are used to fund the Bypass Trust, the program assumes these assets have a specific value and can in fact be used to fund the Bypass Trust.

- If applicable, the value of any payment that continues past death created by the Immediate Annuity Goal Strategy is not included in the estate calculations.

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

Estate Analysis Current Asset Ownership Detail

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

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

Description	John	Margaret	Joint (Margaret) Survivorship	Common	Entirety	Community Property	Joint (Other)	Total	Beneficiaries
Investment Assets									
Retirement Plans :									
IBM 401(k)	$589,000							$589,000	
GE 401(k)		$412,000						$412,000	
Taxable :									
Brokerage Account			$283,000					$283,000	
Total Investment Assets	*$589,000*	*$412,000*	*$283,000*	*$0*	*$0*	*$0*	*$0*	*$1,284,000*	
Other Assets									
Personal Assets :									
8 Edgemont Court			$550,000					$550,000	
Business and Property :									
Family Farm		$800,000						$800,000	
Stock Options :									
ABC Corp.	$1,780							$1,780	
Total Other Assets	*$1,780*	*$800,000*	*$550,000*	*$0*	*$0*	*$0*	*$0*	*$1,351,780*	
Total Assets :	**$590,780**	**$1,212,000**	**$833,000**	**$0**	**$0**	**$0**	**$0**	**$2,635,780**	

See Important Disclosures section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.
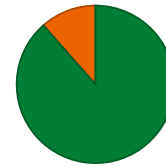
Estate Analysis Results Combined Summary

Using Suggested - Both Die today - John Predeceases Margaret
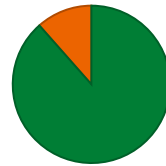
	Existing Estate **Will without Bypass Trust**	**Existing Estate** **Will with Bypass Trust**
Total Estate :	$3,135,780	$3,135,780
■ Federal Estate Tax** :	$0	$0
■ Estate Expenses :	$361,273	$361,273
■ **Amount to Heirs :**	**$2,774,507**	**$2,774,507**
Additional Value to Heirs :		

Amount to Heirs		
Net Estate Value :	$2,774,507	$2,774,507
Bypass Trust :	$0	$0
Other Life Insurance :	$0	$0
Life Insurance in Trust :	$0	$0
Total :	$2,774,507	$2,774,507
Cash Needed to Pay Tax and Expenses		
Shortfall at First Death :	$0	$0
Shortfall at Second Death :	$0	$0
Bypass Trust Funding		
Funding Shortfall :	$0	$0

** State Estate Taxes are not included. In some states, the tax may be substantial.

Notes

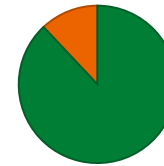- Prior gifts are not included in the amount to heirs.
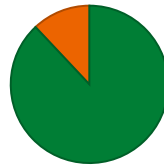
See Important Disclosures section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Estate Analysis Results Combined Summary

Using Suggested - Both Die today - Margaret Predeceases John

<div align="center">

Existing Estate
Will without Bypass Trust　　　**Existing Estate**
Will with Bypass Trust

</div>

	Existing Estate Will without Bypass Trust	Existing Estate Will with Bypass Trust
Total Estate :	$3,135,780	$3,135,780
■ Federal Estate Tax** :	$0	$0
■ Estate Expenses :	$376,439	$376,439
■ **Amount to Heirs :**	**$2,759,341**	**$2,759,341**
Additional Value to Heirs :		

Amount to Heirs		
Net Estate Value :	$2,759,341	$2,759,341
Bypass Trust :	$0	$0
Other Life Insurance :	$0	$0
Life Insurance in Trust :	$0	$0
Total :	$2,759,341	$2,759,341
Cash Needed to Pay Tax and Expenses		
Shortfall at First Death :	$0	$0
Shortfall at Second Death :	$0	$0
Bypass Trust Funding		
Funding Shortfall :	$0	$0

