Prepared Especially For:

John & Mary Sample

June 2016

Prepared By:

Smart T. Advisor

## **TOOLS FOR MONEY DOT COM**

13 Gotbucks Avenue Suite 33 Bel Air, CA 90077

(503) 309-1369 (800) 555-1333 FAX (734) 555-3355

Email: <a href="mailto:support@toolsformoney.com">support@toolsformoney.com</a>

## TABLE OF CONTENTS

Section 1: Financial Plan Overview	<ul> <li>Introduction and financial assumptions</li> <li>Disclaimer, and about the <i>Probability of Success</i> Number</li> <li>Level of client services</li> <li>Interview notes: Your concerns and objectives</li> <li>Cost Benefit Ratio - Current vs. Proposed plan differences</li> </ul>
Section 2: Budget & Cash Flow	· Family budgeting snapshot and personal cash flow projections
Section 3: Net Worth	· Current snapshot, and long-term projection, of your net worth
Section 4: Retirement Projections	<ul> <li>Explanation of the retirement planning reports</li> <li>Retirement planning reports</li> <li>Your Social Security benefit statement</li> </ul>
Section 5: Investment Management	<ul> <li>Explanation of the asset allocation reports</li> <li>Investment Policy Statement</li> <li>Investment performance historical track record</li> <li>Asset allocation report</li> <li>Bond portfolio report</li> <li>Rental real estate analysis</li> <li>Morningstar Fund Detail reports</li> </ul>
Section 6: Insurance Planning	<ul> <li>Family life insurance needs analysis (capital needs analysis)</li> <li>Disability and long-term care insurance needs</li> <li>Whole life vs. buying term and investing the difference</li> </ul>
Section 7: College Planning	· Children's college funding report(s)
Section 8: Estate Planning	· Estate planning document organizer
Section 9: Plans of Action	<ul> <li>Sources and application of investment funds</li> <li>To do lists</li> </ul>
Section 10: Miscellaneous	<ul> <li>Reports for all of the little financial planning jobs</li> <li>Understand your (Pershing) monthly account statements</li> <li>Our investment newsletter</li> <li>Referrals</li> <li>Fact Finders, agreements, and other paperwork</li> </ul>

### **FINANCIAL PLAN INTRODUCTION**

These confidential reports were created for your personal use and future reference only. Each section is designed to give you a better understanding of your financial circumstances, and what's projected for the future. These reports reflect your financial standing today and where you are likely to be in the event of your disability, death, or retirement. It will provide valuable information for years to come.

The goal of this financial plan is to make the greatest possible use of your present and expected financial resources. The plan assumes your expressed willingness, and ability, to take on an appropriate level of risk; and also to make the cash and investment commitments required.

Your report coordinates all of your assets, liabilities, sources of incomes; and then puts them into perspective when compared to your stated financial goals and objectives. Needs or deficiencies are identified, and recommendations are included to illustrate how you may improve on all of your arrangements.

Supplementary information is also included to help clarify some issues.

Periodic review will be necessary to keep your reports up to date and pertinent to your life. If, after a thorough review of the plan, you feel you'd like to make different assumptions, we'll be happy to make adjustments based on whatever assumptions you may wish to adopt.

The value of this financial plan lies in its implementation. Once your plan accurately reflects what you both are personally trying to accomplish, and the more rapidly these changes are made, the more likely your desired results can be achieved.

No financial plan is of any value unless it is implemented promptly. Our services are available to assist you in these endeavors.

About the *Cost Benefit Ratio* report: The total annual fee for constructing your financial plan was \$2,500. According to our projections, the difference in your net worth in ten years between the current version (assuming you continued going down the road you're currently on), and the proposed version (following all of our recommendations) is roughly \$495,000.

This number divided by the total fee is 19.8. So for every dollar you spent on our fee, the value of our plan returns around \$19 to you. The cost benefit ratio in 20 years is 27.3.

# **Cost Benefit Ratio**

June 6, 2016

The estimated amount of money we returned to you in net worth over three time frames, for every dollar of fee paid

Financial Planning Fee:	\$2,500	Change in Net Worth	Cost Benefit Ratio
<b>Current Projected Net Worth at the End of Year 5:</b>	\$1,473,729	\$146,488	11.7
<b>Proposed Projected Net Worth at the End of Year 5:</b>	\$1,620,217	,217 9.9% Increas	
Current Projected Net Worth at the End of Year 10:	\$1,613,967	\$471,101	18.8
<b>Proposed Projected Net Worth at the End of Year 10:</b>	\$2,085,068	29.2% I	ncrease
Current Projected Net Worth at the End of Year 20:	\$1,145,055	\$1,205,675	24.1
<b>Proposed Projected Net Worth at the End of Year 20:</b>	\$2,350,730	105.3% I	ncrease

## **Current vs. Proposed Net Worth**

Year #:	5	10	15	20	25	30	35	40	45	50
	2021	2026	2031	2036	2041	2046	2051	2056	2061	2066
John's Age:	50	55	60	65	70	75	80	85	90	95
Current Plan:	\$1,473,729	\$1,613,967	\$1,279,297	\$1,145,055	\$1,179,737	\$1,388,212	\$1,653,067	\$1,989,072	\$2,415,202	\$2,955,771
Proposed Plan:	\$1,620,217	\$2,085,068	\$2,166,680	\$2,350,730	\$2,686,780	\$3,095,900	\$3,564,761	\$4,077,666	\$4,623,388	\$5,179,045
Difference:	9.9%	29.2%	69.4%	105.3%	127.7%	123.0%	115.6%	105.0%	91.4%	75.2%



# **Current vs. Proposed Incomes**

Year #:	5	10	15	20	25	30	35	40	45	50
	2021	2026	2031	2036	2041	2046	2051	2056	2061	2066
John's Age:	50	55	60	65	70	75	80	85	90	95
Current Plan:	\$207,000	\$196,946	\$211,989	\$137,738	\$94,958	\$55,140	\$72,237	\$75,639	\$79,315	\$83,178
Proposed Plan:	\$207,000	\$196,946	\$211,989	\$144,138	\$103,766	\$112,288	\$128,258	\$147,194	\$169,276	\$194,815
Difference:	0.0%	0.0%	0.0%	4.6%	9.3%	103.6%	77.6%	94.6%	113.4%	134.2%



# **Current vs. Proposed Expenses**

Year #:	5	10	15	20	25	30	35	40	45	50
	2021	2026	2031	2036	2041	2046	2051	2056	2061	2066
John's Age:	50	55	60	65	70	75	80	85	90	95
Current Plan:	\$202,430	\$158,649	\$185,476	\$103,739	\$91,127	\$96,960	\$111,718	\$128,913	\$148,855	\$171,977
Proposed Plan:	\$214,430	\$172,560	\$194,437	\$110,108	\$98,540	\$105,369	\$121,411	\$140,114	\$161,818	\$186,995
Difference:	5.9%	8.8%	4.8%	6.1%	8.1%	8.7%	8.7%	8.7%	8.7%	8.7%



### FINANCIAL PLAN DISCLAIMER

Your financial plan was designed from the personal information and documents furnished to us by you, and it is based on your expression of the personal objectives and your attitudes. It is essential that the tax and legal planning steps be considered only with the advice of your attorney, CPA, and your other financial advisors; which we will be happy to coordinate with. This plan is not to be construed as offering legal or accounting advice. You are encouraged to discuss this plan and its findings with your attorney and accountant.

These reports show ballpark estimates of your future financial situation, and are intended only as a basis for discussion with your professional advisors. The estimates shown in this report are based on many assumptions that may or may not occur. Both principal value and investment returns will fluctuate over time. No warranty as to correctness is given and no liability is accepted for any error, or omission, or any loss, which may arise from relying on this data.

Every effort has been made to assure the highest reasonable degree of accuracy in your financial plan. However, due to the dynamic nature of our economic and tax environments, no guarantees or assurances can be given regarding the profitability or tax benefits of any investment. The only assurance is that over time, every investment program is likely to produce some losses on the road to achieving long-term gains. Also, taxes and inflation could be much higher than projected, which will seriously impede your progress.

This plan is only as accurate as the information on which it was based. If the data originally supplied to us is incorrect, the plan will reflect these inaccuracies, and these errors will project into the future at a magnified rate. Certain assumptions made by us, or you, may also limit the accuracy of the data. Please review your data carefully. Also, the further into the future this plan projects, the more inaccurate it becomes. As a result, your plan should be updated at least annually to ensure its continued accuracy.

Where rates of return, taxes, and inflation estimates are used to simulate investment results, they should not be construed as guarantees or warranties of profitability. Computerized performance projections of assets, portfolios, and markets are to be considered as statistical models based on past performance only. Past performance is no guarantee of any future results. No warranty as to correctness is given and no liability is accepted for any error, or omission, or any loss, which may arise from relying on this data. No investment, strategy, or recommendations in this report is insured by the FDIC, any governmental agency, or other corporation.

Where tax benefits are illustrated they are based on the best information currently available. Various proposals are made from time to time to change the tax laws, and it seems probable that many of our current tax laws will undergo changes during the years illustrated in this financial plan. Some of these proposals, if enacted, might have a serious adverse effect on tax consequences of some of the investment strategies proposed. On the other hand, some proposals may significantly enhance your position if enacted.

### ABOUT THE RESULTING NUMBER TO THE RIGHT OF: PROBABILITY OF SUCCESS GIVEN ALL ASSUMPTIONS

In the retirement plan, and college savings plan reports, there is (usually) a percentage number shown. This is the result of the Monte Carlo simulation. This is also known as "stress testing" your financial plan.

Your financial plan was created using actual real "cash-flow based" money software, and not "fake goal- or goalsbased software."

The point is that using real financial planning software makes it so your financial plan has several more degrees of magnitude more validity, when it comes to projecting your financial life into the future.

Fake investment software is just not capable of projecting accurate numbers more than a few years into the future, simply because it totally ignores the very heart of financial planning – which pumps the life blood into the future of your financial plan.

The heart of your financial plan, is your budget and cash flow; or earned and other incomes compared to your actual real-world expenses. The difference between these two factors - annual surpluses and deficits, and replacement costs, are usually what will end up determining your ability to reach your long-term goals (unless you have a large pool of financial assets, or interest-free credit, that you can freely tap at any time, when there are annual cash flow deficits).

Numbers more than 70% mean that your retirement plan has a good chance of succeeding, by weathering storms.

With numbers less than 70%, there is significant risk that more money will be needed than what was input into the retirement plan, in order to remain in retirement without running out of money.

Numbers under 50% mean much more money will probably need to spent and invested than what's showing. This is because what was input was a "rosy scenario," meaning your investment returns will probably be lower than what was input, fees and expenses will be higher, and/or total costs will end up being much more than anticipated.

These things change, so it's important to update your financial plan at least annually.

## **LEVEL OF CLIENT SERVICES**

### BASED ON THE AMOUNT OF YOUR ASSETS WE MANAGE, YOU ARE A LEVEL 4 CLIENT

You are entitled to various services depending on your account size(s). We have four general tiers, or levels, of financial services:

- Level 1: Accounts under \$100,000
- Level 2: Accounts from \$101,000, to \$250,000
- Level 3: Accounts from \$251,000 to \$500,000
- Level 4: Accounts over \$500,000

We will automatically upgrade your Level when your account reaches the higher threshold. We will only downgrade your Level if your account size falls below a threshold due to withdrawals. We will not downgrade your account due to market fluctuations.

Any product or service (e.g., written financial plans) that you are not automatically entitled to may be purchased for an additional fee. Please refer to the Client Agreement for prices and fees.

### **LEVEL I SERVICES**

#### Accounts under \$100,000

- 1.0 Identify your personal financial objectives and priorities with personal meetings, the use of comprehensive fact finding questionnaires, and follow-up phone calls. Identify and clarify your personal objectives and priorities. Analyze and quantify your personal risk limits, return expectations, constraints, and preferences. Analysis of your overall financial situation, investments, and risk management (insurance policies).
- 1.1 Develop and prioritize strategies and tactics for achieving your objectives.
- 1.2 Manage investment portfolio(s) according to the Model determined by your risk-tolerance category (found by our Investment Fact Finder).
- 1.3 Generate one retirement report annually upon the completion of the Retirement Fact Finder.
- 1.4 Generate Morningstar reports on currently held and recommended stocks and mutual funds.
- 1.5 Our staff will be available during normal business hours to respond to your questions and requests. While normal business hours are weekdays from 8:00 AM to 4:30 PM Pacific Time (when daylight savings time is in affect), we will monitor voice- and e-mail during off hours. Please note that investment trading instructions will not be executed via e-mail or messaging.

- 1.6 In-person meetings up to twice per year to discuss concerns and changes.
- 1.7 Discuss economic, investment, financial, and market conditions.
- 1.8 No charge for phone calls. Toll-free number for long distance calls.
- 1.9 Newsletters and other mailings of interest.
- 1.10 Routine client service work.
- 1.11 Online access to your investment account information.
- 1.12 Monthly investment portfolio statements showing all transactions, and other account activity (deposits/withdrawals/dividends/interest/capital gains/sales/purchases/distributions/settlements). Generate reports showing portfolio holdings by asset (share and dollar amounts) and whether dividends and capital gains distributions are reinvested into the mutual fund or retained as cash.
- 1.13 Evaluate and recommend changes in your cash flow including spending, gifting, investments, and income tax withholding.
- 1.14 Review and recommend changes as needed.
- 1.15 Annual rebalancing of investment asset classes.

### LEVEL TWO SERVICES

#### Accounts Between \$100,000 and \$250,000

- 2.0 All Level One Services listed above, unless noted below.
- 2.1 Manage investment portfolio(s) on a personalized basis according to our five-asset class tool. Determine custom asset allocation guidelines based on your personal circumstances.
- 2.2 Semi-annual rebalancing of investment asset classes.
- 2.3 In-person meetings up to four times per year to discuss concerns and changes.

### LEVEL THREE SERVICES

#### ACCOUNTS FROM \$250,000 TO \$500,000

- 3.0 All Level Two Services listed above, unless noted below.
- 3.1 Manage investment portfolio(s) on a personalized basis according to our eight-asset class tool. Determine custom asset allocation guidelines based on your personal circumstances. Other assets you may hold elsewhere may be included in the asset allocation report (e.g., your 401(k) plans).
- 3.2 Quarterly rebalancing of investment asset classes.
- 3.3 401(k) planning and allocation for active employees.

- 3.4 In-person meetings up to six times per year to discuss your concerns and changes.
- 3.5 Joint meetings with other advisors such as attorneys and CPAs.
- 3.6 Analysis of stock options and their tax implications.
- 3.7 Quarterly performance review of investment accounts.
  - Time weighted rate of return: Year to date / Last 12 months / Inception of account to date
  - The four above rates of return compared to benchmark economic indexes.
- 3.8 Calculate required minimum distributions for IRAs under our management.
- 3.9 Provide a discussions of estate planning basics and coordination with your attorneys.

#### **LEVEL FOUR SERVICES**

#### ACCOUNTS OVER \$500,000

- 4.0 All Level Three Services listed above, unless noted below.
- 4.1 Create and maintain a personalized Investment Policy Statement (IPS).
- 4.2 Perform custom in-depth asset allocation analysis to help reduce risk and increase return.
- 4.3 Perform investment research and analysis of investments you're interested in, including a cursory evaluation of stocks.
- 4.4 Unlimited (within reason) in-person meetings to discuss any concerns or possible changes. We recommend personal meetings no less than twice per year.
- 4.5 If you don't having a working relationship with an attorney, CPA, or mortgage broker, we can help you select one.
- 4.6 On an annual basis, analyze and provide IRR (internal rates of return) for any rental real estate properties you may hold.
- 4.7 Review of all insurance, wills, estate plans, etc.
- 4.8 The following financial planning reports upon completion of the pertinent Fact Finder:
  - Family Budgeting and Cash Flow (income and expense) Report
  - Net Worth Statement
  - College Funding Report(s)
  - Retirement Planning and Forecasting Reports
  - Disability Analysis
  - Long-term Care Analysis (nursing home insurance)
  - Survivors' Needs Analysis (life insurance reports)
  - Estate Planning Summary (detailed reviews are available for additional fees)
  - Rental Real Estate Analysis
  - Other Custom Reports.

### Interview Notes, Assumptions, Concerns, and Goals

## - John & Mary Sample -

### FINANCIAL PLANNING INTERVIEW NOTES

In 2016, John is 45 and Mary is 40 years of age.

Your answers to our investment questionnaire scored 190 out of a possible 340 points (a score of 340 would indicate maximum tolerance for investment risk). This determines that you have a Moderate risk tolerance (the five risk categories are Conservative, Moderately Conservative, Moderate, Moderately Aggressive, and Aggressive). This gauges your ability to assume risk. Your willingness to assume risk has also been determined to be about the same as your ability to assume risk.

There are two time frames for your investment portfolios. Both are considered to be long-term. Because your health is excellent for your ages, your combined life expectancy is over 25 years. The second time frame occurs when the remains of the portfolio will pass to your heirs.

The primary purpose of your investment accounts are to provide retirement income for John and Mary Sample.

Other than providing for your children's education, you indicated that you foresee several future needs for significant withdrawals from the portfolio, so your liquidity needs are high. These long-term financial goals begin after retirement, and include purchasing a high-end RV, boat, expensive trips and vacations annually, a cabin in Montana, and new vehicles every seven years.

Your current income needs from the portfolio are minimal, calling for a total-return approach that focuses more on long-term capital gains than on the generation of current income.

There are no particular preferences, constraints, legal, regulatory, or unique needs noted for either your personal or qualified portfolios.

Your liquid assets are currently sufficient to provide the cash reserves needed for emergencies.

### FINANCIAL PLANNING GOALS

John wishes to retire in 15 years and Mary wishes to continue working part time while John is retired.

Your main financial goal is to maintain a balanced portfolio to provide adequate retirement income, starting at age 60 for both of you. Your stated initial annual retirement income goal is \$75,000 of net, after-tax, spendable dollars. This income stream will be constructed to attempt to increase at an average annual inflation rate of around 3% over your life expectancy. This income stream will also be constructed to attempt to continue through John's age of 100.

You should maintain adequate disability and survivor income (via level term life insurance) to maintain current living standards without depleting capital if one or both parents were to pass away. Currently, both of you are underinsured, so there are recommendations for buying more life insurance and disability insurance for both of you.

Buy new nursing care insurance policies to create a safety net for long-term care.

John indicated that he's willing to quit smoking and refinance the mortgage in 2017.

Restructure income and assets to achieve current tax liabilities.

Completely fund college educations for all three children, but only while living at home at local public colleges.

Increase the average rate of return on investments using asset allocation techniques.

### FINANCIAL PLANNING CONCERNS

Being insured for major property, casualty, or investment losses is a concern.

Assure proper estate distribution according to your wishes and maintain sufficient liquidity to cover estate settlement expenses.

Managing your cash flow to eliminate unneeded expenditures is a concern.

Have the mortgage paid off in twenty years, vehicles in two, and rental property in ten years.

Obstacles you feel will impede your goals are poor health, taxes, possible changes in employment, disability, inflation, premature death, and long-term nursing home needs.

John is concerned about the performance and stability of his life insurance company.

Jane expressed concern about how their rental real estate was performing and didn't understand if they were making money on it or not.

#### **FINANCIAL PLAN ASSUMPTIONS**

Your current marginal tax bracket:	28%	Investment risk tolerance:	Moderate
Your average tax bracket:	20%	Personal residence growth rate:	2%
Average annual inflation rate:	3%	Personal property growth rate:	-5%
Bonds:	4%	Rental real estate growth rate:	6%
Bond mutual funds:	5%	Inflation rate of college expenses:	8.0%
Equities:	6% - 8%	Children to fund college for:	3
Annuities:	2%		
Cash / Money markets:	0.5%		
Social Security tax inclusion rate:	50%		
Social Security COLA rate:	1%		
John's age to collect Social Security:	62		
Mary's age to collect Social Security:	62		
John's calculated life expectancy:	84		
John's inputted life expectancy:	100		
Mary's calculated life expectancy:	84		
John's retirement age:	60		
Mary's retirement age:	60		

### **Current Input Summary**

This is not an input sheet

	Oldest Asset #1	Oldest Asset #2	Oldest Asset #3	Oldest Asset #5	Oldest Asset #6	Oldest Asset #8
Asset Name:	401(k)	TD IRA	Merrill IRA	Schwab	Bank Savings	Credit Union
Value:	\$27,500	\$25,000	\$15,000	\$25,000	\$50,000	\$260,000
Effective Age:	45	45	45	45	45	45
Payout Age:	60	60	60	60	60	60
Rate of Return:	4.0%	5.0%	5.0%	5.0%	2.0%	2.0%
Tax Inclusion Rate on Income:	100.0%	100.0%	25.0%	25.0%	100.0%	100.0%
Monthly Contributions:	\$150	\$125	\$100	\$100		
Contribution Increases:	1.0%	1.0%	1.0%	1.0%		
Contribution Start Age:	45	45	45	45		
Contribution Stop Age:	59	59	59	59		
Payout Method Used:	Flexible Asset	Flexible Asset	Flexible Asset	Flexible Asset	Yield Only	Flexible Asset
Contents of Asset Sheet Cell A25:					2	
Rate of Return Override Used?	No	No	No	No	No	No
Contribution Override Used?	No	No	No	No	No	No

	Youngest Asset #1	Youngest Asset #2	Youngest Asset #3	Youngest Asset #5	Youngest Asset #6	Youngest Asset #8
Asset Name:	403(b)	TIAA CREF IRA	American Funds	Credit Union	Rental Property	
Value:	\$35,000	\$25,000	\$15,000	\$25,000	\$100,000	
Effective Age:	40	40	40	40	40	
Payout Age:	60	60	60	60	60	
Rate of Return:	4.0%	4.0%	5.0%	2.0%	6.0%	
Tax Inclusion Rate on Income:	100.0%	100.0%	25.0%	100.0%	100.0%	
Monthly Contributions:	\$200	\$100				
Contribution Increases:	1.0%	1.0%				
Contribution Start Age:	40	40				
Contribution Stop Age:	59	59				
Payout Method Used:	Flexible Asset	Flexible Asset	Flexible Asset	Yield Only	Yield Only	
Contents of Asset Sheet Cell A25:				2	5	
Rate of Return Override Used?	No	No	No	No	No	
Contribution Override Used?	No	No	No	No	No	

	John	Mary
Years of Birth:	1971	1976
Current Ages:	45	40
Retirement Start Years:	60	60
Social Security Start Years:	67	67
Annual Social Security:	\$1,435	\$1,000
Social Security Annual COLA:	1.0%	
Social Security Tax Inclusion Rate:	50.0%	
John's SS Manual Income Overides Used?	No	
John's SS Tax Manual Overides Used?	No	
Mary's SS Manual Income Overides Used?	No	
Mary's SS Tax Manual Overides Used?	No	
Global Average Tax Rate:	20.0%	
Tax Manual Overrides Used?	Yes	
Rate of Return to Fund Deficits:	3.0%	
John's Asset Depletion Age:	100	
John's Age to Stop Displaying Data:	100	

### **Proposed Input Summary**

This is not an input sheet

	Oldest Asset #1	Oldest Asset #2	Oldest Asset #3	Oldest Asset #5	Oldest Asset #6	Oldest Asset #8
Asset Name:	401(k)	TD IRA	Scottrade IRA	Schwab	Mutual Funds	Joint Scottrade
Value:	\$27,500	\$25,000	\$15,000	\$25,000	\$50,000	\$260,000
Effective Age:	45	45	45	45	45	45
Payout Age:	59	59	59	59	59	59
Rate of Return:	6.0%	7.0%	8.0%	6.0%	7.0%	8.0%
Tax Inclusion Rate on Income:	100.0%	100.0%	25.0%	25.0%	100.0%	25.0%
Monthly Contributions:	\$150	\$125	\$100	\$100		
Contribution Increases:	1.0%	1.0%	1.0%	1.0%		
Contribution Start Age:	45	45	45	45		
Contribution Stop Age:	58	58	58	58		
Payout Method Used:	Flexible Asset					
Contents of Asset Sheet Cell A25:						
Rate of Return Override Used?	No	No	No	No	No	No
Contribution Override Used?	No	No	No	No	No	No
	Youngest Asset #1	Youngest Asset #2	Youngest Asset #3	Youngest Asset #5	Youngest Asset #6	Youngest Asset #8

		<del>-</del>	g	<del>-</del>		
Asset Name:	403(b)	TIAA CREF IRA	Scottrade	TD Ameritrade	Rental Property	
Value:	\$35,000	\$25,000	\$15,000	\$25,000	\$100,000	
Effective Age:	40	40	40	40	40	
Payout Age:	59	59	59	59	59	
Rate of Return:	5.0%	5.0%	8.0%	8.0%	6.0%	
Tax Inclusion Rate on Income:	100.0%	100.0%	25.0%	25.0%	100.0%	
Monthly Contributions:	\$200	\$100				
Contribution Increases:	1.0%	1.0%				
Contribution Start Age:	40	40				
Contribution Stop Age:	58	58				
Payout Method Used:	Flexible Asset	Flexible Asset	Flexible Asset	Flexible Asset	Yield Only	
Contents of Asset Sheet Cell A25:					5	
Rate of Return Override Used?	No	No	No	No	No	
Contribution Override Used?	No	No	No	No	No	
			1			

	John	Mary
Years of Birth:	1971	1976
Current Ages:	45	40
Retirement Start Years:	59	59
Social Security Start Years:	62	62
Annual Social Security:	\$1,025	\$725
Social Security Annual COLA:	1.0%	
Social Security Tax Inclusion Rate:	50.0%	
John's SS Manual Income Overides Used?	No	
John's SS Tax Manual Overides Used?	No	
Mary's SS Manual Income Overides Used?	No	
Mary's SS Tax Manual Overides Used?	No	
Global Average Tax Rate:	21.0%	
Tax Manual Overrides Used?	Yes	
Rate of Return to Fund Deficits:	3.0%	
John's Asset Depletion Age:	100	
John's Age to Stop Displaying Data:	100	

## FAMILY BUDGET AND CASH FLOW REPORT EXPLANATION

### **REAL WORLD PERSONAL FINANCE SOFTWARE**

(503) 309-1369 <a href="mailto:support@toolsformoney.com"><u>support@toolsformoney.com</u></a> <a href="http://www.toolsformoney.com/"><u>http://www.toolsformoney.com/</u></a>

## **OVERVIEW OF THE BUDGETING AND CASH FLOW REPORTS**

This text is to help you understand the overall concepts, and the technical details, of the family budgeting and cash flow projection reports that follow.

The data used to generate the reports came from a combination of our Fact Finders, your financial statements, assumptions, and estimates. These values change daily, and future levels of price inflation can't be predicted, so there will always be a level of inaccuracy that can't be avoided.

The personal budgeting reports have four major sections: Incomes, fixed expenses, variable expenses, and debt payments.

Fixed expenses are those that are relatively constant every month – like insurance premiums and cable TV bills. Variable expenses are those that vary greatly from month to month – like food, clothing, and entertainment. Debt payments show money going to repay loans. These sections display their monthly totals at the bottom.

Two parts of these reports are very important, and are usually overlooked with less sophisticated software programs. These are annual cash flow surpluses or deficits, and then replacement costs.

Replacement costs are a commonly overlooked part of family budgeting. It's also the biggest reason why family budgets never seem to add up. In the reports, major items that need to be replaced or serviced periodically are accounted for on a monthly basis. Most families (and budgeting software) neglect to account for these, and then when mundane things happen, like \$10,000 needs to be spent on a new roof, this could be disastrous for the family budget for years to come. So it's critical to properly account and budget for all of these items on an ongoing basis.

If there is more money coming into the family budget than going out over a year, then this is called a surplus. If the family is spending more than what's coming in, then there is a deficit. Both are important to keep tabs on, but the trend is even more important if they persist year after year. Persistent surpluses should be put to work by investing for future goals, and deficits usually need to be

stopped, one way or another, to prevent permanent loss of net worth (and/or paying usury credit card interest rates for extended periods of time).

The chart, *Snapshot of Major Expense Categories*, helps in understanding what major categories your money is going into.

The details are on the following pages. They are shown both for normal times, and if the breadwinner were to become disabled. Disability is a very real danger, so it needs to be accounted and planned for in a serious manner.

The section, *Budget Totals with Debt* shows how much money is needed to pay all expenses on an hourly (assuming a 40-hour work week), daily, weekly, monthly, and annual basis. The top section shows how much net income (take home paycheck – or net) is needed to pay for everything in the family budget. The bottom section displays how much is needed to pay for everything, including taxes. This is called "gross."

The section below, *Budget Totals without Debt* displays the same information as above, but assuming all debt was paid off. This is important psychologically to see how things would be different if there were no debt payment to make anymore.

The section below, *Budget Category Percentages*, displays the percentages of the three major categories (fixed, variable, and debt). The middle and bottom sections display percentages spent on taxes in a few different formats.

In the next section, incomes are displayed both gross and net of taxes on an hourly, daily, weekly, monthly, and annual basis.

The next section, *Surplus or Deficit*, displays the current amount of annual surplus or deficit. If there is a surplus, then that means more after-tax money is coming into the family budget than is being spent. This should be put to use funding longer-term financial planning goals and objectives.

A deficit means that more money is being spent than is being contributed to the family's budget. Prolonged or increasing deficits will eventually lead to financial ruin (unless there are significant assets available to tap from somewhere else to fund them all).

The next section displays how much in disability insurance is needed to generate enough money to fund the family's budget assuming one, or both, breadwinners were disabled.

Hopefully, the graphs and charts are self-explanatory. The disability reports just display the same information as discussed above, but for future years (e.g., when retired). There are several that display results in different ways to provide information of value to most everyone.

### Additional Information

Budgeting and cash flow are the heart of the financial planning process.

Unless there is a large pool of financial assets that you can tap into at your pleasure; then over time, most everything else stems from the long-term balance between net-incomes and total expenses.

The report details very important information as it projects your current and future standard of living. It also reveals surpluses that can be put to productive uses, like funding vital long-term financial planning goals and objectives.

It also reveals the very dangerous effects of cash flow deficits. If so, expense items should be reduced ASAP to bring the family budget into balance.

The income sections include all sources of income that you told us about that help fund your family budget. Amounts from interest or mutual fund dividends that are reinvested are not shown here.

Note that some of the charts and graphs are "stacked." This means that one item is just added on top of others. This way total amounts can be viewed easier. This can be modified you you'd like to see the results presented in a different way.

There are also many (miscellaneous) input areas in the budget software that can easily be added, or renamed, to help display information that makes more sense to you.

Also, the family budgeting software used can easily be modified, if you disagree with how some of the chart item categories are classified. For example, if you want to see pet expenses removed from the "home" category, and put into the "miscellaneous" or "entertainment" category, this can be done.

Last but sometimes not least, there is a section on the left side of the Variable Expenses input section of the budget program that can show the difference between how much you've actually spent on select items, compared to what you budgeted for, or forecasted. This is useful in determining how and why your personal budgets don't add up over time.

Always keep in mind that in the real world, the #1 culprit on why there always seems to be not enough money, even when you've made and stuck to your budgets, is that you, or your financial planning software, did not account for replacement costs. This is one of the unique strengths of this software program, so great attention to detail when inputting replacement costs should be made.

If done properly, accounting for replacement costs will make it seem like you've made a mistake in your family budgeting, and that you magically have more money month-to-month to spend than you thought. Just don't do that! This replacement money you're accounting for needs to be saved up and held in reserve, so it can be used for its intended purposes when the needs arise.

# **Current Budget and Cash Flow Results**

### **Budget Totals With Debt**

Hourly Totals (net average based on 40 hour work week):	\$68.54
Daily Budget Totals (net average daily income needed):	\$394.25
Weekly Budget Totals (net weekly cash needed):	\$2,742
Monthly Budget Totals (net monthly cash needed):	\$11,926
Annual Budget Totals (net annual cash income needed):	\$143,114
Hourly Totals (gross average based on 40 hour work week):	\$68.54
Daily Budget Totals (gross average daily income needed):	\$394.25
Weekly Budget Totals (gross weekly cash needed):	\$2,742
Monthly Budget Totals (gross monthly cash needed):	\$11,926
Annual Budget Totals (gross annual cash income needed):	\$143,114

### **Budget Totals Without Debt**

Hourly Totals (net average based on 40 hour work week):	\$58.48
Daily Budget Totals (net average daily income needed):	\$336.40
Weekly Budget Totals (net weekly cash needed):	\$2,339
Monthly Budget Totals (net monthly cash needed):	\$10,176
Annual Budget Totals (net annual cash income needed):	\$122,114
Hourly Totals (gross average based on 40 hour work week):	\$58.48
Daily Budget Totals (gross average daily income needed):	\$336.40
Weekly Budget Totals (gross weekly cash needed):	\$2,339
Monthly Budget Totals (gross monthly cash needed):	\$10,176
Annual Budget Totals (gross annual cash income needed):	\$122,114

Beginning of the Year's Budget Category Per	centages
Percent of Total Gross Budget Spent on Fixed Expenses:	25.3%
Percent Total Gross Budget Spent on Variable Expenses:	60.1%
Percent of Total Gross Budget Spent on Debt Repayment:	14.7%
Percent of Total Gross Budget Spent on Federal Taxes:	28.1%
Percent of Total Gross Budget Spent on State Taxes:	7.0%
Percent of Total Gross Budget Spent on FICA Taxes:	6.3%
Percent of Total Gross Budget Spent on Local Taxes:	0.0%
Percent of Total Gross Budget Spent on All Taxes:	41.4%
Average / Effective Tax Rate (% gross income spent on taxes):	28.7%
Percent of Total Net Income Spent on Taxes:	40.2%



END OF YEAR 1'S EXPENSE PERCENTAGE BREAKDOWN



John's Incomes	
Hourly Net Incomes (based on 40 hour work week):	\$53.30
Daily Net Income Totals:	\$306.61
Weekly Net Income Totals:	\$2,132
Monthly Net Incomes:	\$9,275
Annual Net Incomes:	\$111,299
Hourly Gross Incomes (based on 40 hour work week):	\$74.71
Daily Gross Income Totals:	\$429.75
Weekly Gross Income Totals:	\$2,989
Monthly Gross Incomes:	\$13,000
Annual Gross Incomes:	\$156,000

Mary's Incomes	
Hourly Net Incomes (based on 40 hour work week):	\$17.43
Daily Net Income Totals:	\$100.24
Weekly Net Income Totals:	\$697
Monthly Net Incomes:	\$3,032
Annual Net Incomes:	\$36,386
Hourly Gross Incomes (based on 40 hour work week):	\$24.43
Daily Gross Income Totals:	\$140.50
Weekly Gross Income Totals:	\$977
Monthly Gross Incomes:	\$4,250
Annual Gross Incomes:	\$51,000

Sample's Combined Incomes	
Hourly Net Incomes (based on 40 hour work week):	\$70.73
Daily Net Income Totals:	\$406.85
Weekly Net Income Totals:	\$2,829
Monthly Net Incomes:	\$12,307
Annual Net Incomes:	\$147,685
Hourly Gross Incomes (based on 40 hour work week):	\$99.14
Daily Gross Income Totals:	\$570.25
Weekly Gross Income Totals:	\$3,966
Monthly Gross Incomes:	\$17,250
Annual Gross Incomes:	\$207,000



First Year Surplus or Deficit With D	ebt
Hourly Totals (net average based on 40 hour work week):	\$2.19
Daily Net Surplus or Deficit:	\$12.59
Weekly Net Surplus or Deficit:	\$88
Monthly Net Surplus or Deficit:	\$381
Annual Net Surplus or Deficit:	\$4,570
Percent Total Net Income In Surplus Or Deficit:	2.2%
Hourly Totals (gross average based on 40 hour work week):	\$3.07
Daily Gross Surplus or Deficit:	\$17.65
Weekly Gross Surplus or Deficit:	\$123
Monthly Gross Surplus or Deficit:	\$534
Annual Gross Surplus or Deficit:	\$6,406
Percent Total Gross Income In Surplus Or Deficit:	3.1%

## First Year Surplus or Deficit Without Debt

Hourly Totals (net average based on 40 hour work week):	\$12.25
Daily Net Surplus or Deficit:	\$70.44
Weekly Net Surplus or Deficit:	\$490
Monthly Net Surplus or Deficit:	\$2,131
Annual Net Surplus or Deficit:	\$25,570
Percent Total Net Income In Surplus Or Deficit:	12.4%
Hourly Totals (gross average based on 40 hour work week):	\$17.16
Daily Gross Surplus or Deficit:	\$98.73
Weekly Gross Surplus or Deficit:	\$687
Monthly Gross Surplus or Deficit:	\$2,987
Annual Gross Surplus or Deficit:	\$35,840
Percent Total Gross Income In Surplus Or Deficit:	17.3%

Percentage of Total Gross Income	!
John's Percentage of Total Gross Income:	75.4%
Mary's Percentage of Total Gross Income:	24.6%



**\$**0

2016 2020 2024

2048

2052 2056 2060 2064

2040

-Grand Total Annual Expenses Less Taxes:

2044

2032

703g

2036









END OF CURRENT YEAR MAJOR EXPENSE CATEGORIES Non-Home nor Debt Payments 10.4% Professional / Vehicle Insurance 2.5% Education \_0.1% Replacements 2.4% Money to Others . 0.3% Savings / Investments 4.6% Everything Else / . Misc. 0.5% Vehicles 6.9% Income & Sales Taxes 29.4% Children 23.2% Entertainment / Hobbies / Toys 1.6% Home / Communications 8.9% \_Fees 0.4% Health Care / \_ Personal - Food 6.4% Maintenance 2.2%

Income Taxes as a Percentage of Gross Incomes									
Federal:	20.0%								
FICA (Social Security & Medicare)	5.0%								
State	7.7%								
Local / Miscellaneous	<u>0.0</u> %								
Total:	32.7%								



Annual	45 / 40	46 / 41	47 / 42	48 / 43	49 / 44	50 / 45	51 / 46	52 / 47	53 / 48	54 / 49	55 / 50	56 / 51	57 / 52	58 / 53	59 / 54	60 / 55	61 / 56	62 / 57	63 / 58	64 / 59	65 / 60
Expenses	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
Children	\$47,044	\$56,398	\$61,902	\$67,951	\$2,129	\$1,964	\$1,816	\$1,685	\$7,807	\$14,632	\$22,192	\$68,898	\$219,366	\$247,051	\$944	\$313	\$297	\$282	\$268	\$255	\$127
Entertainment / Hobbies / Toys	\$3,274	\$3,372	\$3,473	\$3,578	\$3,685	\$3,796	\$3,909	\$4,027	\$4,147	\$4,272	\$4,400	\$4,532	\$4,668	\$4,808	\$4,952	\$4,601	\$4,770	\$4,946	\$5,132	\$5,326	\$6,052
Fees	\$882	\$908	\$935	\$964	\$992	\$1,022	\$1,053	\$1,084	\$1,117	\$1,150	\$1,185	\$1,221	\$1,257	\$1,295	\$1,334	\$1,374	\$1,415	\$1,457	\$1,501	\$1,546	\$1,593
Food	\$13,044	\$13,435	\$13,838	\$14,254	\$14,681	\$15,122	\$15,575	\$16,042	\$16,524	\$15,698	\$14,913	\$14,167	\$13,459	\$12,786	\$12,146	\$7,500	\$7,725	\$7,957	\$8,195	\$8,441	\$8,695
Health Care / Personal Maintenance	\$4,487	\$4,517	\$4,554	\$4,596	\$4,645	\$4,221	\$4,305	\$4,394	\$4,487	\$4,585	\$4,688	\$4,796	\$4,909	\$5,026	\$5,149	\$5,277	\$5,410	\$5,548	\$5,691	\$5,840	\$5,994
Home	\$17,987	\$18,527	\$19,083	\$19,655	\$20,245	\$20,852	\$21,478	\$22,122	\$22,786	\$22,200	\$20,622	\$20,361	\$20,236	\$19,845	\$20,154	\$20,529	\$20,962	\$21,444	\$21,970	\$22,535	\$23,212
Income & Sales Taxes	\$59,576	\$60,589	\$61,622	\$56,758	\$57,966	\$56,948	\$47,846	\$48,625	\$50,568	\$51,401	\$60,585	\$54,139	\$55,044	\$55,967	\$51,603	\$11,211	\$11,439	\$11,672	\$11,910	\$14,652	\$4,336
Everything Else / Misc.	\$978	\$1,008	\$1,038	\$1,069	\$1,101	\$1,134	\$1,168	\$1,203	\$1,239	\$1,276	\$1,213	\$1,152	\$1,094	\$1,040	\$988	\$938	\$891	\$847	\$804	\$764	\$382
Money to Others	\$522	\$537	\$554	\$570	\$587	\$605	\$623	\$642	\$661	\$681	\$701	\$722	\$744	\$766	\$789	\$400	\$380	\$361	\$343	\$326	\$310
Non-Home nor Vehicle Insurance	\$5,100	\$5,253	\$5,411	\$5,573	\$5,740	\$5,912	\$6,090	\$6,272	\$6,461	\$6,654	\$6,854	\$7,060	\$6,939	\$6,634	\$5,287	\$3,576	\$3,683	\$3,794	\$3,907	\$3,413	\$3,516
Debt Payments	\$21,000	\$21,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$0	\$0	\$0
Professional / Education	\$300	\$309	\$318	\$328	\$338	\$348	\$358	\$369	\$380	\$391	\$403	\$415	\$428	\$441	\$454	\$0	\$0	\$0	\$0	\$0	\$0
Replacements	\$4,901	\$5,048	\$5,199	\$5,355	\$5,516	\$5,681	\$5,851	\$6,027	\$6,208	\$6,394	\$6,586	\$6,783	\$6,987	\$7,197	\$7,412	\$7,635	\$7,864	\$8,100	\$8,343	\$8,593	\$8,851
Savings / Investments	\$9,300	\$9,393	\$9,487	\$9,582	\$9,678	\$9,774	\$9,872	\$9,971	\$10,071	\$10,171	\$10,273	\$10,376	\$10,479	\$10,584	\$10,690	\$4,179	\$4,221	\$4,263	\$4,306	\$4,349	\$0
Vehicles	\$14,035	\$14,456	\$14,890	\$15,337	\$15,797	\$16,271	\$16,759	\$17,262	\$17,779	\$18,313	\$18,862	\$19,428	\$20,011	\$20,611	\$21,229	\$24,205	\$24,931	\$25,679	\$26,450	\$27,243	\$28,061
<b>Total Annual Expenses:</b>	\$202,430	\$214,751	\$217,303	\$220,568	\$158,099	\$158,649	\$151,704	\$154,725	\$165,234	\$169,819	\$185,476	\$226,050	\$377,621	\$406,052	\$155,132	\$103,739	\$105,989	\$108,351	\$98,821	\$103,285	\$91,127



Ar	nnual	45 / 40	46 / 41	47 / 42	48 / 43	49 / 44	50 / 45	51 / 46	52 / 47	53 / 48	54 / 49	55 / 50	56 / 51	57 / 52	58 / 53	59 / 54	60 / 55	61 / 56	62 / 57	63 / 58	64 / 59	65 / 60
Taxabl	le Incomes	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
	John's Taxable Incomes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$10,000	\$10,000
	Mary's Taxable Incomes	\$3,000	\$3,060	\$3,121	\$3,184	\$3,247	\$3,312	\$3,378	\$3,446	\$3,515	\$3,585	\$3,657	\$3,730	\$3,805	\$3,881	\$3,958	\$4,038	\$4,118	\$4,201	\$4,285	\$4,370	\$5,458
Re	tetirement Asset Incomes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$103,700	\$105,900	\$108,300	\$70,100	\$1,000	\$79,500
Total Ann	nual Taxable Incomes:	\$3,000	\$3,060	\$3,121	\$3,184	\$3,247	\$3,312	\$3,378	\$3,446	\$3,515	\$3,585	\$3,657	\$3,730	\$3,805	\$3,881	\$3,958	\$107,738	\$110,018	\$112,501	\$74,385	\$15,370	\$94,958
Ar	nnual	45 / 40	46 / 41	47 / 42	48 / 43	49 / 44	50 / 45	51 / 46	52 / 47	53 / 48	54 / 49	55 / 50	56 / 51	57 / 52	58 / 53	59 / 54	60 / 55	61 / 56	62 / 57	63 / 58	64 / 59	65 / 60
Non-Taxa	able Incomes	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
Jo	iohn's Non-Taxable Incomes	\$156,000	\$159,120	\$162,302	\$141,876	\$145,719	\$148,633	\$111,355	\$113,582	\$120,449	\$122,858	\$125,315	\$131,904	\$134,542	\$137,233	\$118,753	\$0	\$0	\$0	\$0	\$0	\$0
Ma	fary's Non-Taxable Incomes	\$48,000	\$48,960	\$49,939	\$50,938	\$51,957	\$45,000	\$45,900	\$46,818	\$47,754	\$48,709	\$83,017	\$50,677	\$51,691	\$52,725	\$53,779	\$30,000	\$30,600	\$31,212	\$31,836	\$32,473	\$0
Total !	Non-taxable Incomes:	\$204,000	\$208,080	\$212,242	\$192,814	\$197,676	\$193,633	\$157,255	\$160,400	\$168,204	\$171,568	\$208,332	\$182,581	\$186,233	\$189,957	\$172,532	\$30,000	\$30,600	\$31,212	\$31,836	\$32,473	\$0
Ar	nnual	45 / 40	46 / 41	47 / 42	48 / 43	49 / 44	50 / 45	51 / 46	52 / 47	53 / 48	54 / 49	55 / 50	56 / 51	57 / 52	58 / 53	59 / 54	60 / 55	61 / 56	62 / 57	63 / 58	64 / 59	65 / 60
Gross	s Incomes	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
	John's Gross Incomes	\$156,000	\$159,120	\$162,302	\$141,876	\$145,719	\$148,633	\$111,355	\$113,582	\$120,449	\$122,858	\$125,315	\$131,904	\$134,542	\$137,233	\$118,753	\$0	\$0	\$0	\$0	\$10,000	\$10,000
	Mary's Gross Incomes	\$51,000	\$52,020	\$53,060	\$54,122	\$55,204	\$48,312	\$49,278	\$50,264	\$51,269	\$52,295	\$86,674	\$54,407	\$55,496	\$56,605	\$57,738	\$34,038	\$34,718	\$35,413	\$36,121	\$36,843	\$5,458
1	Total Gross Incomes:	\$207,000	\$211,140	\$215,363	\$195,998	\$200,923	\$196,946	\$160,633	\$163,846	\$171,719	\$175,153	\$211,989	\$186,311	\$190,037	\$193,838	\$176,491	\$34,038	\$34,718	\$35,413	\$36,121	\$46,843	\$15,458
Total Com	nbined Annual Taxes:	\$59,315	\$60,320	\$61,345	\$56,473	\$57,672	\$56,646	\$47,534	\$48,304	\$50,237	\$51,061	\$60,234	\$53,778	\$54,672	\$55,584	\$51,209	\$10,804	\$11,020	\$11,241	\$11,466	\$14,195	\$3,864
Total Co	ombined Net Incomes:	\$147,685	\$150,820	\$154,017	\$139,525	\$143,251	\$140,300	\$113,099	\$115,542	\$121,481	\$124,092	\$151,755	\$132,533	\$135,365	\$138,254	\$125,282	\$23,233	\$23,698	\$24,172	\$24,655	\$32,648	\$11,593
	\$120,000																					
INCOME PROJECT	TIONS																					
Retirement	\$100,000																					
Asset Incomes																						
	\$80,000																					+ $+$
	\$60.000																					
■Mary's Taxable	e																					
Incomes																						
	\$40,000																					
	\$20,000																					+
□ John's Taxable	,																					
medilles	50				]																	
	30	1	.,&	29	90.	a)		Ŷ	~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	N.	2	° - 97	) 	° -6	D al	39	5 <sup>1</sup>	\$ <sup>2</sup>	8 <sup>2</sup>	034		-036

Annual	45 / 40	46 / 41	47 / 42	48 / 43	49 / 44	50 / 45	51 / 46	52 / 47	53 / 48	54 / 49	55 / 50	56 / 51	57 / 52	58 / 53	59 / 54	60 / 55	61 / 56	62 / 57	63 / 58	64 / 59	65 / 60
Non-Asset Incomes	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
John's Bonus	\$6,000	\$6,120	\$6,242	\$6,367	\$7,500	\$7,650	\$10,000	\$10,200	\$15,000	\$15,300	\$15,606	\$20,000	\$20,400	\$20,808	\$0	\$0	\$0	\$0	\$0	\$0	\$0
John's Commissions	\$60,000	\$61,200	\$62,424	\$40,000	\$40,800	\$41,616	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
John's Other Earned Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
John's Other Investment Income	\$6,000	\$6,120	\$6,242	\$6,367	\$6,495	\$6,624	\$6,757	\$6,892	\$7,030	\$7,171	\$7,314	\$7,460	\$7,609	\$7,762	\$7,917	\$0	\$0	\$0	\$0	\$0	\$0
John's Pensions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$10,000	\$10,000
John's Salary & Wages	\$84,000	\$85,680	\$87,394	\$89,141	\$90,924	\$92,743	\$94,598	\$96,490	\$98,419	\$100,388	\$102,396	\$104,443	\$106,532	\$108,663	\$110,836	\$0	\$0	\$0	\$0	\$0	\$0
John's Social Security	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Mary's Commissions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$33,333	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Mary's Other Earned Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Mary's Pensions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,000
Mary's Real Estate Income	\$3,000	\$3,060	\$3,121	\$3,184	\$3,247	\$3,312	\$3,378	\$3,446	\$3,515	\$3,585	\$3,657	\$3,730	\$3,805	\$3,881	\$3,958	\$4,038	\$4,118	\$4,201	\$4,285	\$4,370	\$4,458
Mary's Salary & Wages	\$48,000	\$48,960	\$49,939	\$50,938	\$51,957	\$45,000	\$45,900	\$46,818	\$47,754	\$48,709	\$49,684	\$50,677	\$51,691	\$52,725	\$53,779	\$30,000	\$30,600	\$31,212	\$31,836	\$32,473	\$0
Mary's Social Security	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Retirement Asset Incomes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$103,700	\$105,900	\$108,300	\$70,100	\$1,000	\$79,500
Total Annual Incomes:	\$207,000	\$211,140	\$215,363	\$195,998	\$200,923	\$196,946	\$160,633	\$163,846	\$171,719	\$175,153	\$211,989	\$186,311	\$190,037	\$193,838	\$176,491	\$137,738	\$140,618	\$143,713	\$106,221	\$47,843	\$94,958



Total Annual Debt Payments:	\$21,000	\$21,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$0	\$0	\$0
Loan on: Vechicles & Stuff	\$6,000	\$6,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Loan on: House	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$0	\$0	\$0
Loan on: Rental Property	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Annual Debt Payments	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
	45 / 40	46 / 41	47 / 42	48 / 43	49 / 44	50 / 45	51 / 46	52 / 47	53 / 48	54 / 49	55 / 50	56 / 51	57 / 52	58 / 53	59 / 54	60 / 55	61 / 56	62 / 57	63 / 58	64 / 59	65 / 60





# **Proposed Budget and Cash Flow Results**

## **Budget Totals With Debt**

Hourly Totals (net average based on 40 hour work week):	\$74.29
Daily Budget Totals (net average daily income needed):	\$427.31
Weekly Budget Totals (net weekly cash needed):	\$2,972
Monthly Budget Totals (net monthly cash needed):	\$12,926
Annual Budget Totals (net annual cash income needed):	\$155,114
Hourly Totals (gross average based on 40 hour work week):	\$74.29
Daily Budget Totals (gross average daily income needed):	\$427.31
Weekly Budget Totals (gross weekly cash needed):	\$2,972
Monthly Budget Totals (gross monthly cash needed):	\$12,926
Annual Budget Totals (gross annual cash income needed):	\$155,114

### **Budget Totals Without Debt**

Hourly Totals (net average based on 40 hour work week):	\$64.23
Daily Budget Totals (net average daily income needed):	\$369.46
Weekly Budget Totals (net weekly cash needed):	\$2,569
Monthly Budget Totals (net monthly cash needed):	\$11,176
Annual Budget Totals (net annual cash income needed):	\$134,114
Hourly Totals (gross average based on 40 hour work week):	\$64.23
Daily Budget Totals (gross average daily income needed):	\$369.46
Daily Budget Totals (gross average daily income needed): Weekly Budget Totals (gross weekly cash needed):	\$369.46 \$2,569
Daily Budget Totals (gross average daily income needed): Weekly Budget Totals (gross weekly cash needed): Monthly Budget Totals (gross monthly cash needed):	\$369.46 \$2,569 \$11,176

<b>Beginning of the Year's Budget Category Percentages</b>					
Percent of Total Gross Budget Spent on Fixed Expenses:	31.0%				
Percent Total Gross Budget Spent on Variable Expenses:	55.4%				
Percent of Total Gross Budget Spent on Debt Repayment:	13.5%				
Percent of Total Gross Budget Spent on Federal Taxes:	25.9%				
Percent of Total Gross Budget Spent on State Taxes:	6.5%				
Percent of Total Gross Budget Spent on FICA Taxes:	5.8%				
Percent of Total Gross Budget Spent on Local Taxes:	<u>0.0</u> %				
Percent of Total Gross Budget Spent on All Taxes:	38.2%				
Average / Effective Tax Rate (% gross income spent on taxes):	28.7%				
Percent of Total Net Income Spent on Taxes:	40.2%				







Copyright 1997 - 2016 Toolsformoney.com, All Rights Reserved

John's Incomes	
Hourly Net Incomes (based on 40 hour work week):	\$53.30
Daily Net Income Totals:	\$306.61
Weekly Net Income Totals:	\$2,132
Monthly Net Incomes:	\$9,275
Annual Net Incomes:	\$111,299
Hourly Gross Incomes (based on 40 hour work week):	\$74.71
Daily Gross Income Totals:	\$429.75
Weekly Gross Income Totals:	\$2,989
Monthly Gross Incomes:	\$13,000
Annual Gross Incomes:	\$156,000

Mary's Incomes					
Hourly Net Incomes (based on 40 hour work week):	\$17.43				
Daily Net Income Totals:	\$100.24				
Weekly Net Income Totals:	\$697				
Monthly Net Incomes:	\$3,032				
Annual Net Incomes:	\$36,386				
Hourly Gross Incomes (based on 40 hour work week):	\$24.43				
Daily Gross Income Totals:	\$140.50				
Weekly Gross Income Totals:	\$977				
Monthly Gross Incomes:	\$4,250				
Annual Gross Incomes:	\$51,000				

Sample's Combined Incomes	
Hourly Net Incomes (based on 40 hour work week):	\$70.73
Daily Net Income Totals:	\$406.85
Weekly Net Income Totals:	\$2,829
Monthly Net Incomes:	\$12,307
Annual Net Incomes:	\$147,685
Hourly Gross Incomes (based on 40 hour work week):	\$99.14
Daily Gross Income Totals:	\$570.25
Weekly Gross Income Totals:	\$3,966
Monthly Gross Incomes:	\$17,250
Annual Gross Incomes:	\$207,000





First Year Surplus or Deficit With Debt					
Hourly Totals (net average based on 40 hour work week):	-\$3.56				
Daily Net Surplus or Deficit:	-\$20.47				
Weekly Net Surplus or Deficit:	-\$142				
Monthly Net Surplus or Deficit:	-\$619				
Annual Net Surplus or Deficit:	-\$7,430				
Percent Total Net Income In Surplus Or Deficit:	-3.6%				
Hourly Totals (gross average based on 40 hour work week):	-\$4.99				
Daily Gross Surplus or Deficit:	-\$28.69				
Weekly Gross Surplus or Deficit:	-\$199				
Monthly Gross Surplus or Deficit:	-\$868				
Annual Gross Surplus or Deficit:	-\$10,414				
Percent Total Gross Income In Surplus Or Deficit:	-5.0%				

## First Year Surplus or Deficit Without Debt

	Hourly Totals (net average based on 40 hour work week):	\$6.50
	Daily Net Surplus or Deficit:	\$37.38
	Weekly Net Surplus or Deficit:	\$260
	Monthly Net Surplus or Deficit:	\$1,131
	Annual Net Surplus or Deficit:	\$13,570
	Percent Total Net Income In Surplus Or Deficit:	6.6%
Н	Iourly Totals (gross average based on 40 hour work week):	\$9.11
	Daily Gross Surplus or Deficit:	\$52.40
	Weekly Gross Surplus or Deficit:	\$364
	Monthly Gross Surplus or Deficit:	\$1,585
	Annual Gross Surplus or Deficit:	\$19,021
	Percent Total Gross Income In Surplus Or Deficit:	9.2%

Percentage of Total Gross Income					
John's Percentage of Total Gross Income:	75.4%				
Mary's Percentage of Total Gross Income:	24.6%				

















END OF CURRENT YEAR MAJOR EXPENSE CATEGORIES



Income Taxes as a Percentage of Gross Incomes							
Federal:	20.0%						
FICA (Social Security & Medicare)	5.0%						
State	7.7%						
Local / Miscellaneous	<u>0.0</u> %						
Total:	32.7%						



Copyright 1997 - 2016 Toolsformoney.com, All Rights Reserved

Annual	45 / 40	46 / 41	47 / 42	48 / 43	49 / 44	50 / 45	51 / 46	52 / 47	53 / 48	54 / 49	55 / 50	56 / 51	57 / 52	58 / 53	59 / 54	60 / 55	61 / 56	62 / 57	63 / 58	64 / 59	65 / 60
Expenses	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
Children	\$47,044	\$56,398	\$61,902	\$67,951	\$2,129	\$1,964	\$1,816	\$1,685	\$5,745	\$10,219	\$15,089	\$15,634	\$16,233	\$16,888	\$866	\$226	\$204	\$183	\$165	\$148	\$74
Entertainment / Hobbies / Toys	\$3,274	\$3,372	\$3,473	\$3,578	\$3,685	\$3,796	\$3,909	\$4,027	\$4,147	\$4,272	\$4,400	\$4,532	\$4,668	\$4,808	\$4,952	\$4,601	\$4,770	\$4,946	\$5,132	\$5,326	\$6,052
Fees	\$882	\$908	\$935	\$964	\$992	\$1,022	\$1,053	\$1,084	\$1,117	\$1,150	\$1,185	\$1,221	\$1,257	\$1,295	\$1,334	\$1,374	\$1,415	\$1,457	\$1,501	\$1,546	\$1,593
Food	\$13,044	\$13,435	\$13,838	\$14,254	\$14,681	\$15,122	\$15,575	\$16,042	\$16,524	\$15,698	\$14,913	\$14,167	\$13,459	\$12,786	\$12,146	\$10,000	\$10,300	\$10,609	\$10,927	\$11,255	\$11,593
Health Care / Personal Maintenance	\$4,487	\$4,517	\$4,554	\$4,596	\$4,645	\$4,221	\$4,305	\$4,394	\$4,487	\$4,585	\$4,688	\$4,796	\$4,909	\$5,026	\$5,149	\$5,277	\$5,410	\$5,548	\$5,691	\$5,840	\$5,994
Home	\$17,987	\$18,527	\$19,083	\$19,655	\$20,245	\$20,852	\$21,478	\$22,122	\$22,786	\$22,200	\$20,622	\$20,361	\$20,236	\$20,485	\$20,406	\$20,789	\$21,229	\$21,720	\$22,254	\$22,828	\$23,513
Income & Sales Taxes	\$59,576	\$60,589	\$61,622	\$56,758	\$57,966	\$56,948	\$47,846	\$48,625	\$50,568	\$51,401	\$60,585	\$54,139	\$55,044	\$55,967	\$18,943	\$11,211	\$11,439	\$11,672	\$11,910	\$4,050	\$4,336
Everything Else / Misc.	\$978	\$1,008	\$1,038	\$1,069	\$1,101	\$1,134	\$1,168	\$1,203	\$1,239	\$1,276	\$1,149	\$1,034	\$931	\$837	\$754	\$678	\$611	\$549	\$495	\$445	\$223
Money to Others	\$522	\$537	\$554	\$570	\$587	\$605	\$623	\$642	\$661	\$681	\$701	\$722	\$744	\$766	\$789	\$813	\$772	\$734	\$697	\$662	\$629
Non-Home nor Vehicle Insurance	\$17,100	\$17,613	\$18,141	\$18,686	\$19,246	\$19,824	\$20,418	\$21,031	\$21,662	\$22,312	\$22,981	\$23,348	\$23,550	\$20,993	\$12,547	\$12,924	\$13,311	\$13,711	\$14,122	\$13,934	\$14,352
Debt Payments	\$21,000	\$21,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$0	\$0	\$0
Professional / Education	\$300	\$309	\$318	\$328	\$338	\$348	\$358	\$369	\$380	\$391	\$403	\$415	\$428	\$441	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Replacements	\$4,901	\$5,048	\$5,199	\$5,355	\$5,516	\$5,681	\$5,851	\$6,027	\$6,208	\$6,394	\$6,586	\$6,783	\$6,987	\$7,197	\$7,412	\$7,635	\$7,864	\$8,100	\$8,343	\$8,593	\$8,851
Savings / Investments	\$9,300	\$9,393	\$9,487	\$9,582	\$9,678	\$9,774	\$9,872	\$9,971	\$10,071	\$10,171	\$10,273	\$10,376	\$10,479	\$10,584	\$4,138	\$4,179	\$4,221	\$4,263	\$4,306	\$0	\$0
Vehicles	\$14,035	\$14,456	\$14,890	\$15,337	\$15,797	\$16,271	\$16,759	\$17,262	\$17,779	\$18,313	\$18,862	\$19,428	\$20,011	\$20,611	\$17,864	\$18,400	\$18,952	\$19,521	\$20,107	\$20,710	\$21,331
Total Annual Expenses:	\$214,430	\$227,111	\$230,034	\$233,681	\$171,605	\$172,560	\$166,032	\$169,483	\$178,374	\$181,064	\$194,437	\$188,956	\$190,936	\$190,686	\$119,301	\$110,108	\$112,498	\$115,013	\$105,649	\$95,338	\$98,540



Annual	45 / 40	46 / 41	47 / 42	48 / 43	49 / 44	50 / 45	51 / 46	52 / 47	53 / 48	54 / 49	55 / 50	56 / 51	57 / 52	58 / 53	59 / 54	60 / 55	61 / 56	62 / 57	63 / 58	64 / 59	65 / 60
Taxable Incomes	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
John's Taxable Incomes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$10,000	\$10,000
Mary's Taxable Incomes	\$3,000	\$3,060	\$3,121	\$3,184	\$3,247	\$3,312	\$3,378	\$3,446	\$3,515	\$3,585	\$3,657	\$3,730	\$3,805	\$3,881	\$3,958	\$4,038	\$4,118	\$4,201	\$4,285	\$4,370	\$5,458
Retirement Asset Incomes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$119,300	\$110,100	\$112,400	\$101,900	\$92,400	\$71,100	\$73,300
Total Annual Taxable Incomes:	\$3,000	\$3,060	\$3,121	\$3,184	\$3,247	\$3,312	\$3,378	\$3,446	\$3,515	\$3,585	\$3,657	\$3,730	\$3,805	\$3,881	\$123,258	\$114,138	\$116,518	\$106,101	\$96,685	\$85,470	\$88,758
Annual	45 / 40	46 / 41	47 / 42	48 / 43	49 / 44	50 / 45	51 / 46	52 / 47	53 / 48	54 / 49	55 / 50	56 / 51	57 / 52	58 / 53	59 / 54	60 / 55	61 / 56	62 / 57	63 / 58	64 / 59	65 / 60
Non-Taxable Incomes	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
John's Non-Taxable Incomes	\$156,000	\$159,120	\$162,302	\$141,876	\$145,719	\$148,633	\$111,355	\$113,582	\$120,449	\$122,858	\$125,315	\$131,904	\$134,542	\$137,233	\$0	\$0	\$0	\$14,567	\$14,713	\$14,860	\$15,008
Mary's Non-Taxable Incomes	\$48,000	\$48,960	\$49,939	\$50,938	\$51,957	\$45,000	\$45,900	\$46,818	\$47,754	\$48,709	\$83,017	\$50,677	\$51,691	\$52,725	\$53,779	\$30,000	\$30,600	\$31,212	\$31,836	\$0	\$0
Total Non-taxable Incomes:	\$204,000	\$208,080	\$212,242	\$192,814	\$197,676	\$193,633	\$157,255	\$160,400	\$168,204	\$171,568	\$208,332	\$182,581	\$186,233	\$189,957	\$53,779	\$30,000	\$30,600	\$45,779	\$46,549	\$14,860	\$15,008
Annual	45 / 40	46 / 41	47 / 42	48 / 43	49 / 44	50 / 45	51 / 46	52 / 47	53 / 48	54 / 49	55 / 50	56 / 51	57 / 52	58 / 53	59 / 54	60 / 55	61 / 56	62 / 57	63 / 58	64 / 59	65 / 60
Gross Incomes	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
John's Gross Incomes	\$156,000	\$159,120	\$162,302	\$141,876	\$145,719	\$148,633	\$111,355	\$113,582	\$120,449	\$122,858	\$125,315	\$131,904	\$134,542	\$137,233	\$0	\$0	\$0	\$14,567	\$14,713	\$24,860	\$25,008
Mary's Gross Incomes	\$51,000	\$52,020	\$53,060	\$54,122	\$55,204	\$48,312	\$49,278	\$50,264	\$51,269	\$52,295	\$86,674	\$54,407	\$55,496	\$56,605	\$57,738	\$34,038	\$34,718	\$35,413	\$36,121	\$4,370	\$5,458
Total Gross Incomes:	\$207,000	\$211,140	\$215,363	\$195,998	\$200,923	\$196,946	\$160,633	\$163,846	\$171,719	\$175,153	\$211,989	\$186,311	\$190,037	\$193,838	\$57,738	\$34,038	\$34,718	\$49,980	\$50,834	\$29,230	\$30,466
Total Combined Annual Taxes:	\$59,315	\$60,320	\$61,345	\$56,473	\$57,672	\$56,646	\$47,534	\$48,304	\$50,237	\$51,061	\$60,234	\$53,778	\$54,672	\$55,584	\$18,549	\$10,804	\$11,020	\$11,241	\$11,466	\$3,593	\$3,864
Total Combined Net Incomes:	\$147,685	\$150,820	\$154,017	\$139,525	\$143,251	\$140,300	\$113,099	\$115,542	\$121,481	\$124,092	\$151,755	\$132,533	\$135,365	\$138,254	\$39,189	\$23,233	\$23,698	\$38,739	\$39,368	\$25,638	\$26,602
INCOME PROJECTIONS S140,000 Retirement Asset Incomes S100,000 S80,000 S80,000 Mary's Taxable Incomes S60,000 S40,000 S40,000 S40,000 S40,000 S40,000 S40,000																					
20	6 2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	
Annual	45 / 40	46 / 41	47 / 42	48 / 43	49 / 44	50 / 45	51 / 46	52 / 47	53 / 48	54 / 49	55 / 50	56 / 51	57 / 52	58 / 53	59 / 54	60 / 55	61 / 56	62 / 57	63 / 58	64 / 59	65 / 60
--------------------------------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------
Non-Asset Incomes	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
John's Bonus	\$6,000	\$6,120	\$6,242	\$6,367	\$7,500	\$7,650	\$10,000	\$10,200	\$15,000	\$15,300	\$15,606	\$20,000	\$20,400	\$20,808	\$0	\$0	\$0	\$0	\$0	\$0	\$0
John's Commissions	\$60,000	\$61,200	\$62,424	\$40,000	\$40,800	\$41,616	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
John's Other Earned Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
John's Other Investment Income	\$6,000	\$6,120	\$6,242	\$6,367	\$6,495	\$6,624	\$6,757	\$6,892	\$7,030	\$7,171	\$7,314	\$7,460	\$7,609	\$7,762	\$0	\$0	\$0	\$0	\$0	\$0	\$0
John's Pensions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$10,000	\$10,000
John's Salary & Wages	\$84,000	\$85,680	\$87,394	\$89,141	\$90,924	\$92,743	\$94,598	\$96,490	\$98,419	\$100,388	\$102,396	\$104,443	\$106,532	\$108,663	\$0	\$0	\$0	\$0	\$0	\$0	\$0
John's Social Security	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$14,567	\$14,713	\$14,860	\$15,008
Mary's Commissions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$33,333	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Mary's Other Earned Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Mary's Pensions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,000
Mary's Real Estate Income	\$3,000	\$3,060	\$3,121	\$3,184	\$3,247	\$3,312	\$3,378	\$3,446	\$3,515	\$3,585	\$3,657	\$3,730	\$3,805	\$3,881	\$3,958	\$4,038	\$4,118	\$4,201	\$4,285	\$4,370	\$4,458
Mary's Salary & Wages	\$48,000	\$48,960	\$49,939	\$50,938	\$51,957	\$45,000	\$45,900	\$46,818	\$47,754	\$48,709	\$49,684	\$50,677	\$51,691	\$52,725	\$53,779	\$30,000	\$30,600	\$31,212	\$31,836	\$0	\$0
Mary's Social Security	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Retirement Asset Incomes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$119,300	\$110,100	\$112,400	\$101,900	\$92,400	\$71,100	\$73,300
Total Annual Incomes:	\$207,000	\$211,140	\$215,363	\$195,998	\$200,923	\$196,946	\$160,633	\$163,846	\$171,719	\$175,153	\$211,989	\$186,311	\$190,037	\$193,838	\$177,038	\$144,138	\$147,118	\$151,880	\$143,234	\$100,330	\$103,766







# **NET WORTH REPORT EXPLANATION**

#### **REAL WORLD PERSONAL FINANCE SOFTWARE**

(503) 309-1369 <u>support@toolsformoney.com</u> <u>http://www.toolsformoney.com/</u>

# **OVERVIEW OF THE NET WORTH REPORTS**

This text is to help you understand the overall concepts, and the technical details, of the net worth reports included in your financial plan.