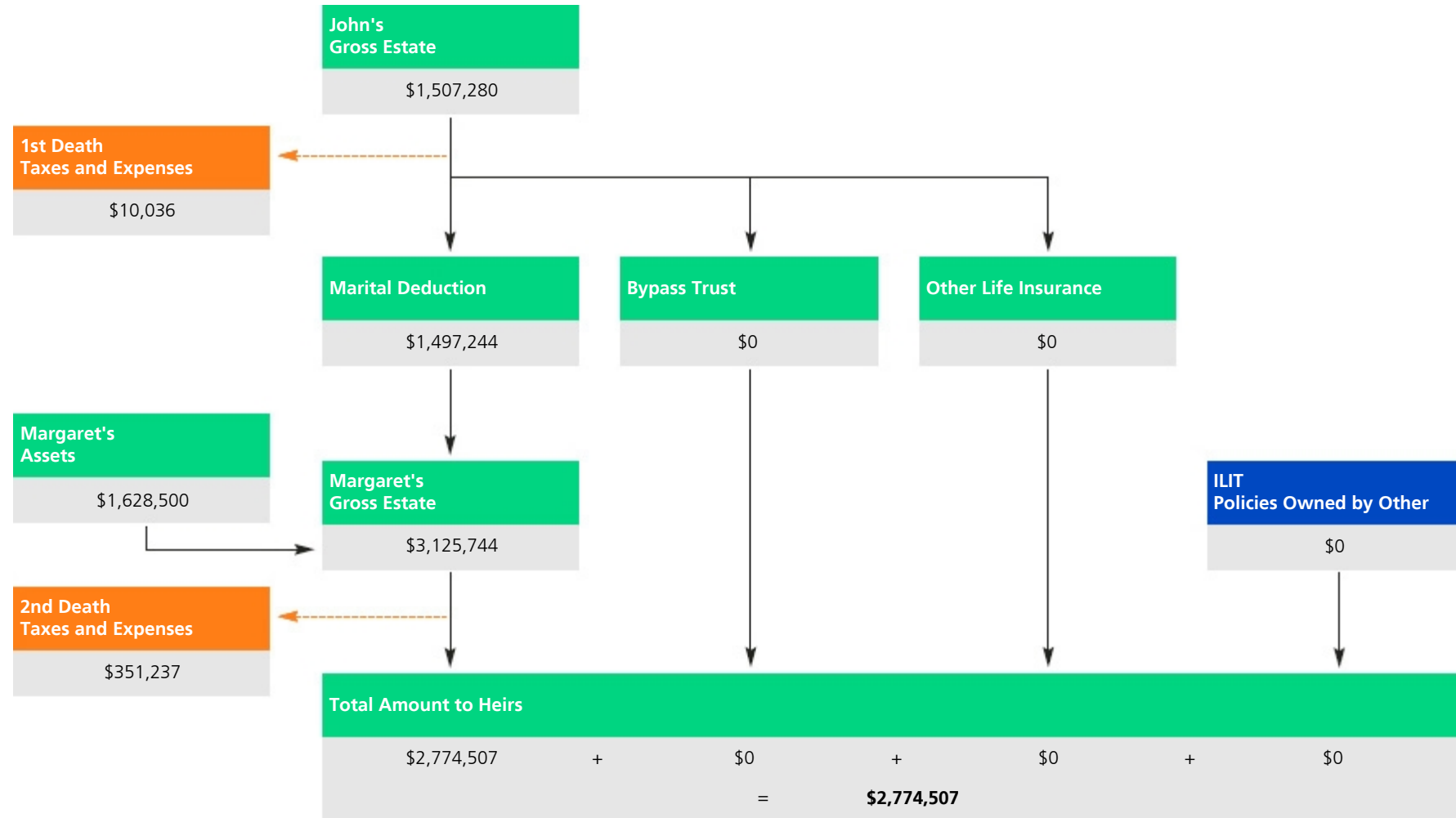** State Estate Taxes are not included. In some states, the tax may be substantial.

Notes

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

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

Estate Analysis Results Flowchart

Existing Estate without Bypass Trust using Suggested - Both Die today - John Predeceases Margaret

John's Gross Estate	
$1,507,280	

1st Death Taxes and Expenses

$10,036

Marital Deduction	**Bypass Trust**	**Other Life Insurance**
$1,497,244	$0	$0

Margaret's Assets

$1,628,500

Margaret's Gross Estate

$3,125,744

ILIT Policies Owned by Other

$0

2nd Death Taxes and Expenses

$351,237

Total Amount to Heirs

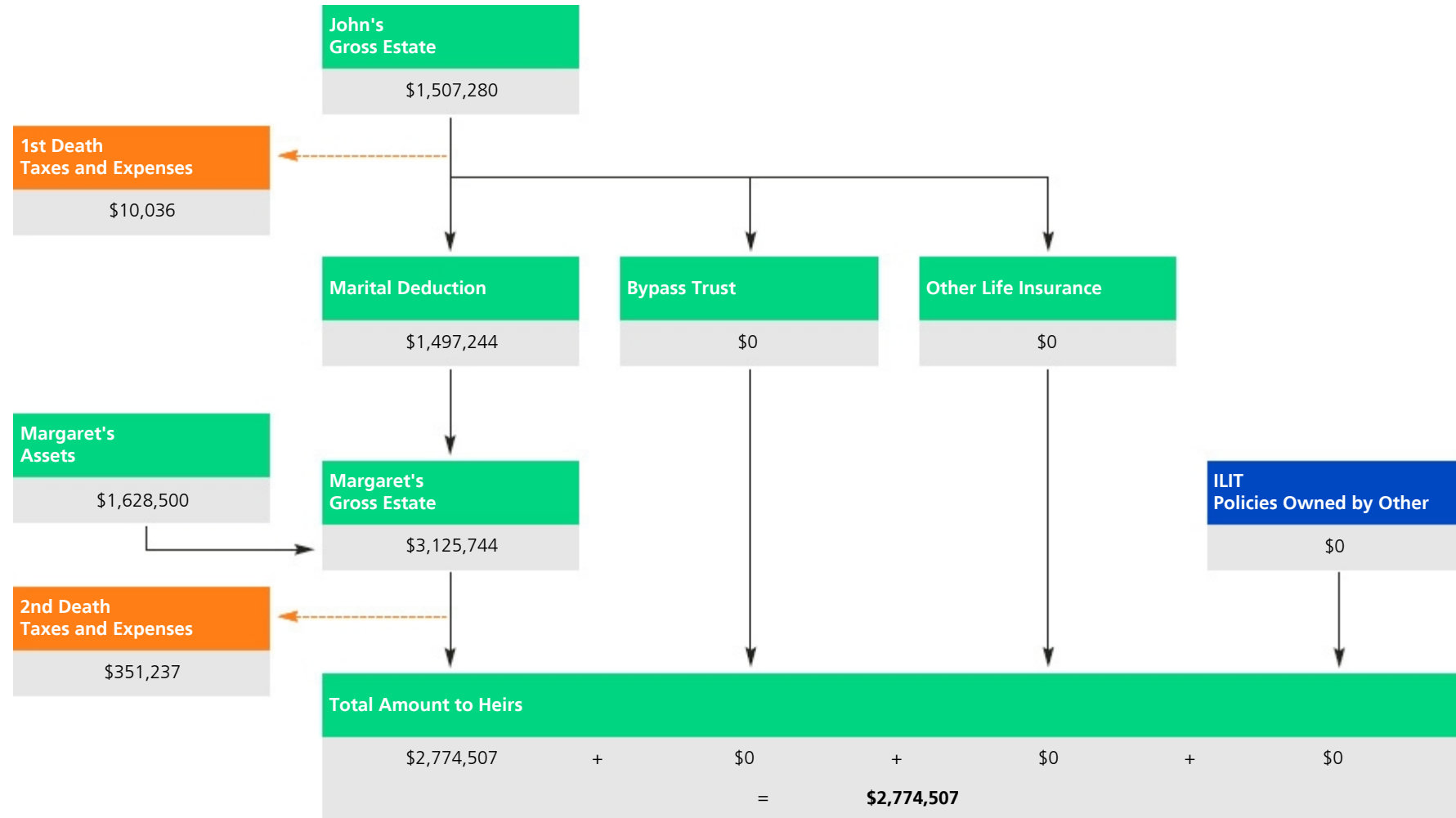$2,774,507   + $0   + $0   + $0

=   **$2,774,507**

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 spouse or estate.
- Gross Estate amounts do not include the value of prior gifts.
- The Bypass Trust may not be fully funded to the available estate exemption equivalent amount due to prior gifts, titling of assets, insufficient resources, and/or other bequests.