The data used to generate these reports came from a combination of Fact Finders, your financial statements, assumptions, and estimates. These values change daily, so there will always be a level of inaccuracy that can't be avoided.

The *Current Net Worth Statement* report page presents a top-level summary of "where you are now." This is a snapshot of where you were at the time of Data-collecting Discovery (AKA the Fact Finding interview phase). They are not projected end-of-year values.

Assets and liabilities are both stated using their current market values. Net worth is the result assuming that all assets were sold at their market values, no taxes were deducted, and then all liabilities were subtracted. This is an estimate of your current wealth.

Reports can also be run illustrating the effects of paying capital gains taxes on asset sales.

This data is then presented in both bar chart and pie chart form.

As the pages progress, more details are shown by projecting everything into the future.

The *Proposed* sections of your financial plan, show the estimates after our proposed recommendations have been implemented.

#### **DRILLING DOWN INTO THE DETAILS**

The next page, *Current Liabilities*, details your current liabilities. These are also current values, not projected end-of-year values.

The next three pages, *All Assets, Non-Qualified Assets, and Qualified Assets*, detail who owns what, and if they are in a non-tax-qualified account, or held in a tax-qualified retirement account, like an IRA. These are also current values, not end-of-year values.

The page, *Assets by Asset Class*, sorts assets by which investment type they are, for example - cash, bonds, or stocks. These are also current values, not end-of-year values. Here, each account is shown with a pie chart, and then the same thing is shown totaling everyone's assets added together (again with a pie chart).

The next page, Asset Values Before and After Capital Gains Taxes, estimates how much of a decrease in assets will be applied after paying capital gains taxes upon their sale.

#### ABOUT ASSET DRAW DOWNS

Asset draw down analysis is shown in the retirement reports.

The point here is to compare rates of depletion between Current and Proposed versions of the reports. The goal is usually to minimize it, so investment accounts will not be depleted before passing. This helps prevent *superannuitization*, which is jargon for running out of money before you die. When retirement plans are made, this is usually the main goal and purpose of the plan.

How assets payout retirement income depends both on how things are set up in the Real World, and how it's modeled in financial planning software.

In the Real World, mutual fund and ETF accounts are depleted when shares are sold. Shares are sold when income from normal distributions (interest, dividends, and realized capital gains) are insufficient. In other words, if the income isn't enough just from an investment's normal income generation process, then shares must be sold to make up the difference. So how investment portfolios are structured to deal with this problem is critical.

The next issue is how financial planning software models them. The software used to generate your reports specializes in asset draw down analysis. As you can see on those reports, every parameter of interest is shown in order to help with the portfolio management process.

#### **PROJECTING THE FUTURE**

These report pages illustrate how your net worth may probably change over time, when everything is combined.

Next to each asset listed, is its estimated annual growth rate in parenthesis.

These values are all estimates of what they will be at the end of each year. This is why they are different than what's shown on the snapshot pages above. These values will include growth and shrinkage due to market fluctuations, additional monies contributed to them, withdrawals, and then paying off liabilities over time.

Each person's assets, liabilities, and resulting net worth are projected annually. Then each person's values are combined to display the same bottom-line information for the family as a whole.

For each adult, there are also two rows that display assets by tax-qualified and non-tax-qualified assets. This helps you to visualize how tax-qualified retirement assets are doing, compared to personal non-qualified assets.

Underneath the assets section, everyone's liabilities are detailed. Underneath the liabilities section, liabilities are subtracted from assets to display annual net worth estimates.

#### MISCELLANEOUS

Real investment account asset growth must take inflation into account. If your average annual rate of growth is 7% and annual inflation is 3%, then your real rate of growth is only 4%.

Hopefully, all of the charts and graphs will be self-explanatory. If not, then feel free to contact us for more information.

A good measure of the benefit of financial planning and investment management is how your net worth improved over what you would have realized if you never met us, and continued doing what you were doing over the long-term.

# **Current Net Worth Statement**

June 6, 2016

Prepared Especially for:

### John & Mary Sample



Property

46.9%

Property

54.3%



	John's Qualified	John's Non- Qual	Mary's Qual	Mary's Non- Qual	Joint	Kids
Assets:	\$67,500	\$75,000	\$75,000	\$125,000	\$550,000	\$120,000
Liabilities:	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	\$50,000	\$110,000	<u>\$0</u>
Net Worth:	\$67,500	\$75,000	\$75,000	\$75,000	\$440,000	\$120,000

# **Current Liabilities**

#### For Current Plan

June 6, 2016

Prepared Especially for:

# John & Mary Sample

#### John's Liabilities

John's Total:	<b>\$0</b>
Bank Savings:	<b>\$0</b>
Schwab:	\$0
Merrill IRA:	\$0
<b>TD IRA:</b>	\$0
401(k):	<b>\$0</b>

#### Joint & Community Liabilities

House:	\$100,000
Vechicles & Stuff:	\$10,000
<b>Credit Union:</b>	<b>\$0</b>
	<b>\$0</b>
Joint Total:	\$110,000

#### **Mary's Liabilities**

\$50,000
\$50,000
<b>\$0</b>
<b>\$0</b>
<b>\$0</b>
\$0

#### **Children's Liabilities**

Junior:	<b>\$0</b>
Sallie Mea:	\$0
	<b>\$0</b>
Children's Total:	<b>\$0</b>

Sample's Total Liabilities: <u>\$160</u>

## \$160,000

#### Current Projected Net Worth for John & Mary Sample

Using End of Year Values

John's Assets	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
	Age: 45	Age: 46	Age: 47	Age: 48	Age: 49	Age: 50	Age: 51	Age: 52	Age: 53	Age: 54	Age: 55	Age: 56	Age: 57	Age: 58	Age: 59	Age: 60
401(k) (@ 4%)	\$30,472	\$33,904	\$36,903	\$40,158	\$41.748	\$48.937	\$56,160	\$61,200	\$66,499	\$71,806	\$77.250	\$84,986	\$86,589	\$73,406	\$56.823	\$41.508
TD IRA (@ 5%)	\$27,825	\$31,104	\$34,019	\$37,204	\$38,865	\$45,802	\$52,862	\$57,940	\$63,330	\$68,796	\$74,463	\$82,433	\$84,504	\$72,021	\$55,966	\$41,274
Merrill IRA (@ 5%)	\$17.010	\$19.315	\$21,412	\$23,694	\$25.019	\$29.743	\$34,580	\$38,148	\$41,939	\$45,795	\$49.802	\$55,362	\$56,981	\$48,789	\$38,135	\$29,907
Schwab (@, 5%)	\$27,510	\$30,452	\$33,018	\$35,832	\$37,165	\$43,540	\$49,999	\$54,556	\$59,390	\$64,278	\$69,340	\$76,530	\$78,225	\$66,444	\$51,411	\$40,319
Bank Savings (@ 2%)	\$51,000	\$52.020	\$53,060	\$54,122	\$55.204	\$56.308	\$57,434	\$58,583	\$59,755	\$60,950	\$62,169	\$63,412	\$64,680	\$65,974	\$67.293	\$67,293
End of Year Values of All John's Assets:	\$153,817	\$166,793	\$178,413	\$191,009	\$198,001	\$224,331	\$251,035	\$270,428	\$290,912	\$311,625	\$333,023	\$362,723	\$370,979	\$326,634	\$269,628	\$220,301
John's Total Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
End of Vear Values of All John's Assets Minus Liabilities:	\$153.817	\$166,793	\$178.413	\$191.009	\$198.001	\$224.331	\$251.035	\$270,428	\$290,912	\$311.625	\$333.023	\$362,723	\$370,979	\$326.634	\$269.628	\$220,301
End of Year Values of All Client's Qualified Assets:	\$75.307	\$84 322	\$92 334	\$101.056	\$105.632	\$124.483	\$143.602	\$157.289	\$171.767	\$186.397	\$201 514	\$222.781	\$228.073	\$194.216	\$150.924	\$112.689
End of Year Values of All Client's Personal Assets:	\$78,510	\$82.472	\$86.078	\$89.954	\$92,369	\$99.848	\$107.433	\$113,139	\$119.145	\$125,228	\$131.508	\$139.942	\$142,905	\$132,418	\$118 704	\$107.612
End of Feld Valdes of Fair Cherry Felsonal Flagets.	\$70,510	002,172	\$00,070	\$65,551	0,2,000	\$77,010	0107,100	0110,107	\$119,115	0120,220	\$151,500	0100,012	0112,705	\$152,110	0110,701	\$107,012
Mary's Assets	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
402(b) (@ 49()	e 20 006	642 204	Age: 42	Age: 43	es2 724	Age: 43	Age: 40	Age: 47	Age: 48	Age. 49	s100.060	Age: 31	Age: 32	Age: 33	e72 040	Age: 33
TIAA CREE IRA (@ 4%)	\$27.248	\$20,886	\$32,120	\$34 561	\$35.551	\$41,300	\$47.054	\$50,032	\$55,007	\$50.068	\$63,224	\$60.738	\$70,232	\$50,232	\$45 540	\$50.611
Amarican Funds (@ 5%)	\$15,750	\$16 705	\$17.409	\$19 209	\$19,200	\$20,604	\$72,120	\$24,612	\$35,007	\$27,724	\$20,224	\$21,752	\$21,966	\$76.492	\$10.014	\$21,700
Cradit Union (@ 3%)	\$15,750	\$10,703	\$17,408	\$10,200	\$10,219	\$20,054	\$23,123	\$24,012	\$20,177	\$27,724	\$29,307	\$31,732	\$22,240	\$20,483	\$19,914	\$21,700
Pontal Bronarty (@ 69()	\$25,500	\$20,010	\$20,550	\$126.249	\$27,002	\$20,134	\$20,717	\$29,291	\$29,077	\$170.085	\$31,084	\$201,220	\$32,340	\$32,987	\$33,047	\$34,320
Find of Voin Volume of All Community Accession	\$213 394	\$778 345	\$747.484	\$257.674	\$155,825	\$295.088	\$130,303	\$343 287	\$108,948	\$179,085	\$413 514	\$201,220	\$213,293	\$220,090	\$412.613	\$443.267
End of Year Values of All Spouse's Assets:	\$45.076	\$41.671	\$27.064	\$237,074	\$268,728	\$21.216	\$15 179	\$9.716	\$1 903	3367,275	5415,514	5444,000	\$400,050	5440,075	5412,015	3445,207
Mary's Lotal Liabilities	<u>343,370</u>	541,071	<u>557,004</u>	<u>532,134</u>	<u>320,800</u>	<u>321,210</u>	<u>\$13,178</u>	<u>56,710</u>	<u>31,803</u>	6260 202	6412 514	6444.09C	£4(0.05(	£440.002	6412 (12	6442 2(7
End of Year Values of All Mary's Assets, Minus Liabilities:	5107,418	5186,675	<u>\$205,421</u>	<u>5225,540</u>	5242,008	32/3,8/2	\$500,562	<u>\$334,5/1</u>	5364,202	3389,293	5413,514	5444,086	5460,056	5440,095	5412,613	3443,267
End of Year Values of All Spouse's Qualified Assets:	\$81,894	\$89,975	\$96,853	\$104,366	\$107,504	\$125,082	\$142,659	\$154,611	\$167,180	\$179,733	\$192,599	\$211,160	\$214,423	\$181,016	\$139,310	\$154,912
End of Year Values of All Spouse's Personal Assets:	\$131,500	\$138,370	\$145,632	\$153,309	\$161,425	\$170,006	\$179,080	\$188,676	\$198,825	\$209,560	\$220,914	\$232,926	\$245,633	\$259,077	\$273,303	\$288,355
Jointly Held / Community Assets	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
House (@ 5%)	\$210,000	\$220,500	\$231,525	\$243,101	\$255,256	\$268,019	\$281,420	\$295,491	\$310,266	\$325,779	\$342,068	\$359,171	\$377,130	\$395,986	\$415,786	\$436,575
Vechicles & Stuff (@ -5%)	\$85,500	\$81,225	\$77,164	\$73,306	\$69,640	\$66,158	\$62,850	\$59,708	\$56,722	\$53,886	\$51,192	\$48,632	\$46,201	\$43,891	\$41,696	\$39,611
Credit Union (@ 2%)	\$265,200	\$273,252	\$276,611	\$281,046	\$273,181	\$301,440	\$327,273	\$338,311	\$349,543	\$359,626	\$369,294	\$388,673	\$378,925	\$305,914	\$223,458	\$160,090
End of Year Values of All Joint Assets:	\$560,700	\$574,977	\$585,300	\$597,453	\$598,078	\$635,617	\$671,544	\$693,510	\$716,531	\$739,291	\$762,554	\$796,477	\$802,256	\$745,791	\$680,940	\$636,276
Joint & Community Total Liabilities	\$104,158	\$97,581	\$90,147	\$86,461	\$82,554	\$78,413	\$74,023	\$69,369	\$64,436	\$59,208	\$53,665	\$47,791	\$41,563	\$34,962	\$27,965	\$20,548
EOY Values of All Joint Assets, Minus Liabilities:	\$456,542	\$477,396	\$495,153	\$510,991	\$515,523	\$557,204	\$597,521	\$624,141	\$652,095	\$680,083	\$708,889	\$748,686	\$760,692	\$710,829	\$652,975	\$615,728
Children's Assets	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
Junior's College Funds (6%)	\$42,438	\$58,933	\$77,684	\$98,945	\$103,832	\$108,962	\$114,344	\$119,993	\$125,921	\$132,141	\$76,116	\$13,803	\$0	\$0	\$0	\$0
Sallie Mea's College Stocks (6%)	\$55,592	\$76,337	\$99,907	\$126,622	\$132,877	\$139,441	\$146,329	\$153,558	\$161,144	\$109,857	\$52,730	\$0	\$0	\$0	\$0	\$0
Doogy's College CDs (6%)	\$68,746	\$93,741	\$122,131	\$154,299	\$161,921	\$169,920	\$178,314	\$187,123	\$140,226	\$87,906	\$29,696	\$0	\$0	\$0	\$0	\$0
End of Year Values of All Children's Assets:	\$166,776	\$229,012	\$299,722	\$379,865	\$398,630	\$418,322	\$438,987	\$460,673	\$427,291	\$329,905	\$158,542	\$13,803	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	\$0
Children's Total Liabilities	<u>\$0</u>	50	<u>\$0</u>	\$0	50	50	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
EOY Values of All Children's Assets, Minus Liabilities:	\$166,776	\$229,012	\$299,722	\$379,865	\$398,630	\$418,322	\$438,987	\$460,673	\$427,291	\$329,905	\$158,542	\$13,803	\$0	\$0	\$0	\$0
	61 004 (07	61 100 127	61 205 010	61 437 001	e1 4/2 /27	e1 572 259	61 (92 20)	61 7/7 000	61 000 730	61 550 113	e1 ((7 (33	61 (17 000	61 (22 200	61 513 519	61 2/2 101	61 200 045
All Assets:	\$1,094,087	\$1,199,127	\$1,305,919	\$1,420,001	51,403,037	\$1,5/5,558	\$1,085,500	51,/0/,899	\$1,800,739	\$1,770,113	\$1,007,032	\$1,017,089	\$1,655,290	\$1,512,518	\$1,505,181	\$1,299,845
Lighilities	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
Labula Total Liabilities	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50
John's Total Liabilities	50	<u>90</u>	<u></u>			<u></u>				<u></u>						50
Mary's Rental Property	\$45,976	\$41,671	\$37,064	\$32,134	\$26,860	\$21,216	\$15,178	\$8,716	\$1,803	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Mary's Total Liabilities	\$45,976	\$41,671	\$37,064	\$32,134	\$26,860	\$21,216	\$15,178	\$8,716	\$1,803	<u>\$0</u>	\$0	\$0	<u>\$0</u>	\$0	<u>\$0</u>	\$0
Joint: House	\$96,905	\$93.625	\$90,147	\$86.461	\$82.554	\$78.413	\$74.023	\$69.369	\$64,436	\$59,208	\$53,665	\$47,791	\$41,563	\$34,962	\$27,965	\$20,548
Joint: Vashiolog & Stuff	\$7.252	\$2.056	\$0	\$00,000	\$0	\$0	\$0	\$0	\$0.	\$0	\$0	\$0	\$0	\$0	\$0	\$0
John, vecnicles & Stuff	37,233	\$3,930		30	30	30	30	30	30	30	30	30	30	30	30	30
Joint & Community Total Liabilities	\$104,158	\$97,581	\$90,147	\$86,461	\$82,554	\$78,413	\$74,023	\$69,369	\$64,436	\$59,208	\$53,665	\$47,791	\$41,563	\$34,962	\$27,965	\$20,548
Children's Total Liabilities	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
All Liabilities:	\$150,134	\$139,251	\$127,211	\$118,596	\$109,414	\$99,629	\$89,200	\$78,086	\$66,239	\$59,208	\$53,665	\$47,791	\$41,563	\$34,962	\$27,965	\$20,548
All Assets Minus All Lighilities	\$944,553	\$1,059,876	\$1,178,708	\$1,307,405	\$1,354,223	\$1,473,729	\$1,594,106	\$1,689,813	\$1,734,500	\$1,710,905	\$1,613,967	\$1,569,299	\$1,591,727	\$1,477,556	\$1,335,216	\$1,279,297
The resous minus in mabilities.			. , .,	<u> </u>	<u> </u>	<u> </u>	<u>, , ,</u>	. ,,	. , . ,		<u> </u>	<u></u>	<u>- , , =:</u>	<u>. , ,</u>	. ,,	

2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051
Age: 61	Age: 62	Age: 63	Age: 64	Age: 65	Age: 66	Age: 67	Age: 68	Age: 69	Age: 70	Age: 71	Age: 72	Age: 73	Age: 74	Age: 75	Age: 76	Age: 77	Age: 78	Age: 79	Age: 80
\$25,313	\$8,382	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$25,413	\$8,496	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$20,357	\$8,985	\$0	50	\$0	\$0	\$0	50	\$0	\$0	\$0	50	\$0	50	\$0	\$0	\$0	\$0 50	\$0	\$0
\$27,444	\$12,115	\$67 293	\$67 293	\$67 293	\$67.293	\$67 293	\$67.293	\$67 293	\$67 293	\$67 293	\$67 293	\$67.293	\$67 293	\$67 293	\$67.293	\$67 293	\$67.293	\$67 293	\$67.293
\$165.819	\$105.269	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67.293	\$67.293	\$67,293	\$67.293	\$67,293	\$67.293	\$67,293	\$67,293	\$67,293	\$67,293	\$67.293	\$67,293
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$165,819	\$105,269	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293
\$71,082	\$25,862	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$94,737	\$79,407	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293	\$67,293
2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051
Age: 56	Age: 57	Age: 58	Age: 59	Age: 60	Age: 61	Age: 62	Age: 63	Age: 64	Age: 65	Age: 66	Age: 67	Age: 68	Age: 69	Age: 70	Age: 71	Age: 72	Age: 73	Age: 74	Age: 75
\$88,833	\$95,542	\$102,142	\$109,243	\$69,062	\$26,205	\$0 \$0	50	\$0 \$0	50	\$0 \$0	50	50	50	\$0 \$0	\$0 \$0	50	50	\$0 \$0	50
\$22,785	\$23 924	\$25 120	\$26 376	\$18 370	\$8 769	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0	\$0 \$0	\$0	30 S0	\$0 \$0	30 \$0	\$0	30 \$0	\$0 \$0	30 \$0
\$35,006	\$35,706	\$36,420	\$37,149	\$37,149	\$37,149	\$37,149	\$37,149	\$37,149	\$37,149	\$37,149	\$37,149	\$37,149	\$37,149	\$37,149	\$37,149	\$37,149	\$37,149	\$37,149	\$37,149
\$269,277	\$285,434	\$302,560	\$320,714	\$323,921	\$327,160	\$330,431	\$333,736	\$337,073	\$340,444	\$343,848	\$347,287	\$350,760	\$354,267	\$357,810	\$361,388	\$365,002	\$368,652	\$372,338	\$376,062
\$469,999	\$498,146	\$527,785	\$558,993	\$489,918	\$414,997	\$367,580	\$370,884	\$374,222	\$377,593	\$380,997	\$384,436	\$387,908	\$391,416	\$394,959	\$398,537	\$402,151	\$405,801	\$409,487	\$413,211
<u>\$0</u>	<u>so</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
\$469,999	\$498,146	\$527,785	\$558,993	\$489,918	\$414,997	\$367,580	\$370,884	\$374,222	\$377,593	\$380,997	\$384,436	\$387,908	\$391,416	\$394,959	\$398,537	\$402,151	\$405,801	\$409,487	\$413,211
\$165,716	\$177,006	\$188,804	\$201,131	\$128,849	\$50,689	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$304,283	\$321,140	\$338,980	\$357,862	\$361,069	\$364,309	\$367,580	\$370,884	\$374,222	\$377,593	\$380,997	\$384,436	\$387,908	\$391,416	\$394,959	\$398,537	\$402,151	\$405,801	\$409,487	\$413,211
2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051
\$458,404	\$481,324	\$505,390	\$530,660	\$557,193	\$585,052	\$614,305	\$645,020	\$677,271	\$711,135	\$746,691	\$784,026	\$823,227	\$864,388	\$907,608	\$952,988	\$1,000,638	\$1,050,670	\$1,103,203	\$1,158,363
\$37,631	\$35,749	\$33,962	\$32,264	\$30,651	\$29,118	\$27,662	\$26,279	\$24,965	\$23,/1/	\$22,531	\$21,404	\$20,334	\$19,317	\$18,352	\$1/,434	\$16,562	\$15,/34	\$14,948	\$14,200
\$591,785	\$548,169	\$539.352	\$562.923	\$587.843	\$614.170	\$641.967	\$671.299	\$702.236	\$734.851	\$769.222	\$805.430	\$843.561	\$883.706	\$925.960	\$970.422	\$1.017.200	\$1,066,404	\$1,118,151	\$1,172,563
\$12,686	\$4,352	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$579,099	\$543,816	\$539,352	\$562,923	\$587,843	\$614,170	\$641,967	\$671,299	\$702,236	\$734,851	\$769,222	\$805,430	\$843,561	\$883,706	\$925,960	\$970,422	\$1,017,200	\$1,066,404	\$1,118,151	\$1,172,563
2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044							
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0							
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0							
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0							
<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>							
<u>\$0</u>	<u>50</u>	<u>\$0</u>	<u>50</u>	<u>\$0</u>	<u>50</u>	<u>50</u>	<u>\$0</u>	<u>\$0</u>	<u>50</u>	<u>50</u>	<u>50</u>	<u>\$0</u>							
50	<u>50</u>	<u>50</u>	<u>50</u>	<u>50</u>	<u>50</u>	<u>50</u>	<u>50</u>	<u>50</u>	<u>50</u>	<u>50</u>	<u>50</u>	<u>50</u>							
\$1,227,603	\$1,151,584	\$1,134,430	\$1,189,210	\$1,145,055	\$1,096,461	\$1,076,840	\$1,109,477	\$1,143,751	\$1,179,737	\$1,217,513	\$1,257,159	\$1,298,763	\$1,342,415	\$1,388,212	\$1,436,252	\$1,486,644	\$1,539,498	\$1,594,931	\$1,653,067
2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051
30	30	30	30	30	30	50	30	30	30	50	50	<u>30</u>	30	30	<u>30</u>	<u>30</u>	30	50	30
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
\$12,686	\$4,352	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$12,686	\$4,352	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
\$0	\$0	\$0	50	\$0	50	\$0	50	\$0	50	\$0	50	\$0	\$0						
£12 (9(	64 353	<u></u>	<u></u>						<u></u>	<u></u>				<b>6</b> 0	<b>6</b> 0	<b>D</b> P	ee	<b></b>	<b>6</b> 0
\$12,686	\$4,352	<u>50</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>50</u>	<u>\$0</u>	<u>50</u>	<u>\$0</u>	<u>50</u>	<u>\$0</u>	<u>50</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>so</u>
\$1,214,917	\$1,147,232	<u>\$1,134,430</u>	\$1,189,210	\$1,145,055	<u>\$1,096,461</u>	\$1,076,840	<u>\$1,109,477</u>	<u>\$1,143,751</u>	<u>\$1,179,737</u>	\$1,217,513	\$1,257,159	\$1,298,763	\$1,342,415	<u>\$1,388,212</u>	\$1,436,252	<u>\$1,486,644</u>	\$1,539,498	\$1,594,931	<u>\$1,653,067</u>



Doogy's College CDs (6%)

■Sallie Mea's College Stocks (6%)

\$200,000

\$150,000

\$100,000

\$50,000

\$0

10

■ Junior's College Funds (6%)







CHILDREN'S ASSETS MINUS LIABILITIES



© Copyright 1997 - 2016 Toolsformoney.com, All Rights Reserved



© Copyright 1997 - 2016 Toolsformoney.com, All Rights Reserved



<sup>©</sup> Copyright 1997 - 2016 Toolsformoney.com, All Rights Reserved



<sup>©</sup> Copyright 1997 - 2016 Toolsformoney.com, All Rights Reserved





				John's 401(k)								_		
Asset Name	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous		
Cash	\$5,000	\$5,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
Bond Fund	\$10,000	\$0	\$10,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		<b>C</b> 1
Stock Fund	\$7,500	\$0	\$0	\$0	\$0	\$0	\$7,500	\$0	\$0	\$0	\$0	\$0	International	Cash
Int'l Fund	\$5,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$5,000	\$0	\$0	18.2%	18 2%
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	10.270	-10.2 /0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Growth	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	27.20/	X
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	27.3%	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\_B0n
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		36.4
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		50.4
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
Total:	\$27,500	\$5,000	\$10,000	\$0	\$0	\$0	\$7,500	\$0	\$0	\$5,000	\$0	\$0		

					Jo	ohn's TD IR	A						
Asset Name	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous	
Tech Stocks	\$25,000	\$0	\$0	\$0	\$0	\$0	\$25,000	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Growth
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	100.00/
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	100.0%
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Total:	\$25,000	\$0	\$0	\$0	\$0	\$0	\$25,000	\$0	\$0	\$0	\$0	\$0	

					Joh	n's Merrill						
Asset Name	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous
Bank Stocks	\$15,000	\$0	\$0	\$0	\$0	\$15,000	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total:	\$15,000	\$0	\$0	\$0	\$0	\$15,000	\$0	\$0	\$0	\$0	\$0	\$0



© Copyright 1997 - 2016 Toolsformoney.com, All Rights Reserved

Bonds 36.4%

					Jo	ohn's Schwa	ab						
Asset Name	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous	
Cash	\$5,000	\$5,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Schwab Bond Fund	\$10,000	\$0	\$10,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Cash
Schwab Stock Fund	\$10,000	\$0	\$0	\$0	\$0	\$0	\$10,000	\$0	\$0	\$0	\$0	\$0	Casii
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	20%
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Growth
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	40%
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Bonds
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	400/
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	40%
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Total:	\$25,000	\$5,000	\$10,000	\$0	\$0	\$0	\$10,000	\$0	\$0	\$0	\$0	\$0	

					Joh	n's Bank Sav	ings					
Asset Name	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous
Savings	\$50,000	\$50,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total:	\$50,000	\$50,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0



Allocation of All of John's Assets Combined	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous
Total:	\$142,500	\$60,000	\$20,000	\$0	\$0	\$15,000	\$42,500	\$0	\$0	\$5,000	\$0	\$0



					Ν	/lary's 403(l	<b>b</b> )					_	
Current	nt Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous	
\$10,0	0,000	\$10,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
\$25,0	5,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$25,000	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Cash
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Cash
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	28.6%
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Miscellaneous
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Miscenaneous_
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	71.4%
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
\$35,0	5,000	\$10,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$25,000	



					Mary	's American	Funds					_	
Asset Name	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous	
ICA	\$5,000	\$0	\$0	\$0	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	
Growth Fund of American	\$5,000	\$0	\$0	\$0	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	
EuroPacific Growth	\$5,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$5,000	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	International
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	33.3%
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	55.570
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Total:	\$15,000	\$0	\$0	\$0	\$0	\$0	\$10,000	\$0	\$0	\$5,000	\$0	\$0	



Growth 66.7%

					Mar	y's Credit	U <b>nion</b>		1				
Asset Name	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous	
Savings	\$25,000	\$25,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Cash
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	100.00/
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	100.0%
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Total:	\$25,000	\$25,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	

					Mary	's Rental Pr	operty					
Asset Name	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous
Home Street Rental	\$100,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$100,000	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total:	\$100,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$100,000	\$0	\$0	\$0



Allocation of All of Mary's Assets Combined	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous
Total:	\$200,000	\$35,000	\$10,000	\$0	\$0	\$15,000	\$10,000	\$0	\$100,000	\$5,000	\$0	\$25,000





Allocation of All of Jointly Owned/Community Property Assets Combined	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous
Total:	\$550,000	\$260,000	\$0	<b>S</b> 0	\$0	<b>S</b> 0	\$0	<b>S</b> 0	\$0	\$0	\$290,000	\$0



						Junior							
Asset Name	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous	
529 Plan	\$30,000	\$0	\$0	\$0	\$0	\$0	\$30,000	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Cusuth
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Growth
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	100.0%
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	100.070
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Total:	\$30,000	\$0	\$0	\$0	\$0	\$0	\$30,000	\$0	\$0	\$0	\$0	\$0	
Sallie Mea												_	

Asset Name	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous	
529 Plan	\$40,000	\$0	\$0	\$0	50	\$0	\$40,000	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Growth
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	100.0%
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	100.0 %
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Totals	\$40,000	50	\$0	50	50	50	\$40.000	50	\$0	\$0	50	\$0	

						Doogy						
Asset Name	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous
529 Plan	\$50,000	\$0	\$0	\$0	\$0	\$0	\$50,000	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total:	\$50,000	\$0	\$0	\$0	\$0	\$0	\$50,000	\$0	\$0	\$0	\$0	\$0
												·

Growth 100.0%	
100.0%	

Allocation Mix of All of Children's Assets Combined	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous
Total:	\$120,000	<b>S</b> 0	<b>S</b> 0	<b>S</b> 0	\$0	<b>S</b> 0	\$120,000	\$0	\$0	\$0	\$0	\$0



#### Proposed Projected Net Worth for John & Mary Sample

Using End of Year Values

John's Assets	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
	Age: 45	Age: 46	Age: 47	Age: 48	Age: 49	Age: 50	Age: 51	Age: 52	Age: 53	Age: 54	Age: 55	Age: 56	Age: 57	Age: 58	Age: 59	Age: 60
401(k) (@ 6%)	\$31,058	\$34,849	\$38,886	\$43,185	\$47,761	\$52,632	\$57,816	\$63,330	\$69,196	\$75,435	\$82,068	\$89,121	\$96,618	\$104,587	\$96,730	\$89,879
TD IRA (@ 7%)	\$28,355	\$31,961	\$35,835	\$39,998	\$44,468	\$49,267	\$54,420	\$59,950	\$65,884	\$72,251	\$79,082	\$86,408	\$94,265	\$102,691	\$95,872	\$89,922
Scottrade IRA (@ 8%)	\$17,496	\$17,898	\$15,693	\$13,728	\$4,474	\$14,110	\$23,198	\$24,767	\$26,402	\$27,865	\$29,690	\$38,250	\$41,949	\$46,501	\$44.830	\$43.384
Schwab (@ 6%)	\$27,772	\$30,723	\$33,864	\$37,206	\$40,762	\$44,545	\$48,568	\$52,846	\$57,394	\$62,229	\$67,368	\$72,829	\$78,632	\$84,797	\$80,236	\$76,211
Mutual Funds (@ 7%)	\$53,500	\$57.245	\$61.252	\$65 540	\$70.128	\$75.037	\$80,289	\$85,909	\$91 923	\$98.358	\$105.243	\$112.610	\$120,492	\$128 927	\$120.366	\$112,896
End of Vear Values of All John's Assets:	\$158,181	\$172,675	\$185,530	\$199,656	\$207,593	\$235,591	\$264.291	\$286,802	\$310,799	\$336,137	\$363,451	\$399,218	\$431,957	\$467,503	\$438,036	\$412.293
John's Total Linkilitias	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50	50
Find of View Volume of All Lobelts Access Minus Liebilition	\$158 181	\$172 675	\$185 530	\$199.656	\$207 593	\$735 591	\$264 291	\$286.802	\$310 799	\$336 137	\$363 451	\$300 218	\$431.957	\$467 503	\$438.036	\$412 293
End of Year Values of All John's Assets, Minus Liabilities:	\$76,000	694 707	£00.414	<u>\$177,050</u>	\$201,375	\$116,000	<u>5204,271</u> 6125,424	£149.047	<u>\$510,799</u>	\$175.551	£100.840	£212 780	6333,037	\$252,770	\$227,422	\$222.19C
End of Fear Values of All Client's Qualified Assets.	\$76,909	\$84,707	\$90,414	\$96,910	\$96,703	\$116,009	\$133,434	\$148,047	\$101,482	\$175,551	\$190,840	\$215,780	\$252,855	\$253,779	\$237,433	\$223,180
End of Year values of All Client's Personal Assets:	\$81,272	\$87,968	\$95,116	\$102,746	\$110,890	\$119,582	\$128,857	\$138,/55	\$149,317	\$160,586	\$172,610	\$185,438	\$199,124	\$213,/24	\$200,603	\$189,107
Mary's Assets	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
(AAA) (2 MA)	Age: 40	Age: 41	Age: 42	Age: 43	Age: 44	Age: 45	Age: 46	Age: 47	Age: 48	Age: 49	Age: 50	Age: 51	Age: 52	Age: 53	Age: 54	Age: 55
403(b) (@ 5%)	\$39,270	\$43,779	\$48,538	\$53,562	\$58,862	\$64,454	\$70,351	\$76,571	\$83,128	\$90,040	\$97,326	\$105,004	\$113,094	\$121,616	\$130,594	\$140,049
11AA CREF IRA (@ 5%)	\$27,510	\$30,158	\$32,951	\$35,897	\$39,003	\$42,278	\$45,729	\$49,366	\$53,199	\$57,237	\$61,491	\$65,971	\$70,689	\$75,658	\$80,889	\$86,396
Scottrade (@ 8%)	\$16,200	\$17,496	\$18,896	\$20,407	\$22,040	\$23,803	\$25,707	\$27,764	\$29,985	\$32,384	\$34,975	\$37,773	\$40,794	\$44,058	\$47,583	\$51,389
TD Ameritrade (@ 8%)	\$27,000	\$26,853	\$24,042	\$21,410	\$11,422	\$20,252	\$28,456	\$29,056	\$29,630	\$29,934	\$30,494	\$37,672	\$39,865	\$42,775	\$47,048	\$50,812
Rental Property (@ 6%)	\$106,000	\$112,360	\$119,102	\$126,248	\$133,823	\$141,852	\$150,363	\$159,385	\$168,948	\$179,085	\$189,830	\$201,220	\$213,293	\$226,090	\$239,656	\$254,035
End of Year Values of All Spouse's Assets:	\$215,980	\$230,646	\$243,529	\$257,524	\$265,150	\$292,638	\$320,607	\$342,142	\$364,890	\$388,680	\$414,115	\$447,639	\$477,735	\$510,197	\$545,769	\$582,681
Mary's Total Liabilities	\$45,976	\$41,671	\$37,064	\$32,134	\$26,860	\$21,216	\$15,178	\$8,716	\$1,803	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
End of Year Values of All Mary's Assets, Minus Liabilities:	\$170,004	\$188,975	\$206,465	\$225,389	\$238,290	\$271,422	\$305,429	\$333,425	\$363,087	\$388,680	\$414,115	\$447,639	\$477,735	\$510,197	\$545,769	\$582,681
End of Year Values of All Spouse's Qualified Assets:	\$82,980	\$91,433	\$100,385	\$109,866	\$119,905	\$130,534	\$141,788	\$153,701	\$166,312	\$179,661	\$193,791	\$208,747	\$224,577	\$241,332	\$259,065	\$277,835
End of Year Values of All Spouse's Personal Assets:	\$133,000	\$139,213	\$143,144	\$147,658	\$145,245	\$162,104	\$178,819	\$188,441	\$198,578	\$209,019	\$220,323	\$238,892	\$253,158	\$268,865	\$286,704	\$304,847
Jointly Held / Community Assets	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
House (@ 5%)	\$210,000	\$220,500	\$231,525	\$243,101	\$255,256	\$268,019	\$281,420	\$295,491	\$310,266	\$325,779	\$342,068	\$359,171	\$377,130	\$395,986	\$415,786	\$436,575
Vechicles & Stuff	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000
Joint Scottrade (@ 8%)	\$280,800	\$298,650	\$312,624	\$328,523	\$331,404	\$373,748	\$416,816	\$446,808	\$479,052	\$513,243	\$550,631	\$604,160	\$650,850	\$702,360	\$677,122	\$655,285
End of Year Values of All Joint Assets:	\$580,800	\$609,150	\$634,149	\$661,624	\$676,660	\$731,767	\$788,236	\$832,299	\$879,317	\$929,022	\$982,699	\$1,053,332	\$1,117,980	\$1,188,346	\$1,182,907	\$1,181,860
Joint & Community Total Liabilities	\$103,500	\$96,301	\$88,286	\$84,065	\$79,675	\$75,109	\$70,361	\$65,423	\$60,287	\$54,946	\$49,391	\$43,615	\$37,607	\$31,358	\$24,860	\$18,102
EOY Values of All Joint Assets, Minus Liabilities:	\$477,300	\$512,849	\$545,863	\$577,560	\$596,985	\$656,657	\$717,875	\$766,876	\$819,030	\$874,076	\$933,308	\$1,009,717	\$1,080,374	\$1,156,988	\$1,158,047	\$1,163,758
Children's Assets	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
Junior's College Funds (7%)	\$43.364	\$61.148	\$81.576	\$104.969	\$111 729	\$118 025	\$126 583	\$134 735	\$143.412	\$152.648	\$121.171	\$85 875	\$45.003	\$0	\$0	\$0
Sallia Magia Callaga Funda (7%)	\$43,304	\$70,140	\$104 905	\$124,209	\$111,729	\$110,923	\$120,585	\$134,735	\$143,412	\$152,048	\$121,171	\$65,625	\$45,993	\$1.517	\$1.617	\$1 724
Describe College Funds (7%)	\$30,780	5/5,162	\$104,895	\$134,324 \$172,770	\$142,975	\$152,162	\$101,983	\$172,413	\$185,518	\$155,945	\$124,923	507,027	\$50,259	\$1,517	\$1,017	\$1,724
End of Voor Volume of All Children's Another	\$70,208	\$97,210	\$128,215	\$103,079	\$174,220	\$185,440	\$197,382	\$210,094	\$180,040	\$158,925 \$467 516	\$128,099	\$95,211	\$33,800	\$5,477 \$6,994	\$3,838 \$7.455	\$0,225 \$7.947
End of Year Values of All Unidren's Assets:	<u>\$170,557</u>	3237,340	3314,084	3402,573	3420,724	3430,347	3403,242	3317,244	3312,271	3407,310	5574,193	3208,803	3130,117	30,774	37,433	37,747
Children's Total Liabilities	£170.257	6227 54(	6214 (84	6402 072	£ 128 0 <u>24</u>	545( 547	£ 495 040	6517.244	6512 071	54(7 51(	6274 105	E2(8 8(2	6150 117	50 50 004	50 67 455	67.047
EOY Values of All Children's Assets, Minus Liabilities:	\$170,357	\$237,546	5314,084	\$402,975	3428,924	5450,547	5485,949	\$517,244	\$512,971	5467,516	\$574,195	5208,803	\$150,117	30,994	\$7,455	\$7,947
All Assets:	\$1,125,318	\$1,250,017	\$1,377,892	\$1,521,778	\$1,578,327	\$1,716,543	\$1,859,082	\$1,978,487	\$2,067,977	\$2,121,355	\$2,134,460	\$2,169,052	\$2,177,789	\$2,173,040	\$2,174,167	\$2,184,782
Liabilities	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
John's Total Liabilities	<u>\$0</u>	50	\$0	\$0	<u>\$0</u>	<u>\$0</u>	50	\$0	\$0	50	<u>\$0</u>	\$0	\$0	\$0	<u>\$0</u>	\$0
Mary's Rental Property	\$45.976	\$41.671	\$37.064	\$32,134	\$26.860	\$21.216	\$15,178	\$8,716	\$1.803	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Mary's Total Liabilities	\$45,976	\$41,671	\$37.064	\$32,134	\$26.860	\$21,216	\$15,178	\$8,716	\$1,803	\$0	50	\$0	\$0	\$0	\$0	50
inary s rotar Exabilities																
Joint: House	\$96,247	\$92,345	\$88,286	\$84,065	\$79,675	\$75,109	\$70,361	\$65,423	\$60,287	\$54,946	\$49,391	\$43,615	\$37,607	\$31,358	\$24,860	\$18,102
Joint: Vechicles & Stuff	\$7,253	\$3,956	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Joint & Community Total Liabilities	\$103,500	\$96,301	\$88,286	\$84,065	\$79,675	\$75,109	\$70,361	\$65,423	\$60,287	\$54,946	\$49,391	\$43,615	\$37,607	\$31,358	\$24,860	\$18,102
Children's Total Liabilities	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
A 11 T * 1 *1*2*	\$149.476	\$137 971	\$125 350	\$116 100	\$106 535	\$96 326	\$85 530	\$74 130	\$62.000	\$54 946	\$49 301	\$43 615	\$37.607	\$31 359	\$24 860	\$18 102
All Liabilities:	3147,470	5157,971	\$125,550	5110,179	\$100,555	\$70,520	005,559	0/4,137	502,090	334,740	<u>,,,,,,,,</u>	\$ <del>45,015</del>	001,001	001,000	324,000	310,102
	6075 942	61 112 044	61 353 5 43	61 405 550	61 471 702	61 (20 215	61 773 2 13	61 004 2 40	62 005 005	62 0// 400	62 095 0/0	62 125 127	62 140 102	62 141 (02	62 1 40 207	62 1// /00
All Assets Minus All Liabilities:	39/5,842	51,112,046	\$1,252,542	\$1,405,578	51,4/1,/92	\$1,620,217	\$1,7/3,543	\$1,904,348	\$2,005,887	\$2,066,409	52,085,068	\$2,125,437	52,140,183	52,141,682	52,149,307	\$2,166,680

2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051
Age: 61	Age: 62	Age: 63	Age: 64	Age: 65	Age: 66	Age: 67	Age: 68	Age: 69	Age: 70	Age: 71	Age: 72	Age: 73	Age: 74	Age: 75	Age: 76	Age: 77	Age: 78	Age: 79	Age: 80
\$82,723	\$76,669	\$71,581	\$71,752	\$71,849	\$71,846	\$72,407	\$72,889	\$73,329	\$74,231	\$75,077	\$75,863	\$76,585	\$77,208	\$77,740	\$78,198	\$78,577	\$78,874	\$79,084	\$79,202
\$83,543	\$78,160	\$73,661	\$74,534	\$75,339	\$76,047	\$77,364	\$78,613	\$79,834	\$81,578	\$83,286	\$84,952	\$86,570	\$88,097	\$89,541	\$90,918	\$92,221	\$93,443	\$94,575	\$95,610
\$41,658	\$40,230	\$39,087	\$40,263	\$41,458	\$42,597	\$44,079	\$45,568	\$47,083	\$48,904	\$20,756	\$32,639	\$54,547	\$56,460	\$28,379	\$60,312	\$62,255	\$64,203	\$66,149	\$08,088
\$104.887	\$98,129	\$92.481	\$93,577	\$94 587	\$95,476	\$97,934 \$97,129	\$98,697	\$100.231	\$102.420	\$104 565	\$106.656	\$108.687	\$10,545	\$112.417	\$18,500	\$115 783	\$117 316	\$118 738	\$120.036
\$384.634	\$361.266	\$341,727	\$345,758	\$349,509	\$352,856	\$358,913	\$364,695	\$370.379	\$378,394	\$386.275	\$393,999	\$401,539	\$408,712	\$415,553	\$422,134	\$428,426	\$434,396	\$440.011	\$445,234
\$0	50	\$0	\$0	\$0	\$0	50	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$384,634	\$361,266	\$341,727	\$345,758	\$349,509	\$352,856	\$358,913	\$364,695	\$370,379	\$378,394	\$386,275	\$393,999	\$401,539	\$408,712	\$415,553	\$422,134	\$428,426	\$434,396	\$440,011	\$445,234
\$207,924	\$195,060	\$184,329	\$186,549	\$188,626	\$190,490	\$193,850	\$197,070	\$200,247	\$204,713	\$209,120	\$213,454	\$217,702	\$221,764	\$225,660	\$229,428	\$233,054	\$236,520	\$239,808	\$242,899
\$176,710	\$166,206	\$157,398	\$159,209	\$160,884	\$162,365	\$165,063	\$167,626	\$170,132	\$173,680	\$177,155	\$180,545	\$183,836	\$186,948	\$189,894	\$192,706	\$195,372	\$197,876	\$200,202	\$202,335
2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051
Age: 56	Age: 57	Age: 58	Age: 59	Age: 60	Age: 61	Age: 62	Age: 63	Age: 64	Age: 65	Age: 66	Age: 67	Age: 68	Age: 69	Age: 70	Age: 71	Age: 72	Age: 73	Age: 74	Age: 75
\$150,007	\$160,491	\$171,530	\$170,319	\$168,940	\$167,340	\$167,056	\$166,580	\$166,006	\$166,462	\$166,771	\$166,927	\$166,926	\$166,695	\$166,261	\$165,663	\$164,896	\$163,958	\$162,842	\$161,546
\$92,193	\$98,295	\$104,717	\$103,978	\$103,136	\$102,159	\$101,986	\$101,695	\$101,345	\$101,623	\$101,812	\$101,907	\$101,906	\$101,766	\$101,500	\$101,135	\$100,667	\$100,094	\$99,413	\$98,622
\$22,200	\$59,940	\$64,730	\$65,034	\$68,629	\$70,550	\$73,003	\$73,469	\$77,979	\$80,994	\$84,065	\$87,180	\$90,341	\$93,508	\$96,686	\$99,888	\$103,107	\$106,332	\$109,556	\$112,766
\$34,877	\$39,207	\$04,008	\$05,954	\$308.641	\$311 728	\$72,185	\$74,021	\$321 173	\$324 385	\$327.629	\$330,200	\$334.214	\$92,437	\$95,600	\$98,700	\$101,948	\$105,157	\$108,525	\$111,499
\$621,854	\$663,428	\$707,551	\$712,499	\$717,204	\$721,533	\$729,072	\$736,359	\$743,605	\$753,548	\$763,392	\$773,120	\$782,714	\$791,983	\$800,980	\$809,793	\$818,403	\$826,785	\$834,912	\$842,757
\$0	\$0	\$0	50	\$0	\$0	\$0	50	\$0	\$0	\$0	50	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$621,854	\$663,428	\$707,551	\$712,499	\$717,204	\$721,533	\$729,072	\$736,359	\$743,605	\$753,548	\$763,392	\$773,120	\$782,714	\$791,983	\$800,980	\$809,793	\$818,403	\$826,785	\$834,912	\$842,757
\$297,700	\$318,727	\$340,983	\$340,980	\$340,705	\$340,048	\$342,044	\$343,745	\$345,329	\$349,079	\$352,645	\$356,014	\$359,173	\$361,969	\$364,448	\$366,686	\$368,670	\$370,384	\$371,812	\$372,935
\$324,154	\$344,701	\$366,568	\$371,519	\$376,499	\$381,485	\$387,028	\$392,615	\$398,276	\$404,469	\$410,747	\$417,106	\$423,540	\$430,014	\$436,532	\$443,107	\$449,733	\$456,400	\$463,100	\$469,822
2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051
\$458,404	\$481,324	\$505,390	\$530,660	\$557,193	\$585,052	\$614,305	\$645,020	\$677,271	\$711,135	\$746,691	\$784,026	\$823,227	\$864,388	\$907,608	\$952,988	\$1,000,638	\$1,050,670	\$1,103,203	\$1,158,363
\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000
\$1 177 611	\$1 178 970	\$1 185 765	\$1 228 798	\$1 273 078	\$1 318 451	\$1 370 081	\$1 423 284	\$1 478 420	\$1 539 783	\$1 603 325	\$1 669 091	\$1 737 120	\$1 807 165	\$1 879 367	\$1 953 950	\$2 030 949	\$2 110 400	\$2 192 332	\$2,276,770
\$11.073	\$3,764	50	50	50	50	50	50	<u>50</u>	50	50	50	<u>50</u>	50	50	50	<u>so</u>	<u>so</u>	<u>50</u>	<u>\$0</u>
\$1,166,537	\$1,175,206	\$1,185,765	\$1,228,798	\$1,273,078	\$1,318,451	\$1,370,081	\$1,423,284	\$1,478,420	\$1,539,783	\$1,603,325	\$1,669,091	\$1,737,120	\$1,807,165	\$1,879,367	\$1,953,950	\$2,030,949	\$2,110,400	\$2,192,332	\$2,276,770
2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044							
\$0	50	\$0	50	\$0	\$0	\$0	50	\$0	\$0	\$0	50	\$0							
\$1,838	\$1,959	\$2,088	\$2,226	\$2,373	\$2,529	\$2,090	\$2,874	\$3,064	\$3,200	\$3,481	\$3,/11	\$3,950							
\$8,634 \$8,471	\$9,071	\$7,558 <b>\$9.626</b>	\$10.261	\$10.938	\$9,130	\$9,733	\$13,249	\$14,123	\$15,055	\$12,307	\$15,596	\$14,279							
\$0	50	<u>\$0</u>	50	<u>50</u>	50	<u>50</u>	50	<u>50 </u> 50	50	50	50	50							
\$8,471	\$9,030	\$9,626	\$10,261	\$10,938	\$11,660	\$12,429	\$13,249	\$14,123	\$15,055	\$16,048	\$17,107	\$18,235							
\$2 192 570	\$2 212 694	\$2 244 669	\$2 297 316	\$2 350 730	\$2 404 499	\$2 470 495	\$2 537 587	\$2 606 526	\$2 686 780	\$2 769 041	\$2 853 316	\$2 939 608	\$3 007 860	\$3 095 900	\$3 185 877	\$3 277 778	\$3 371 580	\$3 467 254	\$3 564 761
<u>\$2,172,570</u>	<u>92,212,074</u>	<u>\$2,244,007</u>	92,297,910	\$2,000,700	<u>\$2,404,499</u>	\$2,470,475	92,001,001	\$2,000,020	\$2,000,700	\$2,707,041	92,000,010	\$2,707,000	35,007,000	\$5,075,700	30,100,077	<u>\$5,277,776</u>	<u>\$0,071,000</u>	<u>\$5,407,254</u>	<u>\$0,004,701</u>
2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051
<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$11.073	\$3.764	50	50	50	50	\$0	50	\$0	50	50	50	\$0	50	50	50	50	50	\$0	50
\$11,075	\$3,704 ¢n	30	50	30	50	50	50		30 60	50	50		30	50	30 60	50	30 60		30
50	30	\$0	50	\$0	50	\$0	50	\$0	50	50	50	\$0	\$0	50	\$0	50	50	\$0	50
\$11,073	\$3,764	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>50</u>	<u>\$0</u>	<u>so</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>so</u>	<u>\$0</u>							
<u>\$0</u>	<u>50</u>	<u>\$0</u>	<u>\$0</u>	<u>50</u>	<u>\$0</u>	<u>50</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>so</u>						
<u>\$11,073</u>	\$3,764	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
<u>\$2,181,496</u>	\$2,208,930	<u>\$2,244,669</u>	<u>\$2,297,316</u>	<u>\$2,350,730</u>	<u>\$2,404,499</u>	<u>\$2,470,495</u>	\$2,537,587	\$2,606,526	<u>\$2,686,780</u>	<u>\$2,769,041</u>	<u>\$2,853,316</u>	<u>\$2,939,608</u>	<u>\$3,007,860</u>	<u>\$3,095,900</u>	<u>\$3,185,877</u>	<u>\$3,277,778</u>	<u>\$3,371,580</u>	\$3,467,254	<u>\$3,564,761</u>





Copyright 1997 - 2016 Toolsformoney.com, All Rights Reserved



Copyright 1997 - 2016 Toolsformoney.com, All Rights Reserved





Copyright 1997 - 2016 Toolsformoney.com, All Rights Reserved

					J	John's 401(k	x)						
Asset Name	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous	
Cash	\$1,000	\$1,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Stock Fund	\$7,500	\$0	\$0	\$0	\$0	\$7,500	\$0	\$0	\$0	\$0	\$0	\$0	
Int'l Fund	\$5,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$5,000	\$0	\$0	] Cash
Growth Fund	\$4,000	\$0	\$0	\$0	\$0	\$0	\$4,000	\$0	\$0	\$0	\$0	\$0	International 3.6%
Multi-sector Bond	\$10,000	\$0	\$0	\$0	\$10,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	18.2%
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Hvbrid
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	] bond
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Crowth 36.4%
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Growth Jo.470
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	14.5%
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Valua
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	value.
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	27.3%
Total:	\$27,500	\$1,000	\$0	\$0	\$10,000	\$7,500	\$4,000	\$0	\$0	\$5,000	\$0	\$0	

					J	ohn's TD IR	A						
Asset Name	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous	
Tech Stocks	\$5,000	\$0	\$0	\$0	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	
Internet Fund	\$5,000	\$0	\$0	\$0	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	
Tech Fund	\$5,000	\$0	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Biotech Fund	\$5,000	\$0	\$0	\$0	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	
Energy Fund	\$5,000	\$0	\$0	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Growth
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	60.0%
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	00.070
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Total:	\$25,000	\$0	\$0	\$0	\$5,000	\$5,000	\$15,000	\$0	\$0	\$0	\$0	\$0	

					John	's Scottrade	IRA					
Asset Name	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous
Current Junk Bond Pick	\$5,000	\$0	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Current Int'l Bond Pick	\$5,000	\$0	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Emerging Markets Bond Pick	\$5,000	\$0	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total:	\$15,000	\$0	\$0	\$0	\$15,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0



Hybrid bond 20.0%

> \_Value 20.0%

					J	ohn's Schwa	ıb		I				
Asset Name	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous	
Cash	\$1,000	\$1,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Current Short Bond Pick	\$5,000	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Current Large Value Pick	\$7,000	\$0	\$0	\$0	\$0	\$7,000	\$0	\$0	\$0	\$0	\$0	\$0	Cash
Current Large Growth Pick	\$7,000	\$0	\$0	\$0	\$0	\$0	\$7,000	\$0	\$0	\$0	\$0	\$0	International
Current Int'l Stock Pick	\$5,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$5,000	\$0	\$0	4%
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Bonds
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	200/
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	20%
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Growth
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	200/
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	28%
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	2070
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Total:	\$25,000	\$1,000	\$5,000	\$0	\$0	\$7,000	\$7,000	\$0	\$0	\$5,000	\$0	\$0	

					Johr	's Mutual F	unds		Ī			
Asset Name	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous
Cash	\$10,000	\$10,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Bond Funds	\$10,000	\$0	\$10,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Stock Funds	\$10,000	\$0	\$0	\$0	\$0	\$10,000	\$0	\$0	\$0	\$0	\$0	\$0
International Funds	\$10,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$10,000	\$0	\$0
Natural Resources Funds	\$10,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$10,000	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total:	\$50,000	\$10,000	\$10,000	\$0	\$0	\$10,000	\$0	\$0	\$10,000	\$10,000	\$0	\$0



Allocation of All of John's Assets Combined	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous
Total:	\$142,500	\$12,000	\$15,000	\$0	\$30,000	\$29,500	\$26,000	\$0	\$10,000	\$20,000	\$0	\$0





					Mary's	s TIAA CRI	EF IRA					_
Asset Name	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous
Bond Fund	\$10,000	\$0	\$10,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Stock Fund	\$15,000	\$0	\$0	\$0	\$0	\$15,000	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total:	\$25,000	\$0	\$10,000	\$0	\$0	\$15,000	\$0	\$0	\$0	\$0	\$0	\$0



					M	ary's Scottr	ade	I					
Asset Name	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous	
Junk Bond Pick	\$5,000	\$0	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Large Value Pick	\$5,000	\$0	\$0	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	\$0	
Large Growth Pick	\$5,000	\$0	\$0	\$0	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Cr
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	G
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	33
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Total:	\$15,000	\$0	\$0	\$0	\$5,000	\$5,000	\$5,000	\$0	\$0	\$0	\$0	\$0	



© Copyright 1997 - 2016 Toolsformoney.com, All Rights Reserved

					Mary	's TD Amer	itrade						
Asset Name	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous	
Cash	\$1,000	\$1,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Multi-sector Bond Pick	\$8,000	\$0	\$0	\$0	\$8,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Cash
Mid-cap Value Pick	\$8,000	\$0	\$0	\$0	\$0	\$8,000	\$0	\$0	\$0	\$0	\$0	\$0	1.00/
Mid-cap Growth Pick	\$8,000	\$0	\$0	\$0	\$0	\$0	\$8,000	\$0	\$0	\$0	\$0	\$0	_4.0%
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Growth Hybrid
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	32.0%
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	bond
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	22 00/
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	52.070
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Value
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	22.00/
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	32.0%
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Total:	\$25,000	\$1,000	\$0	\$0	\$8,000	\$8,000	\$8,000	\$0	\$0	\$0	\$0	\$0	

					Mary	's Rental Pr	operty	I				
Asset Name	Current Value	Current Value Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	Tangibles International	Personal Property	Miscellaneous
Home Street Rental	\$100,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$100,000	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total:	\$100,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$100,000	\$0	\$0	\$0

Tan	gibles
100	).0%

Allocation of All of Mary's Assets Combined	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous
Total:	\$200,000	\$1,000	\$20,000	\$0	\$13,000	\$38,000	\$23,000	\$0	\$100,000	\$5,000	\$0	\$0



			Jointly Held and/or Community Property Asset: Joint Scottrade										
Asset Name	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous	
Current Short Bond Pick	\$25,000	\$0	\$25,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Internationa
Current Bond Fund Pick	\$30,000	\$0	\$30,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Current Junk Bond Pick	\$10,000	\$0	\$0	\$0	\$10,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	1,
Current Int'l Bond Pick	\$10,000	\$0	\$0	\$0	\$10,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Tangibles Bonds
Emerging Mrkts Bond Pick	\$5,000	\$0	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	710/
Current Large Value Pick	\$45,000	\$0	\$0	\$0	\$0	\$45,000	\$0	\$0	\$0	\$0	\$0	\$0	6% \ <sup>2170</sup>
Current Large Growth Pick	\$45,000	\$0	\$0	\$0	\$0	\$0	\$45,000	\$0	\$0	\$0	\$0	\$0	
Current Mid-cap Pick	\$30,000	\$0	\$0	\$0	\$0	\$30,000	\$0	\$0	\$0	\$0	\$0	\$0	
Current Small-cap Pick	\$10,000	\$0	\$0	\$0	\$0	\$0	\$10,000	\$0	\$0	\$0	\$0	\$0	
Current Micro-cap Pick	\$5,000	\$0	\$0	\$0	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	Crowth
Current Int'l Large-cap Pick	\$15,000	\$0	\$0	\$0	\$0	\$15,000	\$0	\$0	\$0	\$0	\$0	\$0	
Current Int'l Small-cap Pick	\$5,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$5,000	\$0	\$0	23% Hybrid
Emerging Markets Pick	\$10,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$10,000	\$0	\$0	
Current Tangibles Pick	\$15,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$15,000	\$0	\$0	\$0	bond
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	10%
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	1070
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Valua
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	value
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	34%
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Total:	\$260,000	\$0	\$55,000	\$0	\$25,000	\$90,000	\$60,000	\$0	\$15,000	\$15,000	\$0	\$0	
			1		- <u></u>								
Allocation of All of Jointly													

Jointly Owned/Community Property Assets Combined	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous
Total:	\$550,000	\$0	\$55,000	\$0	\$25,000	\$90,000	\$60,000	\$0	\$15,000	\$15,000	\$290,000	\$0





Asset Name	Current Value	Casn	Bonds	Muni Bond	Hybrid bond	value	Growth	Sman-Cap	Tangibies	International	Personal Property	Miscellaneous
Cash	\$7,500	\$7,500	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Bond Fund	\$12,500	\$0	\$12,500	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Stock Fund	\$12,500	\$0	\$0	\$0	\$0	v	\$0	\$0	\$0	\$0	\$0	\$0
International Fund	\$10,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$10,000	\$0	\$0
Real Estate Fund	\$7,500	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$7,500	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total:	\$50,000	\$7,500	\$12,500	\$0	\$0	\$0	\$0	\$0	\$7,500	\$10,000	\$0	\$0



Allocation Mix of All of Children's Assets Combined	Current Value	Cash	Bonds	Muni Bond	Hybrid bond	Value	Growth	Small-Cap	Tangibles	International	Personal Property	Miscellaneous
Total:	\$120,000	\$21,000	\$28,500	\$0	\$0	\$0	\$16,000	\$0	\$18,500	\$23,500	\$0	\$0


# **RETIREMENT PLANNING TUTORIAL**

### **REAL WORLD PERSONAL FINANCE SOFTWARE**

(503) 309-1369 <a href="mailto:support@toolsformoney.com"><u>http://www.toolsformoney.com/</u></a>

This text is to help you understand the technical details of the retirement plan that follows.