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

Estate Analysis Results Flowchart

Existing Estate with Bypass Trust using Suggested - Both Die today - John Predeceases Margaret

John's Gross Estate
$1,507,280

1st Death Taxes and Expenses
$10,036

Marital Deduction	Bypass Trust	Other Life Insurance
$1,497,244	$0	$0

Margaret's Assets
$1,628,500

Margaret's Gross Estate
$3,125,744

ILIT Policies Owned by Other
$0

2nd Death Taxes and Expenses
$351,237

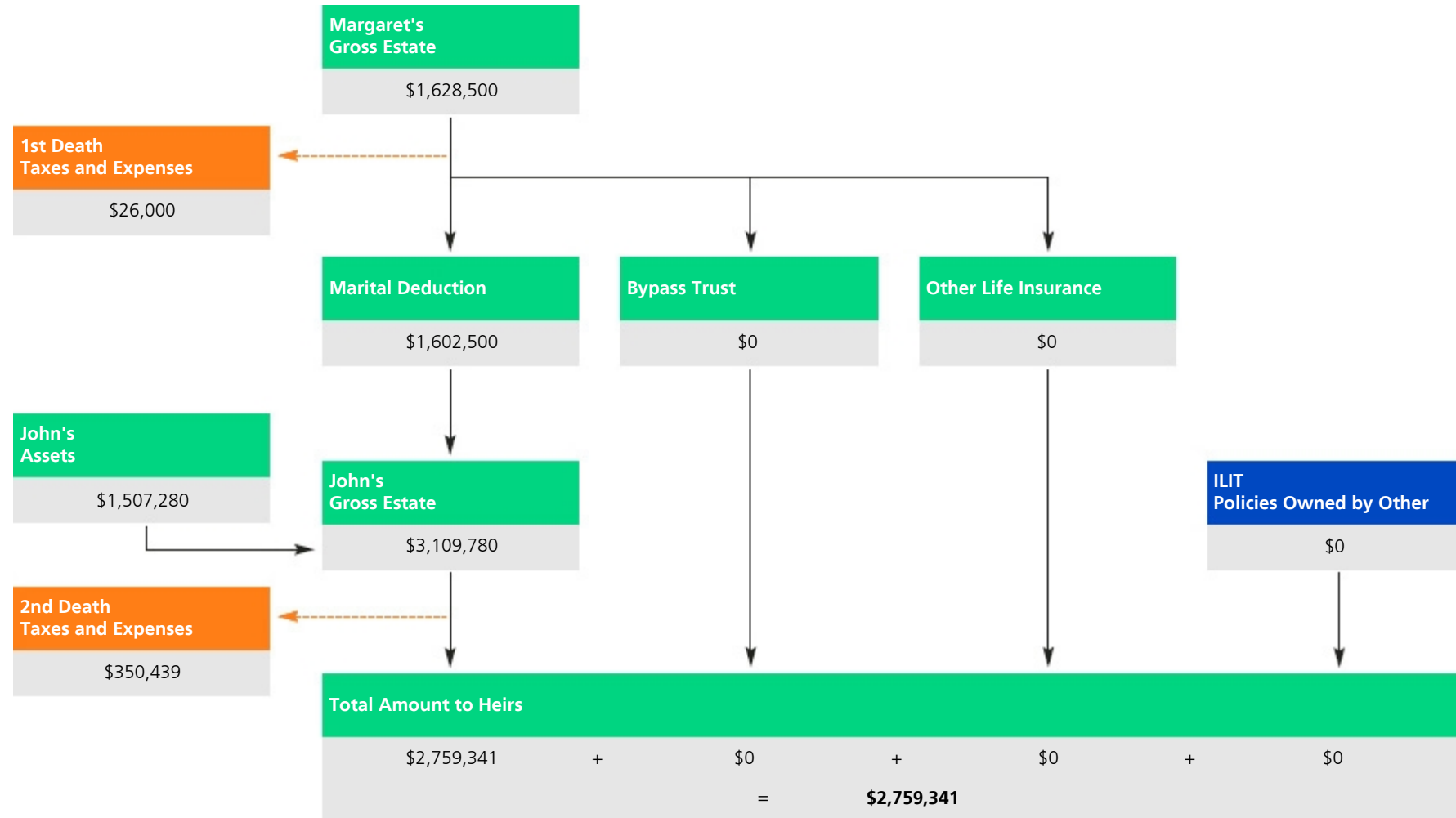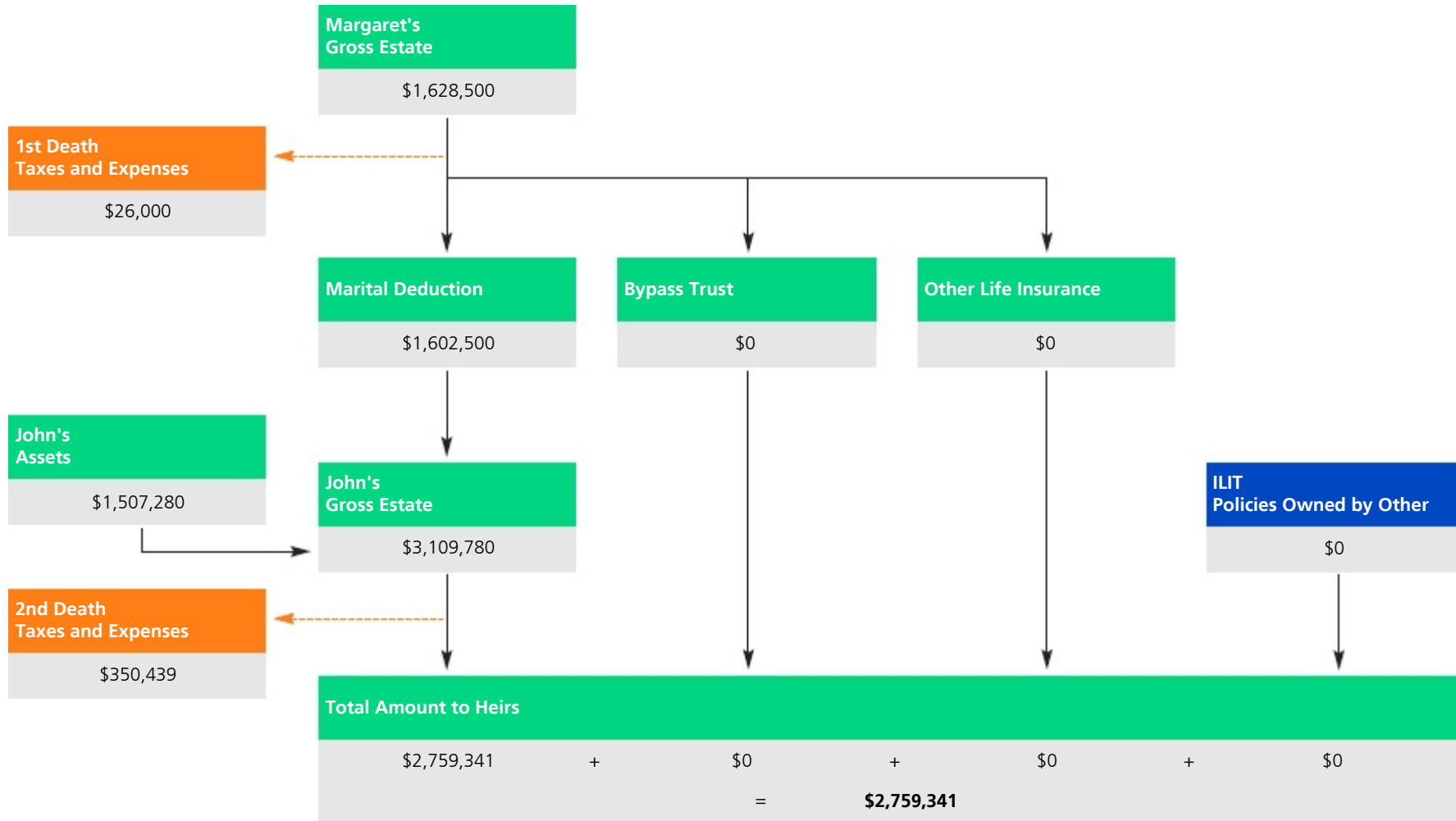| Total Amount to Heirs			
$2,774,507 +	$0 +	$0 +	$0
	=	**$2,774,507**	

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 spouse or estate.
- Gross Estate amounts do not include the value of prior gifts.
- The Bypass Trust may not be fully funded to the available estate exemption equivalent amount due to prior gifts, titling of assets, insufficient resources, and/or other bequests.