Some people don't like the word "retirement," so the retirement plan is titled *Financial Independence Analysis*. Other terms are used that mean pretty much the same thing, such as going into an alternate lifestyle, stopping work full time, freedom from an occupational schedule, etc. It will just be referred to as "retirement" from now on because it's the industry's standard way of saying things.

This retirement plan is basically a year-by-year comparison of estimated money being spent versus estimated money being generated from all sources. You tell us, by filling out our *Retirement Fact Finder* questionnaire, how much you'd like to spend annually. This is then compared to how much money your investments, and other sources of income, can generate.

If you spend less than your investments are making, your balance of capital will increase over time. This means you can usually spend more than originally thought, thereby being able to increase your standard of living, having your nest egg last longer, passing more to heirs, and/or gifting more than projected.

If you spend more money than your investments are making, then you'll be spending investment principal (selling shares), and your balance of capital will decline. If the decline is serious enough, you will run out of money before you pass away. This is called *superannuitization*, and is the most common scenario we want to help you avoid.

Both scenarios (not spending enough and running out of money) are usually undesirable, so this plan will help find the middle ground you can be comfortable with. This middle ground is always changing, so it's important to run these retirement reports at least annually.

Your "current retirement plan" (or "old" or "before" plan) just forecasts what your financial future probably would have looked like if you didn't hire us, and just kept going as is. An old saying in the financial planning business is, "If you keep going down the road you're on, you'll probably end up where you're headed."

The "proposed retirement plan" (AKA your "new" or "after" or "recommended" plan) is a forecast of what your financial future would probably look like after implementing all of our retirement planning recommendations.

Other important uses for the retirement plan are to show you:

- When you can retire, and the effects of waiting, or retiring a few years earlier.
- How much you can spend every year, assuming taxes and various cost of living inflation rates.
- How much more you'll need to save / invest if you're short in reaching your retirement goals.

• What average investment rate of return is needed to reach your retirement goals. This sets the tone for how much risk you can, or need to take, to reach your goals. If you can reach your goals with a portfolio of bonds paying 4%, then you would sleep very well knowing you are not taking much risk.

• How major expenditures (e.g., college for children, nursing home stays, expensive vacations, vehicle and other replacement costs, etc.) in addition to your basic income goal, may affect your retirement plans over time.

• How home downsizing, inheritances, or other significant future cash flows may affect your plans.

• The effects of IRS qualified plan required minimum distributions that you may have to start taking at age 70½. If you have a goal of keeping a certain amount of money left over when you're a certain age, this may make a difference.

- An estimate of how much money you'll have at the end of every year.
- How investment portfolio construction and rebalancing may affect your plans over time.

#### **ABOUT PRECISION**

Since we are using economic assumptions and computers to estimate the future, we need to point out some limitations of the retirement plan:

• No one knows what the future holds. Most of what financial advisors do and say are just educated guesses. Economics is both a dismal and an inexact science (it's more of an art form really).

- Nobody knows what your expenses will actually be.
- Inflation, taxes, and investment rates of return can't be predicted nor guaranteed, and won't be constant.
- Computer generated numbers are just extrapolations, not predictions.
- Social Security and Medicare generic health insurance benefits may be changed.
- Anything that's not taken into account in the retirement plan may affect the results drastically.
- Anything could happen to other people in your life, greatly increasing your expenses.

In short, we're just guessing with current economic guesstimates using the best financial tools available.

The main goal in retirement planning is to spot trends based on various data input. If the trend is bad, then it's best to know as soon as possible rather than to find out after you commit to retirement (AKA quitting your day job and/or annuitizing an annuity or starting the payout of a defined benefit pension plan).

Because of the "time value of money," the sooner you can get an idea of what your retirement may look like, the better your chances are of avoiding unpleasant surprises will be. This is because the more time you have to prepare, and/or change course, the better the chances are of reaching your retirement goals. This is due mostly to the fact that one's ability, and willingness, to work to earn money usually significantly diminishes over time due to failing health, pain, or lack of cognitive abilities.

#### INCOME GOALS, TAXES, INFLATION, AND ADDITIONAL FUNDING NEEDS

Let's start with the first page of the report.

Annual Income Goals are what you (and your spouse) wrote on the questionnaire where it asked how much money you want to spend. Or, if a detailed budget and cash flow report was generated, then your retirement income goals would just be whatever your annual forecasted total living expenses are projected to be. This is the bulk of your normal living expenses when you retire.

They are called goals because they're in the future and not everyone can spend as much money as they want to. These income goal amounts are after taxes, so it's net, spendable money.

If there is only one income goal, or if both you and your spouse retire in the same year, then both of your goals are combined and the text under *Annual Income Goals* will say *Combined Goal*. If you and your spouse retire in different years, then there will be two separate income goals (if you want and listed two).

These amounts increase with inflation at the rate(s) you also specified on the questionnaire. If you didn't specify any inflation rates, we most likely did it for you because we feel there will always be some cost of living inflation. These rates can be found on the top right of the first page of the plan where it says *Income Goal Inflation*. This number is the average over the next 30 years.

Note that if the plan used the results of the Family Budget and Cash Flow Projector, then these income goals and inflation rates could be totally, or partially, overridden. In this case, inflation rates used may be different.

*Retirement ages* are when you told us you wanted to retire. Husband and wife do not have to retire in the same year. "Retirement" starts in the year your income goals start to be funded by investment assets and sources other than earned income. You can still earn money after you are retired, and these numbers are found on another page. Most projections in the plan start in the first year someone retires.

The two notes under the *Income Goal Inflation* section are the tax rates used. The first tax rate is our estimate of your average tax bracket. Because we are taking all of your income into account, marginal rates are not used. Average (AKA the effective tax rate) tax rates are always lower than marginal rates. Nobody pays marginal tax rates on all of their income. So if you see marginal rates used in other retirement plans, it's very incorrect, and should not be used. Average tax rates are found just by dividing the total amount of tax due by your gross incomes (not your Adjusted Gross Incomes).

The other tax rate shown is the amount of your Social Security we estimate will be included in your taxable income. Currently, most people collecting Social Security pay ordinary income tax on 50% of their Social Security if they have other retirement income over a certain amount.

The Average Percent of Annual Income Goal Being Met number in the middle of the page is important. You want 100% of your income needs to be met every year. If there are years when you won't be getting as much money as you need, then this will lower the average number. The year-by-year numbers are on the Annual Summary Numbers page. There's no magic number that can be viewed as good or bad, but anything less than 90% means your retirement probably won't go as well as planned.

The bottom section shows how much more needs to be saved / invested to reach your retirement goals. If the lump sum and monthly need numbers are both zero, then the plan is saying that you can probably reach your goals given the data that was input. Please note that this is before any "stress testing" performed by the Monte

Carlo simulation (more about this can be found in the disclaimer section of your financial plan). If you need to accumulate more money to reach your goals, then there will be numbers displaying here.

The left number shows how much more you would need to invest all at once today to reach your goals. The number in the middle shows how much you would need to invest every month until your retirement (if you would rather invest monthly than lump sum).

Please note that these numbers are mutually exclusive - doing one or the other will be sufficient to reach your goals. In other words, you don't need to do both lump sum and the monthly investing. Both the lump sum and monthly numbers will grow to be about the same value by the year you retire. Both of these amounts will grow at the assumed discount of return shown at the right. The lower this discount rate, the more money is needed, and vice versa.

About the *Basic Retirement Planning Information* table(s): Hopefully this basic information is self-explanatory.

*Life expectancy* was calculated using standard IRS unisex mortality tables, and is just a guess based on your current age and the age the average American passes. *Inputted life expectancy* is what we input into the retirement software. People are living longer and longer, so a very high age was input just to account for the "best-case scenario" (which is actually the worst-case scenario from your capital's point of view, because every year longer you live, the more it needs to generate income for your living expenses).

*Number of Years of Retirement with Sufficient Capital*: You need this number to be the same as the number of years of your retirement. If it's less, then the difference is how many years you did not have enough money to pay for your living expenses.

The next two lines show the percentage of years that you'll have enough money to pay your expenses. You need these to display 100% for your retirement plan to be a success.

The next two lines show how many years of your retirement are projected to be in a situation where you have run out of money. So you need these to be zero for your retirement plan to be a success.

The next two lines show the same thing as above, but in percentages. So you need them to be 0% too.

#### ASSET AND NON-ASSET INCOME SUMMARY

The top section lists all of your assets (retirement investment accounts) input into the program. The asset's name appears first. If neither you nor your spouse's name appears, then it's assumed to be a jointly-owned investment (you both own it together). Asset is just the commonly-used term for an investment (account).

The next column to the right shows each investment's current value. In the next column, if there is an age here other than your current age, then this means the investment does not come into play until you reach that age. For example, if you expect a \$50,000 inheritance at age 70 (and you're 50 now), then the program ignores that asset until you are 70. In this case, the inputted growth rate becomes a discount rate. This means that if you have a \$10,000 asset coming into the picture in five years, and its discount rate is 10%, then it's only worth \$6,209 today. So roughly \$6,200 will be the amount displayed here.

The Percentage of Assets column just shows what percent that one asset is, compared to the total shown.

The next five columns apply only to an investment when you plan to add more money to it. For example, if you have an IRA that you contribute \$2,000 annually to, then \$2,000 will show up under the *Annual Additions to* 

Asset column. Then if the rate of growth shown next is 10%, the value of this IRA at the end of the next year will be \$2,200.

The next two columns show the years you plan to make the contributions to the retirement investment account. The program doesn't go back in time, so it will just account for the current year and future years.

The column, *Inflation Rate of Annual Contributions*, shows increases in contributions over time. For example, if you have a company 401(k) plan, and you put x% of your income into it, and your income goes up 5% every year, then this 5% will show up here because your contributions will also increase by 5% annually (unless you're maxed out already).

The program will account for any amount and/or frequency of additions to investments. In other words, you can put \$1,000 per year in this year, \$2,000 the next, none the next, and so on. So whatever you told us to model, we did that, because the retirement software we use is one of the few that is able to do that.

The next column, *Age when Payout Begins*, shows your age when each investment starts to pay out income needed to fund your retirement income goals. Investment assets normally start to pay you when you retire, but you can start them at any year after retirement (but not before).

Using the inheritance example above, if you get it when you're 70, you can let it grow until you're 80, and then start taking retirement income from it. Just about anything that happens in the real world can be modeled, if you tell us in that level of detail. Income from investments paying out before the age of the first person's retirement is ignored (in stand-alone retirement plans).

The next column is more complex. This shows which of the ten most commonly-used methods was used to model paying retirement income from each investment account. There are various restrictions on how some investment assets can pay out income for you to spend. We chose one of the ten methods based on the type of investment it is, and other factors in your life.

#### THE TEN RETIREMENT INVESTMENT ASSET PAYOUT METHODS

All of the cell reference numbers in this section refer to the ten asset sheets of the retirement planner.

1) <u>Lump Sum</u>: 100% of the investment asset's balance is paid out as a lump sum at any year specified (whether retired or not, or way past the age retirement has already started). You can still use the manual withdrawal column to withdraw partial amounts before the 100% lump sum year. You can also control how much is taxed, and tax rates can be different in these two payout phases (manual withdrawals and then the final lump sum).

2) <u>Yield Only:</u> The biggest use for this retirement withdrawal method is when you want to keep principal intact forever, but it also has more uses. For example, to account for CDs or individual bonds in the Real World, you can account for just the income, and then use the manual withdrawal column to lump sum the maturity proceeds. You can also simulate any number of individual CDs or bonds maturing in different years by using the withdrawal manual override column in conjunction with the rate of return manual override column. You can also account for some maturing while others are reinvested.

Another practical use of this withdrawal method is modeling investments like bond mutual funds. You can assume a total return of 7%, taking out 6% interest income, and having the principal grow by some small amount (1% in this case). Or slowly deplete it by 1% by taking out 7% and growing it at 6%.

Taxes on municipal bonds, or mutual funds, can be simulated correctly too by setting the amount taxable input field (cell A10) to 0%. If there are capital gains to pay when it's sold or matured, enter that tax inclusion rate into cell A11. Or the tax rate on any mix of state and federally taxable scenarios can be modeled too.

With this payout option, you'll have control over every bond, CD, or fixed-income strategy where a fixed or variable percentage of the investment's balance is paid out as retirement income.

3) <u>Inflation Adjusted Income Stream Generator</u>: This unique retirement withdrawal method automatically answers the question, "What's the most retirement withdrawal I can take out of this investment account every year, account for taxes, have it keep up with inflation, and have it last until I'm 100 years old?"

You'd just input the year it starts to pay out, a life expectancy age, a rate of return, a tax rate, and it automatically figures out the rest. You can still use the manual income withdrawal column before payout starts.

This retirement income distribution method is also known as calculating a systematic withdrawal plan, or in IRS language, "substantially equal periodic payments over life expectancy."

**4) IRS Age 70<sup>1</sup>/<sub>2</sub> Minimum Required Distributions (MRD, or AKA MDIB and RMD):** The retirement program will estimate the annual minimum distribution amounts that need to be withdrawn from traditional IRAs and 401(k)s. You can still use the income withdrawal manual override column at any age, so you can tap into it more when needed, and then have it go back to paying just the required minimum distributions.

**5) Specific Annual Withdrawal Amounts:** This withdrawal method disables the other nine payout methods, so only amounts input into the withdrawal manual override column inject income into the retirement plan.

In short, you'd manually input how much of an investment's balance you want to withdraw, and to be spent as retirement income, in every year. Then the retirement calculator forces that much net income into the picture. If there's a surplus over what's needed, then it is added back to active Flexible assets (discussed next).

6) <u>Flexible Asset:</u> This payment method pays out retirement income in a manner that does not have a structured payout option (methods 1 - 4, or 7 - 10). It's an easy way to just let it figure everything out based on what's needed every year.

A Flexible Asset is different because it frees the retirement account to pay out retirement income needs that remain after all non-asset income from the Summing & Input sheet, and assets with structured payout methods, have paid out. It basically funds whatever is needed to reach annual income goals after everything else has paid out (e.g., Social Security, pensions, earned income, and all non-flexible asset buckets).

If there is more than one Flexible Asset, then withdrawals are calculated on a pro-rata basis, according to size. For example, if there are only four investment buckets with values of \$500,000, \$250,000, \$150,000, and \$100,000, and the income need was \$100,000 in that year; then \$50,000 would come out of the \$500k fund, \$25,000 out of the \$250k fund, \$15,000 out of the \$150k, and \$10,000 out of the \$100k fund. So all investments will run out at the same time.

Flexible Assets also accept income surpluses when there's a forced surplus (there's more money coming in than being spent). These surpluses get added back to their market value, so it can grow until needed in the future.

7) Single Life Fixed Annuity: This method of paying out retirement income trades in the investment's market value for a permanent income stream. This income stream most resembles a single life fixed annuity (or old-style defined benefit pension plan).

It wipes out the investment's market value when it starts to pay out, it pays until death, and cannot be altered once it begins. It basically allows you to simulate what will happen in the real world if you were to annuitize a fixed-rate annuity, without an inflation rider benefit. If you want to model a fixed annuity with an inflation rider, then you can use one of the income generators discussed below.

8) <u>Inherited IRA or IRS Rule 72(t) Governing Pre-Age-59½ Tax-Qualified Plan Distributions</u>: To sum this long story up, if you have a tax-qualified plan (e.g., Traditional IRA), the IRS has rules to make sure people repay the taxes that they saved during the accumulation phase.

There are also rules saying that if you take money out of an IRA before you turn age 59½, then you have to pay a 10% premature distribution tax (in addition to ordinary income tax). In 2002, the IRS realized the error of its ways, and made exceptions to these rules in section 72 of the code. Part "t" makes exceptions to getting these premature distributions, because many people are already retired at ages well before 59. Also, people that have inherited IRAs may need the money now.

There are three ways to avoid the 10% penalty tax in section 72(t). The three methods are not the only ways to qualify for these exceptions. All the IRS cares about is that you're receiving "substantially equal periodic payments" from the IRA, and thus are paying taxes on this income. Payout method #3 is also a way to do this (but don't use it before getting advice from a tax pro).

Payout method #8 uses the same calculations used for Inherited IRA distributions and the 72(t) method called Life Expectancy. Basically the end of the last year's balance is divided by the life expectancy of the owner. These life expectancy numbers go down every year, so the required payments escalate to the point that all of the IRA is distributed over the person's lifetime (assuming that they live until life expectancy, recently adjusted to age 115). Of the three methods of doing 72(t), this method will result in the lowest annual required minimum distributions from the IRA.

9) IRS Rule 72(t) Governing Pre-Age-59<sup>1</sup>/<sub>2</sub> Tax-Qualified Plan Distributions Using the Fixed <u>Amortization Method</u>: The same story applies as above, but the formula is different. A time value of money formula is used, using life expectancy numbers, end of the last year's balance, and an assumed interest rate. This method will result in the highest annual distributions.

10) IRS Rule 72(t) Governing Pre-Age-59½ Tax-Qualified Plan Distributions Using the Annuitization Method: The same story as above applies here too. This method uses an actuarially determined annuity factor, so be careful. This method produces about the same annual distributions as payout method #9, but are just a little less. This method is the least used of the three.

That was the end of explaining payouts, now continuing on with the last two columns of the same section:

The next column indicates what rate of return was used for each investment. These are just guesses, and if you feel they will be something else in a certain year, it can be changed. For example if you have a limited partnership, or something that has different rates of returns in different years, it can be estimated.

The next column is the percent of the asset's income, not its growth, that is subject to the average tax rate described earlier. The pre-retirement earnings / growth / profit of each investment is not taxed in the stand-alone retirement planner. But when the asset produces income that you'll spend, then this part is taxed. It turns out that taxes on non-qualified pre-retirement distributions is much less significant than most people think, once the math is performed properly.

For example, suppose you have a mutual fund that is producing \$10,000 of your retirement paycheck. The fund grows by \$20,000 in the same year; and your average tax bracket was set to 25%. If we used 50% as the percent of the generated income that's subject to taxes, then \$1,250 (\$10,000 \* 0.5 \* 0.25) just disappeared in taxes and the rest went to fund your income goal in that year. The growth on the mutual fund was not taxed. Using 50% is common because when you sell mutual fund shares to get money to spend, on average about half is taxable capital gains and about half is the return of the initial investment (AKA basis), which is not taxable. We guesstimate on these numbers because nobody knows what will really happen.

The bottom section (*Primary Non-Asset Retirement Income Summary*) is the summary of the sources of your retirement income that did not come from "investment assets." In this program, a retirement investment asset is something that has value, and you could sell it and get this whole value. Social Security can be considered an asset, but you can't sell it and get the money. The same applies to any earned income, old-style defined benefit pensions, annuities that have been annuitized, income from trusts when you cannot get at the principal, etc. Not everything in this category is shown here. Only the usual primary sources (from the Cash Flow Projector program) are listed, like Social Security, pensions, and earned incomes during retirement.

All dollar amounts shown are before taxes are taken out. The amounts after taxes are shown on the tax report. The beginning and ending age columns are just that - when these incomes start and stop. Social Security pays until you pass away, so that's why it says "n/a." Earned income, and other things, may also stop at a certain age.

The next column shows the annual inflation rate - or how much these incomes are estimated to increase every year. As usual, we're just guessing. The last column shows whether the income is taxable or not. Some income streams are not taxable. If you have income high enough to make your Social Security taxable, then it will show up here (and on the first page).

The next page or two (Annual Summary Numbers) shows all of your miscellaneous income and expenses, and summarizes all of the items year-by-year.

The first five columns show what age you will be in future years, and the average tax rate used.

The next column, *Combined Income Goal*, shows your regular income goal going up annually with inflation. Combined just means that you and your spouse's incomes were added together. If you wanted to downsize a house, or otherwise reduce your income goal in future years, then you can see this here.

The next column, Combined Annual Social Security, shows these income amounts after taxes.

The next column, *Combined Annual After-Tax Miscellaneous Income and/or Expense* (or *Combined Annual Non-asset Income*), is just the next page or two's numbers all added together every year. In other words, all of the amounts shown on the next page or two, *Miscellaneous Annual Expense and Non-Asset Income Details*, are summed up here.

Miscellaneous income is money that you plan to get from sources other than your assets after you have retired. Some examples are earned incomes from hobby businesses, selling real estate, rental property income, inheritances, trusts, winning lawsuits, etc.

Any significant amount of money you plan to spend in addition to your normal income goals will show up here as a miscellaneous expense. Miscellaneous expense examples are putting children through college, replacing expensive vehicles every few years, buying a vacation home, etc. These amounts are all "inflated," so if you put down that you want to buy a \$35,000 vehicle five years after you have retired, then this could show up as a \$45,000 expense on this page in that year if we used a 5% inflation rate (if you retired this year).

The next column (in the stand-alone version), *Combined Annual Earned Income*, displays all of your post-retirement earned incomes after taxes.

The next column (in the stand-alone version), *Combined Annual Pension Income*, are all of your incomes from old-style defined benefit pension plans, annuities that have been annuitized, etc., after taxes.

The next column, Combined Annual Asset Income, display all of the combined after-tax asset incomes.

The next column, *Combined Annual Income Surplus or Deficit*, is a little tricky because it depends on how all of your assets are structured to pay out income. Basically, if your income goals and miscellaneous expenses are more than what can be generated from your assets and miscellaneous sources of income, then you'll be spending more money than what's coming in that year. For example, if your income goal has inflated to be \$100,000, and all of your sources of income only total up to \$75,000 after taxes, then a deficit, of -\$25,000 will show up here. Deficits are very bad, and are to be minimized and/or avoided.

The next column, *Percent of Income Goal Being Met:* If one had enough assets, and set them up right so that they'd pay out income that always met expenses perfectly, then these numbers will always be 100%. Numbers below 100% indicate problems with your retirement plan that need to be addressed ASAP.

The next column, *End of Year Balance of Capital*, shows how much money, in marketable assets, the program estimates you will have left over at the end of each year. These amounts are after taxes, withdrawals, and the rate of return growth rates are applied. If you consistently spend more money than these assets generate, then your balance of capital will decline over time, and eventually run out. If you spend less, then your balance of capital will continue to grow, sometimes astronomically.

If, however, there is not enough income to meet expenses, this number will be lower. For example, if the income goal is \$50,000 and only \$25,000 was available, then this number will be 50%. It's possible to see numbers more than 100% is there is a surplus in that year, and less than zero if the annual deficit is larger than the current year's income goal. Numbers under 90% indicate trouble ahead. The average over the life of the retirement plan is shown in the text of the column title.

The next column, *Average Weighted Rate of Return on Assets:* This estimates the average rate of return on all of your investment accounts combined. Since some investments pay out more than others every year, they do not all grow or shrink at the same rate. So the program just calculates the average.

For example, if you have two investments both about equal in size, and one gets a higher rate of return than the other, and a lot more money comes out of the higher return asset in the form of income in a certain year; then at the end of that year, you will have less money left over in this investment than in the other investment. So the average weighted return on your overall portfolio will decline a little bit because you have less money in the investment with the higher rate of return.

The next column, *Percent Change in Asset Balance from Previous Year*: This shows just how much all of your investments combined have grown or shrunk by the end of each year. It simply compares the *End of Year Balance of Capital* from one year to the next, and calculates the percentage change.

The next column, *Present Value of Additional Capital Needed Now vs. at Retirement:* These numbers are the additional year-by-year amounts needed now to make up for shortfalls. If one wanted to only fund retirement up until a certain year, then the number shown in that year shows how much is needed as a lump sum today. These numbers increase every year because every year's amount is just added to the running totals.

For example, if in the tenth year after retirement has begun, there is \$10,000 in the *Present Value of Additional Capital Needed at Retirement* column: This means that, because of any number of retirement plan deficiencies, you'll need another \$10,000 to pay your expenses in that year. The column to the right display how much more you'd need to invest today, to have that \$10,000 ten years from now.

In general, you want these two columns to always be \$0 in order to have a successful retirement plan.

### THE TAX REPORT

If there is a tax report, then each column just shows the estimated amount of taxes paid in every year from that source of income. The middle section is for non-asset incomes, and the right section shows taxes from asset income withdrawals. Then they're all totaled up at the right.

#### GRAPHS

The first graph summarizes the whole picture with two numbers from the previous two pages. The sixth column on the previous page, *Combined Income Goal*, is in blue; and the; *End of Year Balance of Capital* (fifth column from the right on the previous page) is in maroon.

This shows how much money we estimate you'll be spending in each year, compared to how much money you have. This is the bottom line shown graphically. This is an easy way to see the financial dips and bumps in your future and what cause them.

We hope all of the other graphs are self-explanatory, as they say what they're about.

#### **INPUT SUMMARIES**

If this was printed, then it just displays what input data was used to generate your retirement plan.

#### WHAT YOU CAN DO IF THE REPORT SHOWS YOU'LL RUN OUT OF MONEY

Look on the first page of the retirement plan at the bottom where it shows *Additional Funding Needed to Reach Your Income Goals.* If there are any numbers (other than zeros), then the program has figured that you will run out of money before you pass away. The ending age is usually set at 100, but this can be changed. The sooner one passes away, the less money it takes to fund the retirement plan.

If this is the case in your retirement plans, then you're probably curious what it would take to solve this problem. Here is a list of the most common techniques used:

• Invest more money now, or over time. First, check to see that all of your investments are listed. Clients sometimes "forget" to tell their financial advisers about all of their investment accounts.

• Get a higher rate of return on the investments, both now and throughout retirement. If you have investments earning bank interest rates, then that's a major problem. Fortunately, we also specialize in investment management, using sophisticated asset allocation techniques, so we can help here too.

• Lower your income goal (the amount of money you'll be spending when retired). Take a good look at your budget and see if you really need to spend all of the money you put down as your income goal. If you don't have a budget, then we can help with that too by using the Family Budget and Cash Flow Projection software. Since the amount of money you have now probably can't be changed, and the rate of return you'll get cannot be predicted, lowering your income goal is the most effective option.

• You can retire in a later year. Every year you wait, the more money will accumulate (assuming your investments are well managed and don't go down, and/or assuming you will be saving money for a longer period of time). Also, every year less spent in retirement means a year where there's no withdrawals from your assets. No withdrawals in one year means there's more money available in future years.

• Lower the age that you will assume you'll pass away. Every year you're alive depletes your capital base, especially the later years. If you're pretty sure you won't make it past a certain age, then we should show that in the report (or make an additional report).

• Lower the cost of living inflation rates on your income goals. These numbers should reflect the current environment to some extent, but should also err on the high side, but not by too much. Make sure it's realistic.

• Find out what you will have in Social Security by getting the updated data directly from the source. You can download Social Security's free *AnyPIA* calculator from their website and get accurate numbers: <u>http://www.ssa.gov/</u>

• Lower the age when you will collect Social Security. If you plan on being retired at age 62, then you should definitely take it at age 62. There are no benefits to waiting (because actuaries ensure the same amount of money will be paid to you both ways if you make to age 100) and there are good benefits by taking it ASAP. Namely, you may pass away soon after you turn 62, in which case you'll never collected on your benefits.

• Take all pensions as soon as you can, for the same reasons as above.

• Ensure all of your investment assets are structured with paying out retirement income in mind. For example, if you have a portfolio of individual bank CDs or bonds, then instead of just spending the coupon interest, you should sell some of them, or don't roll them over when they mature.

• Think hard before annuitizing annuities. Most of the time, you're much better off by not doing that (by waiting until you're 60, and then liquidating it, and then investing the money in a do-it-yourself brokerage account).

There are other minor things that can be done, but these are the top things people do in the real world.

Please contact us if you have any questions or would like more information.

# John & Mary Sample Financial Independence Analysis

Illustration for Current Plan (before recommendations)

June 6, 2016

Annual Income Goals*		Current Age	Retirement Age	Income Goal Inflation
Combined Goal: \$64646	John:	45 Life Expectancy:	60 83	3.0%
	Mary:	40 Life Expectancy:	60 83	Overall Tax Rate: 20% ** SS Inclusion Rate: 50%***

\* In today's dollars. Net after-tax, spendable dollars.

\*\* If tax rate is 0%, income goals are gross (before taxes). If a tax rate is used, goals are net spendable dollars or after-tax goals.

\*\*\* The Social Security inclusion rate is how much of your SS is assumed to be includable in your taxable income.

	<b>Average Percentage of</b>	Annual Income Goa	al Being Met:	56.8%
--	------------------------------	-------------------	---------------	-------

### **Additional Funding Needed to Reach Your Income Goals\***

Additional Lump Sum Needed Today	-0r-	Additional Monthly Payments Needed until John's Year of Retirement	Assumed Rate of Return on Additional Funding
\$734,200		\$4030	3.0%
Probability	of Success Giver	n All Assumptions: 12%	

\* Additional funding means funding in addition to the assets that are entered into this analysis. It also assumes available capital needed to produce retirement income is not depleted until John's age of 100.

This report is designed to show a rough ballpark idea of your future financial situation, and is intended only as a basis for discussion with your professional advisors. The estimates shown in this report are based on many assumptions that may or may not occur. Both principal value and investment returns will fluctuate over time. No warranty as to correctness is given and no liability is accepted for any error, or omission, or any loss which may arise from relying on this data.

<b>Basic Current Retirement Planning Information</b>	
John Sample's Current Age:	45
Calculated Life Expectancy:	83
Inputted Life Expectancy:	100
Difference Between Calculated and Inputted Life Expectancy in Years:	17
Number of Years Until Retirement:	15
Number of Years Until Calculated Life Expectancy:	38
Number of Years Until Inputted Life Expectancy:	55
Number of Years of Retirement to Calculated Life Expectancy:	23
Number of Years of Retirement to Inputted Life Expectancy:	41
Number of Years of Retirement with Sufficient Capital:	6
Percentage of Years in Retirement with Sufficient Capital Using Calculated Life Expectancy:	26.4%
Percentage of Years in Retirement with Sufficient Capital Using Inputted Life Expectancy:	14.6%
Number of Years Until Depletion of Capital:	21
Number of Years of Retirement Until Depletion of Capital:	6
Number of Years of Retirement without Capital Using Calculated Life Expectancy.	17
Number of Years of Retirement without Capital Using Inputted Life Expectancy.	35
Percentage of Years in Retirement without Capital Using Calculated Life Expectancy.	73.6%
Percentage of Years in Retirement without Capital Using Inputted Life Expectancy.	85.4%
to the set of the set	0011/0

## **Financial Independence Analysis: Asset Summary**

Illustration for Current Plan (before recommendations)

	Current (or		Age when	Annual	Age when	Age when	Inflation Rate	Age when		Total	% Income
Asset	present)	Percentage	Asset Becomes	Additions	Additions	Additions	on Annual	Payout	Payout	Return	Subject
Name	Asset Value	of Assets	Effective	to Asset	Begin	Ends	Contributions	Begins	Method	Assumed	to Taxes
John's 401(k)	\$27,500	4.6%	45	\$1,800	45	59	1.0%	60	Flexible Asset*	4.0%	100.0%
Mary's 403(b)	\$35,000	5.8%	40	\$2,400	40	59	1.0%	60	Flexible Asset*	4.0%	100.0%
John's TD IRA	\$25,000	4.1%	45	\$1,500	45	59	1.0%	60	Flexible Asset*	5.0%	100.0%
Mary's TIAA CREF IRA	\$25,000	4.1%	40	\$1,200	40	59	1.0%	60	Flexible Asset*	4.0%	100.0%
John's Merrill IRA	\$15,000	2.5%	45	\$1,200	45	59	1.0%	60	Flexible Asset*	5.0%	25.0%
Mary's American Funds	\$15,000	2.5%	40	\$0	n/a	n/a	n/a	60	Flexible Asset*	5.0%	25.0%
John's Schwab	\$25,000	4.1%	45	\$1,200	45	59	1.0%	60	Flexible Asset*	5.0%	25.0%
Mary's Credit Union	\$25,000	4.1%	40	\$0	n/a	n/a	n/a	60	Yield Only @ 2%	2.0%	100.0%
John's Bank Savings	\$50,000	8.3%	45	\$0	n/a	n/a	n/a	60	Yield Only @ 2%	2.0%	100.0%
Mary's Rental Property	\$100,000	16.6%	40	\$0	n/a	n/a	n/a	60	Yield Only @ 5%	6.0%	100.0%
Credit Union	\$260,000	43.2%	45	\$0	n/a	n/a	n/a	60	Flexible Asset*	2.0%	100.0%
Totals:	\$602,500			\$9,300							

Notes: If an asset above has \$0 in current value, and \$0 in annual additions, please refer to the separately printed asset page.

\* A "Flexible Asset" is an asset that does not have a structured method of paying out income. Instead, cash is withdrawn, or added back to this asset as needed to fund income withdrawals in that year.

	Current	t Primary N	Non-Asset ]	Retireme	nt Incom	e Summ	ary*		
Sourc Non-a Retirement	e of sset : Incomes	First Year's <i>A</i> Pretax Incomes	Annual Average Pretax Incomes	Total Income Over Plan Life	Beginning Age	Ending Age	Income's Duration in Years	Annual Rate of Change Over Plan Life (at	Tax Inclusion Rate 20% Tax Rate)
John's Socia	1 Security	\$21,434	\$25,379	\$862,884	67	100	34	1.0%	50%
Mary's Socia	l Security	\$15,699	\$18,108	\$525,121	67	95	29	1.0%	50%
John's Salary	& Wages	\$84,000	\$96,843	\$1,452,647	45	59	15	1.9%	100%
Mary's Salary &	Wages Income	\$48,000	\$44,933	\$898,653	40	59	20	-1.9%	100%
John's Other Ea	rned Income	\$1,000	\$1,078	\$4,310	70	73	4	3.7%	100%
Mary's Other Ea	arned Income	\$500	\$536	\$4,291	62	69	8	1.7%	100%
John's Defined B	enefit Pension	\$10,000	\$10,000	\$370,000	64	100	37	0.0%	100%
Mary's Defined E	enefit Pension	\$1,000	\$1,444	\$51,994	60	95	36	1.9%	100%

\* Averages and totals include manual override amounts.

# Financial Independence Analysis Annual Summary Numbers

Illustration for Current Plan (before recommendations)

John's Age	Mary's Age	Tax Rate	Year #	Year	Combined Annual Income Goal	Combined Annual Before-tax Social Security	Combined Annual Before-tax Non-asset Income	Combined Annual Before-tax Asset Income	Combined Annual Income Surplus or Deficit (-)	Percent of Annual Income Goal Being Met (56.8%)	End of Year Balance of Capital	Average Weighted Rate of Return on Assets	Percent Change in Asset Balance from Previous Year	Present Value of Additional Capital Needed at Retirement	Present Value of Additional Capital Needed Now
45	40	20.0%	1	2016	\$0	\$0	\$0	\$0	\$0	N/A	\$632,400	3.4%	n/a	\$0	\$0
46	41	20.0%	2	2017	\$0	\$0	\$0	\$0	\$0	N/A	\$668,300	3.4%	5.7%	\$0	\$0
47	42	20.0%	3	2018	\$0	\$0	\$0	\$0	\$0	N/A	\$697,500	3.5%	4.4%	\$0	\$0
48	43	20.0%	4	2019	\$0	\$0	\$0	\$0	\$0	N/A	\$729,700	3.5%	4.6%	\$0	\$0
49	44	20.0%	5	2020	\$0	\$0	\$0	\$0	\$0	N/A	\$740,100	3.6%	1.4%	\$0	\$0
50	45	20.0%	6	2021	\$0	\$0	\$0	\$0	\$0	N/A	\$820,800	3.6%	10.9%	\$0	\$0
51	46	20.0%	7	2022	\$0	\$0	\$0	\$0	\$0	N/A	\$900,000	3.6%	9.6%	\$0	\$0
52	47	20.0%	8	2023	\$0	\$0	\$0	\$0	\$0	N/A	\$952,000	3.6%	5.8%	\$0	\$0
53	48	20.0%	9	2024	\$0	\$0	\$0	\$0	\$0	N/A	\$1,006,400	3.7%	5.7%	\$0	\$0
54	49	20.0%	10	2025	\$0	\$0	\$0	\$0	\$0	N/A	\$1,060,500	3.7%	5.4%	\$0	\$0
55	50	20.0%	11	2026	\$0	\$0	\$0	\$0	\$0	N/A	\$1,115,800	3.7%	5.2%	\$0	\$0
56	51	20.0%	12	2027	\$0	\$0	\$0	\$0	\$0	N/A	\$1,195,400	3.7%	7.1%	\$0	\$0
57	52	20.0%	13	2028	\$0	\$0	\$0	\$0	\$0	N/A	\$1,209,900	3.8%	1.2%	\$0	\$0
58	53	20.0%	14	2029	\$0	\$0	\$0	\$0	\$0	N/A	\$1,072,600	3.9%	-11.3%	\$0	\$0
59	54	20.0%	15	2030	\$0	\$0	\$0	\$0	\$0	N/A	\$905,600	4.0%	-15.6%	\$0	\$0
60	55	19.0%	16	2031	\$103,700	\$0	\$0	\$103,700	\$0	100.0%	\$823,600	4.1%	-9.1%	\$0	\$0
61	56	19.0%	17	2032	\$105,900	\$0	\$0	\$105,900	\$0	100.0%	\$731,500	4.3%	-11.2%	\$0	\$0
62	57	19.0%	18	2033	\$108,300	\$0	\$0	\$108,300	\$0	100.0%	\$634,500	4.6%	-13.3%	\$0	\$0
63	58	19.0%	19	2034	\$98,800	\$0	\$0	\$70,100	-\$28,600	71.0%	\$595,000	4.7%	-6.2%	\$28,600	\$16,300
64	59	19.0%	20	2035	\$103,200	\$0	\$7,500	\$1,000	-\$94,600	8.2%	\$626,200	4.7%	5.2%	\$123,300	\$68,700
65	60	18.0%	21	2036	\$91,100	\$0	\$11,500	\$79,500	\$0	100.0%	\$557,200	4.8%	-11.0%	\$123,300	\$68,700
66	61	18.0%	22	2037	\$93,700	\$0	\$11,600	\$82,100	\$0	100.0%	\$482,200	4.9%	-13.5%	\$123,300	\$68,700
67	62	18.0%	23	2038	\$96,600	\$21,400	\$12,100	\$65,000	\$0	100.0%	\$434,800	5.0%	-9.8%	\$123,300	\$68,700
68	63	18.0%	24	2039	\$99,500	\$21,600	\$12,200	\$15,200	-\$52,300	49.2%	\$438,100	5.0%	0.8%	\$169,800	\$94,500
69	64	18.0%	25	2040	\$101,800	\$21,800	\$12,300	\$15,300	-\$54,100	48.5%	\$441,500	5.1%	0.8%	\$216,500	\$120,300
70	65	18.0%	26	2041	\$96,900	\$22,000	\$13,100	\$15,500	-\$48,100	52.2%	\$444,800	5.1%	0.7%	\$256,800	\$142,700
71	66	18.0%	27	2042	\$99,800	\$22,300	\$13,300	\$15,600	-\$50,500	51.3%	\$448,200	5.1%	0.8%	\$298,000	\$165,400
72	67	18.0%	28	2043	\$102,800	\$38,200	\$13,400	\$15,800	-\$38,700	65.6%	\$451,700	5.1%	0.8%	\$328,600	\$182,400
73	68	18.0%	29	2044	\$105,800	\$38,600	\$13,500	\$15,900	-\$41,100	64.3%	\$455,200	5.1%	0.8%	\$360,100	\$199,800
74	69	18.0%	30	2045	\$108,600	\$38,900	\$12,800	\$16,000	-\$44,200	62.3%	\$458,700	5.1%	0.8%	\$393,000	\$218,100
75	70	18.0%	31	2046	\$111,700	\$39,300	\$12,400	\$16,200	-\$47,100	60.8%	\$462,200	5.1%	0.8%	\$427,100	\$236,900
76	71	18.0%	32	2047	\$114,900	\$39,700	\$12,500	\$16,300	-\$49,700	59.6%	\$465,800	5.1%	0.8%	\$462,000	\$256,300
77	72	18.0%	33	2048	\$118,200	\$40,100	\$12,600	\$16,500	-\$52,500	58.5%	\$469,400	5.1%	0.8%	\$497,800	\$276,100

### Financial Independence Analysis Annual Summary Numbers, continued

John's Age	Mary's Age	Tax Rate	Year #	Year	Combined Annual Income Goal	Combined Annual Social Security	Combined Annual Non- asset Income	Combined Annual Asset Income	Combined Annual Income Surplus or Deficit (-)	Percent of Annual Income Goal Being Met (56.8%)	End of Year Balance of Capital	Average Weighted Rate of Return on Assets	Percent Change in Asset Balance from Previous Year	Present Value of Additional Capital Needed at Retirement	Present Value of Additional Capital Needed Now
78	73	18.0%	34	2049	\$121,700	\$40,500	\$12,700	\$16,600	-\$55,300	57.4%	\$473,000	5.1%	0.8%	\$497,800	\$276,100
79	74	18.0%	35	2050	\$125,200	\$40,900	\$12,900	\$16,800	-\$58,200	56.4%	\$476,700	5.1%	0.8%	\$497,800	\$276,100
80	75	18.0%	36	2051	\$128,900	\$41,300	\$13,000	\$16,900	-\$61,200	55.2%	\$480,500	5.1%	0.8%	\$497,800	\$276,100
81	76	18.0%	37	2052	\$132,600	\$41,800	\$13,100	\$17,100	-\$64,300	54.3%	\$484,200	5.1%	0.8%	\$497,800	\$276,100
82	77	18.0%	38	2053	\$136,500	\$42,200	\$13,200	\$17,200	-\$67,500	53.2%	\$488,000	5.1%	0.8%	\$537,500	\$298,000
83	78	18.0%	39	2054	\$140,500	\$42,600	\$13,300	\$17,400	-\$70,900	52.2%	\$491,800	5.2%	0.8%	\$537,500	\$298,000
84	79	18.0%	40	2055	\$144,600	\$43,000	\$13,400	\$17,500	-\$74,300	51.1%	\$495,700	5.2%	0.8%	\$578,600	\$320,800
85	80	18.0%	41	2056	\$148,800	\$43,500	\$13,500	\$17,700	-\$77,900	50.2%	\$499,600	5.2%	0.8%	\$620,500	\$344,000
86	81	18.0%	42	2057	\$153,200	\$43,900	\$13,700	\$17,900	-\$81,600	49.3%	\$503,600	5.2%	0.8%	\$663,100	\$367,600
87	82	18.0%	43	2058	\$157,600	\$44,300	\$13,800	\$18,000	-\$85,300	48.3%	\$507,600	5.2%	0.8%	\$706,400	\$391,600
88	83	18.0%	44	2059	\$162,300	\$44,800	\$13,900	\$18,200	-\$89,300	47.4%	\$511,600	5.2%	0.8%	\$750,300	\$415,900
89	84	18.0%	45	2060	\$167,000	\$45,200	\$14,000	\$18,400	-\$93,300	46.5%	\$515,700	5.2%	0.8%	\$794,900	\$440,600
90	85	18.0%	46	2061	\$171,900	\$45,700	\$14,200	\$18,500	-\$97,500	45.6%	\$519,800	5.2%	0.8%	\$840,200	\$465,600
91	86	18.0%	47	2062	\$177,000	\$46,100	\$14,300	\$18,700	-\$101,900	44.7%	\$524,000	5.2%	0.8%	\$886,000	\$491,000
92	87	18.0%	48	2063	\$182,200	\$46,600	\$14,400	\$18,900	-\$106,300	43.9%	\$528,100	5.2%	0.8%	\$932,500	\$516,800
93	88	18.0%	49	2064	\$187,500	\$47,100	\$14,600	\$19,000	-\$110,900	43.0%	\$532,400	5.2%	0.8%	\$979,600	\$542,900
94	89	18.0%	50	2065	\$193,000	\$47,500	\$14,700	\$19,200	-\$115,700	42.2%	\$536,700	5.2%	0.8%	\$1,027,300	\$569,300
95	90	18.0%	51	2066	\$198,700	\$48,000	\$14,900	\$19,400	-\$120,600	41.4%	\$541,000	5.2%	0.8%	\$1,075,600	\$596,000
96	91	18.0%	52	2067	\$204,600	\$48,500	\$15,000	\$19,600	-\$125,700	40.6%	\$545,400	5.2%	0.8%	\$1,124,400	\$623,000
97	92	18.0%	53	2068	\$210,600	\$49,000	\$15,200	\$19,700	-\$131,000	39.8%	\$549,800	5.2%	0.8%	\$1,173,900	\$650,400
98	93	18.0%	54	2069	\$216,800	\$49,500	\$15,300	\$19,900	-\$136,400	39.1%	\$554,200	5.2%	0.8%	\$1,223,800	\$678,000
99	94	18.0%	55	2070	\$223,200	\$50,000	\$15,500	\$20,100	-\$142,000	38.4%	\$558,700	5.3%	0.8%	\$1,274,300	\$706,000
100	95	18.0%	56	2071	\$229,800	\$50,500	\$15,600	\$20,300	-\$147,800	37.6%	\$563,300	5.3%	0.8%	\$1,325,300	\$734,200

### **Current Annual Taxes Paid Per Asset and Non-Asset Income Sources**

\_

ohn's Age	Mary's Age	Year	Year Number	Average Federal Tax Rate	John's Current Annual Social Security Income Taxes	Mary's Current Annual Social Security Income Taxes	Combined Annual Federal Taxes (on non-asset income)	Combined Annual State Taxes (on non- asset income)	Combined Annual FICA Taxes	Combined Annual Local and Other Taxes (on non- asset income)	Total Taxes Paid from Current Non- Asset Income (everything to the left)
45	40	2016	1	20.0%	\$0	\$0	\$40,200	\$10,050	\$9,065	\$0	\$59,315
46	41	2017	2	20.0%	\$0 \$0	\$0 \$0	\$41,004	\$10,251	\$9,065	\$0 \$0	\$60,320 \$61,245
47	42	2018	3	20.0%	\$0 \$0	50 50	\$41,824 \$37,926	\$10,456	\$9,065	\$0 \$0	\$61,345 \$56.473
43	43	2019	5	20.0%	\$0	\$0	\$38,886	\$9,721	\$9,065	\$0	\$57.672
50	45	2021	6	20.0%	\$0	\$0	\$38,064	\$9,516	\$9,065	\$0	\$56,646
51	46	2022	7	20.0%	\$0	\$0	\$30,775	\$7,694	\$9,065	\$0	\$47,534
52	47	2023	8	20.0%	\$0	\$0	\$31,391	\$7,848	\$9,065	\$0	\$48,304
53 54	48 49	2024	9	20.0%	\$0 \$0	\$0 \$0	\$32,938 \$33,597	\$8,234 \$8,399	\$9,065	\$0 \$0	\$50,237 \$51.061
55	50	2026	11	20.0%	\$0	\$0	\$40,935	\$10,234	\$9,065	\$0	\$60,234
56	51	2027	12	20.0%	\$0	\$0	\$35,770	\$8,943	\$9,065	\$0	\$53,778
57	52	2028	13	20.0%	\$0	\$0	\$36,486	\$9,121	\$9,065	\$0	\$54,672
58 59	53 54	2029	14	20.0%	\$0 \$0	\$0 \$0	\$37,215	\$9,304 \$8,429	\$9,065	\$0 \$0	\$55,584 \$51,209
60	55	2031	16	19.0%	\$0	\$0	\$6,808	\$1,702	\$2,295	\$0	\$10,804
61	56	2032	17	19.0%	\$0	\$0	\$6,944	\$1,736	\$2,341	\$0	\$11,020
62	57	2033	18	19.0%	\$0 \$0	\$0 \$0	\$7,083	\$1,771	\$2,388	\$0 \$0	\$11,241
64	59	2034	20	19.0%	\$0 \$0	\$0 \$0	\$9,369	\$2,342	\$2,435	\$0 \$0	\$14,195
65	60	2036	21	18.0%	\$0	\$0	\$3,092	\$773	\$0	\$0	\$3,864
66	61	2037	22	18.0%	\$0	\$0	\$3,113	\$778	\$0	\$0	\$3,892
67 68	62 63	2038	23	18.0%	\$1,755	\$0 \$0	\$3,236	\$809 \$815	\$38	\$0 \$0	\$5,838
69	64	2039	24	18.0%	\$1,791	\$0	\$3,286	\$821	\$40	\$0	\$5,938
70	65	2041	26	18.0%	\$1,809	\$0	\$3,511	\$878	\$117	\$0	\$6,315
71	66	2042	27	18.0%	\$1,827	\$0	\$3,548	\$887	\$122	\$0	\$6,383
72	67 68	2043	28	18.0%	\$1,845	\$1,286	\$3,585	\$896 \$906	\$127 \$132	\$0 \$0	\$7,738 \$7,822
74	69	2045	30	18.0%	\$1,882	\$1,312	\$3,419	\$855	\$44	\$0	\$7,512
75	70	2046	31	18.0%	\$1,901	\$1,325	\$3,331	\$833	\$0	\$0	\$7,389
76	71	2047	32	18.0%	\$1,920	\$1,338	\$3,357	\$839	\$0 50	\$0 \$0	\$7,454
78	72	2048	33	18.0%	\$1,939	\$1,351	\$3,384	\$853	\$0 \$0	\$0 \$0	\$7,521 \$7,588
79	74	2050	35	18.0%	\$1,978	\$1,378	\$3,440	\$860	\$0	\$0	\$7,657
80	75	2051	36	18.0%	\$1,998	\$1,392	\$3,469	\$867	\$0	\$0	\$7,726
81	76	2052	37	18.0%	\$2,018	\$1,406	\$3,498 \$3,528	\$875 \$882	\$0 \$0	\$0 \$0	\$7,797 \$7,869
83	78	2055	39	18.0%	\$2,058	\$1,434	\$3,559	\$890	\$0	\$0	\$7,942
84	79	2055	40	18.0%	\$2,079	\$1,449	\$3,590	\$898	\$0	\$0	\$8,016
85	80	2056	41	18.0%	\$2,100	\$1,463	\$3,622	\$906	\$0 50	\$0 \$0	\$8,091
80 87	81	2057	42	18.0%	\$2,121 \$2,142	\$1,478	\$3,688	\$914	\$0 \$0	\$0 \$0	\$8,244
88	83	2059	44	18.0%	\$2,163	\$1,508	\$3,721	\$930	\$0	\$0	\$8,323
89	84	2060	45	18.0%	\$2,185	\$1,523	\$3,756	\$939	\$0	\$0	\$8,402
90 91	85 86	2061	46 47	18.0%	\$2,207	\$1,538	\$3,791	\$948 \$957	\$0 \$0	\$0 \$0	\$8,483 \$8,566
92	87	2063	48	18.0%	\$2,251	\$1,569	\$3,863	\$966	\$0	\$0	\$8,649
93	88	2064	49	18.0%	\$2,274	\$1,584	\$3,900	\$975	\$0	\$0	\$8,734
94	89	2065	50	18.0%	\$2,296	\$1,600	\$3,938	\$985	\$0 50	\$0 \$0	\$8,820
95 96	90 91	2066	52	18.0%	\$2,319 \$2,343	\$1,610	\$4,017	\$994 \$1,004	\$0 \$0	\$0 \$0	\$8,996
97	92	2068	53	18.0%	\$2,366	\$1,649	\$4,057	\$1,014	\$0	\$0	\$9,086
98	93	2069	54	18.0%	\$2,390	\$1,665	\$4,098	\$1,025	\$0	\$0	\$9,178
100	94 95	2070	55	18.0%	\$2,414 \$2,438	\$1,682	\$4,140 \$4 183	\$1,035	\$0 \$0	\$0 \$0	\$9,271
101	96	2072	57	18.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0
102	97	2073	58	18.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0
103	98	2074	59 60	18.0%	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0
104	100	2075	61	18.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0
106	101	2077	62	18.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0
107	102	2078	63	18.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0
108	103	2079	64 65	18.0%	\$0 \$0	50 50	\$0 \$0	50 50	\$0 \$0	\$0 \$0	\$0 \$0
110	105	2081	66	18.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0
111	106	2082	67	18.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0
112	107	2083	68	18.0%	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0
113	109	2084	70	18.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0
115	110	2086	71	18.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0
116	111	2087	72	18.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0
117	112	2088	73	18.0%	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0
119	114	2090	75	18.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0
120	115	2091	76	18.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0
					Total:	Total:	Total:	Total:	Total:	Total:	Total:
					\$70,670	\$43,007	\$718,627	\$179,657	\$148,580	\$0	\$1,160,542

Annual Taxes Paid from Current Oldest's Asset #1 (401(k))	Annual Taxes Paid from Current Oldest's Asset #2 (TD IRA)	Annual Taxes Paid from Current Oldest's Asset #3 (Merrill IRA)	Annual Taxes Paid from Current Oldest's Asset #5 (Schwab)	Annual Taxes Paid from Current Oldest's Asset #6 (Bank Savings)	Annual Taxes Paid from Current Joint Asset #8 (Credit Union)	Annual Taxes Paid from Current Youngest's Asset #1 (403(b))	Annual Taxes Paid from Current Youngest's Asset #2 (TIAA CREF IRA)	Annual Taxes Paid from Current Youngest's Asset #3 (American Funds)	Annual Taxes Paid from Current Youngest's Asset #5 (Credit Union)	Annual Taxes Paid from Current Youngest's Asset #6 (Rental Property)		Total Taxes Paid from Current Asset Income	Total Current Taxes Paid from All Sources
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0		\$0 \$0	\$59,315 \$60,320
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0 \$0	\$61,345
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0		\$0 \$0	\$56,473 \$57,672
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$56,646
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0		\$0 \$0	\$47,534 \$48,304
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$50,237
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0		\$0 \$0	\$51,061 \$60,234
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$53,778
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0		\$0 \$0	\$54,672 \$55,584
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$51,209
\$2,603 \$2,642	\$2,563 \$2,627	\$437 \$476	\$589 \$642	\$1,346 \$1,346	\$10,235 \$10,191	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0		\$17,773 \$17,924	\$28,577 \$28,944
\$2,655	\$2,666	\$534	\$720	\$1,346	\$10,044	\$0 50	\$0 50	\$0 50	\$0 50	\$0 \$0		\$17,965	\$29,206
\$0	\$0	\$0	\$0	\$1,346	\$0	\$0	\$0	\$0	\$0	\$0 \$0		\$1,346	\$15,541
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$1,346 \$1,346	\$0 \$0	\$6,323 \$6,475	\$3,792 \$3,883	\$382 \$431	\$134 \$134	\$16,036 \$16,196		\$28,011 \$28,463	\$31,876 \$32,355
\$0	\$0	\$0	\$0	\$1,346	\$0	\$4,644	\$2,785	\$389	\$134	\$16,358		\$25,656	\$31,494
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$1,346 \$1.346	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$134 \$134	\$16,522 \$16,687		\$18,001 \$18.166	\$23,889 \$24,104
\$0	\$0	\$0	\$0	\$1,346	\$0	\$0	\$0	\$0	\$134	\$16,854		\$18,333	\$24,648
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$1,346 \$1,346	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$134 \$134	\$17,022 \$17,192		\$18,502 \$18,672	\$24,885 \$26,410
\$0 \$0	\$0 50	\$0 50	\$0 50	\$1,346	\$0 50	\$0 50	\$0 50	\$0 50	\$134	\$17,364		\$18,844	\$26,666
\$0 \$0	\$0 \$0	\$0	\$0 \$0	\$1,346	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$134 \$134	\$17,338		\$19,018	\$26,529
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$1,346	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$134 \$124	\$17,890		\$19,370	\$26,824
\$0	\$0	\$0	\$0	\$1,346	\$0	\$0	\$0 \$0	\$0	\$134	\$18,250		\$19,730	\$27,318
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$1,346 \$1,346	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$134 \$134	\$18,433 \$18,617		\$19,912 \$20.097	\$27,569 \$27,823
\$0	\$0	\$0	\$0	\$1,346	\$0	\$0	\$0	\$0	\$134	\$18,803		\$20,283	\$28,080
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$1,346 \$1,346	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$134 \$134	\$18,991 \$19,181		\$20,471 \$20,661	\$28,340 \$28,602
\$0	\$0	\$0	\$0	\$1,346	\$0	\$0	\$0	\$0	\$134	\$19,373		\$20,852	\$28,868
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$1,346	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$134 \$134	\$19,567 \$19,762		\$21,046 \$21,242	\$29,137 \$29,409
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$1,346 \$1.346	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$134 \$134	\$19,960 \$20,159		\$21,439 \$21,639	\$29,684 \$29.962
\$0	\$0	\$0	\$0	\$1,346	\$0	\$0	\$0	\$0	\$134	\$20,361		\$21,841	\$30,243
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$1,346 \$1,346	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$134 \$134	\$20,565 \$20,770		\$22,044 \$22,250	\$30,528 \$30,815
\$0	\$0	\$0	\$0	\$1,346	\$0	\$0	\$0	\$0	\$134	\$20,978		\$22,458	\$31,107
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$1,346 \$1,346	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$134 \$134	\$21,188 \$21,400		\$22,667 \$22,879	\$31,401 \$31,699
\$0 \$0	\$0 50	\$0 50	\$0 50	\$1,346	\$0 50	\$0 50	\$0 50	\$0 50	\$134	\$21,614		\$23,093	\$32,001
\$0	\$0	\$0	\$0	\$1,346	\$0	\$0	\$0	\$0	\$134	\$22,048		\$23,528	\$32,614
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$1,346 \$1.346	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$134 \$134	\$22,269 \$22,491		\$23,748 \$23,971	\$32,926 \$33,242
\$0	\$0	\$0	\$0	\$1,346	\$0	\$0	\$0	\$0	\$134	\$22,716		\$24,196	\$33,561
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0		\$0 \$0	\$0 \$0
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0		\$0 \$0	\$0 \$0
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0		\$0 \$0	\$0 \$0
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0		\$0 \$0	\$0 \$0
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0		\$0 \$0	\$0 \$0
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0		\$0 \$0	\$0 \$0
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0		\$0 \$0	\$0 \$0
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0
Total:	Total:	Total:	Total:	Total:	Total:	Total:	Total:	Total:	Total:	Total:		Total:	Total:
37,475	37,4/1	51,075	54,545	\$55,101	000,019		310,400	31,201	94,014	3070,707	1	3057,005	32,000,147

# John & Mary Sample Financial Independence Analysis

Illustration for Proposed Plan

#### June 6, 2016

Annual Income Goals*		Current Age	Retirement Age	Income Goal Inflation
Combined Goal: \$76574	John:	45 Life Expectancy:	59 83	3.0%
	Mary:	40	59	Overall Tax Rate: 21% **
		Life Expectancy:	83	SS Inclusion Rate: 50%***

\* In today's dollars. Net after-tax, spendable dollars.

\*\* If tax rate is 0%, income goals are gross (before taxes). If a tax rate is used, goals are net spendable dollars or after-tax goals.

\*\*\* The Social Security inclusion rate is how much of your SS is assumed to be includable in your taxable income.

Average Percentage of Annual Income Goal Being Met:	100.0%
---	--------

### **Additional Funding Needed to Reach Your Income Goals\***

Additional Lump Sum Needed <u>Today</u>	-or-	Additional Monthl Payments Needed until John's Year <u>of Retirement</u>	ly I	Assumed Rate of Return on Additional <u>Funding</u>
\$0		\$0		3.0%
Probability	of Success Give	n All Assumptions:	37%	

\* Additional funding means funding in addition to the assets that are entered into this analysis. It also assumes available capital needed to produce retirement income is not depleted until John's age of 100.

This report is designed to show a rough ballpark idea of your future financial situation, and is intended only as a basis for discussion with your professional advisors. The estimates shown in this report are based on many assumptions that may or may not occur. Both principal value and investment returns will fluctuate over time. No warranty as to correctness is given and no liability is accepted for any error, or omission, or any loss which may arise from relying on this data.

<b>Basic Proposed Retirement Planning Information</b>	
John Sample's Current Age:	45
Calculated Life Expectancy:	83
Inputted Life Expectancy:	100
Difference Between Calculated and Inputted Life Expectancy in Years:	17
Number of Years Until Retirement:	15
Number of Years Until Calculated Life Expectancy:	38
Number of Years Until Inputted Life Expectancy:	55
Number of Years of Retirement to Calculated Life Expectancy:	23
Number of Years of Retirement to Inputted Life Expectancy:	41
Number of Years of Retirement with Sufficient Capital:	41
Percentage of Years in Retirement with Sufficient Capital Using Calculated Life Expectancy:	100.0%
Percentage of Years in Retirement with Sufficient Capital Using Inputted Life Expectancy:	100.0%
Number of Years Until Depletion of Capital:	56
Number of Years of Retirement Until Depletion of Capital:	41
Number of Years of Retirement without Canital Using Calculated Life Expectancy.	0
Number of Years of Retirement without Capital Using Inputted Life Expectancy.	ů 0
Percentage of Years in Retirement without Capital Using Calculated Life Expectancy.	0.0%
Percentage of Years in Retirement without Capital Using Inputted Life Expectancy.	0.0%
i i i i i i i i i i i i i i i i i i i	0.0 / 0

### **Financial Independence Analysis: Asset Summary**

Illustration for Proposed Plan

	Proposed (or		Age when	Annual	Age when	Age when	Inflation Rate	Age when		Total	% Income
Asset	present)	Percentage	Asset Becomes	Additions	Additions	Additions	on Annual	Payout	Payout	Return	Subject
Name	Asset Value	of Assets	Effective	to Asset	Begin	Ends	Contributions	Begins	Method	Assumed	to Taxes
John's 401(k)	\$27,500	4.6%	45	\$1,800	45	58	1.0%	59	Flexible Asset*	6.0%	100.0%
Mary's 403(b)	\$35,000	5.8%	40	\$2,400	40	58	1.0%	59	Flexible Asset*	5.0%	100.0%
John's TD IRA	\$25,000	4.1%	45	\$1,500	45	58	1.0%	59	Flexible Asset*	7.0%	100.0%
Mary's TIAA CREF IRA	\$25,000	4.1%	40	\$1,200	40	58	1.0%	59	Flexible Asset*	5.0%	100.0%
John's Scottrade IRA	\$15,000	2.5%	45	\$1,200	45	58	1.0%	59	Flexible Asset*	8.0%	25.0%
Mary's Scottrade	\$15,000	2.5%	40	\$0	n/a	n/a	n/a	59	Flexible Asset*	8.0%	25.0%
John's Schwab	\$25,000	4.1%	45	\$1,200	45	58	1.0%	59	Flexible Asset*	6.0%	25.0%
Mary's TD Ameritrade	\$25,000	4.1%	40	\$0	n/a	n/a	n/a	59	Flexible Asset*	8.0%	25.0%
John's Mutual Funds	\$50,000	8.3%	45	\$0	n/a	n/a	n/a	59	Flexible Asset*	7.0%	100.0%
Mary's Rental Property	\$100,000	16.6%	40	\$0	n/a	n/a	n/a	59	Yield Only @ 5%	6.0%	100.0%
Joint Scottrade	\$260,000	43.2%	45	\$0	n/a	n/a	n/a	59	Flexible Asset*	8.0%	25.0%
Totals:	\$602,500		-	\$9,300	-						

Notes: If an asset above has \$0 in current value, and \$0 in annual additions, please refer to the separately printed asset page.

\* A "Flexible Asset" is an asset that does not have a structured method of paying out income. Instead, cash is withdrawn, or added back to this asset as needed to fund income withdrawals in that year.

 Propo	sed Primary	Non-Asset	Retirem	ent Incon	ne Sumr	nary*		
Source of Non-asset Retirement Incomes	First Year's Pretax Incomes	Annual Average Pretax Incomes	Total Income Over Plan Life	Beginning Age	Ending Age	Income's Duration in Years	Annual Rate of Change Over Plan Life at	Tax Inclusion Rate 21% Tax Rate)
John's Social Security	\$14,567	\$17,709	\$690,652	62	100	39	1.0%	50%
Mary's Social Security	\$10,829	\$12,822	\$435,952	62	95	34	1.0%	50%
John's Salary & Wages	\$84,000	\$95,844	\$1,341,811	45	58	14	1.9%	100%
Mary's Salary & Wages Income	\$48,000	\$45,588	\$866,180	40	58	19	-2.1%	100%
John's Other Earned Income	\$1,000	\$1,078	\$4,310	70	73	4	3.7%	100%
Mary's Other Earned Income	\$500	\$536	\$4,291	62	69	8	1.7%	100%
John's Defined Benefit Pension	\$10,000	\$10,000	\$370,000	64	100	37	0.0%	100%
Mary's Defined Benefit Pension	\$1,000	\$1,444	\$51,994	60	95	36	1.9%	100%

\* Averages and totals include manual override amounts.

# Financial Independence Analysis Annual Summary Numbers

Illustration for Proposed Plan

John's Age	Mary's Age	Tax Rate	Year #	Year	Combined Annual Income Goal	Combined Annual Before-tax Social Security	Combined Annual Before-tax Non-asset Income	Combined Annual Before-tax Asset Income	Combined Annual Income Surplus or Deficit (-)	Percent of Annual Income Goal Being Met (100%)	End of Year Balance of Capital	Average Weighted Rate of Return on Assets	Percent Change in Asset Balance from Previous Year	Present Value of Additional Capital Needed at Retirement	Present Value of Additional Capital Needed Now
45	40	21.0%	1	2016	\$0	\$0	\$0	\$0	\$0	N/A	\$654,900	7.1%	n/a	\$0	\$0
46	41	21.0%	2	2017	\$0	\$0	\$0	\$0	\$0	N/A	\$701,900	7.0%	7.2%	\$0	\$0
47	42	21.0%	3	2018	\$0	\$0	\$0	\$0	\$0	N/A	\$741,600	7.0%	5.7%	\$0	\$0
48	43	21.0%	4	2019	\$0	\$0	\$0	\$0	\$0	N/A	\$785,700	7.0%	5.9%	\$0	\$0
49	44	21.0%	5	2020	\$0	\$0	\$0	\$0	\$0	N/A	\$804,100	6.9%	2.3%	\$0	\$0
50	45	21.0%	6	2021	\$0	\$0	\$0	\$0	\$0	N/A	\$901,900	7.0%	12.2%	\$0	\$0
51	46	21.0%	7	2022	\$0	\$0	\$0	\$0	\$0	N/A	\$1,001,700	7.0%	11.1%	\$0	\$0
52	47	21.0%	8	2023	\$0	\$0	\$0	\$0	\$0	N/A	\$1,075,700	7.0%	7.4%	\$0	\$0
53	48	21.0%	9	2024	\$0	\$0	\$0	\$0	\$0	N/A	\$1,154,700	7.0%	7.3%	\$0	\$0
54	49	21.0%	10	2025	\$0	\$0	\$0	\$0	\$0	N/A	\$1,238,000	7.0%	7.2%	\$0	\$0
55	50	21.0%	11	2026	\$0	\$0	\$0	\$0	\$0	N/A	\$1,328,100	7.0%	7.3%	\$0	\$0
56	51	21.0%	12	2027	\$0	\$0	\$0	\$0	\$0	N/A	\$1,451,000	7.0%	9.3%	\$0	\$0
57	52	21.0%	13	2028	\$0	\$0	\$0	\$0	\$0	N/A	\$1,560,500	7.0%	7.5%	\$0	\$0
58	53	21.0%	14	2029	\$0	\$0	\$0	\$0	\$0	N/A	\$1,680,000	7.0%	7.7%	\$0	\$0
59	54	20.0%	15	2030	\$119,300	\$0	\$0	\$119,300	\$0	100.0%	\$1,660,900	7.0%	-1.1%	\$0	\$0
60	55	20.0%	16	2031	\$110,100	\$0	\$0	\$110,100	\$0	100.0%	\$1,650,200	7.0%	-0.6%	\$0	\$0
61	56	20.0%	17	2032	\$112,400	\$0	\$0	\$112,400	\$0	100.0%	\$1,635,600	6.9%	-0.9%	\$0	\$0
62	57	20.0%	18	2033	\$115,000	\$14,500	\$0	\$101,900	\$0	100.0%	\$1,632,300	6.9%	-0.2%	\$0	\$0
63	58	20.0%	19	2034	\$105,600	\$14,700	\$0	\$92,400	\$0	100.0%	\$1,639,600	6.9%	0.4%	\$0	\$0
64	59	19.0%	20	2035	\$95,300	\$14,800	\$10,700	\$71,100	\$0	100.0%	\$1,666,300	6.9%	1.6%	\$0	\$0
65	60	19.0%	21	2036	\$98,500	\$15,000	\$11,500	\$73,300	\$0	100.0%	\$1,692,500	6.9%	1.6%	\$0	\$0
66	61	19.0%	22	2037	\$101,300	\$15,100	\$11,600	\$75,900	\$0	100.0%	\$1,717,700	6.9%	1.5%	\$0	\$0
67	62	19.0%	23	2038	\$104,400	\$26,100	\$12,100	\$68,700	\$0	100.0%	\$1,753,700	6.9%	2.1%	\$0	\$0
68	63	19.0%	24	2039	\$107,500	\$26,400	\$12,200	\$71,400	\$0	100.0%	\$1,789,300	6.9%	2.0%	\$0	\$0
69	64	19.0%	25	2040	\$109,900	\$26,600	\$12,300	\$73,500	\$0	100.0%	\$1,825,100	7.0%	2.0%	\$0	\$0
70	65	19.0%	26	2041	\$105,300	\$26,900	\$13,100	\$67,800	\$0	100.0%	\$1,870,500	7.0%	2.5%	\$0	\$0
71	66	19.0%	27	2042	\$108,400	\$27,200	\$13,300	\$70,500	\$0	100.0%	\$1,916,300	7.0%	2.4%	\$0	\$0
72	67	19.0%	28	2043	\$111,700	\$27,400	\$13,400	\$73,300	\$0	100.0%	\$1,962,100	7.0%	2.4%	\$0	\$0
73	68	19.0%	29	2044	\$115,000	\$27,700	\$13,500	\$76,300	\$0	100.0%	\$2,008,100	7.0%	2.3%	\$0	\$0
74	69	19.0%	30	2045	\$118,000	\$28,000	\$12,800	\$79,800	\$0	100.0%	\$2,053,400	7.0%	2.3%	\$0	\$0
75	70	19.0%	31	2046	\$121,400	\$28,300	\$12,400	\$83,300	\$0	100.0%	\$2,098,200	7.0%	2.2%	\$0	\$0
76	71	19.0%	32	2047	\$124,900	\$28,500	\$12,500	\$86,400	\$0	100.0%	\$2,142,800	7.1%	2.1%	\$0	\$0
77	72	19.0%	33	2048	\$128,500	\$28,800	\$12,600	\$89,700	\$0	100.0%	\$2,187,100	7.1%	2.1%	\$0	\$0

### Financial Independence Analysis Annual Summary Numbers, continued

John's Age	Mary's Age	Tax Rate	Year #	Year	Combined Annual Income Goal	Combined Annual Social Security	Combined Annual Non- asset Income	Combined Annual Asset Income	Combined Annual Income Surplus or Deficit (-)	Percent of Annual Income Goal Being Met (100%)	End of Year Balance of Capital	Average Weighted Rate of Return on Assets	Percent Change in Asset Balance from Previous Year	Present Value of Additional Capital Needed at Retirement	Present Value of Additional Capital Needed Now
78	73	19.0%	34	2049	\$132,200	\$29,100	\$36,900	\$93,100	\$0	100.0%	\$2,230,900	7.1%	2.0%	\$0	\$0
79	74	19.0%	35	2050	\$136,100	\$29,400	\$37,300	\$96,500	\$0	100.0%	\$2,274,000	7.1%	1.9%	\$0	\$0
80	75	19.0%	36	2051	\$140,100	\$29,700	\$37,600	\$100,100	\$0	100.0%	\$2,316,300	7.1%	1.9%	\$0	\$0
81	76	19.0%	37	2052	\$144,200	\$30,000	\$38,000	\$103,800	\$0	100.0%	\$2,357,700	7.1%	1.8%	\$0	\$0
82	77	19.0%	38	2053	\$148,400	\$30,300	\$38,400	\$107,700	\$0	100.0%	\$2,397,900	7.1%	1.7%	\$0	\$0
83	78	19.0%	39	2054	\$152,700	\$30,600	\$38,700	\$111,600	\$0	100.0%	\$2,436,700	7.2%	1.6%	\$0	\$0
84	79	19.0%	40	2055	\$157,200	\$30,900	\$39,100	\$115,700	\$0	100.0%	\$2,473,900	7.2%	1.5%	\$0	\$0
85	80	19.0%	41	2056	\$161,800	\$31,200	\$39,500	\$119,900	\$0	100.0%	\$2,509,200	7.2%	1.4%	\$0	\$0
86	81	19.0%	42	2057	\$166,500	\$31,500	\$39,900	\$124,200	\$0	100.0%	\$2,542,300	7.2%	1.3%	\$0	\$0
87	82	19.0%	43	2058	\$171,400	\$31,800	\$40,200	\$128,700	\$0	100.0%	\$2,573,000	7.2%	1.2%	\$0	\$0
88	83	19.0%	44	2059	\$176,400	\$32,200	\$40,600	\$133,300	\$0	100.0%	\$2,600,800	7.2%	1.1%	\$0	\$0
89	84	19.0%	45	2060	\$181,600	\$32,500	\$41,000	\$138,100	\$0	100.0%	\$2,625,500	7.2%	0.9%	\$0	\$0
90	85	19.0%	46	2061	\$186,900	\$32,800	\$41,400	\$143,000	\$0	100.0%	\$2,646,500	7.2%	0.8%	\$0	\$0
91	86	19.0%	47	2062	\$192,400	\$33,100	\$41,800	\$148,100	\$0	100.0%	\$2,663,500	7.3%	0.6%	\$0	\$0
92	87	19.0%	48	2063	\$198,100	\$33,500	\$42,200	\$153,300	\$0	100.0%	\$2,676,000	7.3%	0.5%	\$0	\$0
93	88	19.0%	49	2064	\$203,900	\$33,800	\$42,700	\$158,700	\$0	100.0%	\$2,683,400	7.3%	0.3%	\$0	\$0
94	89	19.0%	50	2065	\$209,900	\$34,100	\$43,100	\$164,200	\$0	100.0%	\$2,685,200	7.3%	0.1%	\$0	\$0
95	90	19.0%	51	2066	\$216,100	\$34,500	\$43,500	\$170,000	\$0	100.0%	\$2,680,800	7.3%	-0.2%	\$0	\$0
96	91	19.0%	52	2067	\$222,500	\$34,800	\$44,000	\$175,900	\$0	100.0%	\$2,669,500	7.3%	-0.4%	\$0	\$0
97	92	19.0%	53	2068	\$229,100	\$35,200	\$44,400	\$182,000	\$0	100.0%	\$2,650,600	7.3%	-0.7%	\$0	\$0
98	93	19.0%	54	2069	\$235,800	\$35,500	\$44,800	\$188,300	\$0	100.0%	\$2,623,200	7.3%	-1.0%	\$0	\$0
99	94	19.0%	55	2070	\$242,800	\$35,900	\$45,300	\$194,800	\$0	100.0%	\$2,586,600	7.3%	-1.4%	\$0	\$0
100	95	19.0%	56	2071	\$250,000	\$36,200	\$45,700	\$201,400	\$0	100.0%	\$2,539,700	7.3%	-1.8%	\$0	\$0

### Proposed Annual Taxes Paid Per Asset and Non-Asset Income Sources

\_ \_

					1							
John's Age	Mary's Age	Year	Year Number	Average Federal Tax Rate		John's Proposed Annual Social Security Taxes	Mary's Proposed Annual Social Security Taxes	Combined Annual Federal Taxes (on non-asset income)	Combined Annual State Taxes (on non- asset income)	Combined Annual FICA Taxes	Combined Annual Local and Other Taxes (on non- asset income)	Total Proposed Taxes Paid from Non-Asset Income (everything to the left)
45	40	2016	1	21.0%		\$0	\$0	\$40,200	\$10.050	\$9.065	\$0	\$59.315
46	40	2010	2	21.0%		\$0	\$0	\$41,004	\$10,251	\$9,065	\$0	\$60,320
47	42	2018	3	21.0%		\$0	\$0	\$41,824	\$10,456	\$9,065	\$0	\$61,345
48	43	2019	4	21.0%		\$0	\$0	\$37,926	\$9,482	\$9,065	\$0	\$56,473
49	44	2020	5	21.0%		\$0 \$0	\$0 \$0	\$38,886	\$9,721	\$9,065	\$0 \$0	\$57,672
51	45	2021	7	21.0%		\$0	\$0 \$0	\$30,775	\$7.694	\$9,065	\$0 \$0	\$47.534
52	47	2023	8	21.0%		\$0	\$0	\$31,391	\$7,848	\$9,065	\$0	\$48,304
53	48	2024	9	21.0%		\$0	\$0	\$32,938	\$8,234	\$9,065	\$0	\$50,237
54	49	2025	10	21.0%		\$0 \$0	\$0 \$0	\$33,597	\$8,399	\$9,065	\$0 \$0	\$51,061
56	51	2020	12	21.0%		\$0 \$0	\$0 \$0	\$35.770	\$8.943	\$9,065	\$0 \$0	\$53.778
57	52	2028	13	21.0%		\$0	\$0	\$36,486	\$9,121	\$9,065	\$0	\$54,672
58	53	2029	14	21.0%		\$0	\$0	\$37,215	\$9,304	\$9,065	\$0	\$55,584
59	54	2030	15	20.0%		\$0	\$0 \$0	\$11,548	\$2,887	\$4,114	\$0 ©0	\$18,549
60	55	2031	16	20.0%		\$0 \$0	\$0 \$0	\$6,808 \$6,944	\$1,702	\$2,295 \$2.341	\$0 \$0	\$10,804 \$11,020
62	57	2032	18	20.0%		\$1,311	\$0	\$7,083	\$1,771	\$2,388	\$0	\$12,552
63	58	2034	19	20.0%		\$1,324	\$0	\$7,224	\$1,806	\$2,435	\$0	\$12,790
64	59	2035	20	19.0%		\$1,278	\$0	\$2,874	\$719	\$0	\$0	\$4,870
65 66	60	2036	21	19.0%		\$1,290	\$0 \$0	\$3,092	\$773 \$778	\$0 \$0	\$0 \$0	\$5,155
67	62	2037	22	19.0%		\$1,305	\$931	\$3,236	\$809	\$38	\$0 \$0	\$6.330
68	63	2039	24	19.0%		\$1,329	\$940	\$3,260	\$815	\$39	\$0	\$6,384
69	64	2040	25	19.0%		\$1,343	\$950	\$3,286	\$821	\$40	\$0	\$6,439
70	65	2041	26	19.0%		\$1,356	\$959	\$3,511	\$878	\$117	\$0 50	\$6,822
71	67	2042	27	19.0%		\$1,370	\$969 \$979	\$3,548	\$896	\$122	\$0 \$0	\$6,895
73	68	2044	29	19.0%		\$1,397	\$988	\$3,623	\$906	\$132	\$0	\$7,046
74	69	2045	30	19.0%		\$1,411	\$998	\$3,419	\$855	\$44	\$0	\$6,728
75	70	2046	31	19.0%		\$1,425	\$1,008	\$3,331	\$833	\$0	\$0 ©0	\$6,597
76	71	2047 2048	32	19.0%		\$1,440 \$1.454	\$1,018 \$1,028	\$3,357 \$3,384	\$839 \$846	\$0 \$0	\$0 \$0	\$6,654 \$6,713
78	73	2049	34	19.0%		\$1,469	\$1,039	\$3,412	\$853	\$0	\$0	\$6,772
79	74	2050	35	19.0%		\$1,483	\$1,049	\$3,440	\$860	\$0	\$0	\$6,833
80	75	2051	36	19.0%		\$1,498	\$1,060	\$3,469	\$867	\$0	\$0	\$6,894
81	76	2052	37	19.0%		\$1,513 \$1,528	\$1,070	\$3,498 \$3,528	\$875 \$882	\$0 \$0	\$0 \$0	\$6,956
83	78	2053	39	19.0%		\$1,543	\$1,092	\$3,559	\$890	\$0	\$0	\$7,084
84	79	2055	40	19.0%		\$1,559	\$1,103	\$3,590	\$898	\$0	\$0	\$7,149
85	80	2056	41	19.0%		\$1,574	\$1,114	\$3,622	\$906	\$0	\$0	\$7,216
86 87	81	2057	42	19.0%		\$1,590	\$1,125 \$1,136	\$3,654	\$914 \$922	\$0 \$0	\$0 \$0	\$7,283 \$7,352
88	83	2059	43	19.0%		\$1,622	\$1,147	\$3,721	\$930	\$0	\$0	\$7,421
89	84	2060	45	19.0%		\$1,638	\$1,159	\$3,756	\$939	\$0	\$0	\$7,492
90	85	2061	46	19.0%		\$1,655	\$1,170	\$3,791	\$948	\$0	\$0	\$7,564
91	86 87	2062	4/	19.0%		\$1,671	\$1,182 \$1,194	\$3,827	\$957 \$966	\$0 \$0	\$0 \$0	\$7,637
93	88	2064	40	19.0%		\$1,705	\$1,206	\$3,900	\$975	\$0	\$0	\$7,786
94	89	2065	50	19.0%		\$1,722	\$1,218	\$3,938	\$985	\$0	\$0	\$7,863
95	90	2066	51	19.0%		\$1,739	\$1,230	\$3,977	\$994	\$0	\$0	\$7,941
96	91	2067	52	19.0%		\$1,757	\$1,242 \$1,255	\$4,017 \$4.057	\$1,004	\$0 \$0	\$0 \$0	\$8,020
98	93	2069	54	19.0%		\$1,792	\$1,267	\$4,098	\$1,025	\$0	\$0	\$8,182
99	94	2070	55	19.0%		\$1,810	\$1,280	\$4,140	\$1,035	\$0	\$0	\$8,265
100	95	2071	56	19.0%		\$1,828	\$1,293	\$4,183	\$1,046	\$0	\$0	\$8,350
101	96 97	2072	57	19.0%		\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0
102	98	2073	59	19.0%		\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0
104	99	2075	60	19.0%		\$0	\$0	\$0	\$0	\$0	\$0	\$0
105	100	2076	61	19.0%		\$0	\$0	\$0	\$0	\$0	\$0	\$0
106	101	2077	62	19.0%		\$0 50	\$0 60	\$0 \$0	\$0 \$0	\$0 50	\$0 50	\$0 50
107	102	2078	64	19.0%		\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0
109	104	2080	65	19.0%		\$0	\$0	\$0	\$0	\$0	\$0	\$0
110	105	2081	66	19.0%		\$0	\$0	\$0	\$0	\$0	\$0	\$0
111	106	2082	67	19.0%		\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0
112	107	2083	69	19.0%		\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0
114	109	2085	70	19.0%		\$0	\$0	\$0	\$0	\$0	\$0	\$0
115	110	2086	71	19.0%		\$0	\$0	\$0	\$0	\$0	\$0	\$0
116	111	2087	72	19.0%		\$0 80	\$0	\$0	\$0 ©0	\$0	\$0	\$0
117	112	2088	73	19.0%		\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0
119	114	2090	75	19.0%		\$0	\$0	\$0	\$0	\$0	\$0	\$0
120	115	2091	76	19.0%	l	\$0	\$0	\$0	\$0	\$0	\$0	\$0
						Total:	Total:	Total:	Total:	Total:	Total:	Total:
						\$59,497	\$37,481	\$689,966	\$172,491	\$141,145	\$0	\$1,100,579

Annual Taxes Paid from Proposed Oldest's Asset #1 (401(k))	Annual Taxes Paid from Proposed Oldest's Asset #2 (TD IRA)	Annual Taxes Paid from Proposed Oldest's Asset #3 (Scottrade IRA)	Annual Taxes Paid from Proposed Oldest's Asset #5 (Schwab)	Annual Taxes Paid from Proposed Oldest's Asset #6 (Mutual Funds)	Annual Taxes Paid from Proposed Joint Asset #8 (Joint Scottrade)	Annual Taxes Paid from Proposed Youngest's Asset #1 (403(b))	Annual Taxes Paid from Proposed Youngest's Asset #2 (TIAA CREF IRA)	Annual Taxes Paid from Proposed Youngest's Asset #3 (Scottrade)	Annual Taxes Paid from Proposed Youngest's Asset #5 (TD Ameritrade)	Annual Taxes Paid from Proposed Youngest's Asset #6 (Rental Property)		Total Taxes Paid from Proposed Asset Income	Total Proposed Taxes Paid from All Sources
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$59,315
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0		\$0 \$0	\$60,320 \$61,345
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$56,473
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0		\$0 \$0	\$57,672 \$56,646
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$47,534
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0		\$0 \$0	\$48,304 \$50,237
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$51,061
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0		\$0 \$0	\$60,234 \$53,778
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$54,672
\$0	\$0	\$0	\$0	\$0	\$0	\$0 ©0	\$0	\$0	\$0	\$0		\$0	\$55,584
\$2,133 \$1,910	\$2,094 \$1,893	\$237 \$221	\$432 \$396	\$2,630 \$2,377	\$3,343	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0		\$10,141	\$29,656 \$20,945
\$1,894	\$1,895	\$229	\$402	\$2,379	\$3,453	\$0	\$0	\$0	\$0	\$0		\$10,251	\$21,272
\$1,663 \$1,462	\$1,679 \$1,491	\$209 \$192	\$361 \$325	\$2,108 \$1,872	\$3,162 \$2,898	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0		\$9,183 \$8,239	\$21,735 \$21,029
\$599	\$616	\$82	\$136	\$773	\$1,234	\$1,435	\$876	\$135	\$134	\$15,128		\$21,148	\$26,018
\$611 \$626	\$635 \$657	\$86 \$90	\$140 \$144	\$797 \$824	\$1,295 \$1.364	\$1,450 \$1.473	\$885 \$899	\$142 \$150	\$140 \$148	\$15,279 \$15,432		\$21,460 \$21.807	\$26,615 \$27,002
\$544	\$576	\$81	\$127	\$723	\$1,219	\$1,268	\$774	\$134	\$132	\$15,586		\$21,165	\$27,495
\$561 \$571	\$599 \$616	\$85 \$89	\$132 \$135	\$752 \$773	\$1,289 \$1.348	\$1,294 \$1.305	\$790 \$797	\$141 \$148	\$140 \$146	\$15,742		\$21,526 \$21,827	\$27,910 \$28,267
\$508	\$553	\$82	\$121	\$694	\$1,231	\$1,150	\$702	\$135	\$133	\$16,059		\$21,368	\$28,189
\$524 \$540	\$576	\$86	\$126	\$723 \$752	\$1,303	\$1,175	\$717 \$722	\$143	\$141 \$140	\$16,219		\$21,733 \$22,104	\$28,627
\$556	\$623	\$96	\$135	\$782	\$1,457	\$1,224	\$747	\$160	\$158	\$16,545		\$22,483	\$29,529
\$577	\$652	\$103	\$141	\$819	\$1,551	\$1,257	\$767	\$170	\$168	\$16,711		\$22,916	\$29,644
\$595 \$611	\$703	\$109	\$152	\$853 \$883	\$1,644 \$1,732	\$1,285 \$1,306	\$785 \$797	\$190	\$178	\$16,878		\$23,333 \$23,724	\$29,930 \$30,378
\$626	\$728	\$121	\$157	\$914	\$1,823	\$1,326	\$810	\$200	\$198	\$17,217		\$24,120	\$30,833
\$641 \$657	\$753 \$778	\$127 \$134	\$162 \$168	\$945 \$977	\$1,919 \$2,018	\$1,346 \$1,365	\$822 \$833	\$210 \$221	\$208 \$219	\$17,389 \$17,563		\$24,523 \$24,933	\$31,296 \$31,765
\$672	\$803	\$140	\$173	\$1,009	\$2,122	\$1,383	\$845	\$233	\$230	\$17,739		\$25,349	\$32,243
\$687 \$702	\$829 \$855	\$148 \$155	\$178 \$184	\$1,041 \$1,074	\$2,230 \$2,342	\$1,401 \$1.418	\$855 \$866	\$244 \$257	\$242 \$254	\$17,916 \$18,095		\$25,772 \$26,201	\$32,728 \$33,221
\$717	\$881	\$163	\$190	\$1,107	\$2,459	\$1,434	\$876	\$270	\$267	\$18,276		\$26,638	\$33,722
\$731 \$746	\$908 \$935	\$171 \$179	\$195 \$201	\$1,140 \$1,173	\$2,580 \$2,706	\$1,450 \$1.464	\$885 \$894	\$283 \$297	\$280 \$293	\$18,459 \$18,644		\$27,082 \$27,533	\$34,231 \$34 748
\$760	\$961	\$188	\$207	\$1,207	\$2,838	\$1,478	\$902	\$311	\$308	\$18,830		\$27,991	\$35,274
\$774 \$788	\$988 \$1.016	\$197 \$206	\$213 \$219	\$1,241 \$1,275	\$2,974 \$3,116	\$1,491 \$1,504	\$910 \$918	\$326 \$342	\$322 \$338	\$19,018		\$28,456 \$28,929	\$35,808 \$36,350
\$801	\$1,043	\$216	\$225	\$1,309	\$3,264	\$1,515	\$925	\$358	\$354	\$19,401		\$29,410	\$36,902
\$814 \$827	\$1,070	\$226 \$237	\$231 \$237	\$1,343 \$1.377	\$3,417 \$3,576	\$1,525 \$1,535	\$931 \$937	\$375	\$370 \$388	\$19,595		\$29,898 \$30,394	\$37,462 \$38,030
\$840	\$1,124	\$248	\$244	\$1,411	\$3,742	\$1,543	\$942	\$410	\$406	\$19,988		\$30,897	\$38,608
\$852 \$863	\$1,151	\$259 \$271	\$250 \$257	\$1,445	\$3,914	\$1,550 \$1,557	\$946 \$950	\$429 \$440	\$424 \$444	\$20,188		\$31,409	\$39,195
\$874	\$1,204	\$283	\$264	\$1,511	\$4,278	\$1,562	\$953	\$469	\$464	\$20,590		\$32,455	\$40,396
\$885	\$1,229	\$296	\$270	\$1,544	\$4,471	\$1,565	\$956	\$490	\$485	\$20,800		\$32,991	\$41,011
\$904	\$1,255	\$309	\$284	\$1,606	\$4,879	\$1,569	\$958	\$535	\$529	\$21,008		\$34,084	\$42,266
\$912	\$1,303	\$337	\$291	\$1,636	\$5,095	\$1,568	\$957 \$957	\$559	\$552	\$21,430		\$34,642	\$42,907
\$919	\$1,326	\$352 \$0	\$298	\$1,665	\$5,320 \$0	\$1,566	\$956	\$585 \$0	\$577	\$21,645		\$0	\$43,557
\$0 80	\$0 50	\$0 50	\$0	\$0	\$0 \$0	\$0 \$0	\$0 60	\$0	\$0 50	\$0		\$0	\$0
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0		\$0 \$0	\$0 \$0
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0		\$0 \$0	\$0 \$0
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0		\$0 \$0	\$0 \$0
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0		\$0 \$0	\$0 \$0
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0		\$0 \$0	\$0 \$0
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0
\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0		\$0 \$0	\$0 \$0
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0
Total:	Total:	Total:	Total:	Total:	Total:	Total:	Total:	Total:	Total:	Total:		Total:	Total:
\$35,370	\$41,831	\$7,569	\$9,058	\$52,518	\$114,328	\$52,503	\$32,052	\$10,734	\$10,613	\$673,312	1	\$1,039,889	\$2,140,469





































© Copyright 1997 - 2016 Toolsformoney.com, All Rights Reserved















© Copyright 1997 - 2016 Toolsformoney.com, All Rights Reserved

					a		<b>D</b> 101			<i>~</i> .	
					Current Old	est's Asset #1	Proposed Old	lest's Asset #1		Current	Proposed
					Current Qu	alified Asset	Proposed Qu	ualified Asset	Average:	-2.8%	1.4%
					John's	401(k)	John's	401(k)	Maximum:	-66.9%	-8.0%
					Payout Method	: Flexible Asset	Payout Method	: Flexible Asset	Minimum:	17.2%	12.9%
					Growth Rate:	4.0%	Growth Rate:	6.0%	Standard Dev:	22.5%	5.6%
				I	Tax Inclusion Rate:	100.0%	Tax Inclusion Rate:	100.0%	Duration (years):	18	56
John's Age	Mary's Age	Year	Year Number		Annual End of Year Values	Annual Percentage Change	Annual End of Year Values	Annual Percentage Change	Difference Between Current and Proposed Asset Values (Positive numbers mean Proposed is worth more than Current)	Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)	Percentage Difference Between Curren and Proposed (Positive numbers mean Proposed drev down less, or grew more than, Current)
45 46	40	2016	1		\$30,472 \$33,904	10.8%	\$31,058 \$34,849	12.9%	\$586 \$945	2.1%	19.72%
46 47	41 42	2017	2		\$33,904 \$36,903	8.8%	\$34,849 \$38,886	12.2%	\$945 \$1.983	2.7%	8.38% 30.95%
48	43	2019	4		\$40,158	8.8%	\$43,185	11.1%	\$3,026	2.2%	25.32%
49	44	2020	5		\$41,748	4.0%	\$47,761	10.6%	\$6,013	6.6%	167.73%
50	45	2021	6		\$48,937	17.2%	\$52,632	10.2%	\$3,695	-7.0%	-40.78%
51	46	2022	7		\$56,160	14.8%	\$57,816	9.8%	\$1,655	-4.9%	-33.28%
52	47	2023	8		\$61,200	9.0%	\$63,330	9.5%	\$2,131	0.6%	6.29%
53	48	2024	9		\$66,499	8.7%	\$69,196	9.3%	\$2,698	0.6%	6.98%
54	49	2025	10		\$71,806	8.0%	\$75,435	9.0%	\$3,629	1.0%	12.97%
55	50	2026	11		\$77,250	7.6%	\$82,068	8.8%	\$4,819	1.2%	15.99%
50	51	2027	12		\$84,986	1.0%	\$89,121	8.0%	\$4,135	-1.4%	-14.19%
58	53	2028	13		\$73,406	-15.2%	\$104 587	8.2%	\$31.181	23.5%	-154 17%
59	54	2030	15		\$56,823	-22.6%	\$96,730	-7.5%	\$39,907	15.1%	-66.75%
60	55	2031	16		\$41,508	-27.0%	\$89,879	-7.1%	\$48,371	19.9%	-73.72%
61	56	2032	17		\$25,313	-39.0%	\$82,723	-8.0%	\$57,410	31.1%	-79.59%
62	57	2033	18		\$8,382	-66.9%	\$76,669	-7.3%	\$68,287	59.6%	-89.06%
63	58	2034	19				\$71,581	-6.6%			
64	59	2035	20				\$71,752	0.2%			
65	60	2036	21				\$71,849	0.1%			
67	62	2037	22				\$71,840	0.0%			
68	63	2030	24				\$72,889	0.7%			
69	64	2040	25				\$73,329	0.6%			
70	65	2041	26				\$74,231	1.2%			
71	66	2042	27				\$75,077	1.1%			
72	67	2043	28				\$75,863	1.0%			
73	68	2044	29				\$76,585	1.0%			
74	69 70	2045	30				\$77,208	0.8%			
75	70	2046	31				\$77,740	0.7%			
70	72	2047	33				\$78,577	0.5%			
78	73	2049	34				\$78,874	0.4%			
79	74	2050	35				\$79,084	0.3%			
80	75	2051	36				\$79,202	0.1%			
81	76	2052	37				\$79,223	0.0%			
82	77	2053	38				\$79,142	-0.1%			
84	79	2054	39 40				\$78,555	-0.2%			
85	80	2056	41				\$78,239	-0.5%			
86	81	2057	42				\$77,699	-0.7%			
87	82	2058	43				\$77,031	-0.9%			
88	83	2059	44				\$76,227	-1.0%			
89	84	2060	45				\$75,282	-1.2%			
90	85	2061	46				\$74,190	-1.5%			
92	87	2062	47				\$72,944	-1./%			
93	88	2003	40				\$69.965	-2.2%			
94	89	2065	50				\$68,217	-2.5%			
95	90	2066	51				\$66,289	-2.8%			
96	91	2067	52				\$64,173	-3.2%			
97	92	2068	53				\$61,863	-3.6%			
98	93	2069	54				\$59,352	-4.1%			
99	94	2070	55				\$56,633	-4.6%			
100	95	2071	56				\$53,700	-5.2%			
101	96	2072	57								
102	98	2073	59								
104	99	2075	60								
105	100	2076	61								


				Current Old	est's Asset #2	Proposed Old	lest's Asset #2		Current	Proposed
				Current Qu	alified Asset	Proposed Qu	ualified Asset	Average:	-2.2%	2.2%
				John's '	TD IRA	John's	TD IRA	Maximum:	-66.6%	-7.1%
				Payout Method	: Flexible Asset	Payout Method	: Flexible Asset	Minimum:	17.8%	13.4%
				Growth Rate:	5.0%	Growth Rate:	7.0%	Standard Dev:	22.6%	5.5%
				Tax Inclusion Rate:	100.0%	Tax Inclusion Rate:	100.0%	Duration (years):	18	56
John's Age	Mary's Age	Year	Year Number	Annual End of Year Values	Annual Percentage Change	Annual End of Year Values	Annual Percentage Change	Difference Between Current and Proposed Asset Values (Positive numbers mean Proposed is worth more than Current)	Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)	Percentage Difference Between Currer and Proposed (Positive numbers mean Proposed drev down less, or grew more than, Current
<ul> <li>45</li> <li>46</li> <li>47</li> <li>48</li> <li>49</li> <li>50</li> <li>51</li> <li>52</li> <li>53</li> <li>54</li> <li>55</li> <li>56</li> <li>57</li> <li>58</li> <li>59</li> <li>60</li> <li>61</li> <li>62</li> <li>63</li> <li>64</li> <li>65</li> <li>66</li> <li>67</li> <li>68</li> <li>69</li> <li>70</li> <li>71</li> <li>72</li> <li>73</li> <li>74</li> <li>75</li> <li>76</li> <li>77</li> <li>78</li> <li>79</li> <li>80</li> <li>81</li> <li>82</li> <li>83</li> <li>84</li> <li>85</li> <li>86</li> <li>87</li> <li>88</li> <li>89</li> <li>90</li> <li>91</li> <li>92</li> <li>93</li> <li>94</li> <li>95</li> <li>96</li> <li>97</li> <li>98</li> <li>99</li> <li>100</li> <li>101</li> <li>102</li> <li>103</li> </ul>	40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 77 78 79 80 81 82 83 84 85 86 87 88 89 90 91 92 93 94 95 96 97 98	2016 2017 2018 2019 2020 2021 2022 2023 2024 2025 2026 2027 2028 2029 2030 2031 2032 2033 2034 2035 2036 2037 2038 2039 2040 2041 2045 2046 2047 2043 2044 2045 2046 2047 2048 2044 2045 2050 2051 2055 2056 2057 2058 2059 2050 2051 2055 2056 2057 2058 2059 2060 2051 2055 2056 2057 2058 2059 2060 2051 2055 2056 2057 2058 2059 2060 2051 2055 2056 2057 2058 2059 2060 2051 2055 2056 2057 2058 2059 2060 2061 2057 2058 2059 2060 2061 2057 2058 2059 2060 2051 2057 2058 2059 2060 2051 2055 2056 2057 2058 2059 2060 2061 2057 2058 2059 2060 2061 2057 2058 2059 2060 2051 2052 2053 2054 2055 2056 2057 2058 2059 2050 2051 2052 2053 2054 2055 2056 2057 2058 2059 2050 2051 2055 2056 2057 2058 2059 2050 2051 2055 2056 2057 2058 2059 2050 2051 2055 2056 2057 2058 2059 2050 2051 2055 2056 2057 2058 2059 2050 2051 2055 2056 2057 2058 2059 2050 2051 2055 2056 2057 2058 2059 2050 2057 2058 2059 2050 2057 2056 2057 2057 2056 2057 2056 2057 2056 2057 2057 2056 2057 2056 2057 2057 2056 2057 2057 2057 2056 2057 2057 2057 2057 2057 2057 2057 2057	1 $2$ $3$ $4$ $5$ $6$ $7$ $8$ $9$ $10$ $11$ $12$ $13$ $14$ $15$ $16$ $17$ $18$ $19$ $20$ $21$ $22$ $23$ $24$ $25$ $26$ $27$ $28$ $29$ $30$ $31$ $32$ $33$ $34$ $35$ $36$ $37$ $38$ $39$ $40$ $41$ $42$ $43$ $44$ $45$ $46$ $47$ $48$ $49$ $50$ $51$ $52$ $53$ $54$ $55$ $56$ $57$ $58$ $59$	\$27,825 \$31,104 \$34,019 \$37,204 \$38,865 \$45,802 \$52,862 \$57,940 \$63,330 \$68,796 \$74,463 \$82,433 \$84,504 \$72,021 \$55,966 \$41,274 \$25,413 \$8,496	11.3% 9.4% 9.4% 4.5% 17.8% 15.4% 9.6% 9.3% 8.6% 8.2% 10.7% 2.5% -14.8% -22.3% -26.3% -38.4% -66.6%	\$28,355 \$31,961 \$35,835 \$39,998 \$44,468 \$49,267 \$54,420 \$59,950 \$65,884 \$72,251 \$79,082 \$86,408 \$94,265 \$102,691 \$95,872 \$89,922 \$83,543 \$78,160 \$73,661 \$74,534 \$78,160 \$73,661 \$74,534 \$78,160 \$73,661 \$74,534 \$78,813 \$79,834 \$81,578 \$83,286 \$84,952 \$86,570 \$88,097 \$89,541 \$90,918 \$92,221 \$93,443 \$94,575 \$95,610 \$96,537 \$97,349 \$98,035 \$98,585 \$98,988 \$99,232 \$99,306 \$99,197 \$98,892 \$98,377 \$97,637 \$97,637 \$97,637 \$97,637 \$97,637 \$96,658 \$95,424 \$93,019 \$92,125 \$90,026 \$84,840 \$84,717 \$76,604 \$84,840 \$81,717 \$78,217	13.4% $12.7%$ $12.1%$ $11.6%$ $11.2%$ $10.8%$ $10.5%$ $10.2%$ $9.9%$ $9.7%$ $9.5%$ $9.3%$ $9.1%$ $8.9%$ $-6.6%$ $-6.2%$ $-7.1%$ $-6.4%$ $-6.4%$ $-5.8%$ $1.2%$ $1.1%$ $0.9%$ $1.7%$ $1.6%$ $1.6%$ $1.6%$ $1.6%$ $2.2%$ $2.1%$ $2.0%$ $1.9%$ $1.8%$ $1.6%$ $1.6%$ $1.5%$ $1.4%$ $1.9%$ $1.8%$ $1.6%$ $0.8%$ $0.7%$ $0.6%$ $0.4%$ $0.7%$ $0.6%$ $0.4%$ $0.1%$ $0.1%$ $-0.3%$ $-0.5%$ $-1.0%$ $-1.3%$ $-1.0%$ $-1.3%$ $-1.0%$ $-1.3%$ $-1.0%$ $-2.3%$ $-2.7%$ $-3.2%$ $-3.7%$	\$30 \$857 \$1,817 \$2,794 \$5,602 \$3,465 \$1,558 \$2,009 \$2,554 \$3,455 \$4,619 \$3,976 \$9,762 \$30,670 \$39,906 \$48,648 \$58,131 \$69,664	2.1% 0.9% 2.8% 2.3% 6.7% -7.1% -5.0% 0.6% 0.6% 1.0% 1.2% -1.4% 6.6% 23.7% 15.7% 20.0% 31.3% 60.1%	18.76% 7.92% 29.35% 24.07% 150.25% -39.53% -32.15% 5.77% 6.41% 11.98% 14.76% -13.44% 261.93% -160.50% -70.21% -76.36% -81.54% -90.32%
105	100	2076	61							



			Current Old	est's Asset #3	Proposed Old	lest's Asset #3	ſ		Current	Proposed
			Current Ou	alified Asset	Proposed O	ualified Asset		Average:	-0.2%	6.1%
			John's M	errill IRA	John's Sco	ttrade IRA		Maximum:	-55.9%	-67.4%
			Payout Method	: Flexible Asset	Pavout Method	: Flexible Asset		Minimum:	18.9%	215.4%
			Growth Rate:	5.0%	Growth Rate:	8.0%		Standard Dev:	20.3%	31.6%
			Tax Inclusion Rate:	25.0%	Tax Inclusion Rate:	25.0%		Duration (years):	18	56
Mary's Age	Year	Year Number	Annual End of Year Values	Annual Percentage Change	Annual End of Year Values	Annual Percentage Change	]	Difference Between Current and Proposed Asset Values (Positive numbers mean Proposed is worth more than Current)	Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)	Percentage Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)
40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 77 78 79 80 81 82 83 84 85 86 87 79 80 81 82 83 84 85 86 87 79 80 81 82 83 84 85 86 87 79 80 81 82 83 84 85 86 87 79 80 81 82 83 84 85 86 87 79 80 81 82 83 84 85 86 87 79 80 81 82 83 84 85 86 87 79 80 81 82 83 84 85 86 87 79 80 81 82 83 84 85 86 87 79 80 81 82 83 84 85 86 87 79 80 81 82 83 84 85 86 87 79 80 81 82 83 84 85 86 87 79 80 81 82 83 84 85 86 87 79 80 81 82 83 84 85 86 87 79 80 81 82 83 84 85 86 87 79 80 81 82 83 84 85 86 87 79 80 81 82 83 84 85 86 86 87 79 80 81 82 83 84 85 86 87 77 78 79 80 81 82 83 84 85 86 87 79 80 81 82 83 84 85 86 87 79 80 81 82 83 84 85 86 87 79 80 81 82 83 84 85 86 87 79 80 81 82 83 84 85 86 87 79 80 81 82 83 84 85 86 87 79 80 81 82 83 84 85 86 87 79 80 81 82 83 84 85 86 87 88 89 90 91 92 93 94 95 96 97 98 99 99	2016 2017 2018 2020 2021 2022 2023 2024 2025 2026 2027 2028 2029 2030 2031 2032 2033 2034 2035 2036 2037 2038 2039 2040 2041 2042 2043 2040 2041 2042 2043 2044 2045 2046 2047 2048 2046 2047 2048 2046 2047 2048 2046 2047 2055 2056 2057 2058 2050 2050 2050 2051 2052 2050 2050 2051 2052 2053 2054 2057 2058 2059 2050 2057 2058 2059 2050 2057 2058 2059 2050 2057 2058 2059 2050 2057 2058 2059 2050 2057 2058 2059 2050 2057 2058 2059 2050 2057 2058 2059 2050 2057 2058 2057 2056 2057 2058 2057 2058 2056 2057 2057 2058 2056 2057 2057 2057 2057 2057 2057 2057 2057	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60	\$17,010 \$19,315 \$21,412 \$23,694 \$25,019 \$29,743 \$34,580 \$38,148 \$41,939 \$45,795 \$49,802 \$55,362 \$56,981 \$48,789 \$38,135 \$29,907 \$20,357 \$8,985	13.4% 13.5% 10.9% 10.7% 5.6% 18.9% 16.3% 10.3% 9.9% 9.2% 8.7% 11.2% 2.9% -14.4% -21.8% -21.6% -31.9% -55.9%	\$17,496 \$17,898 \$15,693 \$13,728 \$4,474 \$14,110 \$23,198 \$24,767 \$26,402 \$27,865 \$29,690 \$38,250 \$41,949 \$46,501 \$44,830 \$43,384 \$41,658 \$40,263 \$41,438 \$42,597 \$44,079 \$45,568 \$47,083 \$48,904 \$50,756 \$52,639 \$54,547 \$56,460 \$58,379 \$60,312 \$62,255 \$64,203 \$66,149 \$68,088 \$70,011 \$71,910 \$73,777 \$75,602 \$77,373 \$79,078 \$80,703 \$82,235 \$83,655 \$84,948 \$86,091 \$77,373 \$79,078 \$80,703 \$82,235 \$83,655 \$84,948 \$86,091 \$77,373 \$79,078 \$80,703 \$82,235 \$83,655 \$84,948 \$86,091 \$87,845 \$88,405 \$88,748 \$88,405 \$88,748 \$88,405 \$88,748 \$88,405 \$88,748 \$88,405 \$88,748 \$88,405 \$88,748 \$88,405 \$88,748 \$88,748 \$88,405 \$88,748 \$88,748 \$88,405 \$88,748 \$88,405 \$88,748 \$88,405 \$88,748 \$88,405 \$88,748 \$88,405 \$88,748 \$88,405 \$88,748 \$88,405 \$88,748 \$88,405 \$88,748 \$88,405 \$88,748 \$88,405 \$88,748 \$88,405 \$88,748 \$88,405 \$88,748 \$88,405 \$88,748 \$88,405 \$88,748 \$88,405 \$88,748 \$86,807 \$85,344	16.6% $2.3%$ $-12.5%$ $-67.4%$ $215.4%$ $64.4%$ $6.8%$ $6.6%$ $28.8%$ $9.7%$ $-3.2%$ $-4.0%$ $-3.2%$ $-4.0%$ $-3.4%$ $-3.8%$ $3.0%$ $2.9%$ $2.8%$ $3.5%$ $3.4%$ $3.5%$ $3.5%$ $3.4%$ $3.5%$ $3.4%$ $3.5%$ $3.4%$ $3.5%$ $3.5%$ $3.4%$ $3.5%$ $3.5%$ $3.4%$ $3.5%$ $3.5%$ $3.5%$ $3.4%$ $3.5%$ $3.5%$ $3.5%$ $3.4%$ $3.5%$		\$486 -\$1,417 -\$5,720 -\$9,966 -\$20,545 -\$15,634 -\$11,381 -\$13,381 -\$15,537 -\$17,931 -\$20,112 -\$17,112 -\$15,032 -\$2,288 \$6,695 \$13,477 \$21,301 \$31,245	3.2% -11.3% -23.2% -73.0% 196.5% 48.2% -3.6% -3.3% -3.7% -2.2% 17.7% 6.7% 6.7% 52.2% 18.2% 18.4% 28.0% 52.4%	24.18% -83.05% -213.43% -217.52% -1304.99% 1040.63% 296.14% -34.46% -33.58% -39.74% -25.12% 158.22% 230.73% -175.47% -83.54% -85.05% -87.54% -93.87%

 $\begin{array}{c} 46\\ 47\\ 48\\ 49\\ 50\\ 51\\ 52\\ 53\\ 54\\ 55\\ 56\\ 57\\ 58\\ 59\\ 60\\ 61\\ 62\\ 63\\ 64\\ 65\\ 66\\ 67\\ 68\\ 69\\ 70\\ 1\\ 72\\ 73\\ 74\\ 75\\ 77\\ 78\\ 9\\ 80\\ 1\\ 82\\ 83\\ 84\\ 85\\ 88\\ 99\\ 91\\ 93\\ 94\\ 95\\ 96\\ 79\\ 8\end{array}$ 

I



			Comment Old		David Ol	1		Comment	Deren er er d
			Current Old	est's Asset #5	Proposed Oid	lest's Asset #5		Current	Proposed
			Current Non-	Qualified Asset	Proposed Non-	Qualified Asset	Average:	-1.5%	2.0%
			John's	Schwab	John's	Schwab	Maximum:	-55.9%	-5.8%
			Payout Method	: Flexible Asset	Payout Method	: Flexible Asset	Minimum:	17.2%	11.1%
			Growth Rate:	5.0%	Growth Rate:	6.0%	Standard Dev:	19.7%	4.6%
			Tax Inclusion Rate:	25.0%	Tax Inclusion Rate:	25.0%	Duration (years):	18	56
Mary's Age	Year	Year Number	Annual End of Year Values	Annual Percentage Change	Annual End of Year Values	Annual Percentage Change	Difference Between Current and Proposed Asset Values (Positive numbers mean Proposed is worth more than Current)	Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)	Percentage Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)
40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 67 77 78 79 80 81 82 83 84 85 86 87 88 89 90 91 92 93 94 95 96 97 98 99	2016 2017 2018 2019 2020 2021 2022 2023 2024 2025 2026 2027 2028 2029 2030 2031 2032 2033 2034 2035 2036 2037 2038 2039 2040 2041 2042 2040 2041 2042 2043 2044 2045 2040 2041 2044 2045 2056 2057 2058 2056 2057 2058 2055 2056 2057 2058 2059 2050 2051 2055 2056 2057 2058 2059 2060 2061 2062 2053 2054 2055 2056 2057 2058 2059 2060 2061 2062 2053 2054 2055 2056 2057 2058 2059 2060 2061 2062 2063 2054 2055 2056 2057 2058 2059 2060 2061 2062 2063 2054 2055 2056 2057 2058 2059 2060 2061 2062 2063 2054 2055 2056 2057 2058 2059 2060 2061 2062 2063 2054 2055 2056 2057 2058 2059 2060 2061 2062 2077 2078 2079 2070 2070 2070 2071 2072 2073 2074 2075 2075 2076 2077 2078 2077 2078 2077 2078 2077 2078 2079 2070 2071 2077 2078 2079 2070 2070 2071 2077 2077 2070 2077 2077	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60	\$27,510 \$30,452 \$33,018 \$35,832 \$37,165 \$43,540 \$49,999 \$54,556 \$59,390 \$64,278 \$69,340 \$76,530 \$78,225 \$66,444 \$51,411 \$40,319 \$27,444 \$12,113	10.0% 10.7% 8.4% 8.5% 3.7% 17.2% 14.8% 9.1% 8.9% 8.2% 7.9% 10.4% 2.2% -15.1% -22.6% -21.6% -31.9% -55.9%	\$27,772 \$30,723 \$33,864 \$37,206 \$40,762 \$44,545 \$48,568 \$52,846 \$57,394 \$62,229 \$67,368 \$72,829 \$78,632 \$84,797 \$80,236 \$76,211 \$71,823 \$68,077 \$64,917 \$65,632 \$66,297 \$66,890 \$67,934 \$68,928 \$69,901 \$71,260 \$77,250 \$73,888 \$75,149 \$76,343 \$77,476 \$78,560 \$79,589 \$80,559 \$81,464 \$82,299 \$83,056 \$83,730 \$84,313 \$84,798 \$85,178 \$85,482 \$85,593 \$85,459 \$85,512 \$84,720 \$84,720 \$84,720 \$84,720 \$84,720 \$84,721 \$75,833 \$73,559 \$70,981	11.1% $10.6%$ $9.9%$ $9.9%$ $9.6%$ $9.3%$ $9.0%$ $8.8%$ $8.6%$ $8.4%$ $8.4%$ $8.3%$ $8.1%$ $8.0%$ $7.8%$ $-5.4%$ $-5.0%$ $-5.2%$ $-4.6%$ $1.1%$ $1.0%$ $0.9%$ $1.6%$ $1.5%$ $1.4%$ $1.9%$ $1.8%$ $1.7%$ $1.6%$ $1.5%$ $1.4%$ $1.9%$ $1.8%$ $1.7%$ $1.6%$ $1.5%$ $1.4%$ $1.3%$ $1.2%$ $1.1%$ $1.0%$ $0.9%$ $0.8%$ $0.7%$ $0.6%$ $0.4%$ $0.3%$ $0.2%$ $0.0%$ $0.0%$ $0.2%$ $-0.5%$ $-0.7%$ $-0.5%$ $-1.0%$ $-1.2%$ $-1.2%$ $-1.5%$ $-1.2%$ $-1.5%$ $-1.2%$ $-1.5%$ $-1.5%$ $-1.5%$ $-1.2%$ $-1.5%$ $-1.5%$ $-1.5%$ $-1.5%$ $-1.5%$ $-1.5%$ $-1.5%$ $-1.5%$ $-1.5%$ $-1.5%$ $-1.5%$ $-1.5%$ $-1.5%$ $-3.5%$ $-3.5%$	\$262 \$272 \$846 \$1,374 \$3,598 \$1,005 -\$1,431 -\$1,711 -\$1,996 -\$2,049 -\$1,972 -\$3,701 \$407 \$18,353 \$28,826 \$35,892 \$44,379 \$55,964	1.0% -0.1% 1.8% 1.3% 5.8% -7.9% -5.8% -0.3% -0.3% -0.3% 0.2% 0.4% -2.3% 5.8% 22.9% 17.2% 16.6% 26.2% 50.6%	10.44% -0.62% 21.31% 15.80% 156.95% -45.90% -39.12% -3.37% 2.38% 2.35% 4.87% -21.83% 259.80% -152.06% -76.23% -76.75% -81.97% -90.66%