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

Estate Analysis Results Flowchart

Existing Estate without Bypass Trust using Suggested - Both Die today - Margaret Predeceases John

Margaret's Gross Estate
$1,628,500

1st Death Taxes and Expenses
$26,000

Marital Deduction	Bypass Trust	Other Life Insurance
$1,602,500	$0	$0

John's Assets
$1,507,280

John's Gross Estate
$3,109,780

ILIT Policies Owned by Other
$0

2nd Death Taxes and Expenses
$350,439

Total Amount to Heirs			
$2,759,341 + $0 + $0 + $0			
= **$2,759,341**			

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 spouse or estate.

- Gross Estate amounts do not include the value of prior gifts.
- The Bypass Trust may not be fully funded to the available estate exemption equivalent amount due to prior gifts, titling of assets, insufficient resources, and/or other bequests.

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

Estate Analysis Results Flowchart

Existing Estate with Bypass Trust using Suggested - Both Die today - Margaret Predeceases John

Margaret's Gross Estate $1,628,500			

1st Death Taxes and Expenses $26,000

Marital Deduction $1,602,500	**Bypass Trust** $0	**Other Life Insurance** $0

John's Assets $1,507,280

John's Gross Estate $3,109,780

ILIT Policies Owned by Other $0

2nd Death Taxes and Expenses $350,439

Total Amount to Heirs

$2,759,341 + $0 + $0 + $0

= **$2,759,341**

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 spouse or estate.
- Gross Estate amounts do not include the value of prior gifts.
- The Bypass Trust may not be fully funded to the available estate exemption equivalent amount due to prior gifts, titling of assets, insufficient resources, and/or other bequests.

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

Net Worth

Net Worth - Assets Used In Plan

Your Net Worth is the difference between what you own (your assets) and what you owe (your liabilities). This statement includes only those Investment Assets that you have assigned to Goals in this Plan and all Other Assets and all Liabilities indicated by you. To ensure an accurate Net Worth statement, make certain all of your Assets and Liabilities have been entered and the values are current.
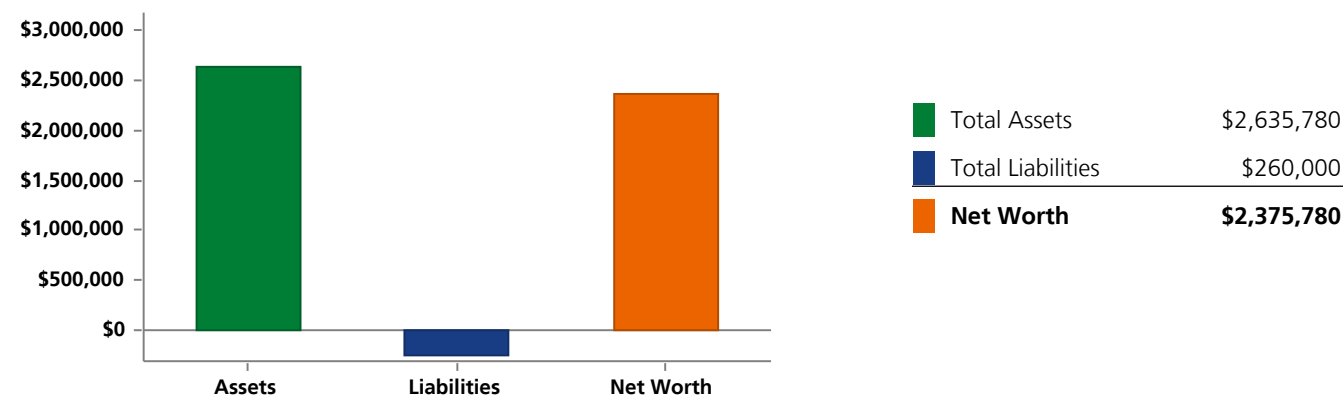
■ Total Assets	$2,635,780
■ Total Liabilities	$260,000
■ **Net Worth**	**$2,375,780**