 $\begin{array}{c} 45\\ 46\\ 47\\ 8\\ 49\\ 50\\ 51\\ 52\\ 55\\ 56\\ 57\\ 8\\ 59\\ 60\\ 61\\ 62\\ 66\\ 67\\ 70\\ 71\\ 72\\ 74\\ 75\\ 76\\ 77\\ 79\\ 80\\ 81\\ 82\\ 8\\ 84\\ 85\\ 86\\ 87\\ 90\\ 91\\ 92\\ 93\\ 94\\ 95\\ 96\\ 79\\ 8\end{array}$ 

I



			Current Old	est's Asset #6	Proposed Old	lest's Asset #6		Current	Proposed
			Comment Name	Develler al Associ	Durand Neu	O	A	0.50/	1.20/
			Current Non-	Juanned Asset	Proposed Non-	Qualified Asset	Average:	0.5%	1.3%
			John's Ba	nk Savings	John's Mu	itual Funds	Maximum:	0.0%	-7.1%
			Payout Metho	d: Yield Only	Payout Method	: Flexible Asset	Minimum:	2.0%	7.0%
			Growth Rate:	2.0%	Growth Rate:	7.0%	Standard Dev:	0.9%	4.1%
			Tax Inclusion Rate:	100.0%	Tax Inclusion Rate:	100.0%	Duration (years):	56	56
Mary's Age	Year	Year Number	Annual End of Year Values	Annual Percentage Change	Annual End of Year Values	Annual Percentage Change	Difference Between Current and Proposed Asset Values (Positive numbers mean Proposed is worth more than Current)	Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)	Percentage Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than Current)
							Current)		more than, current)
40	2016	1	\$51,000	2.0%	\$53,500	7.0%	\$2,500	5.0%	250.00%
41	2017	2	\$52,020	2.0%	\$57,245	7.0%	\$5,225	5.0%	250.00%
42	2018	3	\$53,060	2.0%	\$61,252	7.0%	\$8,192	5.0%	250.00%
43	2019	4	\$54,122	2.0%	\$65,540	7.0%	\$11,418	5.0%	250.00%
44	2020	5	\$55,204	2.0%	\$70,128	7.0%	\$14,924	5.0%	250.00%
45	2021	6	\$56,308	2.0%	\$/5,03/	7.0%	\$18,728	5.0%	250.00%
40	2022	/	\$57,434	2.0%	\$80,289	7.0%	\$22,855	5.0%	250.00%
47	2023	0	\$38,383	2.0%	\$85,909	7.0%	\$27,520	5.0%	250.00%
48	2024	10	\$59,755	2.0%	\$98.358	7.0%	\$37.408	5.0%	250.00%
50	2025	11	\$62,169	2.0%	\$105 243	7.0%	\$43.074	5.0%	250.00%
51	2020	12	\$63.412	2.0%	\$112.610	7.0%	\$49,197	5.0%	250.00%
52	2028	13	\$64 680	2.0%	\$120,492	7.0%	\$55.812	5.0%	250.00%
53	2029	14	\$65,974	2.0%	\$128,927	7.0%	\$62,953	5.0%	250.00%
54	2030	15	\$67,293	2.0%	\$120,366	-6.6%	\$53,073	-8.6%	-431.98%
55	2031	16	\$67,293	0.0%	\$112,896	-6.2%	\$45,603	-6.2%	#DIV/0!
56	2032	17	\$67,293	0.0%	\$104,887	-7.1%	\$37,594	-7.1%	#DIV/0!
57	2033	18	\$67,293	0.0%	\$98,129	-6.4%	\$30,835	-6.4%	#DIV/0!
58	2034	19	\$67,293	0.0%	\$92,481	-5.8%	\$25,187	-5.8%	#DIV/0!
59	2035	20	\$67,293	0.0%	\$93,577	1.2%	\$26,283	1.2%	#DIV/0!
60	2036	21	\$67,293	0.0%	\$94,587	1.1%	\$27,293	1.1%	#DIV/0!
61	2037	22	\$67,293	0.0%	\$95,476	0.9%	\$28,182	0.9%	#DIV/0!
62	2038	23	\$67,293	0.0%	\$97,129	1.7%	\$29,835	1.7%	#DIV/0!
63	2039	24	\$67,293	0.0%	\$98,697	1.6%	\$31,404	1.6%	#DIV/0!
64	2040	25	\$67,293	0.0%	\$100,231	1.6%	\$32,937	1.6%	#DIV/0!
65	2041	26	\$67,293	0.0%	\$102,420	2.2%	\$35,127	2.2%	#DIV/0!
66	2042	27	\$67,293	0.0%	\$104,565	2.1%	\$37,271	2.1%	#DIV/0!
67	2043	28	\$67,293	0.0%	\$106,656	2.0%	\$39,303	2.0%	#DIV/0!
60	2044	29	\$67,293	0.0%	\$110,087	1.9%	\$41,394	1.970	#DIV/0!
70	2045	31	\$67,293	0.0%	\$112,417	1.6%	\$45,511	1.6%	#DIV/0!
70	2040	32	\$67,293	0.0%	\$112,417	1.5%	\$46,853	1.5%	#DIV/0!
72	2048	33	\$67,293	0.0%	\$115 783	1.5%	\$48,489	1.5%	#DIV/01
73	2049	34	\$67,293	0.0%	\$117,316	1.3%	\$50.023	1.3%	#DIV/0!
74	2050	35	\$67.293	0.0%	\$118,738	1.2%	\$51,444	1.2%	#DIV/0!
75	2051	36	\$67,293	0.0%	\$120,036	1.1%	\$52,743	1.1%	#DIV/0!
76	2052	37	\$67,293	0.0%	\$121,201	1.0%	\$53,908	1.0%	#DIV/0!
77	2053	38	\$67,293	0.0%	\$122,220	0.8%	\$54,927	0.8%	#DIV/0!
78	2054	39	\$67,293	0.0%	\$123,081	0.7%	\$55,788	0.7%	#DIV/0!
79	2055	40	\$67,293	0.0%	\$123,772	0.6%	\$56,478	0.6%	#DIV/0!
80	2056	41	\$67,293	0.0%	\$124,278	0.4%	\$56,984	0.4%	#DIV/0!
81	2057	42	\$67,293	0.0%	\$124,585	0.2%	\$57,291	0.2%	#DIV/0!
82	2058	43	\$67,293	0.0%	\$124,678	0.1%	\$57,384	0.1%	#DIV/0!
83	2059	44	\$67,293	0.0%	\$124,541	-0.1%	\$57,247	-0.1%	#DIV/0!
84	2060	45	\$67,293	0.0%	\$124,158	-0.3%	\$56,864	-0.3%	#DIV/0!
85	2061	46	\$67,293	0.0%	\$123,511	-0.5%	\$56,217	-0.5%	#DIV/0!
86	2062	47	\$67,293	0.0%	\$122,582	-0.8%	\$55,289	-0.8%	#DIV/0!
87	2063	48	\$67,293	0.0%	\$121,353	-1.0%	\$54,060	-1.0%	#DIV/0!
88	2064	49	\$07,293	0.0%	\$119,804	-1.5%	\$52,510	-1.5%	#DIV/0!
00	2005	51	\$67,293	0.0%	\$117,914 \$115,662	-1.0%	\$30,020	-1.0%	#DIV/0! #DIV/0!
90	2000	52	\$67,293	0.0%	\$113,002	-1.9%	\$46,508	-1.970	#DIV/0! #DIV/0!
92	2007	53	\$67.293	0.0%	\$109.985	-2.370	\$42,735	-2.370	#DIV/0!
93	2069	54	\$67,293	0.0%	\$106,516	-3.2%	\$39 222	-3.2%	#DIV/01
94	2070	55	\$67,293	0.0%	\$102 595	-3.7%	\$35.302	-3.7%	#DIV/01
95	2071	56	\$67,293	0.0%	\$98 200	-4 3%	\$30,907	-4.3%	#DIV/01
96	2072	57	,						
97	2073	58							
98	2074	59							
99	2075	60							
100	2076	61							



<sup>©</sup> Copyright 1997 - 2016 Toolsformoney.com, All Rights Reserved

			Current Old	est's Asset #8	Proposed Old	lest's Asset #8		Current	Proposed
			Current Joint	tly-Held Asset	Proposed Join	tly-Held Asset	Average:	-8.0%	3.0%
			John's Cr	edit Union	John's Joir	t Scottrade	Maximum:	-67.5%	-4.0%
			Payout Method	: Flexible Asset	Payout Method	: Flexible Asset	Minimum:	10.3%	12.8%
			Growth Rate:	2.0%	Growth Rate:	8.0%	Standard Dev:	20.6%	3.5%
			Tax Inclusion Rate:	100.0%	Tax Inclusion Rate:	25.0%	Duration (years):	18	56
Mary's Age	Year 2016	Year Number	Annual End of Year Values	Annual Percentage Change	Annual End of Year Values	Annual Percentage Change 8.0%	Difference Between Current and Proposed Asset Values (Positive numbers mean Proposed is worth more than Current)	Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)	Percentage Difference Between Curren and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current) 300.00%
40	2010	2	\$273,252	3.0%	\$298,650	6.4%	\$25,398	3.3%	109.37%
42	2018	3	\$276,611 \$281,046	1.2%	\$312,624	4.7%	\$36,013 \$47,477	3.4%	280.58%
43	2019	5	\$273,181	-2.8%	\$331,404	0.9%	\$58,223	3.7%	-131.33%
45	2021	6	\$301,440	10.3%	\$373,748	12.8%	\$72,308	2.4%	23.52%
46	2022	7	\$327,273	8.6%	\$416,816	11.5%	\$89,542	3.0%	34.46%
47	2023	8	\$338,311	3.4%	\$446,808	7.2%	\$108,497	3.8%	113.35%
48	2024	10	\$359,626	2.9%	\$513,243	7.1%	\$153,617	4.3%	147.45%
50	2026	11	\$369,294	2.7%	\$550,631	7.3%	\$181,337	4.6%	170.95%
51	2027	12	\$388,673	5.2%	\$604,160	9.7%	\$215,487	4.5%	85.26%
52	2028	13	\$378,925	-2.5%	\$650,850 \$702,360	7.7%	\$271,925	10.2%	-408.14%
54	2029	14	\$223,458	-27.0%	\$677,122	-3.6%	\$453,664	23.4%	-86.67%
55	2031	16	\$160,090	-28.4%	\$655,285	-3.2%	\$495,195	25.1%	-88.63%
56	2032	17	\$95,751	-40.2%	\$629,207	-4.0%	\$533,456	36.2%	-90.10%
57	2033	18	\$31,096	-67.5%	\$607,646	-3.4%	\$576,551	64.1%	-94.93%
59	2034	20			\$608,138	3.0%			
60	2036	21			\$625,886	2.9%			
61	2037	22			\$643,399	2.8%			
62 63	2038	23 24			\$665,776 \$688.264	3.5%			
64	2039	24			\$711,149	3.3%			
65	2041	26			\$738,649	3.9%			
66	2042	27			\$766,634	3.8%			
67	2043	28 29			\$795,065	3.1%			
69	2045	30			\$852,777	3.5%			
70	2046	31			\$881,759	3.4%			
71	2047	32			\$910,961	3.3%			
73	2048	34			\$969,730	3.1%			
74	2050	35			\$999,129	3.0%			
75	2051	36			\$1,028,407	2.9%			
76 77	2052	37			\$1,057,453	2.8%			
78	2054	39			\$1,114,347	2.6%			
79	2055	40			\$1,141,905	2.5%			
80 81	2056	41			\$1,168,653	2.3%			
81	2057	42			\$1,194,405	2.1%			
83	2059	44			\$1,242,088	1.9%			
84	2060	45			\$1,263,546	1.7%			
85	2061	46 47			\$1,283,061 \$1,300,335	1.5%			
87	2062	48			\$1,315,041	1.1%			
88	2064	49			\$1,326,819	0.9%			
89	2065	50			\$1,335,276	0.6%			
90	2066	51			\$1,339,981 \$1,340,461	0.4%			
92	2068	53			\$1,336,200	-0.3%			
93	2069	54			\$1,326,633	-0.7%			
94	2070	55			\$1,311,141	-1.2%			
95	2071	56 57			\$1,289,047	-1.7%			
97	2072	58							
98	2074	59							
99	2075	60							
100	2076	61							

45	40	2016	1
46	41	2017	2
47	42	2018	3
48	43	2019	4
10	14	2020	5
50	44	2020	6
51	43	2021	7
51	46	2022	/
52	47	2023	8
53	48	2024	9
54	49	2025	10
55	50	2026	11
56	51	2027	12
57	52	2028	13
58	53	2029	14
59	54	2030	15
60	55	2031	16
61	56	2031	17
62	50	2032	17
62	57	2055	18
03	58	2034	19
64	59	2035	20
65	60	2036	21
66	61	2037	22
67	62	2038	23
68	63	2039	24
69	64	2040	25
70	65	2041	26
71	66	2042	27
72	67	2043	28
73	68	2044	29
73	60	2044	20
74	70	2045	30
75	70	2040	31
/6	/1	2047	32
//	72	2048	33
78	73	2049	34
79	74	2050	35
80	75	2051	36
81	76	2052	37
82	77	2053	38
83	78	2054	39
84	79	2055	40
85	80	2056	41
86	81	2057	42
87	82	2058	43
88	83	2059	44
89	84	2060	45
00	85	2000	45
01	05	2001	40
91	80	2062	4/
92	8/	2063	48
93	88	2064	49
94	89	2065	50
95	90	2066	51
96	91	2067	52
97	92	2068	53
98	93	2069	54
99	94	2070	55
100	95	2071	56
101	96	2072	57
102	97	2073	58
102	98	2073	59
103	00	2074	60
104	99	2075	60
105	100	2076	61











			Current Youn	gest's Asset #1	1 [	Proposed Your	ngest's Asset #1		Current	Proposed
			Current Ou	alified Asset		Proposed Ou	alified Asset	Average:	1.2%	1.8%
			Marv's	403(b)		Marv's	403(b)	Maximum:	-62.1%	-6.1%
			Payout Method	: Flexible Asset		Payout Method	: Flexible Asset	Minimum:	17.4%	12.2%
			Growth Rate:	4.0%		Growth Rate:	5.0%	Standard Dev:	19.0%	5.3%
			Tax Inclusion Rate:	100.0%	1	<b>Fax Inclusion Rate:</b>	100.0%	Duration (years):	22	56
Mary's Age	Year	Year Number	Annual End of Year Values	Annual Percentage Change		Annual End of Year Values	Annual Percentage Change	Difference Between Current and Proposed Asset Values (Positive numbers mean Proposed is worth more than	Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)	Percentage Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew
								Current)		more than, Current)
40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 77 78 79 80 81 82 83 84 85 86 87 78 88 89 90 91 92 93 94 95 96 97 98 99 90 00	2016 2017 2018 2019 2020 2021 2022 2023 2024 2026 2027 2028 2029 2030 2031 2032 2033 2034 2035 2036 2037 2038 2039 2040 2041 2042 2043 2044 2044 2044 2044 2044 2044	$     \begin{array}{c}       1 \\       2 \\       3 \\       4 \\       5 \\       6 \\       7 \\       8 \\       9 \\       10 \\       11 \\       12 \\       13 \\       14 \\       15 \\       16 \\       17 \\       18 \\       19 \\       20 \\       21 \\       22 \\       23 \\       24 \\       25 \\       26 \\       27 \\       28 \\       29 \\       30 \\       31 \\       32 \\       33 \\       34 \\       35 \\       36 \\       37 \\       38 \\       39 \\       40 \\       41 \\       42 \\       43 \\       44 \\       45 \\       46 \\       47 \\       48 \\       49 \\       50 \\       51 \\       52 \\       53 \\       54 \\       55 \\       56 \\       57 \\       58 \\       59 \\       60 \\       61   \end{array} $	\$38,896 \$43,384 \$47,324 \$51,598 \$53,734 \$63,079 \$72,477 \$79,067 \$85,996 \$92,941 \$100,069 \$110,170 \$112,325 \$95,301 \$73,848 \$82,602 \$88,833 \$95,342 \$102,142 \$109,243 \$69,062 \$26,205	11.1% 11.5% 9.1% 9.0% 4.1% 17.4% 14.9% 9.1% 8.8% 8.1% 7.7% 10.1% 2.0% -15.2% 7.3% 7.3% 7.3% 7.3% 7.3% 7.3% 7.3% 7.3		\$39,270 \$43,779 \$48,538 \$53,562 \$58,862 \$64,454 \$70,351 \$76,571 \$83,128 \$90,040 \$97,326 \$105,004 \$113,094 \$113,094 \$1121,616 \$130,594 \$140,049 \$150,007 \$160,491 \$171,530 \$170,319 \$168,940 \$167,340 \$167,356 \$166,462 \$166,462 \$166,462 \$166,462 \$166,462 \$166,695 \$166,261 \$166,695 \$166,261 \$165,663 \$164,896 \$163,958 \$166,261 \$155,663 \$154,464 \$150,065 \$158,394 \$152,196 \$154,464 \$152,196 \$144,052 \$137,640 \$134,052 \$130,227 \$122,161 \$137,640 \$134,052 \$130,227 \$122,161 \$132,842 \$131,2474 \$107,402 \$102,070 \$96,475 \$90,617	$\begin{array}{c} 12.2\%\\ 11.5\%\\ 10.9\%\\ 10.3\%\\ 9.9\%\\ 9.5\%\\ 9.2\%\\ 8.8\%\\ 8.6\%\\ 8.3\%\\ 8.1\%\\ 7.9\%\\ 7.7\%\\ 7.5\%\\ 7.4\%\\ 7.2\%\\ 7.1\%\\ 7.0\%\\ 6.9\%\\ -0.7\%\\ -0.8\%\\ -0.9\%\\ -0.2\%\\ -0.3\%\\ -0.3\%\\ -0.3\%\\ 0.2\%\\ 0.1\%\\ -0.3\%\\ -0.3\%\\ 0.2\%\\ 0.1\%\\ -0.3\%\\ -0.4\%\\ -0.5\%\\ -0.6\%\\ -0.7\%\\ -0.6\%\\ -0.7\%\\ -0.8\%\\ -0.9\%\\ -0.9\%\\ -1.0\%\\ -1.1\%\\ -0.4\%\\ -0.5\%\\ -0.6\%\\ -0.6\%\\ -0.7\%\\ -0.6\%\\ -0.6\%\\ -0.7\%\\ -0.6\%\\ -0.6\%\\ -0.7\%\\ -0.6\%\\ -0.5\%\\ -0.6\%\\ -0.1\%\\ -0.6\%\\ -0.1\%\\ -0.6\%\\ -0.1\%\\ -0.6\%\\ -0.1\%$	\$374 \$395 \$1,214 \$1,964 \$5,128 \$1,375 -\$2,126 -\$2,496 -\$2,868 -\$2,901 -\$2,743 -\$5,166 \$769 \$26,315 \$56,746 \$57,447 \$61,174 \$65,149 \$69,389 \$61,076 \$99,878 \$141,135	$\begin{array}{c} 1.1\% \\ -0.1\% \\ 1.8\% \\ 1.3\% \\ 5.8\% \\ -7.9\% \\ -5.7\% \\ -0.3\% \\ -0.2\% \\ 0.2\% \\ 0.4\% \\ -2.2\% \\ 5.7\% \\ 22.7\% \\ 29.9\% \\ -4.6\% \\ -0.4\% \\ -0.3\% \\ -0.3\% \\ -0.3\% \\ -0.3\% \\ 61.1\% \end{array}$	9.60% -0.49% 19.69% 14.62% 138.95% -45.37% -38.59% -2.77% -2.29% 2.96% 5.51% -21.85% 293.77% -149.72% -38.93% -5.74% -4.61% -3.55% -110.16% -97.80% -98.47%

I



			Current Youn	gest's Asset #2	Proposed Your	ngest's Asset #2		Current	Proposed
			Current Ou	alified Asset	Proposed O	alified Asset	Average:	0.4%	1.5%
			Marria TIA		Mauria TIA		Maximum	62 19/	6 10/
			Mary's TIAA	A CKEF IKA	Mary's TIA	A CREF IKA	iviaximum.	-02.170	-0.170
			Payout Method	: Flexible Asset	Payout Method	: Flexible Asset	Minimum:	16.2%	10.0%
			Growth Rate:	4.0%	Growth Rate:	5.0%	Standard Dev:	18.7%	4.8%
			Tax Inclusion Rate:	100.0%	Tax Inclusion Rate:	100.0%	Duration (years):	22	56
Mary's Age	Year	Year Number	Annual End of Year Values	Annual Percentage Change	Annual End of Year Values	Annual Percentage Change	Difference Between Current and Proposed Asset Values (Positive numbers mean Proposed is worth more than Current)	Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)	Percentage Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)
40 41	2016	1	\$27,248 \$29,886	9.0% 9.7%	\$27,510 \$30,158	10.0%	\$262 \$272	1.0%	11.65%
41 42	2017	3	\$32,120	7.5%	\$32,951	9.3%	\$831	1.8%	23.92%
43	2019	4	\$34,561	7.6%	\$35,897	8.9%	\$1,336	1.3%	17.65%
44	2020	5	\$35,551	2.9%	\$39,003	8.7%	\$3,452	5.8%	201.99%
45	2021	6	\$41,309	16.2%	\$42,278	8.4%	\$968	-7.8%	-48.17%
46	2022	7	\$47,054	13.9%	\$45,729	8.2%	-\$1,325	-5.7%	-41.29%
47	2023	8	\$50,932	8.2%	\$49,366	8.0%	-\$1,566	-0.3%	-3.51%
48	2024	9	\$55,007	8.0%	\$53,199	7.8%	-\$1,808	-0.2%	-2.94%
49	2025	10	\$59,068	7.4%	\$57,237	7.6%	-\$1,831	0.2%	2.81%
50	2026	11	\$63,224	7.0%	\$61,491	7.4%	-\$1,733	0.4%	5.62%
51	2027	12	\$69,238	9.5%	\$65,971	7.3%	-\$3,268	-2.2%	-23.41%
52	2028	13	\$70,232	1.4%	\$70,089	7.2%	\$457 \$16.426	5.7%	398.33%
55	2029	14	\$39,232	-13.7%	\$75,658	6.0%	\$10,420	22.7%	-144.88%
55	2030	16	\$50.611	11.1%	\$86,396	6.8%	\$35,540	-4.3%	-38 73%
56	2032	17	\$54,098	6.9%	\$92,193	6.7%	\$38,095	-0.2%	-2.63%
57	2033	18	\$57.740	6.7%	\$98.295	6.6%	\$40,555	-0.1%	-1.69%
58	2034	19	\$61,543	6.6%	\$104,717	6.5%	\$43,175	-0.1%	-0.79%
59	2035	20	\$65,512	6.4%	\$103,978	-0.7%	\$38,466	-7.2%	-110.95%
60	2036	21	\$41,416	-36.8%	\$103,136	-0.8%	\$61,720	36.0%	-97.80%
61	2037	22	\$15,715	-62.1%	\$102,159	-0.9%	\$86,444	61.1%	-98.47%
62	2038	23			\$101,986	-0.2%			
63	2039	24			\$101,695	-0.3%			
64	2040	25			\$101,345	-0.3%			
65	2041	26			\$101,623	0.3%			
66	2042	27			\$101,812	0.2%			
67	2043	28			\$101,907	0.1%			
68	2044	29			\$101,906	0.0%			
69	2045	30			\$101,766	-0.1%			
70	2046	31			\$101,500	-0.3%			
/1	2047	32			\$101,155	-0.4%			
72	2048	33			\$100,067	-0.5%			
73	2049	34			\$100,094	-0.0%			
75	2051	36			\$98 622	-0.8%			
76	2052	37			\$97,718	-0.9%			
77	2053	38			\$96,698	-1.0%			
78	2054	39			\$95,559	-1.2%			
79	2055	40			\$94,299	-1.3%			
80	2056	41			\$92,914	-1.5%			
81	2057	42			\$91,403	-1.6%			
82	2058	43			\$89,761	-1.8%			
83	2059	44			\$87,987	-2.0%			
84	2060	45			\$86,077	-2.2%			
85	2061	40			\$84,028	-2.4%			
87	2002	47			\$79.502	-2.0%			
88	2064	49			\$77.020	-3.1%			
89	2065	50			\$74,388	-3.4%			
90	2066	51			\$71,603	-3.7%			
91	2067	52			\$68,664	-4.1%			
92	2068	53			\$65,568	-4.5%			
93	2069	54			\$62,312	-5.0%			
94	2070	55			\$58,897	-5.5%			
95	2071	56			\$55,320	-6.1%			
96	2072	57							
97	2073	58							
98	2074	59							
99	2075	60							
100	2076	61							



<sup>©</sup> Copyright 1997 - 2016 Toolsformoney.com, All Rights Reserved

			Current Youn	gest's Asset #3	Proposed Your	ngest's Asset #3		Current	Proposed
			Current Ou	alified Asset	Proposed O	alified Asset	Average:	-0.8%	41%
			Current Qu	i E l	T toposeu Qu	anneu Asset	Average.	-0.070	1.70/
			Mary's Ame	erican Funds	Mary's	Scottrade	Maximum:	-52.3%	-1./%
			Payout Method	Flexible Asset	Payout Method	: Flexible Asset	Minimum:	13.6%	8.0%
			Growth Rate:	5.0%	Growth Rate:	8.0%	Standard Dev:	10.0%	5.0%
			Tax inclusion kate:	25.070	Tax inclusion Rate:	25.0%	Duration (years).	22	30
Mary's Age	Year	Year Number	Annual End of Year Values	Annual Percentage Change	Annual End of Year Values	Annual Percentage Change	Difference Between Current and Proposed Asset Values (Positive numbers mean Proposed is worth more than Current)	Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)	Percentage Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)
40	2016	1	\$15,750	5.0%	\$16,200	8.0%	\$450 \$701	3.0%	60.00%
41 42	2017 2018	2	\$16,705 \$17,408	6.1% 4.2%	\$17,496 \$18,896	8.0% 8.0%	\$791 \$1.487	1.9%	31.87% 90.17%
43	2019	4	\$18,208	4.6%	\$20,407	8.0%	\$2,200	3.4%	74.24%
44	2020	5	\$18,219	0.1%	\$22,040	8.0%	\$3,821	7.9%	13139.64%
45	2021	6	\$20,694	13.6%	\$23,803	8.0%	\$3,109	-5.6%	-41.13%
46	2022	7	\$23,129	11.8%	\$25,707	8.0%	\$2,579	-3.8%	-31.99%
47	2023	8	\$24,612	6.4%	\$27,764	8.0%	\$3,152	1.6%	24.75%
48	2024	9	\$26,177	6.4% 5.0%	\$29,985	8.0%	\$3,808	1.6%	25.81%
49 50	2023	10	\$27,724	5.9%	\$32,384	8.0%	\$4,000	2.1%	40.13%
51	2020	12	\$31.752	8.3%	\$37,773	8.0%	\$6.021	-0.3%	-4.11%
52	2028	13	\$31,866	0.4%	\$40,794	8.0%	\$8,928	7.6%	2125.93%
53	2029	14	\$26,483	-16.9%	\$44,058	8.0%	\$17,575	24.9%	-147.36%
54	2030	15	\$19,914	-24.8%	\$47,583	8.0%	\$27,669	32.8%	-132.25%
55	2031	16	\$21,700	9.0%	\$51,389	8.0%	\$29,690	-1.0%	-10.80%
56	2032	17	\$22,785	5.0%	\$55,500	8.0%	\$32,716	3.0%	60.00%
57	2033	18	\$23,924 \$25,120	5.0%	\$59,940	8.0%	\$36,016	3.0%	60.00%
59	2034	20	\$26 376	5.0%	\$66,683	3.0%	\$40 307	-2.0%	-39.82%
60	2036	21	\$18,370	-30.4%	\$68,629	2.9%	\$50,259	33.3%	-109.61%
61	2037	22	\$8,769	-52.3%	\$70,550	2.8%	\$61,780	55.1%	-105.35%
62	2038	23			\$73,003	3.5%			
63	2039	24			\$75,469	3.4%			
64	2040	25			\$77,979	3.3%			
65	2041	26			\$80,994	3.9%			
67	2042	27			\$84,065 \$87,180	3.8%			
68	2043	28			\$90.341	3.6%			
69	2045	30			\$93,508	3.5%			
70	2046	31			\$96,686	3.4%			
71	2047	32			\$99,888	3.3%			
72	2048	33			\$103,107	3.2%			
73	2049	34			\$106,332	3.1%			
74	2050	35			\$109,556	3.0%			
76	2051	30			\$112,700	2.9%			
77	2052	38			\$119.098	2.7%			
78	2054	39			\$122,190	2.6%			
79	2055	40			\$125,212	2.5%			
80	2056	41			\$128,145	2.3%			
81	2057	42			\$130,968	2.2%			
82	2058	43			\$133,661	2.1%			
83	2059	44			\$138,550	1.9%			
85	2000	46			\$140,690	1.5%			
86	2062	47			\$142,584	1.3%			
87	2063	48			\$144,196	1.1%			
88	2064	49			\$145,488	0.9%			
89	2065	50			\$146,415	0.6%			
90	2066	51			\$146,931	0.4%			
91	2067	52			\$146,984	0.0%			
93	2069	54			\$145,467	-0.7%			
94	2070	55			\$143,769	-1.2%			
95	2071	56			\$141,346	-1.7%			
96	2072	57							
97	2073	58							
98	2074	59							
99	2075	60							
100	2070	01							



<sup>©</sup> Copyright 1997 - 2016 Toolsformoney.com, All Rights Reserved

			Current Youn	gest's Asset #5	Proposed You	ngest's Asset #5		Current	Proposed
			Current Non-O	Oualified Asset	- Proposed Non-	Oualified Asset	Average:	0.7%	4.0%
			Mary's Cr	adit Union	Mary's TD	Ameritrade	Maximum:	0.0%	-46 7%
							NG :	0.070	77.204
			Payout Metho	a: Yield Only	Payout Method	: Flexible Asset	Minimum:	2.0%	//.3%
			Growth Rate:	2.0%	Growth Rate:	8.0%	Standard Dev:	1.0%	13.8%
			Tax Inclusion Rate:	100.0%	Tax Inclusion Rate:	25.0%	Duration (years):	56	56
Mary's Age	Year	Year Number	Annual End of Year Values	Annual Percentage Change	Annual End of Year Values	Annual Percentage Change	Difference Between Current and Proposed Asset Values (Positive numbers mean Proposed is worth more than Current)	Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)	Percentage Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)
40	2016	1	\$25,500	2.0%	\$27,000	8.0%	\$1,500	6.0%	300.00%
41	2017	2	\$26,010 \$26,530	2.0%	\$26,853 \$24,042	-0.5%	\$843	-2.5%	-127.21%
43	2010	4	\$27,061	2.0%	\$21,410	-10.9%	-\$5.651	-12.9%	-647 39%
44	2020	5	\$27,602	2.0%	\$11,422	-46.7%	-\$16,180	-48.7%	-2432.51%
45	2021	6	\$28,154	2.0%	\$20,252	77.3%	-\$7,902	75.3%	3765.11%
46	2022	7	\$28,717	2.0%	\$28,456	40.5%	-\$261	38.5%	1925.52%
47	2023	8	\$29,291	2.0%	\$29,056	2.1%	-\$235	0.1%	5.43%
48	2024	9	\$29,877	2.0%	\$29,630	2.0%	-\$247	0.0%	-1.22%
49	2025	10	\$30,475	2.0%	\$29,934	1.0%	-\$541	-1.0%	-48.69%
50	2026	11	\$31,084	2.0%	\$30,494	1.9%	-\$591	-0.1%	-6.58%
51	2027	12	\$31,706	2.0%	\$37,672	23.5%	\$5,966	21.5%	1077.08%
52	2028	13	\$32,340	2.0%	\$39,865	5.8%	\$7,525	3.8%	190.98%
53	2029	14	\$32,987	2.0%	\$42,775	7.3%	\$9,788	5.3%	264.99%
54	2030	15	\$33,647	2.0%	\$47,048	10.0%	\$13,401	8.0%	399.49%
55	2031	16	\$34,320	2.0%	\$50,812	8.0%	\$16,492	6.0%	300.00%
56	2032	17	\$35,006	2.0%	\$54,877	8.0%	\$19,871	6.0%	300.00%
57	2033	18	\$35,706	2.0%	\$59,267	8.0%	\$23,561	6.0%	300.00%
58	2034	19	\$36,420	2.0%	\$64,008	8.0%	\$27,588	6.0%	300.00%
59	2035	20	\$37,149	2.0%	\$65,934	3.0%	\$28,785	1.0%	50.44%
60	2036	21	\$37,149	0.0%	\$67,858	2.9%	\$30,709	2.9%	#DIV/0!
61	2037	22	\$37,149	0.0%	\$69,757	2.8%	\$32,608	2.8%	#DIV/0!
62	2038	23	\$37,149	0.0%	\$72,183	3.5%	\$35,034	3.3%	#DIV/0!
63	2039	24	\$37,149	0.0%	\$74,621	3.4%	\$37,472	3.4%	#DIV/0!
65	2040	23	\$37,149	0.0%	\$77,102	3.3%	\$39,934	3.5%	#DIV/0!
66	2041	20	\$37,149	0.0%	\$83,118	3.8%	\$45,969	3.8%	#DIV/0!
67	2042	28	\$37,149	0.0%	\$86,200	3.7%	\$49,052	3.7%	#DIV/0!
68	2043	20	\$37,149	0.0%	\$89,326	3.6%	\$52,177	3.6%	#DIV/0!
69	2044	30	\$37,149	0.0%	\$92,457	3.5%	\$55,309	3.5%	#DIV/0!
70	2046	31	\$37,149	0.0%	\$95,600	3.4%	\$58,451	3.4%	#DIV/0!
71	2047	32	\$37,149	0.0%	\$98,766	3.3%	\$61,617	3.3%	#DIV/0!
72	2048	33	\$37,149	0.0%	\$101,948	3.2%	\$64,799	3.2%	#DIV/0!
73	2049	34	\$37,149	0.0%	\$105,137	3.1%	\$67,989	3.1%	#DIV/0!
74	2050	35	\$37,149	0.0%	\$108,325	3.0%	\$71,176	3.0%	#DIV/0!
75	2051	36	\$37,149	0.0%	\$111,499	2.9%	\$74,350	2.9%	#DIV/0!
76	2052	37	\$37,149	0.0%	\$114,648	2.8%	\$77,500	2.8%	#DIV/0!
77	2053	38	\$37,149	0.0%	\$117,759	2.7%	\$80,610	2.7%	#DIV/0!
78	2054	39	\$37,149	0.0%	\$120,817	2.6%	\$83,668	2.6%	#DIV/0!
79	2055	40	\$37,149	0.0%	\$123,804	2.5%	\$86,656	2.5%	#DIV/0!
80	2056	41	\$37,149	0.0%	\$126,704	2.3%	\$89,556	2.3%	#DIV/0!
81	2057	42	\$37,149	0.0%	\$129,496	2.2%	\$92,348	2.2%	#DIV/0!
82	2058	43	\$37,149	0.0%	\$132,159	2.1%	\$95,010	2.1%	#DIV/0!
83	2059	44	\$37,149	0.0%	\$134,666	1.9%	\$97,517	1.9%	#DIV/0!
84 85	2060	45	\$37,149	0.0%	\$130,995	1.7%	\$99,844	1.7%	#DIV/0!
85	2061	40	\$37,149	0.0%	\$139,108	1.3%	\$101,960	1.3%	#DIV/0!
80	2062	47	\$37,149	0.0%	\$140,981	1.3%	\$105,833	1.5%	#DIV/0!
88	2064	40	\$37,149	0.0%	\$143,853	0.9%	\$106,704	0.9%	#DIV/0!
89	2065	50	\$37,149	0.0%	\$144.770	0.6%	\$107.621	0.6%	#DIV/0!
90	2066	51	\$37,149	0.0%	\$145,280	0.4%	\$108,131	0.4%	#DIV/0!
91	2067	52	\$37,149	0.0%	\$145,332	0.0%	\$108,183	0.0%	#DIV/0!
92	2068	53	\$37,149	0.0%	\$144,870	-0.3%	\$107,721	-0.3%	#DIV/0!
93	2069	54	\$37,149	0.0%	\$143,833	-0.7%	\$106,684	-0.7%	#DIV/0!
94	2070	55	\$37,149	0.0%	\$142,153	-1.2%	\$105,004	-1.2%	#DIV/0!
95	2071	56	\$37,149	0.0%	\$139,758	-1.7%	\$102,609	-1.7%	#DIV/0!
96	2072	57							
97	2073	58							
98	2074	59							
99	2075	60							
100	2076	61							



				Current Youn	gest's Asset #6	Proposed Your	ngest's Asset #6		Current	Proposed
						D 1N		A	2.90/	2.70/
				Current Non-G	Qualified Asset	Proposed Non-	Qualified Asset	Average:	2.8%	2.1%
				Mary's Ren	tal Property	Mary's Ren	tal Property	Maximum:	1.0%	1.0%
				Payout Metho	d• Vield Only	Payout Metho	d• Vield Only	Minimum:	6.0%	6.0%
				r ayout Metho	u. Tielu olity	r ayout Mictilo	u. There only		0.070	0.070
				Growth Rate:	6.0%	Growth Rate:	6.0%	Standard Dev:	2.4%	2.4%
	-			Tax Inclusion Rate:	100.0%	Tax Inclusion Rate:	100.0%	Duration (years):	56	56
ry's Age	Year	Year Number		Annual End of Year Values	Annual Percentage Change	Annual End of Year Values	Annual Percentage Change	Difference Between Current and Proposed Asset Values (Positive numbers mean Proposed is worth more than Current)	Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)	Percentage Difference Between Currer and Proposed (Positive numbers mean Proposed dre down less, or grev more than, Curren
40	2016	1		\$106,000	6.0%	\$106,000	6.0%	\$0	0.0%	0.00%
41	2017	2		\$112,360	6.0%	\$112,360	6.0%	\$0	0.0%	0.00%
42	2018	3		\$119,102	6.0%	\$119,102	6.0%	\$0	0.0%	0.00%
43	2019	4		\$126,248	6.0%	\$126,248	6.0%	\$0	0.0%	0.00%
44	2020	5		\$133,823	6.0%	\$133,823	6.0%	\$0	0.0%	0.00%
45	2021	6		\$141,852	6.0%	\$141,852	6.0%	\$0	0.0%	0.00%
46	2022	7		\$150,363	6.0%	\$150,363	6.0%	\$0	0.0%	0.00%
47	2023	8	[	\$159,385	6.0%	\$159,385	6.0%	\$0	0.0%	0.00%
48	2024	9	[	\$168,948	6.0%	\$168,948	6.0%	\$0	0.0%	0.00%
49	2025	10		\$179,085	6.0%	\$179,085	6.0%	\$0	0.0%	0.00%
50	2026	11		\$189,830	6.0%	\$189,830	6.0%	\$0	0.0%	0.00%
51	2027	12		\$201,220	6.0%	\$201,220	6.0%	\$0	0.0%	0.00%
52	2028	13		\$213,293	6.0%	\$213,293	6.0%	\$0	0.0%	0.00%
53	2029	14		\$226,090	6.0%	\$226,090	6.0%	\$0	0.0%	0.00%
54	2030	15		\$239,656	6.0%	\$239,656	6.0%	\$0	0.0%	0.00%
55	2031	16		\$254,035	6.0%	\$254,035	6.0%	\$0	0.0%	0.00%
56	2032	17		\$269,277	6.0%	\$269,277	6.0%	\$0	0.0%	0.00%
57	2033	18		\$285,434	6.0%	\$285,434	6.0%	\$0	0.0%	0.00%
58	2034	19		\$302,560	6.0%	\$302,560	6.0%	\$0	0.0%	0.00%
59	2035	20		\$320,714	6.0%	\$305.586	1.0%	-\$15,128	-5.0%	-83 33%
60	2036	21		\$323 921	1.0%	\$308.641	1.0%	-\$15,279	0.0%	0.00%
61	2037	22		\$327,160	1.0%	\$311 728	1.0%	-\$15,432	0.0%	0.00%
62	2038	23		\$330.431	1.0%	\$314.845	1.0%	-\$15,586	0.0%	0.00%
62	2030	25		\$222 726	1.0%	\$217.004	1.0%	\$15,742	0.0%	0.00%
05	2039	24		\$333,730	1.0%	\$317,994	1.0%	-\$15,742	0.0%	0.00%
65	2040	23		\$337,073	1.0%	\$321,175	1.0%	-\$15,900	0.0%	0.00%
65	2041	20		\$340,444	1.0%	\$324,585	1.0%	-\$16,039	0.0%	0.00%
66	2042	27		\$343,848	1.0%	\$327,629	1.0%	-\$16,219	0.0%	0.00%
67	2043	28		\$347,287	1.0%	\$330,905	1.0%	-\$16,381	0.0%	0.00%
68	2044	29		\$350,760	1.0%	\$334,214	1.0%	-\$16,545	0.0%	0.00%
69	2045	30		\$354,267	1.0%	\$337,557	1.0%	-\$16,711	0.0%	0.00%
70	2046	31		\$357,810	1.0%	\$340,932	1.0%	-\$16,878	0.0%	0.00%
71	2047	32		\$361,388	1.0%	\$344,341	1.0%	-\$17,047	0.0%	0.00%
72	2048	33		\$365,002	1.0%	\$347,785	1.0%	-\$17,217	0.0%	0.00%
73	2049	34	[	\$368,652	1.0%	\$351,263	1.0%	-\$17,389	0.0%	0.00%
74	2050	35		\$372,338	1.0%	\$354,775	1.0%	-\$17,563	0.0%	0.00%
75	2051	36		\$376,062	1.0%	\$358,323	1.0%	-\$17,739	0.0%	0.00%
76	2052	37		\$379,822	1.0%	\$361,906	1.0%	-\$17,916	0.0%	0.00%
77	2053	38	[	\$383,621	1.0%	\$365,525	1.0%	-\$18,095	0.0%	0.00%
78	2054	39	[	\$387,457	1.0%	\$369,181	1.0%	-\$18,276	0.0%	0.00%
79	2055	40	[	\$391,331	1.0%	\$372,872	1.0%	-\$18,459	0.0%	0.00%
80	2056	41		\$395,245	1.0%	\$376,601	1.0%	-\$18,644	0.0%	0.00%
81	2057	42		\$399,197	1.0%	\$380,367	1.0%	-\$18,830	0.0%	0.00%
82	2058	43		\$403,189	1.0%	\$384,171	1.0%	-\$19,018	0.0%	0.00%
83	2059	44	[	\$407.221	1.0%	\$388.013	1.0%	-\$19.209	0.0%	0.00%
84	2060	45		\$411.293	1.0%	\$391,893	1.0%	-\$19.401	0.0%	0.00%
85	2061	46		\$415,406	1.0%	\$395.812	1.0%	-\$19,595	0.0%	0.00%
86	2062	47		\$419.560	1.0%	\$399 770	1.0%	-\$19 791	0.0%	0.00%
87	2063	48		\$423 756	1.0%	\$403 767	1.0%	-\$19.988	0.0%	0.00%
88	2064	49	[	\$427,903	1.0%	\$407.805	1.0%	-\$20.188	0.0%	0.00%
80	2004	50		\$432.272	1.0%	\$411.992	1.0%	\$20,100	0.0%	0.00%
90	2005	51		\$432,273	1.0%	\$416,000	1.0%	-\$20,590	0.0%	0.00%
90	2000	51		\$430,390	1.0%	\$410,002	1.0%	-\$20,394	0.0%	0.00%
91	2067	52	[	\$440,962	1.0%	\$420,162	1.0%	-\$20,800	0.0%	0.00%
92	2068	53		\$445,372	1.0%	\$424,364	1.0%	-\$21,008	0.0%	0.00%
93	2069	54		\$449,825	1.0%	\$428,607	1.0%	-\$21,218	0.0%	0.00%
94	2070	55	[	\$454,324	1.0%	\$432,893	1.0%	-\$21,430	0.0%	0.00%
95	2071	56	[	\$458,867	1.0%	\$437,222	1.0%	-\$21,645	0.0%	0.00%
96	2072	57								
97	2073	58								
98	2074	59								
99	2075	60	[							
100	2076	61								

Mary's

John's Age



				Accumulation	Period Draw-d	lown Statistics	Distribution	Period Draw-de	own Statistics	Draw-dov	vn Statistics for	All Years
					Current	Proposed		Current	Proposed		Current	Proposed
				Average:	1.8%	7.1%	Average:	-3.7%	1.0%	Average:	-2.3%	2.6%
				Maximum <sup>.</sup>	-22.0%	-4 7%	Maximum <sup>.</sup>	-50.7%	-5.0%	Maximum <sup>.</sup>	-50.7%	-5.0%
				Minimum	11.6%	12 19/	Minimum	0.0%	2 20/	Minimum	11.6%	12 19/
				Minimum.	11.0%	13.1%	Minimum.	0.0%	3.3%	Minimum.	11.0%	13.1%
				Standard Deviation:	9.0%	4.1%	Standard Deviation:	12.0%	2.3%	Standard Deviation:	11.5%	3.9%
				Duration in Years:	15	15	Duration in Years:	41	41	Duration in Years:	0	0
					Current	Proposed		Current	Proposed		Current	Proposed
				Total Income Paid	\$429.060	\$3 411 479	Total Taxes Paid	\$114 922	\$260 675	Total Contributions.	\$91 752	\$85,200
John's Age	Mary's Age	Year	Year Number	End of Year Value of All of John's Current Assets	Annual Dollar Amount Change	End of Year Annual Percentage Change in All of John's Current Assets	End of Year Value of All of John's Proposed Assets	Annual Dollar Amount Change	End of Year Annual Percentage Change in All of John's Proposed Assets	Difference Between Current and Proposed Asset Values (Positive numbers mean Proposed is worth more than Current)	Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)	Percentage Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)
45	40	2010	2	\$440,045	\$21,028	5.0%	\$471,325	\$32,344	7.4%	\$31,280	2.3%	46.82%
47	42	2018	3	\$455,024	\$14,979	3.4%	\$498,154	\$26,829	5.7%	\$43,130	2.3%	67.23%
48	43	2019	4	\$472,055	\$17,031	3.7%	\$528,179	\$30,025	6.0%	\$56,124	2.3%	61.03%
50	44	2020	6	\$525,770	\$54,588	11.6%	\$609,339	\$70,342	13.1%	\$83,568	1.5%	12.65%
51	46	2022	7	\$578,309	\$52,538	10.0%	\$681,106	\$71,768	11.8%	\$102,797	1.8%	17.87%
52	47	2023	8	\$608,739	\$30,430	5.3%	\$733,610	\$52,504	7.7%	\$124,871	2.4%	46.50%
53 54	48	2024	9	\$640,455 \$671,250	\$31,716	5.2%	\$789,850 \$849,380	\$56,240	7.7%	\$149,395 \$178,130	2.5%	47.14%
55	50	2025	10	\$702,317	\$31,067	4.6%	\$914,082	\$64,702	7.6%	\$211,765	3.0%	64.59%
56	51	2027	12	\$751,396	\$49,079	7.0%	\$1,003,378	\$89,297	9.8%	\$251,982	2.8%	39.79%
57	52	2028	13	\$749,904	-\$1,493	-0.2%	\$1,082,808	\$79,429	7.9%	\$332,904	8.1%	-4085.30%
58 59	53	2029	14	\$632,548 \$493.086	-\$117,356	-15.6%	\$1,169,863	\$87,055 -\$54.706	8.0% -4.7%	\$537,315 \$622.071	23.7%	-151.3/%
60	55	2031	16	\$380,391	-\$112,695	-22.9%	\$1,067,579	-\$47,579	-4.3%	\$687,187	18.6%	-81.33%
61	56	2032	17	\$261,570	-\$118,822	-31.2%	\$1,013,841	-\$53,738	-5.0%	\$752,271	26.2%	-83.89%
62	57	2033	18	\$136,365	-\$125,205	-47.9%	\$968,912	-\$44,929	-4.4%	\$832,547	43.4%	-90.74%
64	58 59	2034 2035	20	\$67,293	-\$69,071	-50.7%	\$952,102 \$953,896	\$21.795	-3.8%	\$886,603	2.3%	-92.50% #DIV/0!
65	60	2036	21	\$67,293	\$0	0.0%	\$975,395	\$21,499	2.3%	\$908,102	2.3%	#DIV/0!
66	61	2037	22	\$67,293	\$0	0.0%	\$996,254	\$20,859	2.1%	\$928,961	2.1%	#DIV/0!
67 68	62 63	2038	23 24	\$67,293 \$67,293	\$0 \$0	0.0%	\$1,024,689	\$28,435 \$28,270	2.9%	\$957,396 \$985,666	2.9%	#DIV/0! #DIV/0!
69	64	2039	24	\$67,293	\$0	0.0%	\$1,081,527	\$28,569	2.8%	\$1,014,234	2.7%	#DIV/0!
70	65	2041	26	\$67,293	\$0	0.0%	\$1,117,042	\$35,515	3.3%	\$1,049,749	3.3%	#DIV/0!
71	66	2042	27	\$67,293 \$67,202	\$0 50	0.0%	\$1,152,909	\$35,867	3.2%	\$1,085,616	3.2%	#DIV/0!
72	68	2043	28 29	\$67,293	\$0	0.0%	\$1,225,432	\$36,368	3.1%	\$1,121,770	3.1%	#DIV/0!
74	69	2045	30	\$67,293	\$0	0.0%	\$1,261,489	\$36,057	2.9%	\$1,194,195	2.9%	#DIV/0!
75	70	2046	31	\$67,293	\$0	0.0%	\$1,297,313	\$35,824	2.8%	\$1,230,019	2.8%	#DIV/0!
76 77	/1 72	2047	32 33	\$67,293 \$67,293	50 50	0.0%	\$1,333,096 \$1,368,737	\$35,783	2.8%	\$1,265,802 \$1,301,444	2.8%	#DIV/0! #DIV/0!
78	73	2049	34	\$67,293	\$0	0.0%	\$1,404,126	\$35,389	2.6%	\$1,336,833	2.6%	#DIV/0!
79	74	2050	35	\$67,293	\$0	0.0%	\$1,439,139	\$35,013	2.5%	\$1,371,846	2.5%	#DIV/0!
80 81	75	2051	36 37	\$67,293 \$67,293	\$0 \$0	0.0%	\$1,473,641 \$1,507,482	\$34,502 \$33,841	2.4%	\$1,406,347	2.4%	#DIV/0! #DIV/0!
82	77	2052	38	\$67,293	\$0	0.0%	\$1,540,498	\$33,016	2.2%	\$1,473,204	2.2%	#DIV/0!
83	78	2054	39	\$67,293	\$0	0.0%	\$1,572,509	\$32,011	2.1%	\$1,505,215	2.1%	#DIV/0!
84	79	2055	40	\$67,293	\$0	0.0%	\$1,603,318	\$30,809	2.0%	\$1,536,024	2.0%	#DIV/0!
85	80	2056	41 42	\$67,293	50 50	0.0%	\$1,632,708	\$29,390 \$27,734	1.8%	\$1,565,414 \$1,593,148	1.8%	#DIV/0! #DIV/0!
87	82	2058	43	\$67,293	\$0	0.0%	\$1,686,260	\$25,819	1.6%	\$1,618,967	1.6%	#DIV/0!
88	83	2059	44	\$67,293	\$0	0.0%	\$1,709,880	\$23,620	1.4%	\$1,642,587	1.4%	#DIV/0!
89	84	2060	45	\$67,293	\$0 \$0	0.0%	\$1,730,993	\$21,112	1.2%	\$1,663,699	1.2%	#DIV/0!
91	86	2061	40	\$67,293	\$0	0.0%	\$1,764,311	\$15,052	0.9%	\$1,697,018	0.9%	#DIV/0!
92	87	2063	48	\$67,293	\$0	0.0%	\$1,775,747	\$11,436	0.6%	\$1,708,454	0.6%	#DIV/0!
93	88	2064	49	\$67,293	\$0	0.0%	\$1,783,130	\$7,383	0.4%	\$1,715,837	0.4%	#DIV/0!
94	89	2065	50	\$67,293	\$0 \$0	0.0%	\$1,785,983 \$1,783,786	\$2,853	0.2%	\$1,718,689 \$1,716,493	0.2%	#DIV/0! #DIV/0!
96	91	2067	52	\$67,293	\$0	0.0%	\$1,775,976	-\$7,810	-0.4%	\$1,708,683	-0.4%	#DIV/0!
97	92	2068	53	\$67,293	\$0	0.0%	\$1,761,939	-\$14,038	-0.8%	\$1,694,645	-0.8%	#DIV/0!
98	93	2069	54	\$67,293	\$0	0.0%	\$1,741,006	-\$20,933	-1.2%	\$1,673,713	-1.2%	#DIV/0!
99	94	2070	55 56	\$67,293 \$67,293	\$0 \$0	0.0%	\$1,712,452	-\$28,554	-1.6%	\$1,645,159	-1.6%	#DIV/0! #DIV/0!
101	96	2072	57	907,295	30	0.070	\$1,075,490	-930,903	-2.270	\$1,000,190	-2.270	#D17/0:
100 101	95 96	2071 2072	56 57	\$67,293	\$0	0.0%	\$1,675,490	-\$36,963	-2.2%	\$1,608,196 © Cor	-2.2%	#DIV/0 #DIV/0

John's Age	Mary's Age	Year	Year Numb
45	40	2016	1
46	41	2017	2
47	42	2018	3
48	43	2019	4
49	44	2020	5
50	45	2021	6
51	46	2022	7
52	47	2023	8
53	48	2024	9
54	49	2025	10
55	50	2026	11
56	51	2027	12
57	52	2028	13
58	53	2029	14
59	54	2030	15
60	55	2031	16
61	56	2032	17
62	57	2033	18
63	58	2034	19
64	59	2035	20
65	60	2036	21
67	62	2037	22
68	62	2038	25
69	64	2039	24
70	65	2040	25
71	66	2042	20
72	67	2043	28
73	68	2044	29
74	69	2045	30
75	70	2046	31
76	71	2047	32
77	72	2048	33
78	73	2049	34
79	74	2050	35
80	75	2051	36
81	76	2052	37
82	77	2053	38
83	78	2054	39
84	79	2055	40
85	80	2056	41
86	81	2057	42
87	82	2058	43
88	83	2059	44
89	84	2060	45
90	85	2061	40
91	87	2002	47
93	88	2003	40
94	89	2065	50
95	90	2066	51
96	91	2067	52
97	92	2068	53
98	93	2069	54
99	94	2070	55
100	95	2071	56



				Accumulation	Period Draw-o	lown Statistics	Distribution Period Draw-down Statistics		Draw-down Statistics for All Years			
					Current	Proposed		Current	Proposed		Current	Proposed
				Average:	5.0%	6.9%	Average:	0.5%	1.1%	Average:	1.7%	2.7%
				Maximum:	-6.2%	3.0%	Maximum:	-15.3%	-1.1%	Maximum:	-15.3%	-1.1%
				Minimum:	9.7%	10.4%	Minimum:	7.4%	6.8%	Minimum:	9.7%	10.4%
				Standard Deviation:	4.5%	1.7%	Standard Deviation:	4.3%	2.0%	Standard Deviation:	4.7%	3.2%
				Duration in Years:	15	15	Duration in Years:	41	41	Duration in Years:	0	0
				Duration in Tears.	15	15	Duration in Tears.	-11	-11	Duration in Tears.	v	v
					Current	Proposed		Current	Proposed		Current	Proposed
				Total Income Paid:	\$770,053	\$1,439,829	Total Taxes Paid:	\$724,684	\$779,214	Total Contributions:	\$79,268	\$74,919
John's Age	Mary's Age	Year	Year Number	End of Year Value of All of Mary's Current Assets	Annual Dollar Amount Change	End of Year Annual Percentage Change in All of Mary's Current Assets	End of Year Value of All of Mary's Proposed Assets	Annual Dollar Amount Change	End of Year Annual Percentage Change in All of Mary's Proposed Assets	Difference Between Current and Proposed Asset Values (Positive numbers mean Proposed is worth more than Current)	Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)	Percentage Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)
45 46	40 41	2016 2017	1 2	\$213,394 \$228,345	\$13,394 \$14.951	6.3% 7.0%	\$215,980 \$230,646	\$15,980 \$14.666	7.4% 6.8%	\$2,586 \$2.300	1.1%	17.88%
47	42	2018	3	\$242,484	\$14,139	6.2%	\$243,529	\$12,883	5.6%	\$1,045	-0.6%	-9.79%
48	43	2019	4	\$257,674	\$15,190	6.3%	\$257,524	\$13,995	5.7%	-\$150	-0.5%	-8.26%
49	44	2020	5	\$268,928 \$295.088	\$11,254 \$26,160	4.4%	\$265,150 \$292,638	\$7,626 \$27.488	3.0%	-\$3,778 -\$2,450	-1.4%	-32.20%
51	46	2022	7	\$321,740	\$26,651	9.0%	\$320,607	\$27,969	9.6%	-\$1,133	0.5%	5.82%
52	47	2023	8	\$343,287	\$21,548	6.7%	\$342,142	\$21,535	6.7%	-\$1,145	0.0%	0.30%
53 54	48	2024	9	\$366,005	\$22,718 \$23,288	6.6% 6.4%	\$364,890 \$388,680	\$22,748 \$23,790	6.6% 6.5%	-\$1,115	0.0%	0.47%
55	50	2025	10	\$413,514	\$24,221	6.2%	\$414,115	\$25,434	6.5%	\$601	0.3%	5.18%
56	51	2027	12	\$444,086	\$30,572	7.4%	\$447,639	\$33,525	8.1%	\$3,554	0.7%	9.50%
57	52	2028	13	\$460,056	\$15,970	3.6%	\$477,735	\$30,096	6.7%	\$17,679	3.1%	86.95%
58 59	53 54	2029	14	\$440,093 \$412,613	-\$19,963 -\$27.480	-4.3%	\$510,197 \$545 769	\$32,462 \$35,572	6.8% 7.0%	\$70,104	11.1%	-256.60%
60	55	2030	16	\$443,267	\$30,654	7.4%	\$582,681	\$36,912	6.8%	\$139,414	-0.7%	-8.96%
61	56	2032	17	\$469,999	\$26,732	6.0%	\$621,854	\$39,173	6.7%	\$151,855	0.7%	11.48%
62	57	2033	18	\$498,146	\$28,147	6.0%	\$663,428	\$41,573	6.7%	\$165,281	0.7%	11.63%
63 64	58 59	2034	20	\$527,785	\$29,638 \$31,209	5.9%	\$707,551 \$712,499	\$44,125	0.7%	\$179,766	-5.2%	-88 17%
65	60	2036	21	\$489,918	-\$69,075	-12.4%	\$717,204	\$4,705	0.7%	\$227,286	13.0%	-105.34%
66	61	2037	22	\$414,997	-\$74,921	-15.3%	\$721,533	\$4,328	0.6%	\$306,536	15.9%	-103.95%
67	62	2038	23	\$367,580	-\$47,417	-11.4%	\$729,072	\$7,540	1.0%	\$361,492	12.5%	-109.15%
68 69	63 64	2039	24 25	\$374.222	\$3,304 \$3,337	0.9%	\$736,359 \$743.605	\$7,287 \$7.246	1.0%	\$369,383	0.1%	9.35%
70	65	2041	26	\$377,593	\$3,371	0.9%	\$753,548	\$9,943	1.3%	\$375,956	0.4%	48.46%
71	66	2042	27	\$380,997	\$3,404	0.9%	\$763,392	\$9,844	1.3%	\$382,395	0.4%	44.89%
72	67 68	2043	28	\$384,436	\$3,438 \$3,473	0.9%	\$773,120 \$782,714	\$9,728	1.3%	\$388,685	0.4%	41.20%
74	69	2044	30	\$391,416	\$3,508	0.9%	\$791,983	\$9,270	1.2%	\$400,567	0.3%	30.97%
75	70	2046	31	\$394,959	\$3,543	0.9%	\$800,980	\$8,996	1.1%	\$406,021	0.2%	25.50%
76	71	2047	32	\$398,537	\$3,578	0.9%	\$809,793	\$8,814	1.1%	\$411,257	0.2%	21.46%
77	72	2048	33 34	\$402,151 \$405,801	\$3,614 \$3,650	0.9%	\$818,403 \$826 785	\$8,610 \$8,382	1.1%	\$416,252 \$420,984	0.2%	17.25%
79	74	2050	35	\$409,487	\$3,687	0.9%	\$834,912	\$8,127	1.0%	\$425,425	0.1%	8.21%
80	75	2051	36	\$413,211	\$3,723	0.9%	\$842,757	\$7,845	0.9%	\$429,547	0.0%	3.34%
81	/6 77	2052	37	\$416,971 \$420,769	\$3,761	0.9%	\$850,289 \$857.473	\$7,532	0.9%	\$433,318 \$436,704	-0.1%	-1.80%
83	78	2054	39	\$424,606	\$3,836	0.9%	\$864,274	\$6,801	0.8%	\$439,669	-0.1%	-13.01%
84	79	2055	40	\$428,480	\$3,875	0.9%	\$870,651	\$6,377	0.7%	\$442,171	-0.2%	-19.14%
85	80	2056	41	\$432,393	\$3,913	0.9%	\$876,561	\$5,909	0.7%	\$444,167	-0.2%	-25.68%
80	82	2057	42	\$430,340	\$3,992	0.9%	\$886.783	\$3,394 \$4,828	0.5%	\$446.445	-0.3%	-32.08%
88	83	2059	44	\$444,370	\$4,032	0.9%	\$890,987	\$4,205	0.5%	\$446,618	-0.4%	-48.22%
89	84	2060	45	\$448,442	\$4,072	0.9%	\$894,508	\$3,520	0.4%	\$446,066	-0.5%	-56.88%
90	85	2061	46 47	\$452,555 \$456,709	\$4,113 \$4,154	0.9%	\$897,277	\$2,770	0.3%	\$444,722 \$442,515	-0.6%	-66.24%
92	87	2062	48	\$460,905	\$4,196	0.9%	\$900,269	\$1,045	0.1%	\$439,364	-0.8%	-87.35%
93	88	2064	49	\$465,142	\$4,238	0.9%	\$900,327	\$58	0.0%	\$435,185	-0.9%	-99.30%
94	89	2065	50	\$469,422	\$4,280	0.9%	\$899,306	-\$1,021	-0.1%	\$429,884	-1.0%	-112.33%
95	90 91	2066	51	\$473,745 \$478,111	\$4,323 \$4,366	0.9%	\$897,105	-\$2,201	-0.2%	\$423,360 \$415,504	-1.2%	-126.58%
97	92	2068	52	\$482,520	\$4,410	0.9%	\$888,719	-\$4,896	-0.5%	\$406,199	-1.5%	-159.40%
98	93	2069	54	\$486,974	\$4,454	0.9%	\$882,289	-\$6,430	-0.7%	\$395,315	-1.6%	-178.39%
99	94	2070	55	\$491,472	\$4,498	0.9%	\$874,187	-\$8,102	-0.9%	\$382,715	-1.8%	-199.42%
100	95	2071 2072	56 57	\$496,016	\$4,543	0.9%	\$864,263	-\$9,924	-1.1%	\$308,247	-2.1%	-222.81%

John's Age	Mary's Age	Year	Year Number
45	40	2016	1
46	41	2017	2
47	42	2019	-
47	42	2018	5
48	43	2019	4
49	44	2020	5
50	45	2021	6
51	46	2022	7
52	47	2023	8
53	48	2024	9
54	49	2025	10
55	50	2025	11
55	50	2020	12
50	51	2027	12
57	52	2028	13
58	53	2029	14
59	54	2030	15
60	55	2031	16
61	56	2032	17
62	57	2033	18
63	58	2034	19
64	59	2035	20
65	60	2036	21
66	61	2030	22
67	62	2037	22
67	62	2038	25
68	63	2039	24
69	64	2040	25
70	65	2041	26
71	66	2042	27
72	67	2043	28
73	68	2044	29
74	69	2045	30
75	70	2046	31
76	71	2047	32
77	72	2048	33
78	73	2049	34
79	74	2050	35
80	75	2050	36
81	76	2051	37
81	70	2052	37
82	77	2055	38
83	/8	2054	39
84	79	2055	40
85	80	2056	41
86	81	2057	42
87	82	2058	43
88	83	2059	44
89	84	2060	45
90	85	2061	46
91	86	2062	47
92	87	2063	48
93	88	2064	49
94	89	2065	50
95	90	2066	51
95	90	2000	51
90	91	2007	52
97	92	2068	53
98	93	2069	54
99	94	2070	55
100	05	2071	56









				Accumulation	Period Draw-d	lown Statistics	cs Distribution Period Draw-down Statistics			Draw-down Statistics for All Years			
					Current	Proposed		Current	Proposed		Current	Proposed	
				Average:	5.4%	8.6%	Average:	-3.2%	0.0%	Average:	-0.9%	2.3%	
				Maximum:	-22.7%	0.3%	Maximum:	-60.7%	-3.8%	Maximum:	-60.7%	-3.8%	
				Minimum:	17.1%	13.8%	Minimum:	6.5%	2.2%	Minimum:	17.1%	13.8%	
				Standard Deviation:	10.6%	3.1%	Standard Deviation:	11.2%	1.4%	Standard Deviation:	11.6%	4 3%	
				Duration in Vears:	15	15	Duration in Vears:	41	41	Duration in Vears:	0	-1.576	
				Duration in Tears.	15	15	Duration in Tears.	41	41	Duration in Tears.	0	0	
					Current	Proposed		Current	Proposed		Current	Proposed	
				Total Income Paid:	\$320,937	\$1,230,771	Total Taxes Paid:	\$49,939	\$180,060	Total Contributions:	\$20,067	\$19,274	
John's Age	Mary's Age	Year	Year Number	End of Year Value of All Current Qualified Assets	Annual Dollar Amount Change	End of Year Annual Percentage Change in All Current Qualified Assets	End of Year Value of All Proposed Qualified Assets	Annual Dollar Amount Change	End of Year Annual Percentage Change in All Proposed Qualified Assets	Difference Between Current and Proposed Asset Values (Positive numbers mean Proposed is worth more than Current)	Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)	Percentage Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)	
45 46	40 41	2016	1	\$157,201 \$174,297	\$14,701 \$17,096	9.4% 10.9%	\$159,889 \$176,140	\$17,389 \$16,251	10.9%	\$2,688 \$1,843	1.5%	16.30% -6.54%	
40	42	2018	3	\$189,187	\$14,890	8.5%	\$190,799	\$14,659	8.3%	\$1,612	-0.2%	-2.58%	
48	43	2019	4	\$205,422	\$16,235	8.6%	\$206,776	\$15,977	8.4%	\$1,355	-0.2%	-2.42%	
49 50	44	2020	5	\$213,136 \$249,565	\$7,715 \$36.429	3.8%	\$216,608 \$246,544	\$9,832 \$29,936	4.8%	\$3,472	1.0%	26.61%	
51	46	2021	7	\$286,261	\$36,696	14.7%	\$277,221	\$30,678	12.4%	-\$9,040	-2.3%	-15.38%	
52	47	2023	8	\$311,899	\$25,638	9.0%	\$301,748	\$24,527	8.8%	-\$10,151	-0.1%	-1.21%	
53	48	2024	9	\$338,947	\$27,048	8.7%	\$327,794	\$26,046	8.6%	-\$11,153	0.0%	-0.46%	
55	50	2025	10	\$394,114	\$27,984	7.6%	\$384,632	\$29,420	8.3%	-\$9,482	0.6%	8.36%	
56	51	2027	12	\$433,941	\$39,827	10.1%	\$422,527	\$37,896	9.9%	-\$11,414	-0.3%	-2.50%	
57	52	2028	13	\$442,496	\$8,555	2.0%	\$457,411	\$34,883	8.3%	\$14,914	6.3%	318.75%	
58 59	53	2029	14	\$3/5,232 \$290,235	-\$67,265	-15.2%	\$495,111 \$496,498	\$37,700	8.2%	\$119,879 \$206,264	23.4%	-154.22%	
60	55	2030	16	\$267,602	-\$22,633	-7.8%	\$501,021	\$4,522	0.9%	\$233,419	8.7%	-111.68%	
61	56	2032	17	\$236,798	-\$30,804	-11.5%	\$505,624	\$4,603	0.9%	\$268,826	12.4%	-107.98%	
62	57	2033	18	\$202,869	-\$33,929	-14.3%	\$513,787	\$8,163	1.6%	\$310,918	15.9%	-111.27%	
63	58	2034	19	\$188,804	-\$14,065	-6.9%	\$525,312	\$11,525	2.2%	\$336,507	9.2%	-132.36%	
65	59 60	2035	20	\$128,849	\$12,527	-35.9%	\$527,529	\$2,217	0.4%	\$320,398	-6.1%	-95.34%	
66	61	2030	22	\$50,689	-\$78,160	-60.7%	\$530,539	\$1,208	0.2%	\$479,850	60.9%	-100.38%	
67	62	2038	23	\$0	-\$50,689	0.0%	\$535,894	\$5,356	1.0%	\$0	0.0%	0.00%	
68	63	2039	24	\$0	\$0	0.0%	\$540,814	\$4,920	0.9%	\$0	0.0%	0.00%	
69 70	64	2040	25	\$0 \$0	\$0 \$0	0.0%	\$545,576	\$4,762	0.9%	\$0 \$0	0.0%	0.00%	
70	66	2041	20	\$0 \$0	\$0 \$0	0.0%	\$561.765	\$7.973	1.4%	\$0 \$0	0.0%	0.00%	
72	67	2043	28	\$0	\$0	0.0%	\$569,469	\$7,703	1.4%	\$0	0.0%	0.00%	
73	68	2044	29	\$0	\$0	0.0%	\$576,876	\$7,407	1.3%	\$0	0.0%	0.00%	
74	69	2045	30	\$0	\$0	0.0%	\$583,734	\$6,858	1.2%	\$0	0.0%	0.00%	
75	70	2046	31	50 50	50 50	0.0%	\$590,107	\$6,374 \$6,007	1.1%	50 50	0.0%	0.00%	
77	72	2047	33	\$0	\$0	0.0%	\$601,724	\$5,610	0.9%	\$0	0.0%	0.00%	
78	73	2049	34	\$0	\$0	0.0%	\$606,905	\$5,180	0.9%	\$0	0.0%	0.00%	
79	74	2050	35	\$0	\$0	0.0%	\$611,620	\$4,716	0.8%	\$0	0.0%	0.00%	
80	75	2051	36 37	50 50	50 50	0.0%	\$615,834	\$4,214 \$3,671	0.7%	50 50	0.0%	0.00%	
82	77	2052	38	\$0	\$0	0.0%	\$622,591	\$3,086	0.5%	\$0	0.0%	0.00%	
83	78	2054	39	\$0	\$0	0.0%	\$625,045	\$2,454	0.4%	\$0	0.0%	0.00%	
84	79	2055	40	\$0	\$0	0.0%	\$626,817	\$1,773	0.3%	\$0	0.0%	0.00%	
85 86	80 81	2056	41 42	50 50	50 50	0.0%	\$627,855 \$628,101	\$1,038	0.2%	50 50	0.0%	0.00%	
87	82	2058	43	\$0	\$0	0.0%	\$627,494	-\$607	-0.1%	\$0	0.0%	0.00%	
88	83	2059	44	\$0	\$0	0.0%	\$625,968	-\$1,526	-0.2%	\$0	0.0%	0.00%	
89	84	2060	45	\$0	\$0	0.0%	\$623,452	-\$2,515	-0.4%	\$0	0.0%	0.00%	
90	85	2061	46	\$0 \$0	\$0 \$0	0.0%	\$619,872 \$615,146	-\$3,580	-0.6%	\$0 \$0	0.0%	0.00%	
91	80	2062	47	\$0 \$0	\$0 \$0	0.0%	\$609.187	-\$4,720	-0.8%	\$0 \$0	0.0%	0.00%	
93	88	2064	49	\$0	\$0	0.0%	\$601,903	-\$7,284	-1.2%	\$0	0.0%	0.00%	
94	89	2065	50	\$0	\$0	0.0%	\$593,193	-\$8,709	-1.4%	\$0	0.0%	0.00%	
95	90	2066	51	\$0 \$0	\$0 \$0	0.0%	\$582,953	-\$10,240	-1.7%	\$0 \$0	0.0%	0.00%	
96 97	91	2067	52	50 50	50 50	0.0%	\$577.418	-\$11,885	-2.0%	\$0 \$0	0.0%	0.00%	
98	93	2069	54	\$0	\$0	0.0%	\$541,874	-\$15,545	-2.8%	\$0	0.0%	0.00%	
99	94	2070	55	\$0	\$0	0.0%	\$524,297	-\$17,576	-3.2%	\$0	0.0%	0.00%	
100	95	2071	56	\$0	\$0	0.0%	\$504,544	-\$19,753	-3.8%	\$0	0.0%	0.00%	
101	96 97	2072	57 58										
102	98	2073	59										
104	99	2075	60										
105	100	2076	61										









				Accumulation	Period Draw-d	lown Statistics	Distribution Period Draw-down Statistics			Draw-down Statistics for All Years			
					Current	Proposed		Current	Proposed		Current	Proposed	
				Average:	2.1%	6.4%	Average:	-0.2%	1.4%	Average:	0.4%	2.7%	
				Maximum:	-11.7%	-1.7%	Maximum:	-12.8%	-1.7%	Maximum:	-12.8%	-1.7%	
				Minimum	8 10%	11.6%	Minimum:	4.6%	2 9%	Minimum:	8 1%	11.6%	
					8.476	11.076	Minimum.	4.076	2.970	Minimum.	0.470	11.076	
				Standard Deviation:	5.5%	3.3%	Standard Deviation:	3.4%	1.4%	Standard Deviation:	4.1%	3.0%	
				Duration in Years:	15	15	Duration in Years:	41	41	Duration in Years:	0	0	
					Current	Proposed		Current	Proposed		Current	Proposed	
				Total Income Paid:	\$825,008	\$3,620,537	Total Taxes Paid:	\$789,666	\$859,830	Total Contributions:	\$2,710	\$2,595	
John's Age	Mary's Age	Year	Year Number	End of Year Value of All Current Non- Qualified Assets	Annual Dollar Amount Change	End of Year Annual Percentage Change in All Current Non- Qualified Assets	End of Year Value of All Proposed Non-Qualified Assets	Annual Dollar Amount Change	End of Year Annual Percentage Change in All Proposed Non- Qualified Assets	Difference Between Current and Proposed Asset Values (Positive numbers mean Proposed is worth more than Current)	Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)	Percentage Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)	
45	40	2016	1	\$475,210 \$494.093	\$15,210	3.2%	\$495,072 \$525,831	\$35,072	7.1%	\$19,862	3.9%	121.33%	
40	41	2017	3	\$508,321	\$14,228	2.9%	\$550,884	\$25,053	4.8%	\$42,563	1.9%	65.45%	
48	43	2019	4	\$524,308	\$15,987	3.1%	\$578,927	\$28,043	5.1%	\$54,619	1.9%	61.86%	
49	44	2020	5	\$526,975	\$2,666	0.5%	\$587,538	\$8,611	1.5%	\$60,564	1.0%	192.48%	
50	45	2021	6	\$571,293 \$613.787	\$44,319 \$42,493	8.4% 7.4%	\$655,433 \$724,492	\$67,895	11.6%	\$84,140	3.1%	37.40%	
52	40	2022	8	\$640,127	\$26,340	4.3%	\$774,004	\$49,512	6.8%	\$133,877	2.5%	59.25%	
53	48	2024	9	\$667,513	\$27,386	4.3%	\$826,947	\$52,943	6.8%	\$159,433	2.6%	59.88%	
54	49	2025	10	\$694,413	\$26,900	4.0%	\$882,848	\$55,902	6.8%	\$188,435	2.7%	67.75%	
56	51	2020	11	\$761,541	\$39,824	5.5%	\$1,028,491	\$84,926	9.0%	\$266,950	3.5%	63.11%	
57	52	2028	13	\$767,463	\$5,922	0.8%	\$1,103,132	\$74,641	7.3%	\$335,668	6.5%	833.20%	
58	53	2029	14	\$697,410	-\$70,054	-9.1%	\$1,184,949	\$81,817	7.4%	\$487,539	16.5%	-181.25%	
59 60	54	2030	15	\$615,464	-\$81,945	-11.7%	\$1,164,428	-\$20,521	-1.7%	\$548,964	10.0%	-85.26%	
61	56	2031	10	\$494,771	-\$61,286	-9.7%	\$1,130,071	-\$15,189	-1.5%	\$635,300	9.4%	-80.49%	
62	57	2033	18	\$431,642	-\$63,129	-12.8%	\$1,118,553	-\$11,518	-1.0%	\$686,911	11.7%	-92.01%	
63	58	2034	19	\$406,274	-\$25,369	-5.9%	\$1,114,341	-\$4,212	-0.4%	\$708,067	5.5%	-93.59%	
64	59	2035	20	\$425,156 \$428,363	\$18,882	4.6%	\$1,138,867	\$24,526 \$24,402	2.2%	\$713,711 \$734.906	-2.4%	-52.64%	
66	61	2037	22	\$431,602	\$3,239	0.8%	\$1,187,249	\$23,980	2.1%	\$755,647	1.3%	172.61%	
67	62	2038	23	\$434,874	\$3,272	0.8%	\$1,217,868	\$30,619	2.6%	\$782,994	1.8%	240.23%	
68 69	63 64	2039	24	\$438,178	\$3,304	0.8%	\$1,248,504	\$30,636	2.5%	\$810,326	1.8%	231.07%	
70	65	2040	25	\$444,886	\$3,371	0.8%	\$1,316,798	\$37,241	2.9%	\$871,912	2.1%	281.23%	
71	66	2042	27	\$448,290	\$3,404	0.8%	\$1,354,536	\$37,738	2.9%	\$906,246	2.1%	274.51%	
72	67	2043	28	\$451,729	\$3,438	0.8%	\$1,392,715	\$38,179	2.8%	\$940,986	2.1%	267.47%	
73	68 69	2044	29 30	\$455,202 \$458,709	\$3,473	0.8%	\$1,431,270 \$1.469.738	\$38,555 \$38,469	2.8%	\$976,068	2.0%	260.08%	
75	70	2046	31	\$462,252	\$3,543	0.8%	\$1,508,185	\$38,446	2.6%	\$1,045,933	1.8%	238.71%	
76	71	2047	32	\$465,830	\$3,578	0.8%	\$1,546,775	\$38,590	2.6%	\$1,080,945	1.8%	230.56%	
77	72	2048	33	\$469,444	\$3,614	0.8%	\$1,585,416	\$38,641	2.5%	\$1,115,972	1.7%	222.02%	
79	74	2049	35	\$476,781	\$3,687	0.8%	\$1,662,431	\$38,425	2.4%	\$1,185,650	1.6%	203.64%	
80	75	2051	36	\$480,504	\$3,723	0.8%	\$1,700,564	\$38,133	2.3%	\$1,220,060	1.5%	193.72%	
81	76	2052	37	\$484,265	\$3,761	0.8%	\$1,738,265	\$37,701	2.2%	\$1,254,001	1.4%	183.27%	
82	78	2053	38 39	\$488,063 \$491,899	\$3,798 \$3,836	0.8%	\$1,775,381 \$1,811,739	\$37,115 \$36,358	2.1%	\$1,287,318 \$1,319,840	1.4%	1/2.23%	
84	79	2055	40	\$495,774	\$3,875	0.8%	\$1,847,152	\$35,413	2.0%	\$1,351,378	1.2%	148.15%	
85	80	2056	41	\$499,687	\$3,913	0.8%	\$1,881,413	\$34,261	1.9%	\$1,381,727	1.1%	134.99%	
86 87	81	2057	42	\$503,639	\$3,952	0.8%	\$1,914,296	\$32,882	1.7%	\$1,410,656	1.0%	120.96%	
88	83	2058	43	\$511,663	\$4,032	0.8%	\$1,974,900	\$29,351	1.5%	\$1,463,237	0.7%	89.94%	
89	84	2060	45	\$515,735	\$4,072	0.8%	\$2,002,048	\$27,148	1.4%	\$1,486,313	0.6%	72.72%	
90	85	2061	46	\$519,848	\$4,113	0.8%	\$2,026,664	\$24,616	1.2%	\$1,506,816	0.4%	54.18%	
91	86 87	2062	47	\$524,002 \$528,198	\$4,154 \$4,196	0.8%	\$2,048,389 \$2,066,829	\$21,725 \$18.440	1.1%	\$1,524,387 \$1,538,631	0.3%	34.15% 12.43%	
93	88	2064	49	\$532,436	\$4,238	0.8%	\$2,081,554	\$14,725	0.7%	\$1,549,119	-0.1%	-11.19%	
94	89	2065	50	\$536,716	\$4,280	0.8%	\$2,092,095	\$10,541	0.5%	\$1,555,379	-0.3%	-37.01%	
95	90	2066	51	\$541,038	\$4,323	0.8%	\$2,097,938	\$5,843	0.3%	\$1,556,900	-0.5%	-65.32%	
96 97	91	2067	52	\$545,404 \$549,814	\$4,366 \$4,410	0.8%	\$2,098,523 \$2,093,240	\$585	0.0%	\$1,553,119 \$1,543,426	-0.8%	-96.54%	
98	93	2069	54	\$554,268	\$4,454	0.8%	\$2,081,422	-\$11,818	-0.6%	\$1,527,154	-1.4%	-169.70%	
99	94	2070	55	\$558,766	\$4,498	0.8%	\$2,062,342	-\$19,080	-0.9%	\$1,503,576	-1.7%	-212.95%	
100	95	2071	56	\$563,309	\$4,543	0.8%	\$2,035,208	-\$27,134	-1.3%	\$1,471,899	-2.1%	-261.81%	
101	96	2072	57							e 0	wright 1007 - 2016 T1-	formonau com All D	

John's Age	Mary's Age	Year	Year Number
45	40	2016	1
46	41	2017	2
47	42	2018	3
48	43	2010	4
40	43	2019	5
49	44	2020	3
50	43	2021	0
51	40	2022	/
52	47	2025	8
53	48	2024	9
54	49	2025	10
55	50	2026	11
56	51	2027	12
57	52	2028	13
58	53	2029	14
59	54	2030	15
60	55	2031	16
61	56	2032	17
62	57	2033	18
63	58	2034	19
64	59	2035	20
65	60	2036	21
66	61	2037	22
67	62	2038	23
68	63	2039	24
69	64	2040	25
70	65	2041	26
71	66	2042	27
72	67	2043	28
73	68	2044	29
74	69	2045	30
75	70	2046	31
76	71	2047	32
77	72	2048	33
78	73	2049	34
79	74	2050	35
80	75	2051	36
81	76	2052	37
82	77	2053	38
83	78	2055	30
84	70	2055	40
85	80	2055	40
86	81	2050	42
87	82	2058	42
89	82	2050	43
80	84	2055	45
00	85	2000	45
90	86	2001	40
91	87	2002	47
92	87	2005	40
93	80	2004	49
94	00	2005	51
95	90	2000	52
90	02	2007	52
09	92	2008	55
90	95	2009	54
99	94	2070	55









	Accumulation	Period Draw-d	lown Statistics	Distribution	Period Draw-de	own Statistics	Draw-dov	Draw-down Statistics for All Years		
		Current	Proposed		Current	Proposed		Current	Proposed	
	Average:	4.6%	6.1%	Average:	0.9%	1.0%	Average:	1.9%	2.4%	
	Maximum:	0.1%	1.0%	Maximum:	0.4%	-0.7%	Maximum:	0.1%	-0.7%	
	Minimum:	6.3%	10.0%	Minimum:	4.6%	2.6%	Minimum:	6.3%	10.0%	
	Standard Deviation:	1.8%	2.3%	Standard Deviation:	0.6%	0.7%	Standard Deviation:	2.0%	2.6%	
	Duration in Years:	15	15	Duration in Years:	41	41	Duration in Years:	0	0	
								-	-	
		Current	Proposed		Current	Proposed		Current	Proposed	
	Total Income Paid:	\$686,709	\$1,230,925	Total Taxes Paid:	\$753,287	\$745,501	Total Contributions:	\$2,710	\$2,595	
	End of Year Value of All Current Non- Qualified, Non- Jointly-Held Assets	Annual Dollar Amount Change	End of Year Annual Percentage Change in All Current Non- Qualified, Non- Jointly-Held Assets	End of Year Value of All Proposed Non-Qualified, Non- Jointly-Held Assets	Annual Dollar Amount Change	End of Year Annual Percentage Change in All Proposed Non- Qualified, Non- Jointly-Held Assets	Difference Between Current and Proposed Asset Values (Positive numbers mean Proposed is worth more than Current)	Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)	Percentage Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)	
	\$210,010 \$220,842	\$10,010 \$10,832	4.8%	\$214,272 \$227,181	\$14,272 \$12,909	6.7% 6.0%	\$4,262 \$6 340	1.9%	39.74% 16.81%	
	\$231,710	\$10,869	4.9%	\$238,260	\$11,079	4.9%	\$6,550	0.0%	-0.91%	
	\$243,262	\$11,552	5.0%	\$250,404	\$12,144	5.1%	\$7,142	0.1%	2.23%	
	\$253,794	\$10,531	4.3%	\$256,135	\$5,731	2.3%	\$2,341	-2.0%	-47.14%	
	\$286,513	\$16,660	6.2%	\$307,676	\$25,991	9.2%	\$21,163	3.1%	49.46%	
	\$301,816	\$15,302	5.3%	\$327,196	\$19,520	6.3%	\$25,381	1.0%	18.79%	
	\$317,970	\$16,154	5.4%	\$347,895	\$20,699	6.3%	\$29,925	1.0%	18.19%	
	\$334,788	\$16,818 \$17,635	5.3%	\$369,605 \$302,034	\$21,710 \$23,328	6.2%	\$34,818	1.0%	17.99%	
	\$372,868	\$20,446	5.8%	\$424,330	\$31,397	8.0%	\$51,462	2.2%	37.73%	
	\$388,538	\$15,670	4.2%	\$452,282	\$27,951	6.6%	\$63,743	2.4%	56.74%	
	\$391,496	\$2,957	0.8%	\$482,589	\$30,308	6.7%	\$91,094	5.9%	780.46%	
	\$392,007	\$511	0.1%	\$487,306	\$4,717	1.0%	\$95,300	0.8%	648.86%	
	\$395,967	\$3,960 \$3,054	0.8%	\$493,954 \$500 864	\$6,648 \$6,910	1.4%	\$97,987 \$101.844	0.4%	35.03% 81.40%	
	\$400,547	\$1,526	0.4%	\$510,907	\$10,043	2.0%	\$110,360	1.6%	424.22%	
	\$406,274	\$5,727	1.4%	\$523,966	\$13,059	2.6%	\$117,692	1.1%	78.77%	
	\$425,156	\$18,882	4.6%	\$530,728	\$6,762	1.3%	\$105,573	-3.4%	-72.23%	
	\$428,363	\$3,207	0.8%	\$537,383	\$6,655	1.3%	\$109,020	0.5%	66.22%	
	\$434,874	\$3,272	0.8%	\$552,091	\$8,241	1.5%	\$117,218	0.4%	99.92%	
	\$438,178	\$3,304	0.8%	\$560,240	\$8,149	1.5%	\$122,062	0.7%	94.26%	
	\$441,515	\$3,337	0.8%	\$568,408	\$8,167	1.5%	\$126,893	0.7%	91.41%	
	\$444,886	\$3,371	0.8%	\$578,149	\$9,742	1.7%	\$133,263	1.0%	124.49%	
	\$451.729	\$3.438	0.8%	\$597.650	\$9,748	1.7%	\$145.921	0.9%	116.18%	
	\$455,202	\$3,473	0.8%	\$607,377	\$9,727	1.6%	\$152,175	0.9%	111.69%	
	\$458,709	\$3,508	0.8%	\$616,962	\$9,585	1.6%	\$158,252	0.8%	104.80%	
	\$462,252	\$3,543	0.8%	\$626,425	\$9,464	1.5%	\$164,173	0.8%	98.61%	
	\$469.444	\$3,614	0.8%	\$645.105	\$9,388	1.5%	\$175.661	0.7%	88.36%	
	\$473,094	\$3,650	0.8%	\$654,276	\$9,171	1.4%	\$181,182	0.6%	82.85%	
	\$476,781	\$3,687	0.8%	\$663,302	\$9,027	1.4%	\$186,522	0.6%	77.05%	
	\$480,504	\$3,723	0.8%	\$672,157	\$8,855	1.3%	\$191,653	0.6%	70.95%	
	\$488.063	\$3 798	0.8%	\$689.235	\$8 423	1.3%	\$201 172	0.5%	57 74%	
	\$491,899	\$3,836	0.8%	\$697,392	\$8,157	1.2%	\$205,493	0.4%	50.57%	
	\$495,774	\$3,875	0.8%	\$705,247	\$7,855	1.1%	\$209,473	0.3%	43.00%	
	\$499,687	\$3,913	0.8%	\$712,761	\$7,514	1.1%	\$213,074	0.3%	34.97%	
	\$507,631	\$3,952 \$3,992	0.8%	\$726 591	\$6,700	0.9%	\$216,251 \$218,960	0.2%	26.46%	
	\$511,663	\$4,032	0.8%	\$732,812	\$6,222	0.9%	\$221,149	0.1%	7.81%	
	\$515,735	\$4,072	0.8%	\$738,502	\$5,690	0.8%	\$222,767	0.0%	-2.44%	
	\$519,848	\$4,113	0.8%	\$743,603	\$5,101	0.7%	\$223,755	-0.1%	-13.39%	
	\$524,002 \$528,198	\$4,154 \$4,196	0.8%	\$748,054	\$4,451 \$3,734	0.6%	\$224,051 \$223,590	-0.2%	-25.10%	
	\$532,436	\$4,238	0.8%	\$754,735	\$2,947	0.4%	\$222,300	-0.4%	-51.14%	
	\$536,716	\$4,280	0.8%	\$756,819	\$2,084	0.3%	\$220,103	-0.5%	-65.66%	
	\$541,038	\$4,323	0.8%	\$757,957	\$1,138	0.2%	\$216,919	-0.7%	-81.33%	
	\$545,404	\$4,366	0.8%	\$758,062	\$105	0.0%	\$212,658	-0.8%	-98.28%	
	\$554 268	\$4,410	0.8%	\$754 788	-\$1,023	-0.1%	\$207,226	-0.9%	-110.08%	
	\$558,766	\$4,498	0.8%	\$751,201	-\$3,588	-0.5%	\$192,435	-1.3%	-158.57%	
	\$563,309	\$4,543	0.8%	\$746,161	-\$5,040	-0.7%	\$182,852	-1.5%	-182.51%	

John's Age	Mary's Age	Year	Year Number		
45	40	2016	1		
46	41	2017	2		
47	42	2018	3		
48	43	2019	5		
50	45	2021	6		
51	46	2022	7		
52	47	2023	8		
53	48	2024	9		
54	49	2025	10		
56	51	2020	12		
57	52	2027	12		
58	53	2029	14		
59	54	2030	15		
60	55	2031	16		
61	56	2032	17		
62	57	2033	18		
64	59	2034	20		
65	60	2036	21		
66	61	2037	22		
67	62	2038	23		
68	63	2039	24		
69	64	2040	25		
70	65	2041	26		
72	67	2042	28		
73	68	2044	29		
74	69	2045	30		
75	70	2046	31		
76	71	2047	32		
77	72	2048	33		
78	73	2049	35		
80	75	2051	36		
81	76	2052	37		
82	77	2053	38		
83	78	2054	39		
84	79	2055	40		
86	81	2050	42		
87	82	2058	43		
88	83	2059	44		
89	84	2060	45		
90	85	2061	46		
91	80 87	2062	4/		
93	88	2063	49		
94	89	2065	50		
95	90	2066	51		
96	91	2067	52		
97	92	2068	53		
90	95	2009	55		
100	95	2071	56		
101	96	2072	57		



	Accumulation	Period Draw-d	lown Statistics	Distribution Period Draw-down Statistics		Draw-dov	Draw-down Statistics for All Years			
		Current	Proposed		Current	Proposed		Current	Proposed	
	Average:	-0.5%	6.6%	Average:	-3.3%	1.6%	Average:	-2.6%	2.9%	
	Maximum:	-27.0%	-3.6%	Maximum:	-67.5%	-4.0%	Maximum:	-67.5%	-4.0%	
	Minimum:	10.3%	12.8%	Minimum:	0.0%	3.9%	Minimum:	10.3%	12.8%	
	Standard Deviation:	9.9%	4.0%	Standard Deviation:	12.8%	2.2%	Standard Deviation:	12.1%	3.5%	
	Duration in Years:	15	15	Duration in Years:	41	41	Duration in Years:	0	0	
		Current	Proposed		Current	Proposed		Current	Proposed	
	Total Income Paid:	\$191,466	\$2,389,612	Total Taxes Paid:	\$36,379	\$114,328	Total Contributions:	\$0	\$0	
Year Number	End of Year Value of All Current Jointly-Held Assets	Annual Dollar Amount Change	End of Year Annual Percentage Change in All Current Jointly- Held Assets	End of Year Value of All Proposed Jointly-Held Assets	Annual Dollar Amount Change	End of Year Annual Percentage Change in All Proposed Jointly- Held Assets	Difference Between Current and Proposed Asset Values (Positive numbers mean Proposed is worth more than Current)	Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)	Percentage Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)	
1	\$265,200 \$273,252	\$5,200 \$8.052	2.0%	\$280,800 \$298,650	\$20,800 \$17,850	7.4% 6.4%	\$15,600 \$25,398	5.4%	277.78%	
3	\$276,611	\$3,360	1.2%	\$312,624	\$13,974	4.7%	\$36,013	3.4%	280.58%	
4	\$281,046	\$4,435	1.6%	\$328,523	\$15,899	5.1%	\$47,477	3.5%	217.23%	
5	\$273,181 \$301.440	-\$7,865 \$28,259	-2.8%	\$331,404 \$373,748	\$2,880 \$42,344	0.9%	\$58,223 \$72,308	3.7%	-131.33%	
7	\$327,273	\$25,834	8.6%	\$416,816	\$43,068	11.5%	\$89,542	3.0%	34.46%	
8	\$338,311	\$11,038	3.4%	\$446,808	\$29,992	7.2%	\$108,497	3.8%	113.35%	
9	\$349,543	\$11,232	3.3%	\$479,052	\$32,244	7.2%	\$129,508	3.9%	117.36%	
10	\$359,626	\$10,082	2.9%	\$513,243 \$550.631	\$37,388	7.3%	\$155,617 \$181,337	4.5%	147.45%	
12	\$388,673	\$19,379	5.2%	\$604,160	\$53,529	9.7%	\$215,487	4.5%	85.26%	
13	\$378,925	-\$9,748	-2.5%	\$650,850	\$46,690	7.7%	\$271,925	10.2%	-408.14%	
14	\$305,914	-\$73,011	-19.3%	\$702,360	\$51,510	7.9%	\$396,446	27.2%	-141.07%	
15	\$223,458	-\$82,456	-27.0%	\$677,122	-\$25,239	-3.6%	\$453,664	23.4%	-86.67%	
17	\$95,751	-\$64,340	-40.2%	\$629.207	-\$26.078	-4.0%	\$533.456	36.2%	-90.10%	
18	\$31,096	-\$64,655	-67.5%	\$607,646	-\$21,561	-3.4%	\$576,551	64.1%	-94.93%	
19	\$0	-\$31,096	0.0%	\$590,375	-\$17,271	-2.8%	\$0	0.0%	0.00%	
20	\$0 60	\$0 60	0.0%	\$608,138	\$17,763	3.0%	\$0 60	0.0%	0.00%	
21	\$0 \$0	\$0 \$0	0.0%	\$643 399	\$17,747	2.9%	\$0 \$0	0.0%	0.00%	
23	\$0	\$0	0.0%	\$665,776	\$22,378	3.5%	\$0	0.0%	0.00%	
24	\$0	\$0	0.0%	\$688,264	\$22,487	3.4%	\$0	0.0%	0.00%	
25	\$0	\$0	0.0%	\$711,149	\$22,885	3.3%	\$0	0.0%	0.00%	
26	\$0 \$0	\$0 \$0	0.0%	\$738,649 \$766,634	\$27,500 \$27,986	3.9%	\$0 \$0	0.0%	0.00%	
28	\$0	\$0	0.0%	\$795,065	\$28,431	3.7%	\$0	0.0%	0.00%	
29	\$0	\$0	0.0%	\$823,893	\$28,828	3.6%	\$0	0.0%	0.00%	
30	\$0	\$0	0.0%	\$852,777	\$28,884	3.5%	\$0	0.0%	0.00%	
31	\$0 \$0	\$0 \$0	0.0%	\$881,759	\$28,983	3.4%	\$0 \$0	0.0%	0.00%	
33	\$0	\$0	0.0%	\$940,311	\$29,350	3.2%	\$0	0.0%	0.00%	
34	\$0	\$0	0.0%	\$969,730	\$29,419	3.1%	\$0	0.0%	0.00%	
35	\$0	\$0	0.0%	\$999,129	\$29,398	3.0%	\$0	0.0%	0.00%	
36 37	\$0 \$0	\$0 \$0	0.0%	\$1,028,407 \$1,057,453	\$29,278	2.9%	\$0 \$0	0.0%	0.00%	
38	\$0	\$0	0.0%	\$1,086,146	\$28,692	2.7%	\$0	0.0%	0.00%	
39	\$0	\$0	0.0%	\$1,114,347	\$28,201	2.6%	\$0	0.0%	0.00%	
40	\$0	\$0	0.0%	\$1,141,905	\$27,558	2.5%	\$0	0.0%	0.00%	
41	\$0 \$0	\$0 \$0	0.0%	\$1,168,653	\$26,748	2.3%	\$0 \$0	0.0%	0.00%	
43	\$0	\$0	0.0%	\$1,218,958	\$24,553	2.1%	\$0	0.0%	0.00%	
44	\$0	\$0	0.0%	\$1,242,088	\$23,129	1.9%	\$0	0.0%	0.00%	
45	\$0	\$0	0.0%	\$1,263,546	\$21,458	1.7%	\$0	0.0%	0.00%	
46	\$0 \$0	\$0 \$0	0.0%	\$1,283,061	\$19,515	1.5%	\$0 \$0	0.0%	0.00%	
47	\$0	\$0	0.0%	\$1,300,335	\$17,274	1.3%	\$0	0.0%	0.00%	
49	\$0	\$0	0.0%	\$1,326,819	\$11,778	0.9%	\$0	0.0%	0.00%	
50	\$0	\$0	0.0%	\$1,335,276	\$8,457	0.6%	\$0	0.0%	0.00%	
51	\$0	\$0 \$0	0.0%	\$1,339,981	\$4,705	0.4%	\$0 \$0	0.0%	0.00%	
52	50	50 \$0	0.0%	\$1,340,461 \$1,336,200	\$480 -\$4.261	-0.3%	\$0 \$0	0.0%	0.00%	
54	\$0	\$0	0.0%	\$1,326,633	-\$9,567	-0.7%	\$0	0.0%	0.00%	
55	\$0	\$0	0.0%	\$1,311,141	-\$15,492	-1.2%	\$0	0.0%	0.00%	
56 57	\$0	\$0	0.0%	\$1,289,047	-\$22,094	-1.7%	\$0	0.0%	0.00%	
37										



	Accumulation		own Statistics	Distribution	Period Draw-de	own Statistics	Draw-down Statistics for All Years		
		Current	Proposed		Current	Proposed		Current	Proposed
	Average:	3.0%	7.0%	Average:	-1.0%	1.0%	Average:	0.0%	2.6%
	Maximum:	-15.6%	-1.1%	Maximum:	-13.4%	-1.8%	Maximum:	-15.6%	-1.8%
	Minimum:	10.9%	12.2%	Minimum:	5.2%	2.5%	Minimum:	10.9%	12.2%
	Standard Deviation:	7.2%	3.2%	Standard Deviation:	4.5%	1.2%	Standard Deviation:	5.6%	3.3%
	Duration in Years:	15	15	Duration in Years:	41	41	Duration in Years:	0	0
								_	
		Current	Proposed		Current	Proposed		Current	Proposed
	Total Income Paid:	\$1,199,113	\$4,851,308	Total Taxes Paid:	\$839,605	\$1,039,889	Total Contributions:	\$171,021	\$160,120
	End of Year Value of All Current Assets	Annual Dollar Amount Change	End of Year Annual Percentage Change in All Current Assets	End of Year Value of All Proposed Assets	Annual Dollar Amount Change	End of Year Annual Percentage Change in All Proposed Assets	Difference Between Current and Proposed Asset Values (Positive numbers mean Proposed is worth more than Current)	Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)	Percentage Difference Between Current and Proposed (Positive numbers mean Proposed drew down less, or grew more than, Current)
	\$632,411 \$668 391	\$29,911 \$35,980	4.7% 5.7%	\$654,961 \$701,971	\$52,461 \$47,010	8.0% 7.2%	\$22,550 \$33,581	3.3%	69.35% 26.16%
	\$697,508	\$29,118	4.4%	\$741,683	\$39,712	5.7%	\$44,175	1.3%	29.86%
	\$729,730	\$32,221	4.6%	\$785,703	\$44,020	5.9%	\$55,974	1.3%	28.48%
	\$740,111	\$10,381	1.4%	\$804,146	\$18,443	2.3%	\$64,036	0.9%	65.00%
	\$820,859	\$80,748	10.9%	\$901,977	\$97,831	12.2%	\$81,118	1.3%	11.51%
	\$952.026	\$51.978	5.8%	\$1,075,752	\$74.039	7.4%	\$123,726	1.6%	27.99%
	\$1,006,460	\$54,434	5.7%	\$1,154,741	\$78,988	7.3%	\$148,280	1.6%	28.42%
	\$1,060,543	\$54,083	5.4%	\$1,238,060	\$83,320	7.2%	\$177,517	1.8%	34.28%
	\$1,115,831	\$55,288	5.2%	\$1,328,197	\$90,136	7.3%	\$212,366	2.1%	39.66%
	\$1,195,482	\$79,651	7.1%	\$1,451,018	\$122,821	9.2%	\$255,536	2.1%	29.54%
	\$1,209,960	\$14,478	1.2%	\$1,560,542	\$109,525	7.5%	\$350,583	6.3%	523.28%
	\$1,072,641	-\$137,319	-11.3%	\$1,680,060	\$119,518	7.7%	\$607,419	19.0%	-167.48%
	\$905,699	-\$166,942	-15.6%	\$1,660,926	-\$19,134	-1.1%	\$755,227	14.4%	-92.68%
	\$823,658	-\$82,040	-9.1%	\$1,650,260	-\$10,666	-0.6%	\$826,601	8.4%	-92.91%
	\$624.511	-392,089	-11.270	\$1,055,095	=314,303 \$2.255	-0.9%	\$904,120	10.3%	-92.11%
	\$595.078	-\$39.433	-6.2%	\$1,639,653	\$7 313	-0.2 %	\$1 044 575	6.7%	-107.21%
	\$626,286	\$31,209	5.2%	\$1,666,396	\$26,743	1.6%	\$1,040,109	-3.6%	-68.90%
	\$557,211	-\$69,075	-11.0%	\$1,692,600	\$26,204	1.6%	\$1,135,388	12.6%	-114.26%
	\$482,291	-\$74,921	-13.4%	\$1,717,787	\$25,188	1.5%	\$1,235,496	14.9%	-111.07%
	\$434,874	-\$47,417	-9.8%	\$1,753,762	\$35,975	2.1%	\$1,318,888	11.9%	-121.30%
	\$438,178	\$3,304	0.8%	\$1,789,318	\$35,556	2.0%	\$1,351,140	1.3%	166.83%
	\$441,515	\$3,337	0.8%	\$1,825,133	\$35,814	2.0%	\$1,383,617	1.2%	162.80%
	\$444,886	\$3,371	0.8%	\$1,870,591	\$45,458	2.5%	\$1,425,705	1.7%	226.24%
	\$448,290	\$3,404	0.8%	\$1,916,301	\$45,711	2.4%	\$1,468,011	1.7%	219.33%
	\$451,729 \$455,202	\$3,438	0.8%	\$1,902,184	\$45,882	2.4%	\$1,510,455	1.0%	212.10%
	\$458 709	\$3 508	0.8%	\$2,053,472	\$45 327	2.3%	\$1 594 763	1.5%	192.92%
	\$462.252	\$3,543	0.8%	\$2,098.292	\$44.820	2.2%	\$1,636.040	1.4%	182.61%
	\$465,830	\$3,578	0.8%	\$2,142,889	\$44,597	2.1%	\$1,677,059	1.4%	174.58%
	\$469,444	\$3,614	0.8%	\$2,187,140	\$44,251	2.1%	\$1,717,696	1.3%	166.18%
	\$473,094	\$3,650	0.8%	\$2,230,911	\$43,770	2.0%	\$1,757,817	1.2%	157.39%
	\$476,781	\$3,687	0.8%	\$2,274,051	\$43,140	1.9%	\$1,797,271	1.2%	148.16%
	\$480,504	\$3,723	0.8%	\$2,316,398	\$42,347	1.9%	\$1,835,894	1.1%	138.45%
	\$484,265	\$3,761	0.8%	\$2,357,770	\$41,373	1.8%	\$1,873,506	1.0%	128.21%
	\$488,063	\$3,798	0.8%	\$2,397,971	\$40,201	1./%	\$1,909,908	0.9%	117.39%
	\$495 774	\$3,850	0.8%	\$2,430,783	\$37,186	1.5%	\$1,944,004	0.3%	93 74%
	\$499,687	\$3,913	0.8%	\$2,509,268	\$35,299	1.4%	\$2,009,581	0.6%	80.76%
	\$503,639	\$3,952	0.8%	\$2,542,397	\$33,128	1.3%	\$2,038,757	0.5%	66.91%
	\$507,631	\$3,992	0.8%	\$2,573,043	\$30,646	1.2%	\$2,065,412	0.4%	52.08%
	\$511,663	\$4,032	0.8%	\$2,600,868	\$27,825	1.1%	\$2,089,205	0.3%	36.15%
	\$515,735	\$4,072	0.8%	\$2,625,500	\$24,633	0.9%	\$2,109,765	0.2%	19.00%
	\$519,848	\$4,113	0.8%	\$2,646,536	\$21,036	0.8%	\$2,126,688	0.0%	0.47%
	\$524,002	\$4,154	0.8%	\$2,663,535	\$16,999	0.6%	\$2,139,533	-0.2%	-19.62%
	\$528,198	\$4,196	0.8%	\$2,676,016	\$12,481	0.5%	\$2,147,818	-0.3%	-41.48%
	\$532,436	\$4,238	0.8%	\$2,083,457	\$7,441	0.3%	\$2,151,021	-0.5%	-05.34%
	\$550,710	\$4,280	0.8%	\$2,085,288	-\$4 397	-0.2%	\$2,148,575	-0.7%	-91.31%
	\$545 404	\$4,366	0.8%	\$2,669 591	-\$11 299	-0.4%	\$2,124 187	-1.2%	-152.23%
	\$549.814	\$4,410	0.8%	\$2,650.658	-\$18.933	-0.7%	\$2,100.844	-1.5%	-187.72%
	\$554,268	\$4,454	0.8%	\$2,623,295	-\$27,363	-1.0%	\$2,069,028	-1.8%	-227.44%
	\$558,766	\$4,498	0.8%	\$2,586,639	-\$36,656	-1.4%	\$2,027,874	-2.2%	-272.18%
	\$563,309	\$4,543	0.8%	\$2,539,752	-\$46,887	-1.8%	\$1,976,443	-2.6%	-322.94%

John's Age	Mary's Age	Year	Year Number
45	40	2016	1
46	41	2017	2
47	42	2018	3
48	45	2019	4
50	44	2020	6
51	46	2021	7
52	47	2023	8
53	48	2024	9
54	49	2025	10
55	50	2026	11
56	51	2027	12
57	52	2028	13
58 59	53	2029	14
60	55	2030	16
61	56	2032	17
62	57	2033	18
63	58	2034	19
64	59	2035	20
65	60	2036	21
66	61	2037	22
67	62	2038	23
69	64	2039	24
70	65	2041	26
71	66	2042	27
72	67	2043	28
73	68	2044	29
74	69	2045	30
/5 76	70	2046	31
70	72	2047	33
78	73	2049	34
79	74	2050	35
80	75	2051	36
81	76	2052	37
82	77	2053	38
83	78	2054	39
85	80	2055	40
86	81	2050	42
87	82	2058	43
88	83	2059	44
89	84	2060	45
90	85	2061	46
91	86	2062	47
92	8/	2063	48
94	89	2065	50
95	90	2066	51
96	91	2067	52
97	92	2068	53
98	93	2069	54
99	94	2070	55
100	95	2071	56
101	96	2072	57

## **ASSET ALLOCATION REPORT TUTORIAL**

**REAL WORLD PERSONAL FINANCE SOFTWARE** 

(503) 309-1369 <a href="mailto:support@toolsformoney.com"><u>http://www.toolsformoney.com/</u></a>

## **OVERVIEW OF OUR INVESTMENT MANAGEMENT PROCESS**

This text is to help you understand the overall concepts, and technical details, of the reports that follow. It starts with basic concepts of how we manage your money.

The first and most important step in the financial planning and investment management process is Discovery. This is where our questionnaires asked you various multiple-choice, fill-in-the-blank, and essay questions. It's also called Fact Finding or data collection.

Your answers help us determine your investment risk temperament and tolerance, goals, time frames, cash flows in and out of the portfolio, and what you have to work with. It's also where you'll put into writing what it is you want us to do for you. This data helps us formulate investment policy that best fits your needs and objectives. This is then formally summarized in the Investment Policy Statement that follows.

Once these two preparatory phases are completed (Discovery & IPS creation), we can start to manage your assets, and use financial planning software to help forecast your future.

Forecasting your future (cash flow projections, net worth projections, life insurance needs, retirement planning, and college funding) is a different topic, and is discussed in detail in other parts of your financial plan.

## ABOUT THE THREE WAYS TO MANAGE MONEY

The third phase of investment management is deciding how to manage your investments. Since there are only three ways to go, it's critical to first understand the advantages and disadvantages of each. The only three ways money can be managed are:

1) Market Timing: Whenever one makes an investment decision based on a forecast of a market, asset class, or security going up or down, then market timing is being utilized.

2) Security Selection: This is deciding which security to buy or sell compared to others of the same type. For example, deciding whether to buy a bond or a growth stock would be an asset allocation or market timing decision. Deciding whether to buy AMD or Intel would be a security selection decision. This is because both stocks are in the same asset class. Stock and ETF picking are the most common forms of security selection.

3) Asset Allocation: This is the art and science of how money gets divided up between different asset classes to lower risk and increase returns. This is also known as optimizing an investment portfolio, making it more efficient.

Asset allocation is just investment jargon that means how the money in your portfolio gets divided up between the different asset classes. An asset class distinguishes one type of investment from another. Asset classes are how different types of investments are categorized to distinguish them from one another. For example, CDs, bonds, stocks, gold, and real estate are different in terms of risk, reward, taxation, and income generation.

Most investments can be categorized into one of four major asset classes: stocks, bonds, tangibles (things you can touch), and cash. There are dozens of asset classes in the U.S., and most also have a mirror-image in the overseas markets. We may use up to a couple dozen, depending on various circumstances.

Every investment decision uses either one, or a combination, of these three methods. Also, all three methods can be used simultaneously in making one investment decision.

Out of the three ways to make investment decisions, we focus on mainly one - asset allocation. Now for a little more on the other two methods, and why we don't use them.

## SECURITY SELECTION (STOCK AND/OR ETF PICKING)

Security selection is deciding which investment to purchase, or sell, compared to others of the same type (or within the same asset class).

We practice a little bit of security selection by using Morningstar database software to screen mutual funds (and things like ETFs and variable annuity subaccounts when needed). This is the initial phase of the screening process because we feel mutual funds that are highly ranked in their category over several time frames, peer group, and asset class tend to remain highly-ranked long enough to be useful.

We look for mutual funds that rank in the top 20% (this number varies for each asset class) in various time frames. If a fund ranks in the top quartile of their peer group in most of these time frames, then it is a candidate for further screening, which may include calling the fund manager. We perform this screening for all of the asset classes we use except for cash (money market).

We're looking mostly at total return numbers at this phase. We don't care much about the risk of each asset class at the individual fund level because these risks are mostly diversified away during the asset allocation process. In fact, for some asset classes, we want to see funds that are the most risky (highest Beta numbers) in their asset class.

Small-cap funds, for example, should have very high Betas – the higher the better. When the markets go up – this asset class should roar ahead much more than the S&P 500. When the S&P 500 goes down, we expect this asset class to go down much more than the S&P 500 too. If the mutual fund behaves in the future like it did in the past, then the gains in the good times usually will more than make up for the losses in the bad times.

When it comes to individual stock picking, most empirical studies have shown that similar common screening practices add little value. This is because:
- There are just too many stocks

- There is too little information publicly available
- All publicly available information is quickly outdated
- There is never enough time or resources to do a thorough analysis
- Things change significantly on a daily basis
- Everyone else is using essentially the same software tools, strategies, and methodologies

- The critical information needed to forecast where the stock may be headed over any time frame is just not available to the public.

The only people with the pertinent information needed to forecast the critical variables on where a stock may be headed (earnings, growth rates, etc.) are "insiders." Some examples of insiders are the corporate executives, other key employees, their investment bankers, lawyers, accountants, etc. These insiders are prohibited by law, and from corporate policy, from disseminating this information to the public. Most are not even allowed to trade on this information themselves.

The bottom line is that the only people that actually know how the company is doing on a daily basis, and therefore where the stock is going, are people who are not allowed to do anything about it (by trading the stock), nor tell anyone.

Because of these problems, the bottom line is that the vast majority of stock pickers lag the market (or their proper benchmark index) over time. In light of this, other than screening mutual funds that hold dozens of stocks, we believe the practice of security selection is not appropriate for most of our clients.

We leave stock picking and market timing up to the mutual fund managers, because they have the resources to specialize in picking stocks of a single asset class. We feel this is the only way to get decent results for individual investors.

#### MARKET TIMING

Market timing is seeing where a market or security currently is, and then betting where it may be going, and when. Any time an investment decision has a time frame associated with it (this will do this by this time), market timing is being used.

If you like your adrenaline pumping all the time over investments, and realizing returns that are less than the S&P 500, then market timing and stock picking is for you. You don't hear about asset allocation in the media because it's just too boring!

The biggest reason people do this is because it's fun to play on Wall Street. Some just need their jobs to be exciting more than they need to make a stable income and realize good returns with acceptable risks for their clients. It's an exhilarating ego-boost to make a lot of money being correct on a stock bet. You feel like you've just won a sophisticated high-tech battle in an intellectual war with people that thought they were smarter and better than you. To these warriors, using mutual funds is not only too boring; it's just resigning to join the herds of plodding commoners. It's also fun to gamble in Vegas, but you know how that usually ends up. These days, most of these folks have realized this, and have given up on trading stocks, and have moved to trading exchange traded funds (ETFs). This strategy "doesn't work" either, but at least it's less risky than stock picking.

The tortoise and hare analogy fits well here - where the tortoise (asset allocation) is slow and boring, but eventually wins over the exciting fits and starts of the hare (market timing and/or stock / ETF picking).

Why can't making low-risk money be fun and exciting? In order to make exciting money using market timing or stock picking techniques, you'd need to show a net profit on four investment decisions: You need to sell something (#1 - what to sell out of assets currently held) at the right time (#2), to generate the money needed to make new purchases (#3 - what to buy) at the right time (#4).

To win at the market timing game, one needs to be correct more than 60% of the time to cover the losses caused by mistakes of the other 40%. It's not close to 50 - 50 because of the trading commissions, capital gains taxes, and other transaction costs associated with trading securities frequently.

Usually a "mistake" is made on one of these four decisions, and those losses negate gains on the correct decision(s). Mistake is in quotes because market timers rarely acknowledge their mistakes. They always have a long-winded explanation about unforeseen events, it wasn't their fault, and how they would have been right, if only it wasn't for this or that and the other. The bottom line here, is that every time they're "wrong," it is their "mistake" – on multiple levels.

Then on top of that, you'll have to subtract out all of their fees, trading costs, administrative costs, and taxes. If that weren't true, then someone would have figured out how to make market timing or stock picking work, and they would have their own daily TV show. At any given time, there is at least one "tard" with their own TV show, but if they actually maintained an investment track record, it would be unbelievably dismal (which is why they don't have one). Regardless of their record, there has to be at least one of these shows on at all times, just because there's enough "Joe-six-pack armchair investors" that will watch it, and that's all it takes for the sellers of commercials to fund it (regardless of how much it harms the investing public).

Investment markets are just the sum of millions of people reacting to random daily news by trading securities. Because nobody can predict the news, nobody can predict the future no matter what computer models they use. That's why you'll never see the same investment guru on TV for more than a few years. It's usually the one that got lucky recently. When their luck runs out, they're replaced.

This is also why media gurus are usually mutual fund managers (and are CFA Charterholders). Only large institutions like these have the resources needed to have any chance at profiting on all four trades simultaneously, and have the economies of scale to keep expenses down (plus they don't have to care about the taxes you pay).

Everyone else is just misleading by hype, and is making you lose money. This is because these gurus are selling the same securities right after making their public recommendations to buy them. This is known as the "greater fool theory."

They're basically telling you when to buy, but not when to sell. First the guru buys a ton of a stock or ETF to make it go up a lot. Then to get on TV, they make something up about how its fundamentals or charts (all meaningless technical analysis babble) indicate it's going to go up much more. Then they convince fools to buy it via TV. Then it will go up just because these fools are buying it, allowing the guru to sell

it all at much higher prices. This drives the price lower. Then all of the fools that bought it from the guru are then left "holding the bag with the bill of good inside," while the guru locked in large profits. This makes the guru's performance look spectacular, which gets them invited back to the show. This scam is perfectly legal and still happens daily!

So if you're susceptible to taking a market guru's advice because you agree with what they're saying, and it i's working great at the moment, then just wait. Most of the time, it will be around a year before their luck runs out, they've lost a lot of money, and have disappeared from the media. The point is you don't know when their lucky streak will expire.

Try to remember who the big TV financial gurus were a decade or a few years ago. How long has it been since they've been on TV? How many were either booted out of the business or went to jail for insider trading or similar infractions? How did their stock tips pan out a year after they recommended them? How many just disappeared because their dismal track record was publicized? They don't retire and go away because all of sudden they're rich enough. Their egos are much too big for that. They went away because their fans quit giving them the big easy money, or a new Bieber or Kardashian came along that gets better ratings.

They also tout stocks that their firms' have investment banking relationships with (the investment firm that brought the company's stocks and bonds to the marketplace) so they can sell their inventory to the public easier. This is where most of the money is made on Wall Street. If this doesn't sound right to you, you're right - it's not, and there are a lot of things wrong with the financial markets that will never be fixed because of big money.

Here's what to do about these situations: Write down the name of the guru, the security they recommended, and what their forecast was in terms of price movement over a certain time frame. Then write on your calendar when to review this call. When that day comes, compare what actually happened with their original call. Then you'll see that 90% of the time, they're just wrong. That should be enough to get you to just change the channel.

#### USING ASSET ALLOCATION STRATEGIES HELPS AND SAVES YOU IN MANY WAYS

• An old Wall Street adage is you have to assume more risk to realize more return. But you don't always realize more return just by assuming more risk in the real world. Most of the time, when you assume more risk, you just lose more money. Asset allocation allows more control over how much return you'll probably get in exchange for assuming more risk.

• Asset allocation is the only non-derivative technique you can use to reduce risk (lower overall portfolio volatility), increase income, and get better returns, all at the same time. It's the only one of the three ways of managing money actually that reduces risk. The other two methods of investing only greatly increase risks.

For example, if the S&P 500 goes down 20%, your diversified investment portfolio of 1,000+ stocks and bonds of all types will probably be down less than 15%. This is because you'd have less exposure to those 500 stocks when you hold other asset classes. If you're a stock / ETF picker or a market timer, then chances

are you'll be down over 25%. This is somewhat because pickers and timers mostly use stocks or ETFs in the S&P 500.

• Even though using asset allocation eliminates the need for you to time markets and pick securities, it still has to be done by someone. That's the mutual fund manager's job. They have the armies of analysts and millions invested in computers, people, and systems needed to perform these mostly futile tasks. You don't, and that's the point. If you want to compete with them, then you'll lose most of the time. Winning means realizing low risk and good returns, while not having to waste time and money trying to manage money.

• Asset allocation saves you a lot of time. Other than updating mutual funds and quarterly rebalancing, you don't have to pay much attention to investment portfolios. If you really want to minimize time, you can use index mutual funds or index ETFs, which rarely need to be monitored or updated (but still need to be rebalanced).

• Asset allocation saves you grief, worry, anxiety, stress, from losing sleep, and having to be glued to the TV or phone or computer to keep track of the markets and your holdings. There's no need to baby-sit a security, and have constant access to a phone or the Internet, to be ready to trade at all times to avoid losses. Asset allocation allows you to sleep well, take real vacations, and to turn it all off.

• Asset allocation saves you money because you don't have to pay top-dollar for all of the trading costs associated with high-turnover market timing and/or stock or ETF picking strategies. It's the mutual fund managers' job to do all of the trading. You'll still have to pay these mutual fund management fees, but they're much less than you'd pay on your own. They're able to keep their expenses down because of competition and economies of scale.

• You can still brag at parties that you were smart enough to buy something before it took off. When you hold a diverse portfolio of mutual funds comprised of many asset classes, you're bound to be holding securities of the current fad. Whatever the current hot thing is you'll most always be able to say, "I bought that before it went through the roof!"

• Asset allocation strategies are also great for diversifying and enhancing portfolio income, which is critical during retirement. Maximizing investment portfolio income greatly reduces the need to dip into principal (sell shares). Investment portfolios will last much longer if you can get the spendable income needed to pay living expenses mostly by their normal income distributions (interest, dividends, and realized capital gains).

• Asset allocation also saves advisors from getting into trading trouble. First, stocks are the #1 source of trading trouble. Trading ETFs are #2. Then there are no B or C-share classes in our mutual fund recommendations, so those compliance red flags will never be raised. There are also many times fewer trades when you buy and hold mutual funds compared to trading stocks / ETFs or timing markets. So compliance won't annoy you about excess trading (AKA churning) just to drum up more commissions.