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

Net Worth - Assets Used In Plan

Net Worth Statement

Description	John	Margaret	Joint	Total
Investment Assets				
Retirement Plans :				
IBM 401(k)	$589,000			$589,000
GE 401(k)		$412,000		$412,000
Taxable :				
Brokerage Account			$283,000	$283,000
Total Investment Assets :	*$589,000*	*$412,000*	*$283,000*	*$1,284,000*
Other Assets				
Personal Assets :				
8 Edgemont Court			$550,000	$550,000
Business and Property :				
Family Farm		$800,000		$800,000
Stock Options :				
ABC Corp.	$1,780			$1,780
Total Other Assets :	*$1,780*	*$800,000*	*$550,000*	*$1,351,780*
Total Assets :	*$590,780*	*$1,212,000*	*$833,000*	*$2,635,780*

Description	John	Margaret	Joint	Total
Liabilities				
Home and Land Loans :				
FBNC Mortgage			$250,000	$250,000
Vehicle Loans :				
SUV		$10,000		$10,000
Total Liabilities :		*$10,000*	*$250,000*	*$260,000*
Total Liabilities :		*$10,000*	*$250,000*	*$260,000*

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

Current Assets, Insurance, Income, and Liabilities

Investment Assets

Description	Owner	Current Value	Additions	Assign to Goal
Brokerage Account	Joint	$283,000		Fund All Goals
American Funds AMCAP C	$130,000			
International Business Machines Corp	$153,000			
GE 401(k)	Margaret	$412,000	$6,800 to Margaret's Retirement	Fund All Goals
IBM 401(k)	John	$589,000	$6,750 to John's Retirement	Fund All Goals

Total Investment Assets : **$1,284,000**

Stock Options - See the Stock Options Summary for Scenario Detail.

Description	Owner	Scenario	Year	Amount	Assign to Goal
ABC Corp. (ABC)	John	1	2016	$4,059	Fund All Goals
		1	2017	$4,249	Fund All Goals
		1	2018	$3,235	Fund All Goals
		1	2019	$3,916	Fund All Goals

Other Assets

Description	Owner	Current Value	Future Value	Assign to Goal
8 Edgemont Court	Joint	$550,000		Not Funding Goals
Family Farm	Margaret	$800,000		Not Funding Goals

Total of Other Assets : **$1,350,000**

Insurance Policies

Description	Owner	Insured	Beneficiary	Annual Premium	Cash Value	Death Benefit	Premium Paid
Insurance Policies (not included in Assets)							
Genworth Term Life	John	John	Spouse of Insured - 100%			$500,000	

Total Death Benefit of All Policies : **$500,000**

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

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

Current Assets, Insurance, Income, and Liabilities

Retirement Income

Description	Owner	Value	Increase Rate	Assign to Goal
Social Security Program Estimate	John	$28,131 from Age 66 to End of John's Plan	Yes, at 3.00%	Fund All Goals
Social Security Program Estimate	Margaret	$36,698 from Age 70 to End of Margaret's Plan	Yes, at 3.00%	Fund All Goals
Substitute Teaching	Margaret	$40,000 from Margaret's Retirement to 2022	Yes, at 3.00%	Fund All Goals

Liabilities

Type	Description	Owner	Outstanding Balance	Interest Rate	Monthly Payment
Home - 1st Mortgage	FBNC Mortgage	Joint	$250,000		$3,500
Vehicle - Car	SUV	Margaret	$10,000		$500

Total Outstanding Balance : **$260,000**

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Assumptions

Personal Information and Summary of Financial Goals

John and Margaret Boomer

■ **Needs**	

10	**Retirement - Living Expense**

$110,000 from 2013 thru 2040 (Both retired)
$90,000 from 2041 thru 2044 (Margaret alone - retired)
	John retires in 2013 at age 63
	   Planning age is 90 in 2040
	Margaret retires in 2013 at age 61
	   Planning age is 92 in 2044
	Retirement period is 31 years
	Base Inflation Rate (3.00%)

● **Wants**	

7	**Annual Travel**

$12,000 at John's retirement	Recurring every year for a total of 15 times Base Inflation Rate (3.00%)

6	**Anne's Wedding**

$30,000 in 2013	One time only Base Inflation Rate (3.00%)

5	**College - Emily Elizabeth**

$10,000 in 2025	Use your own estimate for 4 years Base Inflation Rate plus 1.50% (4.50%)

▲ **Wishes**	

3	**Leave Bequest**
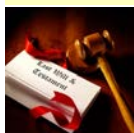
$50,000 at end of John's plan	One time only Base Inflation Rate (3.00%)

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Personal Information and Summary of Financial Goals

Personal Information

John

Male - born 03/06/1950, age 59

Employed - $90,000

Margaret

Female - born 08/16/1952, age 57

Employed - $85,000

Married, US Citizens living in NC

· 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
Emily Elizabeth	06/21/2007	2	Grandchild
American Heart Assoc		0	Charity

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Tax and Inflation Assumptions

Base Inflation Rate

Inflation rate :	3.00%
Social Security Inflation rate :	3.00%
Tax Assumption Inflation rate :	3.00%

Marginal Tax Rates Before Retirement

	Federal	State	Local
Tax Rates :	28.00%	7.75%	0.00%

Untaxed Gain on Taxable Earnings - Before Retirement

What portion of your Annual Taxable Investment Earnings will not be taxed until withdrawn?	0.00%

Long Term Capital Gains (LTCG) - Before Retirement

What portion of your Taxable Investment Earnings will be taxed as Long Term Capital Gains?	20.00%
Long Term Capital Gains rate :	Use Program estimate

Tax Rates During Retirement

Let the Program calculate taxes each year

Local rate :	0.00%
Deduction estimate :	Use standard deductions

Untaxed Gain on Taxable Earnings - During Retirement

What portion of your Annual Taxable Investment Earnings will not be taxed until withdrawn?	0.00%

Long Term Capital Gains (LTCG) - During Retirement

What portion of your Taxable Investment Earnings will be taxed as Long Term Capital Gains?	20.00%
Long Term Capital Gains rate :	Use Program estimate

Taxation of Social Security

What portion of Social Security will be taxed?	85.00%

Tax Penalty

Include penalties in Plan? :	Yes

Tax Relief Act of 2001 - Options

Use the new Tax Rates for the entire Plan period.

Tax Free Earnings - Options

Use Tax-Free returns by Asset Class,
Marginal Tax Rate to use during Retirement is 40.00%

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Asset Allocation - Risk Questionnaire

Updated : 12/24/2009

This is your Risk Tolerance Questionnaire. Your answers were used to help select your Target Portfolio.

Risk You Can Accept

1. How important is capital preservation?

   Not at all   *Moderately important*   *Very important*

   ○ 1   ○ 2   ○ 3   ○ 4   ● 5   ○ 6   ○ 7   ○ 8   ○ 9

2. How important is growth?

   Not at all   *Moderately important*   *Very important*

   ○ 1   ○ 2   ○ 3   ○ 4   ○ 5   ● 6   ○ 7   ○ 8   ○ 9

3. How important is low volatility?

   Not at all   *Moderately important*   *Very important*

   ○ 1   ○ 2   ○ 3   ● 4   ○ 5   ○ 6   ○ 7   ○ 8   ○ 9

4. How important is inflation protection?

   Not at all   *Moderately important*   *Very important*

   ○ 1   ○ 2   ○ 3   ○ 4   ○ 5   ○ 6   ● 7   ○ 8   ○ 9

5. How important is current cash flow?

   Not at all   *Moderately important*   *Very important*

   ○ 1   ○ 2   ○ 3   ○ 4   ○ 5   ● 6   ○ 7   ○ 8   ○ 9

6. How much risk are you willing to take to achieve a higher return?

   None at all   *A moderate amount*   *A lot*

   ○ 1   ○ 2   ○ 3   ○ 4   ○ 5   ○ 6   ● 7   ○ 8   ○ 9

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