Then as anyone with trading experience knows, there's always mistakes made, and money is lost when they can't be fixed. Asset allocation minimizes trading and its mistakes as much as possible. Fewer trades result in lower trading costs, less administrative work, fewer mistakes that need to be fixed, and less risks.

#### THE DISADVANTAGES OF ASSET ALLOCATION

You're probably going to pay a little more in taxes with asset allocation, because you're probably going to be making more income and profits. You'll also probably be realizing less tax-deductible losses.

You also won't be the life of the party when the topic is stock trading or market timing. Why? For the same reason the media only focuses on market timers and stock pickers. Because asset allocation is much too boring! There's literally nothing to talk about other than which asset class is currently up or down, and why.

You're also guaranteed not to strike it rich if a big bet pays off. If something doubles overnight, only that portion of the portfolio that was invested in that asset class will be affected. This is usually less than 10% with asset allocation. If it's a stock, then it could be less than 1% of your total portfolio's holdings.

Gambling with a large portion of money (using stocks, ETFs, margin, derivatives, etc.), and lucking out, is the one and only way to get rich quick in financial markets. Very few advisers can do this in efficient markets these days. You've been at it for years, and haven't struck it rich yet. It just gets harder every day, so why keep trying?

Because we feel two of these three major determinants of portfolio performance (security selection and market timing) are not appropriate for most investors, we focus mostly on asset allocation. We feel a finely tuned methodical asset allocation process has, by far, the most impact on determining whether or not your portfolio will help you reach your long-term financial goals.

The most famous and comprehensive asset allocation study was done by Gary P. Brinson, Brian D. Singer, and Gilbert L. Beebower in 1991. Most other findings drew the same conclusions. The bottom line is that considering everything (commissions and other transaction costs, taxes, and mistakes), over 91% of long-term portfolio performance is derived from the decisions made regarding asset allocation.

Results reflect this infamous study.\* It concludes that 91.5% of investment performance returns stem from the asset allocation decision, and not the security selection or market timing decisions. In English - The behavior of asset classes, and their interactions with each other, are much more important factor than choosing the best-performing securities to represent them, or when to trade them.

In other words, it doesn't matter too much that the actual investments selected outperform their proper benchmark indices. What matters most is utilizing optimized and efficient asset allocation strategies, and then consistently picking investments that are a close proxy to their asset classes (or just using index funds).

Gary Brinson, Brian Singer, & Gilbert Beebower "Determinants of Portfolio Performance: An Update," Financial Analysts Journal, June '91

#### HOW ASSET ALLOCATION WORKS

Different correlation coefficients between investments are why asset allocation works much better for individual investors than anything else humanity has ever invented.

When investments move up and down perfectly in sync with each other over a certain time frame, its correlation coefficient is 1. When assets move in the opposite direction with each other, its correlation coefficient is -1. Both of these scenarios never happen. The average is around 0.7.

All it takes is for it not to be over 0.9 to add diversification value to a portfolio. This is the core of MPT (Modern Portfolio Theory), which started in the 1950s.

The point is to hold a balanced mix of asset classes that have both good returns on their own, and go up and down at different times relative to the other investments in the portfolio. Determining which assets classes to hold is an art, a science, and depends on the circumstances and goals of the investor.

Holding an investment portfolio comprised of asset classes with healthy correlations to each other is just about the only free and reliable method to reduce the primary risk of losing too much money if and when the markets go down, while still getting both the returns and income that will be acceptable - all while giving you any chance at all of outperforming the markets.

This is because whenever you check the portfolio's value, there's usually always something that's doing so well, that it keeps the portfolio as a whole from having negative returns, even when the U.S. stock markets are down.

Asset allocation can be looked at as an enormous board game with about 25 buckets that hold money (each bucket could contain several sub-buckets too). There are trillions of dollars in all of the financial markets, and all of this money is spread between these buckets (around 20 trillion just in U.S. stocks alone at the time of this writing). The buckets all stay on the board at all times, and around one trillion dollars gets shuffled between buckets on a normal day.

For example, if tech stocks go down 10% in a day, it's because more people sold, and wanted to sell, tech stocks than wanted to buy them that day. These sellers got money when they sold, and if they didn't buy any other kinds of investments, this money just went into the cash (money market) bucket. Few like getting low-single-digit cash returns, so over the next day or so, this money finds its way into the other buckets. Which buckets they go into are mostly determined by the security selection and market timing decisions of short-term traders.

One of the main points of asset allocation is to have exposure to a little bit of just about every major bucket that this cash is likely to go into. This way no matter where the money goes, you're already there. This eliminates the need for market timing, because you're in most every major market all of the time.

For example, if ten billion worth of tech stocks were sold net in a day, then this ten billion dollars has to go somewhere - cash, bonds, real estate, large-cap value stocks, etc. If you consistently own a little bit of everything, then it's hard to lose a lot of money long-term because it all has to stay on the table in one bucket or another. It's just a question of which bucket it will be shuffled to next, and when. Since nobody knows which, it's best to just have a little bit spread around between most all of them all the time.

It happens every dozen years or so, but it's rare for all (major) asset classes (buckets) to be down at the same time for very long. So when a well-allocated investment portfolio is down, it doesn't stay down for very long. This is because if a lot of markets are down at the same time, it means everyone is hiding in

cash / money markets. People don't like getting 0.5% to 2%, so they're just waiting to pounce and put this money to work somewhere as soon as they stop being "frozen up like a deer caught in headlights by uncertainty." When this happens, there is usually a big sudden rally in at least one major asset class. That's why the best time to invest is when everything is down at the same time because everyone is "uncertain."

By playing the investing game this way, instead of guessing which bucket will do best short-term, you'll not only eliminate the risk of not being in the right bucket at the right time, but you also don't have to guess where the right bucket will be in the future. If you try to predict where the big money will move to next, then more than likely the bucket you took the money from will be the next place it will go, and the big money is just waiting to leave the bucket you picked.

If you paid capital gains taxes on the sale, you'd would lose on four fronts (taxes, trading costs, and being wrong with your market timing bet twice).

Since nobody knows when, and by how much, money will move to next bucket, it's just best not to guess.

We feel just having a balanced mix between most all of the buckets, all of the time, is the best way to minimize investment risk, and still get good returns. Just be in as many viable asset classes as you can all of the time, and you can always tell people you were there for the big rally at dinner parties, while the stock pickers and the market timers missed the boat.

The different asset classes can be looked at as ingredients that go into making a pie. Each one individually tastes pretty bad. But when they're all put together in the right combinations, the result is a pie that tastes just right.

#### SUMMARIZING THE BASIC CONCEPTS OF THE INVESTMENT REPORTS

Initially we asked you many questions to get to know you and your investment risk tolerance better. Once we know you, then we know how to invest your money.

Then we determine how much of various types of investments (asset classes) you should own. This is called the "Guideline Allocation."

Then we analyze how much of which types of investments you currently own. This is called your "Current portfolio(s)."

We then are able to recommend a new portfolio based on the difference between what you should have, compared to what you now have. This is called your "Proposed portfolio(s)."

Some investments you own we're recommending that you sell. Some may be fine, so we think you should keep some, or all, of them.

There are various reasons for this. The most important is that the investment first be analyzed to see which asset class it is in. Then it can be compared to benchmarks of the same asset class to see if it's performing well or not. It not, then it should be replaced by a similar investment that is.

The next most important thing is that an investment be pure to only one asset class. Investments that contain too many different asset classes rarely perform well, so they should be discarded. This is because the mutual fund managers are shuffling money between the different types of investments at random on a daily basis. This should only be done by someone that knows you and how much of each type you need. They don't know any of their investors, and so they're just trying to time the markets to get better returns.

This seldom works well, so they should all be avoided. Here are some examples of mutual funds (and ETFs) with the following word in their names, or objectives, that tip you off to using this sub-optimal strategy: World, global, asset allocation, target, retirement with a future year after it, lifestyle, life cycle, hybrid, or balanced.

The main overall goal is to get the kind of portfolio performance that fits your life, while minimizing the risks. Because we use several different kinds of mutual funds, each holding around 50 securities, the risk of losing a lot of money because one stock crashed is minimal.

#### EXPLANATION OF THE ASSET ALLOCATION REPORT

The first colored page in the report (titled Asset Allocation Calculator) shows how we determined your guideline asset allocation mix. This guideline mix of asset classes is the recommended amounts of different types of investments we're shooting for. This is not an exact science, so this money management tool just gets us in the ballpark, by using your personal circumstances as a guide.

Your personal particulars are weighted in five sections according to their importance. The section called Risk Category is the most important, and so it's weighted the heaviest.

Your answers to the multiple choice questions of our Investment Discovery Questionnaire were scored, weighted according to their importance, totaled, and the end result put you into one of the five most-commonly used investment risk tolerance categories.

This goes by different names depending on whom you talk with, but the concept is the same: Investor risk tolerance, risk temperament, risk profile, investment profile, investor profile, investment profiler, investor profiler, investing risk tolerance, risk category, etc. Don't get confused, because it's all the same thing.

Unless both spouses' portfolios are being managed separately, an average of both of your risk tolerances was used in the calculations.

Because none of this is an exact science, most investment managers work with three to seven risk categories. We use five because we feel three isn't enough and seven is too many. These five categories are summaries of how the investor feels about investment risk, how much downside market fluctuations can be tolerated, and how much they expect to profit when the markets are going up

#### THE FIVE INVESTMENT RISK TOLERANCE CATEGORIES IN DETAIL

Conservative: This investor isn't willing to tolerate "noticeable downside market fluctuations," and is willing to forego most all significant upside potential, relative to the markets, to achieve this goal. In

English, they really really don't want to get their monthly statement and see less money than they had before (unless it was due to their withdrawals).

Most conservative investors want their portfolios to provide them with an inflation-adjusted income stream to pay their living expenses. They're either currently depending on their investments to give them a retirement paycheck, or are expecting this to happen soon. Some are on tight budgets and are barely making a living as it is, so they are very afraid of losing what little money they have left. They do not have time to recoup any losses (because they can't go back to work for a multitude of reasons). Some realize they don't need their portfolio to provide income for more than several years, because of low life expectancy, so growth is not the objective.

The majority of their money should be held in cash and high-quality short- and intermediate-term maturity bonds. Very risky asset classes are typically avoided altogether.

Satisfying their needs is hard to achieve when inflation is high, or rising, because the market value of fixed income securities (bonds) typically are declining due to increasing interest rates. So investing defensively is not without risk. There is no way to eliminate all risks when investing.

So the investments most desired by Conservative investors are the ones that lose the most value from inflation (e.g., fixed annuities). Investing defensively is not without risk, and there is no free lunch, nor a magic investment to solve one's problems, for anyone in investing (but our Conservative High-income Model is the closest thing invented to being the "magic solution" to this dilemma).

In this case, the potential for the large loss of nominal dollars (how many dollars one has relative to how many they started with) is low, but the loss of real dollars (the inflation-adjusted worth of those dollars) is guaranteed. This is caused by the loss of purchasing power due to the prices of everything in their family budget going up.

Cash (savings accounts, money market funds, and CDs) most always lose real value over time because of the combined effect of taxes and inflation. There isn't much one can do if this happens, except to have exposure beforehand to asset classes that benefit when inflation increases (real estate and tangible / commodity-based mutual funds, like the precious metals and energy sectors). The catch is most of these are the same asset classes that are usually minimized, because they're "too risky," and/or don't provide a reasonable income yield.

Because Conservative investors are still "investing," they should have a higher return over most rolling three-year periods than investing 100% in money market funds, fixed annuities, CDs, and other bank instruments.

The typical range of annual returns in down financial markets are -4% to 0%, in flat markets 1% to 4%, and in up markets 5% to 7%.

Conservative portfolios produce the highest annual income yields - typically in the range of 4% to 6%. Conservative portfolios produce very little capital gains distributions.

If an investor is so risk adverse that they cannot tolerate ANY downside risk to the nominal value of their money, then we recommend money market funds, or just putting their money in the FDIC insured bank. We don't use an investor risk tolerance category for these ultra-conservative investors because we don't think these folks are investors in the first place. They have resigned to the fact that their real returns will be negative after considering taxes and inflation, and just care about not seeing the number of dollars they have decline. They should just hide it all in the safest vehicles possible. But not "under the mattress" because of its purchasing power will be substantially eroded from being 100% exposed to inflation.

Moderately Conservative: If a worried investor can tolerate a little more risk than the Conservative investor, but still is adverse to large short-term downside fluctuations, and wants a little more return with a little less income, then this is the category for them.

The typical investor in this category is either retired and getting their paycheck from portfolio income, soon to be retired, or has been burned by poor investment management and has lost money in the past. These folks want to be protected somewhat from large downside market fluctuations and are willing to not fully-participate when markets rally upwards to get it.

Informed investors realize that if their life expectancy is more than a decade, then having exposure to investments that increase in value is needed to provide adequate income in the later years. These folks want to be protected somewhat from large downside market fluctuations and are willing to not fully participate when markets rally upwards to get it.

Their portfolio will still fall when the markets' decline, but they want to be somewhat protected from sudden double-digit percentage declines in their portfolios. They want to be in the game, but they are definitely playing defense. They also want to see low double-digit percentage gains when the financial markets are going up. This is achieved by having a significant exposure to fixed income securities, several different types of stocks, real estate, and tangible commodities that somewhat track inflation. Core equity asset classes are used, but very risky asset classes are still held to a minimum.

Moderately Conservative portfolios produce significant annual income yields - typically in the range of 3% to 5%.

Moderately Conservative portfolios produce little capital gains distributions.

They are typically going to achieve returns a little more than taxes and inflation. When the major markets are increasing, they could realize double-digit returns. The typical range of annual returns in down financial markets are -7% to -1%, in flat markets 0% to 5%, and in up markets 6% to 9%.

Moderate: The majority of investors are in this middle-of-the-road category. The reasons for people to be in this category are too many to list here. The most-common is the desire to invest long-term for retirement or college funding. The current need for portfolio-generated income is usually several years away.

These investors want good returns, and know they're taking some risk to get them. They should expect returns similar to a basket of similarly weighted market indices. Their portfolio should go up less than the markets as a whole, but should also go down less when markets go down.

A Moderate portfolio will hold a balanced mix of most all-major viable asset classes (for maximum diversification), which will include conservatively-managed bond funds as well as high-risk stock funds. This category typically uses the largest number of asset classes to both reduce risk and increase profits. Both safe and risky asset classes are utilized pragmatically. Balance between profits and loss reduction is the goal.

They know they will lose money if the markets go down, but also expect to be along for the ride if they go up.

Moderate portfolios produce modest annual income yields - typically in the range of 2% to 3%.

Moderate portfolios produce a moderate amount of capital gains distributions.

Moderate investment portfolios are usually compared to the S&P 500 to see how well they're doing. When the S&P 500 is going up, it should be up a little more than a Moderate investment portfolio (if it's very well managed). When the S&P 500 is down, the Moderate portfolio should be down less.

They are typically going to achieve returns greater than taxes and inflation. When the major markets are increasing, they could easily realize double-digit returns. The typical range of annual returns in down financial markets are -8% to -2%, in flat markets -1% to 4%, and in up markets 5% to 10%.

Moderately Aggressive: If an investor wants to outperform a basket of similarly weighted indices when the markets are up, and doesn't mind too much being down a little more than the markets when they are down, then this is the category for them.

They are taking on more downside risk than the markets, but expect to be substantially ahead of the game when markets go up. Fixed income positions are minimized and risky asset classes are fully utilized. Most of the bond and international stock mutual funds in this portfolio are aggressively-managed.

These investors want to take the risks of winning the game by playing hard offense, but still don't want to lose too much in a short period of time. Most Moderately Aggressive investors want to accumulate a significant amount of wealth in the future, are willing to wait a significant amount of time for the rewards (and to recoup short-term losses), and have earned-income to contribute to the portfolio over time.

They know they will lose a high percentage of their money if the markets go down (more than the S&P 500), but also expect to profit greatly if they go up. More emphasis is put on making money than preventing the loss of money.

Moderately Aggressive portfolios produce the little annual income yields - typically in the range of 0.5% to 2%.

Moderately Aggressive portfolios produce a high amount of capital gains distributions.

They're typically going to achieve long-term returns far greater than taxes and inflation. When the major stock markets are increasing, they expect to realize double-digit returns. The typical range of annual

returns in down financial markets are -10% to 4%, in flat markets -3% to 6%, and in up markets 7% to 11%.

Aggressive: Damn the torpedoes, full speed ahead! These investors want to substantially outperform the markets and (should) know they are exposed to much more risk than the markets. They could easily lose up to 40% of their portfolio value in a few months, and it may take years, if ever, to recoup these losses. These investors typically hold mostly growth, small-cap, and sector mutual funds (or stocks or ETFs). Any fixed-income mutual funds in the portfolio are a small percentage of the portfolio, and also are of the riskier types that are aggressively-managed.

The purpose of any cash held is to handle any unexpected withdrawals, and to take advantage of perceived buying opportunities.

Aggressive investors are typically younger (The Invincibles), and intend to contribute relatively large amounts into the portfolio periodically over time via contributions coming from earned-income.

Most aggressive investors either want to accumulate substantial wealth in the future, are in a hurry, have enough income from other sources to fund their living expenses, and/or have plenty of time to work and recoup losses. Some just may have not yet personally experienced significant losses in the markets, so their bravery usually ends up being their own downfall.

They should know they would lose a very high percentage of their money if the markets go down, but also expect to profit greatly if they go up. Most all emphasis is put on making money and little, other than the diversification benefits of using mutual funds with asset allocation, is used in preventing the loss of money.

Aggressive portfolios produce the little-to-no annual income yields - typically in the range of 0% to 1%.

Aggressive portfolios produce a very high amount of capital gains distributions.

They are typically going to achieve long-term returns far greater than taxes and inflation. When the major markets are increasing, they expect to realize large double-digit returns. The typical range of annual returns in down financial markets are -15% to -5%, in flat markets -4 to 7%, and in up markets 8% to 12%.

#### **BACK TO EXPLAINING THE REPORTS**

In each of the other four sections on the Asset Allocation Calculator page, the row that you fit into is shaded.

Then all of the shaded numbers are totaled for each column by the eight major asset classes. This shows how much of your investments should be invested into each major asset class. The end-result is an asset allocation that's tailored for your current life situation (the bottom colored row). In other words, this is the mix of major asset classes we feel will best fit your needs, today.

The asset classes are arranged (mostly) in order of riskiness going from left to right, as the colors indicate. Cash at the far left is green, going right the three types of bonds are blue, and the risky equities are shades of risky purples and reds.

We use eight distinct major asset classes, as shown in these reports. But when it comes to actually investing your money, we use up to 22 sub-asset classes (AKA buckets). These compress into eight because some sub-asset classes fit into one major asset class in the reports. This is because they are too similar to each other to be worthy of a separate major bucket in the reports.

For example, technology and biotechnology stocks have similar risk and return characteristics (back to MPT correlation coefficients again), so making a separate bucket for them in the reports would just add clutter with little benefit. Another reason is that the percentages recommended of the sub-asset classes are usually significantly smaller than other major asset class buckets.

You can see how this is working by looking at how the contents of each asset are distributed on the next page (CURRENT / OLD & PROPOSED / NEW ASSET ALLOCATION).

We rarely recommend over 2% in an Internet fund, whereas Large-cap Growth is commonly as much as 25%. How we allocate the sub-asset classes within the major asset classes are both a judgment and an optimization call (MPT again) based on our experience and your life situation, as explained below. For example, if someone scored Conservative and wanted monthly income to spend, we would raise the amount of real estate at the expense of tangible (natural resource) mutual funds in the right-most bucket.

For example, the Any kind of domestic stock other than Mid- or Large-cap Growth or Value stocks asset class has at least four types of U.S. equity securities inside of it:

- U.S. Small-cap, venture capital, privately held, and Micro-cap stocks.
- Mutual funds that specialize in small sectors of the market (technology, biotech, and the Internet).
- Other tangible funds / investments, like real estate and limited partnerships.
- Miscellaneous diversifying agents like inflation hedges, derivatives, IPOs, and venture capital funds.

This bottom-line allocation is just called the "Guideline" because there is no magic exact allocation that's best for you. It would be impossible to calculate the perfect allocation except in rare situations (e.g., if a client wanted an exact income yield or a defined amount of money over a defined time frame). Even though there is no magic allocation, this part of the portfolio management process (calculating your guideline allocation based on your life factors) still adds the most value in tailoring a portfolio to your life and needs.

This allocation should also remain the same until something in your life changes (e.g., one of the five calculation sections, such as risk tolerance). It should not change in response to market moves, fear, irrational exuberance, or hot tips.

The next page (or two) titled CURRENT / OLD & PROPOSED / NEW ASSET ALLOCATION, shows how the money in your Current / Old portfolio(s) is or was distributed between asset classes. In other words, the way it is now, or how it was before our recommended changes are or were implemented (by trading).

The dollar amounts are shown to the right of the asset's name. These amounts are all rounded to the nearest \$100 or \$1,000 most of the time, just because of the noise caused by normal daily market fluctuations.

Because a mutual fund may hold some cash, bonds, and some foreign assets, these amounts may be broken out into the different asset classes for each investment in the report. These numbers are shown to the right under the different asset class columns in the same row as the investment's name and value. In other words, this section shows what's "really" going on inside a complex investment, like a mutual fund or ETF. "Really" is in quotes, because this information is sketchy at best, for many reasons (so we're doing the best we can, given the reality of what can actually be done in the real world).

To see the source of these numbers, take a look at any Morningstar mutual fund report at the end of the report (mid page at the top under the Composition section) and you will see that the fund's value is usually spread between more than one asset class. This is how we determined (estimated) what you really have as best as possible (it will never be exact because fund managers only disclose this data monthly, and then it changes the next day when they trade).

There may be a separate page for both the personal and retirement accounts, or it could be combined into one page. Different accounts you may have may be segregated by putting an empty row / space between them. Sometimes if there's room, we'll put the name of the account in a blank row too.

At the bottom of these sections, all of your accounts are totaled up - by dollar values of personal, tax qualified (IRA) accounts, and then everything is combined and totaled.

We hope now it's now clear why we asked you for a list of all of your assets - not just assets that we manage. In order to give you the balance we feel is right for you, we need to know the whole story. Even if we don't make any recommendations in investments you own outside of our management (e.g., your 401(k)s), the mix of assets under our management could be different depending on what you hold elsewhere.

For example, if you have a total of \$1,000,000; \$500,000 under our management, and you also own \$500,000 of a Large-cap Growth stock outside of our management, we would not buy any Large-cap Growth mutual funds for you because we feel you already have way too much in this asset class already.

The next page shows the Guideline, Current, and the Proposed asset allocations summarized in pie chart form. This is where to look to make comparisons. There is also a four-bucket (stockbroker mentality) breakdown for easy reference on this page.

Because of various constraints on your assets, the Proposed allocation also probably won't exactly match the Guideline. This is okay, because there are usually constraints or preferences on your part in the portfolio management process. An example of a constraint would be not wanting to sell a favorite stock.

The percentage you'll hold in each bucket will change daily as the markets fluctuate, too. What we want to do is keep each asset class's allocation within a range, as explained in your Investment Policy Statement.

For example, your growth stock guideline may be 15%. This may change in response to normal market moves by a few percent every day. If your range is 15% to 5%, then we wouldn't recommend selling some of this asset class unless it grew to be over 20% of your portfolio, and we wouldn't recommend buying more unless it shrunk to be less than 10% or your portfolio. We check these ranges quarterly, when you tell us something in your life changed one of the five calculation sections, or when there is a significant change in your account (e.g., new money withdrawn or added).

The next page (or two) titled Proposed / New Asset Allocation, shows how we want to buy and sell investments in order to get closer to your Guideline allocation. The new (proposed) dollar amounts are shown next to the asset's name, just like it is in the Current / Old Asset Allocation section.

Asset rows that are not colored are assets that you currently own that were not affected (nothing was sold and no new money was added to it). Assets that are colored "orange" are investments that you currently own that are recommended to be either sold off, partially or completely. Assets that are colored "blue" are investments that are either new by our recommended allocation, or are assets you have and we hypothetically allocated more money to go into them.

To see how much of an existing investment we want to change, subtract the value in the Proposed / New part of the report from the value in the Current / Old part of the report.

Please note that due to daily market fluctuations, and other variables, the actual dollar amounts in these reports will never be exactly the same as the actual amounts bought or sold in your account - unless someone has manually performed a linking process to your custodian's reporting software.

The last color page of the asset allocation study is titled Source and Application of Funds. This shows how much is needed to buy and sell, both in percentage and dollar values, to reach your Guideline allocation in each asset class. This just compares your Current / Old position with the Guideline in dollar and percentage amounts. Nothing on the Proposed / New Asset Allocation, or the pie chart pages, has any effect on this page.

To summarize: We feel determining an asset allocation mix that best fits your life, and then using mutual funds in their respective categories to fill each asset class, is a sound risk-minimizing strategy we believe is most likely to enable your investments to reach your long-term goals.

We minimize the use of security selection and market timing because we know we can't see through walls (find out what's' really happening with a stock) nor predict the future, so we don't even try.

#### PORTFOLIO PROJECTIONS AND FORECASTS

The page, Annual Asset Growth of Current vs. Proposed Asset Allocations, then uses this asset level data to forecast the portfolios for future years, both in numeric and graphical form. This enables you to evaluate the long-term effects of making one trade.

Here we used some rate of return estimates for the eight major asset classes. Then the annual withdrawals and contributions may have been added to the picture. Then the changes in the asset class mix were added

to that. The end result is the estimated growth of both the current and proposed portfolios over time. This information is also displayed in the graphs.

The asset allocation returns page shows both the current and proposed portfolio returns in several different formats. The returns input were the actual three-year annualized averages for each asset. If the data wasn't available, then it was estimated.

Then the asset growth of the allocations page shows these numbers forecasted into the future.

One thing we can guarantee, is that not one of these guesstimated numbers will actually occur in the future!

#### MISCELLANEOUS

Reaching your financial objectives will depend largely upon the management of your investment portfolios. Minimizing interest payments on debt and future cash flow surpluses that can be invested are also critical.

The primary goal of most investment strategies is to achieve a consistent after-tax rate of return, which matches your investment risk tolerance, is more than inflation, and meets your objectives.

Please call if you have any questions or would like more information.

Disclaimer: This financial plan software is designed to allow financial planners, investment managers, other financial services professionals, and investors, to demonstrate and evaluate various financial strategies in order to help achieve their clients', or their own financial goals. There are no guarantees that any of the software will perform this function. The investment choices and services on this site are provided as general information only, and are not intended to provide investment, tax, legal, financial planning, or other advice. This site is for information purposes only and does not constitute an offer to sell or a solicitation of an offer to buy any security, which may be referred herein. Mutual fund recommendations made are suggestions only, and customers should evaluate the suitability of each fund for their own holdings on their own or seek professional advice. Consult with your financial, legal, or tax advisor with regard to your individual situation. Toolsformoney.com is not engaged in rendering legal, accounting, tax, or other professional advice. In no event shall Toolsformoney.com be liable to customers for any damages whatsoever, including lost profits or savings, missed gains, or other incidental or consequential damages arising out of the use, or inability to use, any of the software or information obtained from this website. Financial estimates are generated by using many assumptions made by the program, clients, and the user. No person or software program can predict the future with any degree of certainty. No warranty as to correctness is given and no liability is accepted for any error, or omission, or any loss which may arise from relying upon data generated from reports produced by this program. In no event shall Toolsformoney.com be liable to you or any other party, for any special, consequential or incidental damages suffered by you or such other party as a result of any problems that may arise because of the installation or improper use of this software or presentation of reports produced by this software. All reports generated by this financial software are only rough estimates of many possible future scenarios.

# **CURRENT / OLD & PROPOSED / NEW ASSET ALLOCATIONS**

## John & Mary Sample

		]	YOUR CURI	RENT / OI	LD ASSET	ALLOCA	TION BRE	AKDOW	N
Personal (non- qualified) Assets	Asset Class Category→ Dollar Amount ↓	Cash Equivalents	U.S. Government (not agency) & Investment Grade U.S. Corporate Bonds	Municipal (federally tax- free) Bonds	High Yield, Int'l, Agency, Zero Coupon, and All Other Bonds	High to Medium Yield & Value Style Stocks (U.S. Large- & Mid-Cap)	Low to No Yield & Growth Style Stocks (U.S. Large- & Mid-Cap)	Int'l Stocks, Emerging Markets, & Other Int'l Equities	Small-Cap, Precious Metals, Sector Funds, Real Estate, LPs, Misc. Equities
John's Schwab									
Cash	\$5,000	\$5,000							
Schwab Bond Fund	\$10,000	\$200	\$9,800						
Schwab Stock Fund	\$10,000	\$200					\$9,800		
John's Bank Savings									
Savings	\$50,000	\$50,000							
John's Credit Union									
Savings	\$25,000	\$25,000							
Mary's Rental Property									
Home Street Rental	\$100,000								\$100,000
Joint Credit Union									
Savings	\$260,000	\$260,000							
Personal Totals:	\$460,000	\$340,400	\$9,800	\$0	\$0	\$0	\$9,800	\$0	\$100,000

### YOUR CURRENT / OLD ASSET ALLOCATION BREAKDOWN, Continued

			1	-					1
Retirement (tax- qualified) Assets	Asset Class Category <b>→</b> Dollar Amount ♥	Cash Equivalents	U.S. Government (not agency) & Investment Grade U.S. Corporate Bonds	Municipal (federally tax- free) Bonds	High Yield, Int'l, Agency, Zero Coupon, and All Other Bonds	High to Medium Yield & Value Style Stocks (U.S. Large- & Mid-Cap)	Low to No Yield & Growth Style Stocks (U.S. Large- & Mid-Cap)	Int'l Stocks, Emerging Markets, & Other Int'l Equities	Small-Cap, Precious Metals, Sector Funds, Real Estate, LPs, Misc. Equities
John's 401(k)									
Cash	\$5,000	\$5,000							
Bond Fund	\$10,000	\$200	\$9,800						
Stock Fund	\$7,500	\$150					\$7,350		
Int'l Fund	\$5,000	\$100						\$4,900	
John's TD IRA									
Tech Stocks	\$25,000								\$25,000
	,								
John's Merrill IRA									
Bank Stocks	\$15.000					\$15,000			
	,					,			
Mary's 403(b)									
Cash	\$10.000	\$10,000							
Target Fund	\$25.000	\$500	\$500			\$5,000	\$12,750	\$3,750	\$2,500
	,								
Mary's TIAA CREF IRA									
Bond Fund	\$10.000	\$200	\$9,800						
Stock Fund	\$15.000	\$300	. ,				\$14,700		
	÷;•••						,		
Mary's American Funds									
ICA	\$5,000	\$100				\$1,500	\$3,300	\$100	
Growth Fund of American	\$5.000	\$100				\$3,400	\$1,500		
EuroPacific Growth	\$5.000	\$100				. ,		\$4,900	
Tax-Qualified Totals:	\$142,500	\$16,750	\$20,100	\$0	\$0	\$24,900	\$39,600	\$13,650	\$27,500

 Grand Total:
 Personal & \$602,500
 \$357,150
 \$29,900
 \$0
 \$0
 \$24,900
 \$49,400
 \$13,650
 \$127,500

 Retirement

 \$127,500

Allocations of Combined Personal & Tax-Qualified Assets	Cash Equivalents	U.S. Government (not agency) & Investment Grade U.S. Corporate Bonds	Municipal (federally tax- free) Bonds	High Yield, Int'l, Agency, Zero Coupon, and All Other Bonds	High to Medium Yield & Value Style Stocks (U.S. Large- & Mid-Cap)	Low to No Yield & Growth Style Stocks (U.S. Large- & Mid-Cap)	Int'l Stocks, Emerging Markets, & Other Int'l Equities	Small-Cap, Precious Metals, Sector Funds, Real Estate, LPs, Misc. Equities
<b>CURRENT / OLD ALLOCATION</b>	59.3%	5.0%	0.0%	0.0%	4.1%	8.2%	2.3%	21.2%
GUIDELINE ALLOCATION	2.5%	12.5%	0.0%	10.0%	22.5%	22.5%	12.5%	17.5%
PROPOSED / NEW ALLOCATION	3.6%	15.3%	0.0%	9.9%	18.5%	15.6%	10.1%	26.8%



<b>Calculated Guideline Asset Allocation</b>									
Cash:	2.5%								
Bonds:	22.5%								
U.S. Equity:	62.5%								
Int'l Stocks:	12.5%								

Your Current /	Old Asset	Your Proposed / New Asset					
Allocation Br	eakdown	Allocation Breakdown					
Cash:	59.3%	Cash:	3.6%				
Bonds:	5.0%	Bonds:	25.2%				
U.S. Equity:	33.5%	U.S. Equity:	61.0%				
Int'l Stock:	2.3%	Int'l Stock:	10.1%				





© Copyright 1997 - 2015 Toolsformoney.com, All Rights Reserved

Personal (non- qualified) Assets	Asset Class Category→ Dollar Amount ♥	Cash Equivalents	U.S. Government (not agency) & Investment Grade U.S. Corporate Bonds	Municipal (federally tax- free) Bonds	High Yield, Int'l, Agency, Zero Coupon, and All Other Bonds	High to Medium Yield & Value Style Stocks (U.S. Large- & Mid-Cap)	Low to No Yield & Growth Style Stocks (U.S. Large- & Mid-Cap)	Int'l Stocks, Emerging Markets, & Other Int'l Equities	Small-Cap, Precious Metals, Sector Funds, Real Estate, LPs, Misc. Equities
John's Schwab									
Cash	\$1,000	\$1,000							
Schwab Bond Fund	\$0								
Schwab Stock Fund	\$0								
Current Short Bond Pick \$5,000		\$100	\$4,350		\$550				
Current Large Value Pick	\$7,000	\$140				\$6,510		\$350	
Current Large Growth Pick	\$7,000	\$140					\$6,510	\$350	
Current Int'l Stock Pick	\$5,000	\$100						\$4,900	
John's Mutual Funds									
Bank Savings	\$0								
Cash	\$10,000	\$10,000							
Bond Funds	\$10,000	\$200	\$2,550		\$7,250				
Stock Funds	\$10,000	\$200				\$4,650	\$4,650	\$500	
International Funds	\$10,000	\$200						\$9,800	
Natural Resources Funds \$10,000		\$200			\$1,075				\$8,725
John's TD Ameritrade									
Credit Union	\$0								
Cash	\$1,000	\$1,000							
Multi-sector Bond Pick	\$8,000	\$160	\$7,840						
Mid-cap Value Pick	\$8,000	\$160					\$7,440	\$400	
Mid-cap Growth Pick	\$8,000	\$160				\$7,440		\$400	
Mary's Rental Property									
Home Street Rental	\$100,000								\$100,000
Joint Scottrade									
Credit Union Savings	\$0								
Current Short Bond Pick	\$25,000	\$500	\$18,475		\$6,025				
Current Bond Fund Pick	\$30,000	\$600	\$29,400						
Current Junk Bond Pick	\$10,000	\$100			\$9,900				
Current Int'l Bond Pick	\$10,000	\$100			\$9,900				
Emerging Mrkts Bond Pick	\$5,000	\$50			\$4,950	<b>*</b> • • • • • •		<b>**</b> • • • •	
Current Large Value Pick	\$45,000	\$900				\$41,850	<b>A</b> 1 <b>A</b> 5000	\$2,250	
Current Large Growth Pick	\$45,000	\$900				<b>*14.45</b> 0	\$42,600	\$1,500	
Current Mid-cap Pick	\$30,000	\$600				\$14,450	\$14,450	\$500	<b>*</b> 0.550
Current Small-cap Pick	\$10,000	\$200						\$250	\$9,550
Current Micro-cap Pick	\$5,000	\$100						\$750	\$4,150
Current Int'l Large-cap Pick \$15,000		\$300						\$14,700	
Europeine Mail-cap Pick	\$5,000	\$100						\$4,900	
Emerging Markets Pick	\$10,000	\$200						\$9,800	\$14.700
Current Tangibles Pick	\$15,000	\$300							\$14,700
<b>Personal Totals:</b>	\$460,000	\$18,710	\$62,615	\$0	\$39,650	\$74,900	\$75,650	\$51,350	\$137,125



<= This color denotes an asset with a decrease in value (or was sold completely) to reach the guideline allocation.</td><= This color denotes an asset with an increase in value (or was newly acquired) to reach the guideline allocation.</td>

		YOUR PROPOSED / NEW ASSET ALLOCATION BREAKDOWN, Continued								
Retirement (tax- qualified) Assets	Asset Class Category <b>→</b> Dollar Amount ♥	Cash Equivalents	U.S. Government (not agency) & Investment Grade U.S. Corporate Bonds	Municipal (federally tax- free) Bonds	High Yield, Int'l, Agency, Zero Coupon, and All Other Bonds	High to Medium Yield & Value Style Stocks (U.S. Large- & Mid-Cap)	Low to No Yield & Growth Style Stocks (U.S. Large- & Mid-Cap)	Int'l Stocks, Emerging Markets, & Other Int'l Equities	Small-Cap, Precious Metals, Sector Funds, Real Estate, LPs, Misc. Equities	
John's 401(k)										
Cash	\$1,000	\$1,000								
Bond Fund	\$0									
Stock Fund	\$7,500	\$150				\$7,350				
Int'l Fund	\$5,000	\$100						\$4,900		
Growth Fund	\$4,000	\$80					\$3,920			
Multi-sector Bond	\$10,000	\$200	\$9,800							
John's TD IRA										
Tech Stocks	\$5,000								\$5,000	
Internet Fund	\$5,000	\$100							\$4,900	
Tech Fund	\$5,000	\$100							\$4,900	
Biotech Fund	\$5,000	\$100							\$4,900	
Energy Fund	\$5,000	\$100							\$4,900	
John's Scottrade IRA										
Bank Stocks	\$0									
Current Junk Bond Pick	\$5,000	\$100			\$4,900					
Current Int'l Bond Pick	\$5,000				\$5,000					
Emerging Markets Bond Pick	\$5,000				\$5,000					
Mary's 403(b)										
Cash	\$0									
Target Fund	\$0									
Bond Fund	\$10,000	\$100	\$9,900							
Value Fund	\$10.000	\$200	,			\$9,800				
Growth Fund	\$10,000	\$200				,	\$9,800			
Int'l Stock Fund	\$5,000	\$100						\$4,900		
Mary's TIAA CREF IRA		\$0	\$0							
Bond Fund	\$10,000	\$100	\$9,900							
Stock Fund	\$15,000	\$300				\$14,700				
Mary's Scottrade										
ICA	\$0									
Growth Fund of American	\$0									
EuroPacific Growth	\$0									
Junk Bond Pick	\$5,000	\$50			\$4,950					
Large Value Pick	\$5,000	\$100				\$4,900				
Large Growth Pick	\$5,000	\$100					\$4,900			
Tax-Qualified Totals:	\$142,500	\$3,280	\$29,600	\$0	\$19,850	\$36,750	\$18,620	\$9,800	\$24,600	

Grand Total:									
Personal &	\$602,500	\$21,990	\$92,215	\$0	\$59,500	\$111,650	\$94,270	\$61,150	\$161,725
Retirement									

# **Sources and Applications of Funds**

Needed Changes to More Closely Resemble the Guideline Asset Allocation

John & Mary Sample

	Investment Asset Class Category →	Cash Equivalents	U.S. Government (not agency) & Investment Grade U.S. Corporate Bonds	Municipal (federally tax- free) Bonds	High Yield, Int'l, Agency, Zero Coupon, and All Other Bonds	High to Medium Yield & Value Style Stocks (U.S. Large- & Mid-Cap)	Low to No Yield & Growth Style Stocks (U.S. Large- & Mid-Cap)	Int'l Stocks, Emerging Markets, & Other Int'l Equities	Small-Cap, Precious Metals, Sector Funds, Real Estate, LPs, Misc. Equities
Percent Increase or Decrease Needed in Asset Class to Resemble Guideline Allocation:		-57%	8%	0%	10%	18%	14%	10%	-4%
Dollar Amount Increase or (Decrease) Needed in Asset Class to Resemble Guideline Allocation:		(\$342,000)	\$45,000	<b>\$0</b>	\$60,000	\$111,000	\$86,000	\$62,000	(\$22,000)



© Copyright 1997 - 2015 Toolsformoney.com, All Rights Reserved



## **RENTAL REAL ESTATE REPORT EXPLANATION**

**REAL WORLD PERSONAL FINANCE SOFTWARE** 

(503) 309-1369 <u>support@toolsformoney.com</u> <u>http://www.toolsformoney.com/</u>

#### **OVERVIEW OF THE RENTAL REAL ESTATE REPORTS**

This text is to help you understand the overall concepts, and the technical details, of the following rental real estate analysis reports.

This rental real estate report estimates:

- All annual cash flows.
- Most of the usual rental real estate ratios.
- Pre- and post-capital gain tax IRR / NPV (internal rate of return and net present value).

IRR is the method of determining an overall average annual compound rate of return on a series of unequal cash flows. It's the only way to determine how well a complex investment such as real estate rentals really did over the life of the investment, because money flows in and out at random.

You can use the bottom-line IRR number to both estimate how an existing real-world rental property has done, and to do "What-if" scenarios on properties you're thinking about investing in - to see if the current price is worth it or not.

Net present value estimates what the property is worth today assuming your input, a discount rate, and all of the rental's annual cash flows, from when you first bought it, until after its sale.

IRR is just the way to calculate an investment's overall rate of return when there are multiple years with unequal cash flows. So any IRR number in years without the last cash flow (the pre-tax or after-tax sale of the property) is meaningless.

NPV is just the IRR calculation in reverse, so unless there's a sale input into a program, this is invalid too. So there has to be an estimated year of sale and amount input into the equation for any of these to display meaningful results.

The generic definition of NPV is: The present value of an investment's future net cash flows, minus the initial investment. If it's positive, then the investment should be made. If it is negative, then it should not be made, because you can do better elsewhere assuming you can get an average rate of return equal to, or better than, the discount interest rate you used to calculate NPV. This is why the discount interest rate input (into cell A10) should be a rate of return that you can get with confidence, over the same time horizon, by investing in something else safely – like a bank CD or other conservative investments.

This is confusing, so an example will help. In the single rental demo, the before-tax IRR is 8.97%. If you were to input 8.97% into the NPV input cell, you'll get a tiny number as a result. It should be zero, and would be if one were to input the rate using a few more decimal places. This means that if you did the math using all of the inputted cash flows of the property (which was done and is what the program is all about), the overall rate of return of the property since you bought it, until the end of the year in which it was sold, was 8.97%. That also means if you bought mutual funds that returns 8.97% all of the monies invested at the same time, you would have made just as much money in the end as you did with the rental, even after all of the great tax benefits of rental real estate.

Back to the example: If you input 9.5%, then you'll get around -\$5,000 in cell F21. This means that if you would have had the exact same cash flows at the exact same time, and got 8.97% instead of 9.5% in mutual funds, you would have made \$5,000 MORE money in mutual funds than the rental.

So if you are being "required" to get a 9.5% rate of return on your money, then you would have been disappointed by \$5,000 by investing in this rental property. The bottom-line in this example, is that if your goal is to get 9.5% on your money with this property, then you should not have paid \$250,000 for it (as inputted into cell A15 of the Input sheet). You should have only paid \$245,000 for it.

Experienced real estate investors (and loan officers) can use NPV to value properties outright like this, and they can also use it to make apples-to-apples comparisons on similar properties. This is valuable and can end up either making lots of money, and/or can be used to avoid losing lots of money.

On the other hand, if you would have had only an 8% rate of return requirement on your money (instead of 9.5%), then you would have made your 8.97% back, and then, also around \$10,000 on top of that (this is the difference between 8% and 8.97% over the investment horizon).

In this case the fair market value of the property (assuming all of your future input data happens, which we can guarantee that it definitely will not), would be around \$270,000. In this case, the property is a great deal if you only expected to get 8% on it in the first place, or it only cost \$250,000. In this case, you would have made \$20,000 more than expected.

The reason NPV is one of the first input cells is to surprise you. Input the rate of return you think the property will achieve (and/or what you can realize using alternative investments, like mutual funds). The difference between that and the true return will be the surprise.

#### **REPORT INFORMATION EXPLAINED**

*IRR before Capital Gains Taxes:* This is the overall annually compounded rate of return (given all cash flows) from purchase to sale. All of the annual cash flows of the property's life are summed, and then the IRR is calculated to give a meaningful bottom-line number. This is how much money it actually made – before paying after sale capital gains taxes.

*IRR after Capital Gains Taxes:* This is the overall annually compounded rate of return of the property after considering payment of the terminal capital gains taxes.

*Pre-tax Net Present Value:* Given all cash flows and taxation, this is the current estimated value of the property if you were to liquidate it today (for the market value input), before paying capital gains taxes.

*Post-tax Net Present Value:* Given all cash flows and taxation, this is the current real value of the property if you were to liquidate it today, after paying capital gains taxes. So if this NPV is much lower than a cash offer, then you should consider taking it.

*NPV Discount Rate Used:* This is the annual rate of return used to calculate the present value of all of the future cash flows. The larger the number input, the less the property's value will be. This is because this discount rate is what you could have received by investing in alternative vehicles (e.g., mutual funds).

Annual Taxes Saved: This is how much in taxes were saved from being able to deduct expenses from gross rental incomes.

*Gross Accounting Income:* This is how much income was realized annually from a taxation standpoint. This usually doesn't have much to do with how much actual cash flow you'll experience. This is shown in the last column – *Actual Realized Cash Flow*.

The last number in the Actual Realized Cash Flow column estimates how much annual cash flow the property returned after sale, and after paying capital gains taxes.

These are all estimates because nothing financial can be predicted with any accuracy.

#### **PROJECTING THE FUTURE**

This report illustrates how values may change over time. Once you go over a year or so, most all financial projections will be substantially different compared to what was input into rental real estate software programs.

So it's important to run the numbers whenever something changes, or at least annually.

#### MISCELLANEOUS

Real growth must take inflation into account. If your average annual rate of growth is 7% and annual inflation is 3%, then your real rate of growth is only 4%.

Hopefully, all of the charts and graphs will be self-explanatory. If not, then feel free to contact us for more information.

A good measure of the benefit of financial planning and investment management is how your net worth improved over what you would have realized if you never met us, and continued doing what you were doing.

## **Rental Internal Rate of Return Calculator**

### **Prepared For: Mary Sample**

Prepared By: Smart T. Advisor

June 6, 2016

## **Property Name: Grand View** 123 Gotbucks Lane

	Origin Pa	al Mortgage syments		IRR Capital (	Before Gains Taxes		IF Capita	<b>R After</b> I Gains Taxes	
		\$258		11.	.09%		1	0.61%	
	Pre Pres \$2.	-Tax Net ent Value <mark>35,676</mark>		Post- Prese \$18	Post-Tax Net Present Value \$189,250		Net P Discou 4	resent Value int Rate Used .000%	
Year #	Year	End of Year Market Value	Annual Rental Income (Adjusted for vacancy)	Annual Interest Paid	Principal Payments Made	Total Annual Deductible Expenses	Annual Taxes Paid or <mark>(Saved)</mark>	Gross (Accounting) Income	Actual Realized Annual Cash Flow
1	2012	\$106,000	\$11,400	\$2,720	\$382	\$20,470	(\$2,573)	(\$9,452)	(\$42,229)
2	2013	\$112,360	\$11,799	\$2,664	\$437	\$10,295	(\$458)	\$1,067	\$1,525
3	2014	\$119,102	\$12,212	\$2,634	\$468	\$10,503	(\$417)	\$1,241	\$1,658
4	2015	\$126,248	\$12,639	\$2,601	\$501	\$10,717	(\$374)	\$1,422	\$1,796
5	2016	\$133,823	\$13,082	\$2,500	\$333 \$573	\$10,958	(\$330)	\$1,008	\$1,938 ©1.995
7	2017	\$141,052	\$13,540	\$2,529	\$613	\$11,105	(\$36)	\$1,802	\$1,005
8	2018	\$159,385	\$14,014	\$2,409	\$656	\$11,599	\$14	\$2,001	\$2,037
9	2020	\$168,948	\$15,012	\$2,400	\$701	\$11,888	\$66	\$2,200	\$2,356
10	2021	\$179.085	\$15,537	\$2,351	\$750	\$12,144	\$120	\$2.643	\$2,523
11	2022	\$189.830	\$16,081	\$2,299	\$803	\$12,407	\$176	\$2,871	\$2,695
12	2023	\$201,220	\$16,644	\$2,243	\$859	\$12,677	\$235	\$3.108	\$2,873
13	2024	\$213,293	\$17,226	\$2,183	\$919	\$12,955	\$295	\$3,352	\$3,057
14	2025	\$226,090	\$17,829	\$2,119	\$983	\$13,242	\$359	\$3,605	\$3,246
15	2026	\$239,656	\$18,453	\$2,050	\$1,052	\$13,536	\$425	\$3,866	\$3,441
16	2027	\$254,035	\$19,099	\$1,976	\$1,125	\$13,838	\$507	\$4,135	\$3,629
17	2028	\$269,277	\$19,767	\$1,898	\$1,204	\$14,149	\$578	\$4,414	\$3,836
18	2029	\$285,434	\$20,459	\$1,814	\$1,288	\$14,469	\$653	\$4,702	\$4,050
19	2030	\$302,560	\$21,175	\$1,724	\$1,378	\$14,798	\$730	\$5,000	\$4,270
20	2031	\$320,714	\$21,917	\$1,627	\$1,474	\$15,135	\$811	\$5,307	\$4,496
21	2032	\$339,956	\$22,684	\$1,524	\$1,578	\$15,481	\$895	\$5,625	\$4,730
22	2033	\$360,354	\$23,478	\$1,414	\$1,688	\$15,837	\$983	\$5,953	\$4,970
23	2034	\$381,975	\$24,299	\$1,296	\$1,806	\$16,202	\$1,074	\$6,291	\$5,217
24	2035	\$404,893	\$25,150	\$1,169	\$1,932	\$16,577	\$1,169	\$6,641	\$5,472
25	2036	\$429,187	\$26,030	\$1,034	\$2,067	\$16,961	\$1,268	\$7,002	\$5,734
26	2037	\$454,938	\$26,941	\$890	\$2,212	\$17,354	\$1,372	\$7,375	\$6,003
27	2038	\$482,235	\$27,884	\$735	\$2,367	\$17,758	\$1,480	\$7,760	\$6,280
28	2039	\$511,169	\$28,860	\$569	\$2,532	\$18,171	\$1,865	\$8,157	\$6,292
29	2040	\$541,839	\$29,870	\$392	\$2,709	\$18,594	\$2,255	\$8,567	\$6,312
30	2041	\$574,349	\$30,915	\$203	\$2,899	\$19,027	\$2,378	\$8,990	\$6,612
31	2042	\$608,810	\$31,997		\$359	\$19,470	\$2,506	\$12,109	\$9,003
32 22	2045	\$043,339 \$684.050	\$33,117 \$24,276			\$20,159	\$2,390	\$12,970	\$10,362 \$10,754
35	2044	\$084,039	\$34,270			\$20,054	\$2,000 \$2,784	\$13,442 \$13,022	\$10,734 \$11,137
34	2045	\$768 609	\$35,470			\$21,555	\$2,704	\$13,322	\$11,137
36	2040	\$814 725	\$38,003			\$22,502	\$2,885	\$14,410	\$11,552
37	2047	\$863.609	\$39,333			\$23,070	\$3,090	\$15,450	\$12,360
38	2040	\$915 425	\$40,710			\$23,005	\$3,090	\$15,992	\$12,300
39	2050	\$970 351	\$42 135			\$25 584	\$2 310	\$11,550	\$703.050
40	2050	\$770,551	φ12,155			\$£0,001	φ <b>2</b> ,510	¢11,550	\$705,050







## LIFE INSURANCE NEEDS REPORT EXPLANATION

### **REAL WORLD PERSONAL FINANCE SOFTWARE**

(503) 309-1369 <u>support@toolsformoney.com</u> <u>http://www.toolsformoney.com/</u>

## **OVERVIEW OF THE LIFE INSURANCE REPORTS**

This text is to help you understand the overall concepts, and the technical details, of the following life insurance needs analysis reports.

For a couple, there are usually four life insurance needs analysis reports: One to calculate and show the capital needs for the youngest, if the oldest were to pass away today, as if you had never consulted with us, and planned to keep doing what you were doing. Then another to calculate and show the capital needs for the oldest, if the youngest were to pass away today, as if you had never consulted with us. These are called the *Current* plans.

Then these two reports are regenerated to include our proposed recommendations of additional life insurance for each of you. These are called the *Proposed* life insurance plans.

Life insurance pays the face value of the policy to the beneficiary upon the insured's death.

The most-common use of this type of insurance contract, is to provide money to a surviving spouse and/or family (AKA the beneficiary) when the main breadwinner passes away. This monetary payout from the life insurance policy is called the policy face value, face amount, or death benefit. This is different from the policy's cash value, which is usually much less.

The two main things it pays for are the short-, immediate-, and long-term needs for money; and then to replace the breadwinner's future earned income, which would be lost.

So life insurance allows maintaining the standard of living dependents are accustomed to when savings and other investment assets are not sufficient to meet these needs.

This whole process of determining the needed face amount of death benefit is also known as capital needs analysis.

These life insurance analysis reports will accurately calculate how much life insurance is really needed - both currently, and far into the future.

VUL stands for Variable Universal Life Insurance, which has been state of the art in whole (or permanent) life insurance for over five decades. The variable part allows one to invest in things like stock mutual funds (which are called subaccounts), and universal means that it's flexible in many ways. Universal means you can easily tinker with the main features without having to alter the policy in writing (e.g., face value, cash value, premiums, bells and whistles, etc.).

Term life insurance does not have a "savings account" associated with it, so here you are just buying pure life insurance. The most efficient form of term was ART (Annually Renewable Term), but life insurance companies rarely sell that anymore because it doesn't make them enough profit. Now it's all called Level Term Insurance, which is much more expensive.

Other than rare circumstances, term life insurance is much more affordable to maintain than whole life. Because of the basic life insurance company business model, the bottom line is that you're just giving a quarter to a third of all premiums paid to the life company and receiving little-to-nothing in return, when you buy any type, other than generic term life insurance.

### **REPORT INFORMATION EXPLAINED**

The life insurance needs program calculates the differences between four present values: Lump sum needs vs. assets available & future income needs vs. future incomes available. This is then the grand total amount of life insurance needed now.

Present value means what something in the future is worth today. Lump sum means what a series of future payments (or just one future payment) is worth today, in one payment of money.

As you can see on the report, the present value of everything you chose to insure for is listed first. These are summed and displayed as *Total Lump Sum Currently Needed*.

Then financial assets you said were currently available to meet the above needs were listed and summed up. This total displays as *Total Lump Sum Currently Available*.

The next line, *Current Unmet Lump Sum Life Insurance Needs*, shows the difference between these two totals.

The next section, *Lump Sum Needed Today to Replace John's Future Income(s)*, calculates and displays the current lump sum of money needed today, to replace John's future income(s) that would be lost to the family if he were to pass away today.

This amount is added to the net lump sum amount needed from above, and displays the, *Total Additional Life Insurance Needed Today to Fund All Needs*. This is how much additional life insurance is needed today if the breadwinner were to pass away. This displays the difference left over that needs to be funded by purchasing more level-term life insurance today.

It is normal for these numbers showing the net life insurance needs to be very large in the *Current* version of your financial plan, just because it requires sophisticated insurance software to accurately calculate these (future income replacement) amounts. So this is probably the first time this was done correctly for you.

Currently, Mary needs \$2,475,000 worth of life insurance death benefits, if John were to pass away today. All assets diverted to meeting these needs would produce around \$475,000. So there is a current need for \$2,000,000 more life insurance on John. Looking at it another way, liquidating current financial assets will fund around 10% of current needs.

Currently, John needs \$1,325,000 if Mary were to pass away today. All assets diverted to meeting these needs would produce around \$475,000. So there is a current need for \$850,000 more life insurance on Mary. Liquidating current financial assets will fund around 19% of current needs, as shown in the last line of report data.

But these funds only cover things that can be paid for today, in one way or another.

This above analysis report shows how much life insurance should be maintained today. But what about next year, and beyond? Instead of running a new report annually, this capital needs analysis software also has the unique feature of being able to estimate capital needs very far into your future.

### **PROJECTING THE FUTURE**

This ability to forecast into the future exposes a little-known top-secret about life insurance needs - they decline substantially every year. Life insurance needs decline annually because of three factors (assuming the breadwinner would have kept on winning bread until there was no need for life insurance anymore).

First, every year the insured survives is one less year of earned income that needs to be replaced with insurance capital. This is by far the largest factor.

Next, the amount of lump sum needs decline as debts are paid off, children get through college, and other large funding needs dissipate.

Then last, and usually least least, financial assets available to meet needs usually increase annually as saving vehicles are added to, and investment and retirement accounts (hopefully) grow with stock market advances over time.

Adding these three factors accurately result in VERY LARGE DECLINES in the need for life insurance as every year goes by.

This matters a lot, because it's very important to know exactly how much life insurance you need. Not only is it important to not waste big money maintaining too much life insurance, which is very expensive (and becomes much more expensive every year), but you also need to know if you've been underestimating, and thus underfunding, your needs (which is much worse than just overpaying annual premiums).

The only way to know exactly how much insurance to maintain, is to input all of the factors that go into calculating how much you really need, and then using this unique insurance software to control how these needs will probably change in the future.

Just ignorantly keeping the same face amount funded forever results in wasting hundreds to thousands annually maintaining unneeded life insurance. For the typical family, the amount of wasted money over a decade is usually enough to buy a nice car, so this is not a trivial matter.

These future annual needs are displayed on the following report pages. There is also a column of numbers to show the annual percentage decline in capital needs.

### MISCELLANEOUS

This report illustrates how values may change over time. Once you go over a year or so, most all projections will be substantially different compared to what was input.

So it's important to run the numbers whenever something changes, or at least annually.

Hopefully, all of the charts and graphs will be self-explanatory. If not, then feel free to contact us for more information.

A good measure of the benefit of financial planning and investment management is how your net worth improved over what you would have realized if you never met us, and continued doing what you were doing.

## **Current Life Insurance Needs Analysis for John**

#### John & Mary Sample

			CURRENT I	NEEDS LESS A	VAILABLE FUN	DS = ADDITIONAL NEI	EDS
		\$1,400,000					
Lump Sum Needed Today to Pay Off Primary Mortgage:	\$96,905						
Lump Sum Needed for Cash Reserve After Everything Else is Paid For:	\$10,000						
Lump Sum Immediate Cash Needs:	\$10,000						
Lump Sum Needed for Burial / Funeral / Medical and Other Final Expenses:	\$29,500	\$1,200,000					
Lump Sum Needed to Pay Off All Debts:	\$53,229			\$276 729			
Lump Sum Needed to Cover Estate Taxes and Other Taxes Due:	\$0			\$370,730			
Lump Sum Needed to Give Away to Others / Bequeaths / Charity:	\$0						
Lump Sum Needed to Fund Junior's College & Other Expenses:	\$200,362	\$1,000,000					
Lump Sum Needed to Fund Sallie Mea's College & Other Expenses:	\$247,104						
Lump Sum Needed to Fund Doogy's College & Other Expenses:	\$292,483					\$848 567	
						\$070,507	
		\$800,000					
Total Lump Sum Currently Needed.	<b>£030 583</b>						
Total Lump Sum Currently Accurd.	\$757,505						
Lump Sum Available from Social Security:	\$255						
Lump Sum Available from Personally Held Term Life Insurance:	\$250,000	\$600,000					
Lump Sums Available from Employer / Business Life Insurance:	\$0						
Lump Sums from All Whole Life Insurance Policies:	\$0						
Funds Available from Pension Lump Sum Payouts:	\$100,000			\$939,583			
Lump Sum Available Funds from Other Liquid Assets:	\$0	\$400,000					
Lump Sums Available from Personal Non-Qualified Assets:	\$50,000						
Lump Sums Available from Qualified Assets:	\$67,500						
Total Lump Sum Currently Available:	\$467,755					\$467 755	
1 V	· · )	\$200,000					
Current Unmet Lump Sum Life Insurance Needs:	\$471,828						
,							
Lump Sum Needed Today to Replace Mary's Future Income(s):	\$376,738						
• • • • · · · · · · · · · · · · · · · ·	<u>,</u>	\$0					
Total Additional Life Insurance Needed Today to Fund All Needs	\$848.567		Current Inc	ome Replacement	Needs	Additional Life Insurance N	Needs
For Automat Enernsulance Accuca Foray to Fund All Accus.	<i><b>4010,007</b></i>		Current Lu	mp Sum Needs		Current Funds Available	
	10.00/						
Current Percentage of Life Insurance Needs Currently Covered:	19.0%						


# **Future Life Insurance Needs for John (Current Version)**

Year	Year #	Survivor's (John's) Age	Mary's Age	Present Value of Life Insurance Needed to Fund Income Replacement	Present Value of Life Insurance Needed to Fund Lump Sum Needs	Present Value of Total Life Insurance Needed (Column H + I)	Amount of Funds Available to Meet All Needs	Difference Between Funds Available and Funds Needed (Column J - K. Red negative amounts mean there is more money available than needed)		Total Net Amount of Life Insurance Needed	Change in Insurance Needs from Previous Year		Year Year#	Junior's Age	Sallie Mea's Age	Doogy's Age	John's Age When Wh Junior Sallie Turns 17 Turns
2016	1	45	40	\$376,738	\$939,583	\$1,316,322	\$467,755	\$848,567		\$848,567			2016 1	9	8	7	48 50
2017 2018	2	46 47	41 42	\$328,738 \$284,330	\$929,201 \$917.685	\$1,257,939 \$1,202.015	\$488,818 \$498.893	\$769,121 \$703.122		\$769,121 \$703.122	-9.4%		2017 2 2018 3	10	9	8	
2019	4	48	43	\$241,191	\$909,621	\$1,150,812	\$509,818	\$640,994		\$640,994	-8.8%		2019 4	12	11	10	
2020	5	49	44	\$199,284	\$901,019	\$1,100,302	\$515,873	\$584,430		\$584,430	-8.8%		2020 5	13	12	11	
2021	7	51	45	\$124,995	\$882,050	\$1,007,045	\$561,932	\$445,113		\$445,113	-13.0%		2021 0	14	13	12	
2023	8	52	47	\$92,375	\$871,606	\$963,980	\$578,759	\$385,221		\$385,221	-13.5%		2023 8	16	15	14	
2024	9 10	53 54	48	\$60,686	\$811,716 \$715 380	\$872,402 \$745,283	\$596,533 \$614,503	\$275,869 \$130,780		\$275,869 \$130,780	-28.4%		2024 9 2025 10	17	16	15	
2026	11	55	50	\$0	\$587,134	\$587,134	\$633,066	(\$45,932)		\$0	0.0%		2026 11	19	18	17	
2027	12	56	51	\$0	\$64,894	\$64,894	\$658,860	(\$593,966)		\$0	0.0%		2027 12	20	19	18	
2028 2029	13	57	52	\$0 \$0	\$59,522 \$53,819	\$59,522 \$53,819	\$627,173	(\$606,430) (\$573,355)		\$0 \$0	0.0%		2028 13 2029 14	21 22	20	20	
2030	15	59	54	\$0	\$47,764	\$47,764	\$577,354	(\$529,590)		\$0	0.0%		2030 15	23	22	21	
2031	16	60	55	\$0 \$0	\$41,337	\$41,337	\$533,910	(\$492,573)		\$0 N/A	0.0%		2031 16	24	23	22	
2032	18	62	57	\$0	\$0	\$0	N/A N/A	N/A N/A		N/A N/A	N/A N/A		2032 17 2033 18	25	24	23	
2034	19	63	58	\$0	\$0	\$0	N/A	N/A	L	N/A	N/A	1	2034 19	27	26	25	
2035	20	64 65	59 60	\$0 \$0	\$0 \$0	\$0 \$0	N/A N/A	N/A N/A		N/A N/A	N/A N/A		2035 20	28	27	26 27	
2030	22	66	61	\$0	\$0	\$0	N/A	N/A		N/A	N/A		2037 22	30	29	28	
2038	23	67	62	\$0	\$0	\$0	N/A	N/A		N/A	N/A		2038 23	31	30	29	
2039	24	68 69	63 64	\$0 \$0	50 50	50 50				ANNUAL NET 1	LIFE INSURA	NCE N	EEDS (NEI	eds Minus I	FUNDS AVAIL	ABLE)	
2041	26	70	65	\$0	\$0	\$0	\$900,000									,	
2042	27	71	66	\$0 \$0	\$0 \$0	\$0 50											
2043	28	72 73	68	\$0 \$0	\$0 \$0	\$0 \$0											
2045	30	74	69	\$0	\$0	\$0	\$800.000										
2046	31	75 76	70	\$0 \$0	\$0 \$0	\$0 \$0	\$000,000										
2047	33	77	72	\$0	\$0	\$0											
2049	34	78	73	\$0	\$0	\$0											
2050	35 36	79 80	74 75	\$0 \$0	\$0 \$0	50 50	\$700,000										
2052	37	81	76	\$0	\$0	\$0											
2053	38	82	77	\$0 \$0	\$0 \$0	\$0 50											
2054	40	83	78	\$0	\$0	\$0	\$600,000										
2056	41	85	80	\$0	\$0	\$0											
2057	42	86 87	81 82	\$0 \$0	\$0 \$0	\$0 \$0											
2059	44	88	83	\$0	\$0	\$0	¢500.000			-							
2060	45	89	84	\$0	\$0 50	\$0 50	\$300,000										
2001	40	90	86	\$0	\$0 \$0	\$0 \$0											
2063	48	92	87	\$0	\$0	\$0											
2064	49 50	93 94	88	\$0 \$0	\$0 \$0	\$0 \$0	\$400,000										
2065	51	95	90	\$0	\$0	\$0											
2067	52	96	91	\$0	\$0	\$0											
2068	53	97 98	92 93	\$0 \$0	\$0 \$0	\$0 \$0	\$300.000										
2070	55	99	94	\$0	\$0	\$0	,										
2071	56	100	95	\$0 \$0	\$0 \$0	\$0 \$0											
2072	58	101	97	\$0	\$0	\$0	<b>**</b> ***										
2074	59	103	98	\$0	\$0	\$0	\$200,000										
2075	60 61	104	99 100	\$0 \$0	\$0 \$0	\$0 \$0											
2077	62	106	101	\$0	\$0	\$0											
2078	63	107	102	\$0 \$0	\$0 \$0	\$0 \$0	\$100,000										
2079	65	108	103	\$0	\$0 \$0	\$0 \$0											
2081	66	110	105	\$0	\$0	\$0											
2082	67 68	111	106	\$0 \$0	\$0 \$0	\$0 \$0	¢0										
2083	69	113	108	\$0	\$0	\$0	50	10 1 . B . 9	0		5 0 0 0	5 ~9	~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	3 4 5	~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	· · · @	V S N S
2085	70	114	109	\$0	\$0	\$0		30, 30, 30, 30, 30	° S	or 50% 50% 50% 5	50, 50, 50, 50	201 1	6, 30, 30,	30, 30, 30,	50, 50, 50, 5	2, Jon Jon Jos	500 500 Jon
2086	72	115	110	\$0 \$0	50 \$0	50 \$0	N/A	N/A		N/A	N/A		2087 72	80	79	78	
2088	73	117	112	\$0	\$0	\$0	N/A	N/A	I	N/A	N/A	I .	2088 73	81	80	79	



# **Current Life Insurance Needs Analysis for Mary**

### John & Mary Sample

Lump Sum Needed Today to Pay Off Primary Mortgage:	\$96,9
Lump Sum Needed for Cash Reserve After Everything Else is Paid For:	\$10,0
Lump Sum Immediate Cash Needs:	\$10,0
Lump Sum Needed for Burial / Funeral / Medical and Other Final Expenses:	\$29,5
Lump Sum Needed to Pay Off All Debts:	\$53,2
Lump Sum Needed to Cover Estate Taxes and Other Taxes Due:	
Lump Sum Needed to Give Away to Others / Bequeaths / Charity:	
Lump Sum Needed to Fund Junior's College & Other Expenses:	\$200,3
Lump Sum Needed to Fund Sallie Mea's College & Other Expenses:	\$247,1
Lump Sum Needed to Fund Doogy's College & Other Expenses:	\$292,4
Total Lump Sum Currently Needed:	\$939,5
Lump Sum Available from Social Security:	\$2
Lump Sum Available from Personally Held Term Life Insurance:	\$250,0
Lump Sums Available from Employer / Business Life Insurance:	
Lump Sums from All Whole Life Insurance Policies:	
Funds Available from Pension Lump Sum Payouts:	\$100,0
Lump Sum Available Funds from Other Liquid Assets:	
Lump Sums Available from Personal Non-Qualified Assets:	\$50,0
Lump Sums Available from Qualified Assets:	\$67,5
Total Lump Sum Currently Available:	\$467,7

Current Unmet Lump Sum Life Insurance Needs:

Lump Sum Needed Today to Replace John's Future Income(s):

Total Additional Life Insurance Needed Today to Fund All Needs:

Current Percentage of Life Insurance Needs Currently Covered:

10.1%





Year	Year #	John's Age	Survivor's (Mary's) Age		Present Value of Life Insurance Needed to Fund Income Replacement	Present Value of Life Insurance Needed to Fund Lump Sum Needs	Present Value of Total Life Insurance Needed (Column H + 1)	Amount of Funds Available to Meet All Needs	Difference Between Fu Available and Funds Ne (Column J - K. Red negative an mean there is more money ava than needed)	nds eded nounts ilable	Tota of L	l Net Amount ife Insurance Needed	Change in Insurance Needs from Previous Year		Year Y	Year #	Junior's Age	Sallie Mea's Age	Doogy's Age	Mary's A When Junior Turns I	uge Mary Wł Sallie 7 Turi	''s Age Mary's A hen When e Mea Doogy ns 17 Turns 1
2016	1	45	40	1	\$1,530,933	\$939,583	\$2,470,516	\$467,755	\$2,002,761		5	52,002,761		1 1	2016	1	9	8	7	48	5	50 51
2017	2	46	41		\$1,374,933	\$929,201	\$2,304,133	\$488,818	\$1,815,316		5	1,815,316	-9.4%		2017	2	10	9	8			
2018	3	47	42		\$1,227,817	\$917,685	\$2,145,503	\$498,893	\$1,646,609		5	51,646,609	-9.3%		2018	3	11	10	9			
2019	5	49	43		\$962,255	\$901,019	\$1,863,273	\$515,873	\$1,347,401		5	51,347,401	-9.2%		2019	5	13	12	11			
2021	6	50	45		\$842,485	\$891,841	\$1,734,326	\$538,739	\$1,195,587		5	\$1,195,587	-11.3%		2021	6	14	13	12			
2022	7	51	46		\$725,017	\$882,050	\$1,607,068	\$561,932	\$1,045,136		5	51,045,136	-12.6%		2022	7	15	14	13			
2023	8	52	47 48		\$640,397 \$557.404	\$871,606	\$1,512,003 \$1,369,120	\$578,759 \$596,533	\$933,244 \$772,586			\$955,244 \$772,586	-10.7%		2023	8	16	15	14			
2025	10	54	49		\$472,778	\$715,380	\$1,188,158	\$614,503	\$573,655			\$573,655	-25.7%		2025	10	18	17	16			
2026	11	55	50		\$389,779	\$587,134	\$976,913	\$633,066	\$343,847			\$343,847	-40.1%		2026	11	19	18	17			
2027	12	56 57	51		\$308,377	\$64,894	\$373,271	\$658,860	(\$285,590)			\$0 \$0	0.0%		2027	12	20	19	18			
2028	13	58	53		\$145,188	\$53,819	\$199,006	\$627,173	(\$428,167)			\$0 \$0	0.0%		2028	13	21 22	20	20			
2030	15	59	54		\$65,939	\$47,764	\$113,704	\$577,354	(\$463,651)			\$0	0.0%		2030	15	23	22	21			
2031	16	60	55		\$0 50	\$41,337	\$41,337	\$533,910	(\$492,573)			\$0	0.0%		2031	16	24	23	22			
2032	17	61	50		50 50	\$0 \$0	50 50	N/A N/A	N/A N/A			N/A N/A	N/A N/A		2032	17	25	24	23			
2034	19	63	58		\$0	\$0	\$0	N/A	N/A			N/A	N/A		2034	19	27	26	25			
2035	20	64	59		\$0	\$0	\$0	N/A	N/A			N/A	N/A		2035	20	28	27	26			
2036	21	65 66	60		\$0 \$0	\$0 \$0	\$0 \$0	N/A N/A	N/A N/A			N/A N/A	N/A N/A		2036	21	29	28	27			
2037	22	67	62		\$0 \$0	\$0	\$0	N/A N/A	N/A N/A			N/A N/A	N/A N/A		2037	22	31	30	28			
2039	24	68	63		\$0	\$0	\$0	N/A	N/A			N/A	$N/\Delta$		2039	24	32	31	30			
2040	25	69	64		\$0 50	\$0	\$0 50	N/A	N/A			A	ANNUAL NET	LIFE I	NSUR.	ANCI	e Needs (N	EEDS MINUS	FUNDS AVAI	LABLE)		
2041 2042	20	70	65		50 50	50 50	50 50	N/A N/A	N/A N/A	\$2,50	00,000											
2043	28	72	67		\$0	\$0	\$0	N/A	N/A													
2044	29	73	68		\$0	\$0	\$0	N/A	N/A													
2045	30	74	69 70		\$0 \$0	\$0 \$0	\$0 \$0	N/A N/A	N/A N/A													
2040	32	76	70		\$0 \$0	\$0	\$0	N/A	N/A													
2048	33	77	72		\$0	\$0	\$0	N/A	N/A	\$2,00	00,000											_
2049	34	78	73		\$0 \$0	\$0 \$0	\$0 \$0	N/A	N/A													
2050	35	80	74		50 50	\$0 \$0	50 50	N/A N/A	N/A N/A													
2052	37	81	76		\$0	\$0	\$0	N/A	N/A													
2053	38	82	77		\$0	\$0	\$0	N/A	N/A													
2054	39 40	83 84	/8 79		50 50	\$0 \$0	50 50	N/A N/A	N/A N/A	\$1,50	00,000		-									
2055	41	85	80		\$0	\$0	\$0	N/A	N/A													
2057	42	86	81		\$0	\$0	\$0	N/A	N/A													
2058	43	87	82		\$0 \$0	\$0 \$0	\$0 \$0	N/A	N/A													
2039	44	89	84		\$0 \$0	\$0	\$0 \$0	N/A N/A	N/A N/A													
2061	46	90	85		\$0	\$0	\$0	N/A	N/A	\$1.00	00.000											
2062	47	91	86		\$0 50	\$0 50	\$0	N/A	N/A													
2063	48 49	92	87		50 50	\$0 \$0	50 50	N/A N/A	N/A N/A													
2065	50	94	89		\$0	\$0	\$0	N/A	N/A													
2066	51	95	90		\$0	\$0	\$0	N/A	N/A													
2067	52 53	96 97	91		\$0 \$0	\$0 \$0	\$0 \$0	N/A N/A	N/A N/A	\$50	000.00											
2008	54	98	93		\$0 \$0	\$0	\$0	N/A	N/A	400												
2070	55	99	94		\$0	\$0	\$0	N/A	N/A													
2071	56	100	95		\$0 50	\$0 50	\$0	N/A	N/A													
2072	58	101	90		50 50	\$0 \$0	50 50	N/A N/A	N/A N/A													
2074	59	103	98		\$0	\$0	\$0	N/A	N/A		\$0											
2075	60	104	99		\$0	\$0	\$0	N/A	N/A		30	26 27 28	12 10 90 90	n 2 n 2	5 -6	0 1	a 9 a	N N N N	5 00 01 00	11 91 92	2 3	14 15
2076	61 62	105	100		\$0 \$0	\$0 \$0	\$0 \$0	N/A N/A	N/A N/A		2	0, 30, 30, 30, 32	0, 50, 50, 50,	201 201 1	01 - 201	201.	50, 50, 502, 50	5, 302, 302, 302, 30	5, 502, 502, 5020	50, 50, 50, 50	204	504 504
2078	63	107	102		\$0	\$0	\$0	N/A	N/A			N/A	N/A	1 1	2078	63	71	70	69			

# Future Life Insurance Needs for Mary (Current Version)



# **Proposed Life Insurance Needs Analysis for John**

### John & Mary Sample

Lump Sum Needed Today to Pay Off Primary Mortgage:	\$96,24
Lump Sum Needed for Cash Reserve After Everything Else is Paid For:	\$10,00
Lump Sum Immediate Cash Needs:	\$10,00
Lump Sum Needed for Burial / Funeral / Medical and Other Final Expenses:	\$29,50
Lump Sum Needed to Cover Estate Taxes and Other Taxes Due:	\$53,22
Lump Sum Needed to Cover Estate Taxes:	\$
Lump Sum Needed to Give Away to Others / Bequeaths / Charity:	\$
Lump Sum Needed to Fund Junior's College & Other Expenses:	\$133,03
Lump Sum Needed to Fund Sallie Mea's College & Other Expenses:	\$164,17
Lump Sum Needed to Fund Doogy's College & Other Expenses:	\$194,63
Total Lump Sum Currently Needed:	\$690,81
Lump Sum Available from Social Security:	\$25
Lump Sum Available from Personally Held Term Life Insurance:	\$725,00
Lump Sums Available from Employer / Business Life Insurance:	\$
Lump Sums from All Whole Life Insurance Policies:	\$
Funds Available from Pension Lump Sum Payouts:	\$100,00
Lump Sum Available Funds from Other Liquid Assets:	\$
Lump Sums Available from Personal Non-Qualified Assets:	\$50,00
Lump Sums Available from Qualified Assets:	\$67,50
Total Lump Sum Currently Available:	\$942,75
Current Unmet Lump Sum Life Insurance Needs:	-\$251,93
Lump Sum Needed Today to Replace Mary's Future Income(s):	\$ <u>376,738</u>
Total Additional Life Insurance Needed Today to Fund All Needs:	<u>\$124,802</u>

Current Percentage of Life Insurance Needs Currently Covered:









Year	Year #	Survivor's (John's) Age	Mary's Age
2016	1	45	40
2017	2	46	41
2018	3	47	42
2019	4	48	43
2020	5	49	44
2021	6	50	45
2022	7	51	46
2023	8	52	47
2024	9	53	48
2025	10	54	49
2026	11	55	50
2027	12	56	51
2027	13	57	52
2020	14	58	53
2029	15	50	54
2030	16	60	55
2032	17	61	56
2032	18	62	57
2033	10	62	57
2034	20	64	50
2035	20	65	59
2030	21	65	60
2037	22	67	62
2038	23	67	62
2039	24	68	63
2040	25	69 70	64
2041	20	70	0.5
2042	27	71	00 67
2045	20	72	67
2044	29	73	60
2045	30	74	69 70
2040	22	75	70
2047	32	70	72
2040	24	70	72
2049	25	78	75
2050	35	80	74
2051	30	80	15
2052	20	81	70
2055	38	82	70
2054	39	83	/8
2055	40	84	/9 80
2050	41	85	80
2057	42	80	81
2058	43	8/	82
2059	44	88	83
2060	45	89	84
2061	46	90	85
2062	47	91	86
2063	48	92	87
2064	49	93	88
2065	50	94	89
2066	51	95	90
2067	52	96	91

# Future Life Insurance Needs for John (Proposed Version)

Present Value of Life Insurance Needed to Fund Income Replacement	Present Value of Life Insurance Needed to Fund Lump Sum Needs	Present Value of Total Life Insurance Needed (Column H + I)	Amount of Funds Available to Meet All Needs	Difference Between Funds Available and Funds Needed (Column J - K. Red negative amounts mean there is more money available than needed)
\$376,738	\$690,819	\$1,067,557	\$942,755	\$124,802
\$328,738	\$679.814	\$1.008.552	\$967.373	\$41.179
\$284,330	\$667,717	\$952,047	\$975,248	(\$23,201)
\$241,191	\$659,118	\$900,309	\$984,243	(\$83,935)
\$199,284	\$650,032	\$849,316	\$258,114	\$591,202
\$158,574	\$640,431	\$799,005	\$286,181	\$512,824
\$124,995	\$630,282	\$755,277	\$314,345	\$440,932
\$92,375	\$619,553	\$711,927	\$332,208	\$379,719
\$60,686	\$575,768	\$636,454	\$351,211	\$285,244
\$29,903	\$509,496	\$539,399	\$371,066	\$168,333
\$0	\$422,663	\$422,663	\$392,647	\$30,016
\$0	\$60,718	\$60,718	\$425,590	(\$364,872)
\$0	\$55,565	\$55,565	\$452,583	(\$397,017)
\$0	\$50,215	\$50,215	\$482,283	(\$432,068)
\$0	\$44,659	\$44,659	\$461,513	(\$416,854)
\$0	\$38,891	\$38,891	\$443,400	(\$404,509)
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A
\$0	\$0	\$0	N/A	N/A





# **Proposed Life Insurance Needs Analysis for Mary**

John & Mary Sample









# **Future Life Insurance Needs for Mary (Proposed Version)**

Yea	r Year#	John's Age	Survivor's (Mary's) Age		Present Value of Life Insurance Needed to Fund Income Replacement	Present Value of Life Insurance Needed to Fund Lump Sum Needs	Present Value of Total Life Insurance Needed (Column H + I)	Amount of Funds Available to Meet All Needs	Difference Between Funds Available and Funds Needed (Column J - K. Red negative amounts mean there is more money available than needed)	Total Net Amount of Life Insurance Needed	Change in Insurance Needs from Previous Year		Year Year i	f Junior's Age	Sallie Mea's Age	Doogy's Age		Mary's Agc When Junior Turns 17	Mary's A When Sallie M Turns 1	ge Mary's Age When 2a Doogy 7 Turns 17
201	5 1	45	40		\$1,464,993	\$690,819	\$2,155,812	\$2,017,755	\$138,057	\$138,057			2016 1	9	8	7		48	50	51
201	2	46	41		\$1,308,993	\$679,814	\$1,988,807	\$2,042,373	(\$53,566)	\$0	0.0%		2017 2	10	9	8				
201	3	47	42		\$1,161,878	\$667,717	\$1,829,595	\$2,050,248	(\$220,653)	\$0 \$0	0.0%		2018 3	11	10	9				
201	5	40	43		\$896,315	\$650,032	\$1,546,348	\$2,058,114	(\$511,766)	\$0 \$0	0.0%		2020 5	13	12	11				
202	6	50	45		\$776,545	\$640,431	\$1,416,976	\$2,086,181	(\$669,205)	\$0	0.0%		2021 6	14	13	12				
202	2 7	51	46		\$659,078	\$630,282	\$1,289,360	\$2,114,345	(\$824,985)	\$0	0.0%		2022 7	15	14	13				
202	8 8	52	47		\$574,458	\$619,553 \$575.768	\$1,194,010	\$2,132,208	(\$938,197)	\$0 \$0	0.0%		2023 8	16	15	14				
202	5 10	54	48		\$406.839	\$509.496	\$916.334	\$2,131,211	(\$1,083,978)	\$0 \$0	0.0%		2024 9	18	10	15				
202	5 11	55	50		\$323,840	\$422,663	\$746,503	\$2,192,647	(\$1,446,144)	\$0	0.0%		2026 11	19	18	17				
202	12	56	51		\$242,437	\$60,718	\$303,155	\$2,225,590	(\$1,922,435)	\$0	0.0%		2027 12	20	19	18				
202	3 13	57	52		\$160,051	\$55,565	\$215,616	\$2,252,583	(\$2,036,967)	\$0 \$0	0.0%		2028 13	21	20	19				
202	) 15	59	54		\$0	\$44,659	\$44,659	\$2,261,513	(\$2,216,854)	\$0 \$0	0.0%		2029 14 2030 15	22 23	21 22	20				
203	16	60	55		\$0	\$38,891	\$38,891	\$2,243,400	(\$2,204,509)	\$0	0.0%		2031 16	24	23	22				
203	2 17	61	56		\$0	\$0	\$0	N/A	N/A	N/A	N/A		2032 17	25	24	23				
203	5 18	62	57		50 50	\$0 \$0	\$0 \$0	N/A N/A	N/A N/A	N/A N/A	N/A N/A		2033 18 2034 19	26	25	24				
203	5 20	64	59		\$0	\$0	\$0	N/A	N/A	N/A	N/A		2035 20	28	27	26				
203	5 21	65	60		\$0	\$0	\$0	N/A	N/A	N/A	N/A		2036 21	29	28	27				
203	22	66	61		\$0 \$0	\$0 \$0	\$0 \$0	N/A	N/A N/A	N/A	N/A		2037 22	30	29	28				
203	23	67	62		50 50	\$0 \$0	\$0 \$0	N/A N/A	N/A N/A	N/A N/A	N/A N/A		2038 23	31	30	29 30				
204	25	69	64		\$0	\$0	\$0	N/A	N/A	N/A	N/A		2040 25	33	32	31				
204	26	70	65		\$0	\$0	\$0	N/A	N/A	N/A	N/A		2041 26	34	33	32				
204	2 27	71	66 67		50 50	\$0 \$0	\$0 \$0	N/A N/A	N/A N/A	N/A N/A	N/A N/A		2042 27	35	34	33				
204	20	73	68		\$0	\$0	\$0	N/A	N/A	N/A	N/A		2044 29	37	36	35				
204	5 30	74	69		\$0	\$0	\$0	N/A	N/A	N/A	N/A		2045 30	38	37	36				
204	5 31	75	70		\$0 \$0	\$0 \$0	\$0 \$0	N/A	N/A N/A	N/A	N/A		2046 31	39	38	37				
204	32	70	72		30 \$0	\$0	\$0	N/A N/A	N/A N/A	N/A N/A	N/A		2047 32 2048 33	40	40	38				
204	34	78	73		\$0	\$0	\$0	N/A	N/A	N/A	N/A		2049 34	42	41	40				
205	35	79	74		\$0 \$0	\$0 \$0	\$0 \$0	N/A	N/A	N/A N/A	N/A N/A		2050 35	43	42	41				
205	2 37	81	75		30 \$0	\$0	\$0	N/A N/A	N/A N/A	N/A N/A	N/A		2051 30	44	43	42 43				
205	38	82	77		\$0	\$0	\$0	N/A	N/A				NET LIFE IN	I SURANCE NEEDS (	NEEDS MINUS EIP	NDS AVAILABLE)	<u> </u>			
205	4 39 40	83	78		\$0 \$0	\$0 \$0	\$0 \$0	N/A	N/A N/A	\$160,000				Service I (LEDD)	(112200 1121100 1 01	(00110111)				
205	5 41	85	80		\$0	\$0	\$0	N/A	N/A N/A											
205	42	86	81		\$0	\$0	\$0	N/A	N/A	\$140.000										
205	3 43	87	82		\$0 50	\$0	\$0	N/A	N/A	\$140,000										
205	) 44 ) 45	88	83 84		50 50	\$0 \$0	\$0 \$0	N/A N/A	N/A N/A											
206	46	90	85		\$0	\$0	\$0	N/A	N/A	\$120,000										-
206	2 47	91	86		\$0	\$0	\$0	N/A	N/A											
206	5 48 1 49	92	87		50 50	\$0 \$0	\$0 \$0	N/A N/A	N/A N/A	\$100.000										
206	5 50	94	89		\$0	\$0	\$0	N/A	N/A	\$100,000										
206	5 51	95	90		\$0	\$0	\$0	N/A	N/A											
206	52	96 97	91		\$0 \$0	\$0 \$0	\$0 \$0	N/A N/A	N/A N/A	\$80,000										
200	54	98	93		\$0	\$0	\$0	N/A	N/A N/A											
207	55	99	94		\$0	\$0	\$0	N/A	N/A	\$60.000										_
207	56	100	95		\$0	\$0	\$0	N/A	N/A	500,000										
207	57	101	96 97		50 50	\$0 \$0	\$0 \$0	N/A N/A	N/A N/A											
207	1 59	103	98		\$0	\$0	\$0	N/A	N/A	\$40,000										-
207	60	104	99		\$0	\$0	\$0	N/A	N/A											
207	61	105	100		50 50	\$0 \$0	\$0 \$0	N/A N/A	N/A N/A	\$20,000										
207	63	107	102		\$0	\$0	\$0	N/A	N/A											
207	64	108	103		\$0	\$0	\$0	N/A	N/A											
208	65	109	104		\$0 \$0	\$0 \$0	\$0 \$0	N/A N/A	N/A N/A	\$0	(- Q, P, P.	2	ab ab ab	1. 60 fo 10	A 40 40 48 48	9. 4. C. d.	0.6	N N A		
208	67	111	105		\$0	\$0	\$0	N/A N/A	N/A N/A	201 201	70, 30, 30, 30°, J	202 -	201 201 202 1	5. 39. 30. 30. 30. 3	0, 30, 30, 30, 30,	502 302 302 302	2042 25	2 Jon Joy	Jon Joy	
208	68	112	107		\$0	\$0	\$0	N/A	N/A	N/A	N/A		2083 68	76	75	74				
208	69	113	108	I I	\$0	\$0	\$0	N/A	N/A	N/A	N/A		2084 69	77	76	75	4			



# **DISABILITY INSURANCE NEEDS REPORT**

### **REAL WORLD PERSONAL FINANCE SOFTWARE**

(503) 309-1369 <a href="mailto:support@toolsformoney.com"><u>support@toolsformoney.com</u></a> <a href="http://www.toolsformoney.com/"><u>http://www.toolsformoney.com/</u></a>

This risk management section of your financial plan is to help prepare you for the real-life risks of becoming temporarily, or permanently, disabled.

The definition of being disabled in this context, is not being able to earn income, and/or take care of your own personal needs.

The percentage of people that need to stop working before they planned because of poor health, pain, and/or loss of cognitive functions is much too high to ignore. It is much higher than the risks of passing away suddenly and/or unexpectedly from all other causes combined. Also, the percentage of people on Social Security disability grows annually.

So diligent preparation is needed not only financially, but also emotionally, mentally, and physically. Then if others are dependent on you, then their care must also be considered.

The two main causes of a disability are disease or illness, and then accident or injury.

The main risk of a short- or long-term disability is not being able to earn income.

Fortunately, you can buy insurance that will replace lost incomes during a disability when these benefits are not available from your business or employer. This type of insurance is called Long-term Care Insurance (or LTC). It is AKA "nursing home insurance."

Without your incomes being physically supplemented or replaced with insurance benefits, your investment assets and retirement nest eggs may need to be liquidated to pay for both normal living expenses, and the increased medical expenses stemming from the disability.

Usually living expenses substantially increase when there is a disability; due to increase medical bills, the needs for prescription medications and physical therapies, transportation to these facilities, and compensating others that take their time to care for these needs.

As savings and investments are drained to pay for these increased needs, this usually ends most all careful planning for long-term goals, like children's college and retirement.

So these often overlooked risks need to be managed, just like everyone does with mundane property and casualty insurance (vehicle, homeowners, and other liability insurance).

There are four time frames when managing the risks of disability:

1) Very short term – less than a few weeks. This is sometimes automatically covered by your employer benefits via using "sick days" or "sick leave."

2) Short-term – more than a few weeks but less than three months. This is sometimes covered using "sick days" and then "vacation days," or other employer-based STD plans.

3) Time off of work more than three months is usually considered a long-term disability.

4) Permanent disability, requiring long-term care. This is also known as going into any level of a nursing home (AKA skilled-care facility).

Usually after using up all of your sick days / vacation / STD benefits, income from your employer stops, and then long-term disability insurance (LTD) starts to pay benefits. Normally, these policies don't start to pay benefits until after a certain amount of time goes by, called the elimination period. If there is no longer-term disability insurance to pay benefits after the short-term benefits expire, then all earned incomes and insurance policy benefits usually stop. Note that health insurance does not pay long-term care benefits.

Although progress in this area has been made, Social Security and Medicare still do not pay for the bulk of long-term stays in nursing homes at any age. So it's wise to assume everyone will continue to be "left defending for themselves" for many decades to come.

Commercial nursing home facilities cost from \$2,000 to over \$5,000 per month. These costs are usually paid for by liquidating investment assets, like retirement plans, until all resources have been exhausted. Then if other family members cannot pay, the patient is either moved to living with relatives that will care for their daily needs, or put into a "state-run" nursing home, where quality of life is usually at bare minimum survival standards. Also, when the state takes over long-term care of someone, it usually seizes and liquidates ALL of their assets – including homes, vehicles, furnishings, EVERYTHING.

These two situations are what need to be avoided at all costs, and planned for today.

### **Current Recommendations to Manage the Risks of All Disabilities**

John needs to purchase a guaranteed renewable long-term disability income insurance policy from an "A-rated carrier," that will replace \$3,000 in monthly income, with an elimination period of no more than 90 days.

Mary needs to purchase a guaranteed renewable long-term disability income insurance policy from an "A-rated carrier," that will replace \$4,000 in monthly income, with an elimination period of no more than 90 days.

Since both John and Mary are currently young and in good health, and can afford the premiums, they both need to purchase a long-term care insurance policy with an inflationadjusted daily benefit of at least \$250 each ASAP.

These policies will pay benefits in the form of monetary payments to skilled nursing home facilities, for extended periods of time (until passing).

Waiting or procrastinating, for whatever reason, usually makes these insurance premiums increase, and benefit payouts decrease, for several reasons.

First, every year you wait raises the risks of disability, just because of aging.

Next, your medical records will be scrutinized by the insurance provider when calculating your LTC policy premiums and benefits. So the more time passes, the more ailments are reported and logged onto your medical history, and the more there is, the higher the risks of disability. This will drastically increase your premiums and/or lower your benefits. So there are no benefits in waiting or procrastinating to obtain coverage.

It is also advised to obtain a policy that is "guaranteed renewable." This makes it so the insurance provider cannot cancel your policy if you were to become a higher risk for them (e.g., if you were to have an unfavorable event occur, like getting cancer, AIDS, stroke, heart attack, etc.).

Government regulation in this industry is still very much lacking, so you'll need to take the usual precautions if you want to ensure that you'll actually receive benefits under your policy for an extended period of time (and not be cancelled or dropped).

Some of the usual things to do is ensure the insurer large, well-known, is and is "A" rated (or whatever the system uses, ensure it's at the top of the scale).

# LONG-TERM CARE REPORT EXPLANATION

**REAL WORLD PERSONAL FINANCE SOFTWARE** 

(503) 309-1369 <a href="mailto:support@toolsformoney.com"><u>http://www.toolsformoney.com/</u></a>

# **OVERVIEW OF THE LTC AND RETIREMENT FORECAST REPORTS**

This text is to help you understand the overall concepts, and the technical details, of the following retirement, combined with long-term care planning reports.

Long-term care (AKA LTC) is technical jargon for "going into a home."

Careful long-term planning is needed these days to prepare for extremely expensive stays in nursing homes, rehabilitation centers, retirement homes, and hospice care. To have similar standards of living as one had in their own home usually requires \$75,000 to \$100,000 per year in LTC expenses. To be "stuck in a room" with a roommate's TV blaring all-day, costs still between \$25,000 and \$50,000 per year.

Long-term care insurance helps pays for these stays, and similar long-term personal and health care needs (like in-home elderly care, physical therapy, and/or other rehabilitation services).

When permanently disabled, Social Security may kick in earlier than age 62, but at greatly reduced amounts. Sometimes, if they think you don't qualify, then they just don't pay at all. Also Medicare and Medicaid pays much less than most think (sometimes also little-to-nothing).

Reasons for these types of care include chronic illnesses, substance abuse problems, and mental and/or physical disabilities. Basically whenever one is "put in a home," because they can't take of themselves for whatever reason, it's usually referred to as long-term care.

To insure for these risks, we recommend that you purchase good long-term care insurance. This type of insurance usually pays benefits directly to the insured, in increments of \$100 per day, or so. For example, you can buy LTC policies that pay \$100, \$200, or \$300 per day in benefits.

The amount of Long-term Care insurance policy benefits shown in the Proposed version of your retirement plan is \$250 per day for John.

### ABOUT THE LTC REPORTS

In the following retirement reports, the "Current version" shows an estimate of what your financial future may look like, assuming the devastating costs of a nursing home stay starting at John's age of 60 (because you are currently uninsured for these risks).

The "Proposed version" shows the same long-term health care expenses of the Current version, but both the cost of the LTC insurance premiums, and income from the policy's benefit payouts are also accounted for.

The Proposed version also shows John being able to work part-time from age 60 to 70, as he intended. This income would also be lost if disabled, so it was not input into the Current version.

In the Current version, you can see that the financial devastation of being uninsured wipes out any hopes of a comfortable retirement, for either of you past age 80.

In the Proposed version, your financial forecasts look much better. With the purchase and maintenance of adequate LTC insurance for John, the forecast looks about the same as it did if he did not experience events leading to the need for LTC.

### MISCELLANEOUS

This report illustrates how values may change over time. Once you go over a year or so, most all projections will be substantially different compared to what was input.

So it's important to run the numbers whenever something changes, or at least annually.

Hopefully, all of the charts and graphs are self-explanatory. If not, then feel free to contact us for more information.

A good measure of the benefit of financial planning and investment management is how your net worth improved over what you would have realized if you never met us, and continued doing what you were doing.

# **COLLEGE SAVINGS REPORT EXPLANATION**

### **REAL WORLD PERSONAL FINANCE SOFTWARE**

(503) 309-1369 <u>support@toolsformoney.com</u> <u>http://www.toolsformoney.com/</u>

# **OVERVIEW OF THE COLLEGE PLANNING REPORTS**

This text is to help you understand the overall concepts, and the technical details, of the following college plan analysis reports.

Careful long-term planning is needed these days to prepare for the extremely expensive college adventure.

This analysis will help you determine how much you'll need to invest, both lump sum, and/or monthly, to reach a future college funding need, assuming out-of-pocket costs and various time-value-of-money input. In English, it estimates how much it will cost to send someone to college, and how much one needs to save now to pay for it later.

There are a few ways to invest for future college expenses. Back in the good 'ol days, there were things called UTMAs and UGMAs that had tax benefits. These days, hardly anyone uses them anymore because a whole new Wall Street-based financial services industry evolved to replace them. This is the 529 College Savings Plan industry.

The one and only big advantage touted by 529 plans is the "awesome tax deferral," which basically operates similarly to a Roth IRA (but you may also get a state tax deduction if you play the game right). Basically, annual taxable events like dividends, are not taxed, nor are amounts withdrawn and spent for college expenses.

But the math bottom line shows that all you have to do is get between 1% to 2% more average annual investment return in a non-529 do-it-yourself discount brokerage account, and you'll probably end up having more spendable money when needed (which is the point of all of this). Yes, this is even after these awesome 529 plan tax breaks.

The lower market returns are in general, the lower this difference is. If the stock markets average less than 6% annually, then this difference (between 529 & DIY) is less than 1%.

So the bottom line is that with low investment returns, the value of 529 plans are mostly negated. The math proves you'll need to realize an annual average of over 8% to break even with a good DIY

investing plan. In other words, if your 529 plan does not average more than 8% annually, then its tax benefits are mostly useless. This is because there are not enough profits to tax, and if there were, the amount of tax is insignificant. Therefore investing yourself in a brokerage account will probably end up letting the student spend more money when the time comes, than even the best 529 plans, after paying its taxes.

529 Plans also suffer from other major problems, like high fees, commissions, and expenses. Which again, with low investment returns and low tax rates, can gobble up from a quarter to almost half of your investment profits. For example, if you only average 5% return, and total fees and expenses are 1%, then ~20% of your returns went for naught.

Then the choice of funding vehicles are severely limited, which makes getting decent returns, with low risk, difficult more than a few years in a row. This is mostly because of lack of access to asset classes needed to diversify the largest risks away.

Then the funding vehicles are usually comprised of those that make Wall Street, and the salespeople that are selling the 529 plan, the most money – not you nor the student.

Then there is little-to-no liquidity in a 529 plan. If an emergency happens, you can't withdraw money without expensive tax penalties.

Then you can only spend the money on "qualified expenses" or you'll lose the tax breaks. Relative to the average student's budget, these are severely limited, and so it's one of the biggest overlooked problems. Students can't even spend 529 money on basic necessities, like a computer, Internet connections, or printer, anymore.

One must keep in mind that even though it seems like 529 plans are "good" because they're "sponsored by the state," they are definitely a "Wall Street innovation." So you'll be paying a lot to use them, and then will get receive little-to-no actual benefit – compared to investing yourself intelligently via a non-tax-qualified discount brokerage account.

This analysis is the only way to gauge the true value of 529 vs. Doing-it-yourself, because it uses the only software specifically designed for this purpose. These differences are shown in the reports that follow (mostly in the bottom line numbers).

So when you add this all up, there is usually NO REAL BENEFIT in using 529 savings plans, compared to the lower fees, total control, total liquidity, no restrictions, unlimited asset class and investment options, and "it doesn't matter from a tax-standpoint what the student spends the money on - tuition or beer," because it's all taxed the same (barely anything to tax and then hardly taxed at all these days).

Like the old saying goes, "Just because you can do a thing, does not mean that you should, or you must, do that thing."

## **Report Information Explained**

The first few rows of information just show what was input into the program.

If there are two reports, then one is probably showing the costs of a public college, and the other the much more expensive private college. Then this may be duplicated to compare 529 with investing yourself. The titles at the top will say which is which.

Where it says, *Total Nominal Costs without Investment Expenses* is where the beef starts. This is just the current year's total costs multiplied by how many years the student is projected to be in college. *With investment expenses*, just adds in projected expenses of either doing-it-yourself, or using a 529 plan. As you can see, total 529 plan expenses are usually several times as much compared with investing yourself, so this is where the rubber meets the road.

The next line shows the projected costs considering that the cost of everything goes up annually (due to generic inflation). Colleges typically have inflation rates two to three times higher than everything else. The main reason for this is that college professors' think they deserve "rock-star compensation."

The bolded text, *Inflated Present Value with Investment Expenses* is the "bottom-line." So if the parent and Grandma were sitting with a financial planner, and all Grandma wanted to know was how much to write a check to the financial planner for to fully fund an education, this is these amounts. Note that these amounts are also automatically referenced into the life insurance needs module, to protect from losing a breadwinner.

The text that follows is again just displaying input information – until you get down to where it says *Lump Sum Needed Now to Fund Cash Flow Deficits (PV)*. This and *Monthly Payments Needed from Now until College Starts*, are how much more needs to be invested now to fully fund college for the student. This is in addition to what was already input into the college plan software. Note that these two numbers are two different ways of looking at the same thing – so it's not saying that you'll need to add the additional lump sum AND make that much more in monthly payments. It's one or the other, not both.

*Probability of Success Given All Assumptions* is the result of the Monte Carlo "stress test" simulation. Any number less than 70%, and there is significant risk that more money will be needed than what was input into the college plan, for the student to graduate. Numbers under 50% mean much more money will probably need to spent and invested than what's showing. This is all because what was input was a "rosy scenario," meaning your investment returns will probably be lower than what was input, fees and expenses will be higher, and/or total costs will end up being much more than anticipated.

### **Projecting the Future**

The charts and graphs show both input data, and a future projection of what will probably happen over the life of the college plan. Hopefully, they are self-explanatory.

What you don't want to see are red areas in the graphs – because that shows the college plan running out of money before the student graduates. This is the scenario that this whole college planning forecasting process is trying to avoid.

The most important thing is the overall trend, and if you're going in the right direction or not. The goal is to tweak the input data until no red shows on the charts, and the Monte Carlo simulation results are over 85%.

The solutions to your college planning forecast showing unfavorable results, are to NOT use a 529 plan, use intelligent asset allocation investing strategies (in order to minimize losses when the equity markets go down), reside at home instead of moving away to a more expensive state, and then not spending top-dollar on the very best private "Ivy-league" college.

### Miscellaneous

This report illustrates how values may change over time. Once you go over a year or so, most all projections will be substantially different compared to what was input.

So it's important to run the numbers whenever something changes, or at least annually.

Hopefully, all of the charts and graphs are self-explanatory. If not, then feel free to contact us for more information.

A good measure of the benefit of financial planning and investment management is how your net worth improved over what you would have realized if you never met us, and continued doing what you were doing.

### **Current 529 Public College Funding Results for All Students**

#### Especially Prepared for: John & Mary Sample

By Smart T. Adviser

#### 6/6/2016

Junior's Current Age:	9	Junior Enters College at Age:
Sallie Mea's Current Age:	8	Sallie Mea Enters College at Age:
Doogy's Current Age:	7	Doogy Enters College at Age:

4

5

6

19

17

15

- Number of Years Junior Will Attend College:
- Number of Years Sallie Mea Will Attend College:
- Number of Years Doogy Will Attend College:

		Percent Paid Out of Pocket:	Percent Paid By Savings:
Total Nominal Costs Without Investment Expenses:	\$438,300	\$43,830	\$394,470
Total Nominal Costs With Investment Expenses:	\$501,449	\$50,145	\$451,304
Total Inflated Costs Without Investment Expenses:	\$722,374	\$72,237	\$650,136
Total Inflated Costs With Investment Expenses:	\$848,672	\$135,387	\$713,286
Inflated Present Value Without Investment Expenses:	\$506,500	\$50,650	\$455,850
Inflated Present Value With Investment Expenses:	\$559,593	\$55,959	\$503,633

Initial Lump Sum Investment (amount saved now):	\$120,000
Monthly Contributions:	\$3,750
Total Amount of Gross Money Invested:	\$165,000
Total Amount of Net Money Invested (after commissions):	\$329,242
Total Investment Expenses:	\$63,149
Lump Sum Needed New to Fund Cash Flow Definits (PV).	\$66 841
Lump Sum Needed Now to Fund Cash Flow Dencits (FV):	300,041
- or -	
Monthly Payments Needed from Now Until College Starts:	\$549

Average Probability of Success of All Student Plans Combined: 0.0%

### **Current 529 Private College Funding Results for All Students**

#### Especially Prepared for: John & Mary Sample

By Smart T. Adviser

6/6/2016

Junior's Current Age:	9	Junior Enters College at Age:	19
Sallie Mea's Current Age:	8	Sallie Mea Enters College at Age:	17
Doogy's Current Age:	7	Doogy Enters College at Age:	15

- Number of Years Junior Will Attend College: 4
- 5 Number of Years Sallie Mea Will Attend College:
  - Number of Years Doogy Will Attend College: 6

		Percent Paid Out of Pocket:	Percent Paid By Savings:
Total Nominal Costs Without Investment Expenses:	\$618,300	\$61,830	\$556,470
Total Nominal Costs With Investment Expenses:	\$677,226	\$67,723	\$609,503
Total Inflated Costs Without Investment Expenses:	\$1,101,541	\$110,154	\$991,386
Total Inflated Costs With Investment Expenses:	\$1,219,392	\$169,080	\$1,050,312
Inflated Present Value Without Investment Expenses:	\$772,007	\$77,201	\$694,806
Inflated Present Value With Investment Expenses:	\$822.166	\$82.217	\$739.949

Initial Lump Sum Investment (amount saved now):	\$120,000
Monthly Contributions:	\$3,750
Total Amount of Gross Money Invested:	\$165,000
Total Amount of Net Money Invested (after commissions):	\$329,242
Total Investment Expenses:	\$58,926
Lump Sum Needed Now to Fund Cash Flow Deficits (PV):	\$311,165
- or - Monthly Payments Needed from Now Until College Starts:	\$2,573
Average Probability of Success of All Student Plans Combined:	0.0%



Total Annual 529 Public College Contributions and Withdrawals Needed					Tota	l Annual 5	29 Private	College Co	ntribution	s and Withdrawals No	eeded	
	Year #	Junior	Sallie Mea	Doogy	Annual		Year #	Junior	Sallie Mea	Doogy		Annual
					Totals							Totals
2016	1	\$1,989	\$2,587	\$3,184	\$7,760	2016	1	\$1,989	\$2,587	\$3,184		\$7,760
2017	2	\$1,394	\$1,769	\$2,145	\$5,308	2017	2	\$1,394	\$1,769	\$2,145		\$5,308
2018	3	\$1,663	\$2,107	\$2,551	\$6,322	2018	3	\$1,663	\$2,107	\$2,551		\$6,322
2019	4	\$1,966	\$2,487	\$3,008	\$7,461	2019	4	\$1,966	\$2,487	\$3,008		\$7,461
2020	5	\$1,049	\$1,342	\$1,636	\$4,027	2020	5	\$1,049	\$1,342	\$1,636		\$4,027
2021	6	\$1,101	\$1,408	\$1,716	\$4,225	2021	6	\$1,101	\$1,408	\$1,716		\$4,225
2022	7	\$1,155	\$1,478	\$1,801	\$4,434	2022	7	\$1,155	\$1,478	\$1,801		\$4,434
2023	8	\$1,212	\$1,551	\$1,890	\$4,653	2023	8	\$1,212	\$1,551	\$1,890		\$4,653
2024	9	\$1,272	\$1,628	\$43,743	\$46,643	2024	9	\$1,272	\$1,628	\$64,361		\$67,261
2025	10	\$1,335	\$45,477	\$45,452	\$92,263	2025	10	\$1,335	\$67,538	\$67,317		\$136,190
2026	11	\$47,299	\$47,273	\$47,247	\$141,818	2026	11	\$70,904	\$70,668	\$70,436		\$212,008
2027	12	\$49,188	\$49,160	\$49,133	\$147,481	2027	12	\$74,221	\$73,973	\$73,728		\$221,922
2028	13	\$51,173	\$51,145	\$51,116	\$153,434	2028	13	\$77,722	\$77,576	\$77,576		\$232,874
2029	14	\$53,261	\$53,232	\$53,201	\$159,695	2029	14	\$82,007	\$82,007	\$82,007		\$246,022
2030	15	\$0	\$0	\$0	\$0	2030	15	\$0	\$0	\$0		\$0
2031	16	\$0	\$0	\$0	\$0	2031	16	\$0	\$0	\$0		\$0
2032	17	\$0	\$0	\$0	\$0	2032	17	\$0	\$0	\$0		\$0
2033	18	\$0	\$0	\$0	\$0	2033	18	\$0	\$0	\$0		\$0
2034	19	\$0	\$0	\$0	\$0	2034	19	\$0	\$0	\$0		\$0
2035	20	\$0	\$0	\$0	\$0	2035	20	\$0	\$0	\$0		\$0
2036	21	\$0	\$0	\$0	\$0	2036	21	\$0	\$0	\$0		\$0
2037	22	\$0	\$0	\$0	\$0	2037	22	\$0	\$0	\$0		\$0
2038	23	\$0	\$0	\$0	\$0	2038	23	\$0	\$0	\$0		\$0
2039	24	\$0	\$0	\$0	\$0	2039	24	\$0	\$0	\$0		\$0
2040	25	\$0	\$0	\$0	\$0	2040	25	\$0	\$0	\$0		\$0
2041	26	\$0	\$0	\$0	\$0	2041	26	\$0	\$0	\$0		\$0
2042	27	\$0	\$0	\$0	\$0	2042	27	\$0	\$0	\$0		\$0
2043	28	\$0	\$0	\$0	\$0	2043	28	\$0	\$0	\$0		\$0
2044	29	\$0	\$0	\$0	\$0	2044	29	\$0	\$0	\$0		\$0
2045	30	\$0	\$0	\$0	\$0	2045	30	\$0	\$0	\$0		\$0
	Totals:	\$215,055	\$262,644	\$307,823	\$785,523		Totals:	\$318,989	\$388,120	\$453,357		\$1,160,466

#### **Current DIY Public College Funding Results for All Students**

#### Especially Prepared for: John & Mary Sample

By Smart T. Adviser

6/6/2016

- Junior's Current Age: 9 Sallie Mea's Current Age: 8

  - Doogy's Current Age: 7
- Junior Enters College at Age: Sallie Mea Enters College at Age:

4

5

6

Doogy Enters College at Age:

19

17

15

- Number of Years Junior Will Attend College:
- Number of Years Sallie Mea Will Attend College:
  - Number of Years Doogy Will Attend College:

		Percent Paid Out of Pocket:	Percent Paid By Savings:
Nominal Costs Without Taxes or Investment Expenses:	\$438,300	\$43,830	\$394,470
Total Nominal Costs With Investment Taxes:	\$478,367	\$47,837	\$430,530
Total Nominal Costs With Investment Expenses:	\$448,657	\$44,866	\$403,791
Nominal Costs With Taxes & Investment Expenses:	\$488,724	\$48,872	\$439,852
Inflated Costs Without Taxes or Investment Expenses:	\$722,374	\$72,237	\$650,136
Total Inflated Costs With Investment Taxes:	\$762,441	\$76,244	\$686,197
Total Inflated Costs With Investment Expenses:	\$732,731	\$73,273	\$659,458
Inflated Costs With Taxes & Investment Expenses:	\$772,798	\$77,280	\$695,518
Inflated PV Without Investment Taxes or Expenses:	\$506,500	\$50,650	\$455,850
Inflated Present Value With Investment Taxes:	\$536,745	\$53,675	\$483,071
Inflated Present Value With Investment Expenses:	\$516,246	\$51,625	\$464,622
Inflated PV With Investment Taxes and Expenses:	\$546,492	\$54,649	\$491,842

Initial Lump Sum Investment (amount saved now):	\$120,000
Monthly Contributions:	\$3,750
Total Amount of Gross Money Invested:	\$301,580
Total Amount of Net Money Invested (after commissions):	\$334,873
Total Investment Taxes:	\$40,067
Total Investment Expenses:	\$10,357
Total Investment Expenses and Taxes:	\$50,424
Lump Sum Needed Now to Fund Cash Flow Deficits (PV):	\$0
- or -	
Monthly Payments Needed from Now Until College Starts:	\$0
Average Probability of Success of All Student Plans Combined:	0.0%

#### **Current DIY Private College Funding Results for All Students**

#### Especially Prepared for: John & Mary Sample

By Smart T. Adviser

6/6/2016

Junior's Current Age:	9	Junior Enters College at Age:
Sallie Mea's Current Age:	8	Sallie Mea Enters College at Age:
Doogy's Current Age:	7	Doogy Enters College at Age:

19

17

15

- Number of Years Junior Will Attend College: 4
- Number of Years Sallie Mea Will Attend College: 5

Number of Years Doogy Will Attend College: 6

		Percent Paid Out of Pocket:	Percent Paid By Savings:
Nominal Costs Without Taxes or Investment Expenses:	\$618,300	\$61,830	\$556,470
Total Nominal Costs With Investment Taxes:	\$649,530	\$64,953	\$584,577
Total Nominal Costs With Investment Expenses:	\$628,657	\$62,866	\$565,791
Nominal Costs With Taxes & Investment Expenses:	\$659,887	\$65,989	\$593,898
Inflated Costs Without Taxes or Investment Expenses:	\$1,101,541	\$110,154	\$991,386
Total Inflated Costs With Investment Taxes:	\$1,132,771	\$113,277	\$1,019,494
Total Inflated Costs With Investment Expenses:	\$1,111,897	\$111,190	\$1,000,708
Inflated Costs With Taxes & Investment Expenses:	\$1,143,128	\$114,313	\$1,028,815
Inflated PV Without Investment Taxes or Expenses:	\$772,007	\$77,201	\$694,806
Inflated Present Value With Investment Taxes:	\$796,750	\$79,675	\$717,075
Inflated Present Value With Investment Expenses:	\$781,753	\$78,175	\$703,577
Inflated PV With Investment Taxes and Expenses:	\$806,497	\$80,650	\$725,847

Initial Lump Sum Investment (amount saved now):	\$120,000
Monthly Contributions:	\$3,750
Total Amount of Gross Money Invested:	\$301,580
Total Amount of Net Money Invested (after commissions):	\$334,873
Total Investment Taxes:	\$31,230
Total Investment Expenses:	\$10,357
Total Investment Expenses and Taxes:	\$41,587
Lump Sum Needed Now to Fund Cash Flow Deficits (PV):	\$244,286
- or -	
Monthly Payments Needed from Now Until College Starts:	\$2,023

Average Probability of Success of All Student Plans Combined: 0.0%













Total Annual DIY Public College Contributions and Withdrawals Needed					Total	Annual D	IY Private	College Co	ontribution	s and Withdrawals N	eeded	
	Year #	Junior	Sallie Mea	Doogy	Annual		Year #	Junior	Sallie Mea	Doogy		Annual
					Totals							Totals
2016	1	\$1,488	\$1,949	\$2,409	\$5,846	2016	1	\$1,488	\$1,949	\$2,409		\$5,846
2017	2	\$757	\$961	\$1,165	\$2,883	2017	2	\$757	\$961	\$1,165		\$2,883
2018	3	\$908	\$1,151	\$1,393	\$3,452	2018	3	\$908	\$1,151	\$1,393		\$3,452
2019	4	\$1,079	\$1,366	\$1,652	\$4,097	2019	4	\$1,079	\$1,366	\$1,652		\$4,097
2020	5	\$588	\$752	\$917	\$2,257	2020	5	\$588	\$752	\$917		\$2,257
2021	6	\$626	\$801	\$976	\$2,402	2021	6	\$626	\$801	\$976		\$2,402
2022	7	\$666	\$852	\$1,038	\$2,557	2022	7	\$666	\$852	\$1,038		\$2,557
2023	8	\$709	\$907	\$1,105	\$2,721	2023	8	\$709	\$907	\$1,105		\$2,721
2024	9	\$755	\$966	\$42,936	\$44,656	2024	9	\$755	\$966	\$63,554		\$65,274
2025	10	\$803	\$44,796	\$44,517	\$90,117	2025	10	\$803	\$66,858	\$66,504		\$134,165
2026	11	\$46,753	\$46,526	\$46,538	\$139,816	2026	11	\$70,359	\$70,052	\$69,984		\$210,394
2027	12	\$48,643	\$48,658	\$48,671	\$145,973	2027	12	\$73,816	\$76,008	\$78,263		\$228,087
2028	13	\$50,895	\$50,911	\$50,925	\$152,731	2028	13	\$77,739	\$77,655	\$77,576		\$232,969
2029	14	\$57,493	\$57,569	\$57,469	\$172,531	2029	14	\$82,007	\$82,007	\$82,007		\$246,022
2030	15	\$0	\$6	\$22	\$28	2030	15	\$0	\$0	\$0		\$0
2031	16	\$0	\$7	\$23	\$30	2031	16	\$0	\$0	\$0		\$0
2032	17	\$0	\$7	\$25	\$32	2032	17	\$0	\$0	\$0		\$0
2033	18	\$0	\$7	\$27	\$34	2033	18	\$0	\$0	\$0		\$0
2034	19	\$0	\$8	\$28	\$36	2034	19	\$0	\$0	\$0		\$0
2035	20	\$0	\$8	\$30	\$39	2035	20	\$0	\$0	\$0		\$0
2036	21	\$0	\$9	\$32	\$41	2036	21	\$0	\$0	\$0		\$0
2037	22	\$0	\$10	\$34	\$44	2037	22	\$0	\$0	\$0		\$0
2038	23	\$0	\$10	\$37	\$47	2038	23	\$0	\$0	\$0		\$0
2039	24	\$0	\$11	\$39	\$50	2039	24	\$0	\$0	\$0		\$0
2040	25	\$0	\$12	\$42	\$53	2040	25	\$0	\$0	\$0		\$0
2041	26	\$0	\$12	\$45	\$57	2041	26	\$0	\$0	\$0		\$0
2042	27	\$0	\$13	\$47	\$61	2042	27	\$0	\$0	\$0		\$0
2043	28	\$0	\$14	\$51	\$65	2043	28	\$0	\$0	\$0		\$0
2044	29	\$0	\$15	\$54	\$69	2044	29	\$0	\$0	\$0		\$0
2045	30	\$0	\$16	\$57	\$73	2045	30	\$0	\$0	\$0		\$0
	Totals:	\$212,163	\$258,329	\$302,305	\$772,798		Totals:	\$312,300	\$382,283	\$448,545		\$1,143,128

#### Proposed DIY Public College Funding Results for All Students

#### Especially Prepared for: John & Mary Sample

9

By Smart T. Adviser

6/6/2016

Junior's Current Age:	9
Sallie Mea's Current Age:	8
Doogy's Current Age:	7

Junior Enters College at Age: Sallie Mea Enters College at Age: 19

17

15

Doogy Enters College at Age:

5

- Number of Years Junior Will Attend College: 4
- Number of Years Sallie Mea Will Attend College:
  - Number of Years Doogy Will Attend College: 6

		Percent Paid Out of Pocket:	Percent Paid By Savings:
Nominal Costs Without Taxes or Investment Expenses:	\$438,300	\$43,830	\$394,470
Total Nominal Costs With Investment Taxes:	\$478,367	\$47,837	\$430,530
Total Nominal Costs With Investment Expenses:	\$448,657	\$44,866	\$403,791
Nominal Costs With Taxes & Investment Expenses:	\$488,724	\$48,872	\$439,852
Inflated Costs Without Taxes or Investment Expenses:	\$722,374	\$72,237	\$650,136
Total Inflated Costs With Investment Taxes:	\$762,441	\$76,244	\$686,197
Total Inflated Costs With Investment Expenses:	\$732,731	\$73,273	\$659,458
Inflated Costs With Taxes & Investment Expenses:	\$772,798	\$77,280	\$695,518
Inflated PV Without Investment Taxes or Expenses:	\$506,500	\$50,650	\$455,850
Inflated Present Value With Investment Taxes:	\$536,745	\$53,675	\$483,071
Inflated Present Value With Investment Expenses:	\$516,246	\$51,625	\$464,622
Inflated PV With Investment Taxes and Expenses:	\$546,492	\$54,649	\$491,842

Initial Lump Sum Investment (amount saved now):	\$120,000
Monthly Contributions:	\$3,750
Total Amount of Gross Money Invested:	\$301,580
Total Amount of Net Money Invested (after commissions):	\$334,873
Total Investment Taxes:	\$40,067
Total Investment Expenses:	\$10,357
Total Investment Expenses and Taxes:	\$50,424
Lump Sum Needed Now to Fund Cash Flow Deficits (PV):	<b>\$</b> 0
- or -	
Monthly Payments Needed from Now Until College Starts:	\$0
Average Probability of Success of All Student Plans Combined:	16%

#### Proposed DIY Private College Funding Results for All Students

#### Especially Prepared for: John & Mary Sample

By Smart T. Adviser

6/6/2016

Junior's Current Age:	9	Junior Enters College at Age:
Sallie Mea's Current Age:	8	Sallie Mea Enters College at Age:
Doogy's Current Age:	7	Doogy Enters College at Age:

19

17

15

- Number of Years Junior Will Attend College: 4
- Number of Years Sallie Mea Will Attend College: 5
- Number of Years Doogy Will Attend College: 6

		Percent Paid Out of Pocket:	Percent Paid By Savings:
Nominal Costs Without Taxes or Investment Expenses:	\$618,300	\$61,830	\$556,470
Total Nominal Costs With Investment Taxes:	\$649,530	\$64,953	\$584,577
Total Nominal Costs With Investment Expenses:	\$628,657	\$62,866	\$565,791
Nominal Costs With Taxes & Investment Expenses:	\$659,887	\$65,989	\$593,898
Inflated Costs Without Taxes or Investment Expenses:	\$1,101,541	\$110,154	\$991,386
Total Inflated Costs With Investment Taxes:	\$1,132,771	\$113,277	\$1,019,494
Total Inflated Costs With Investment Expenses:	\$1,111,897	\$111,190	\$1,000,708
Inflated Costs With Taxes & Investment Expenses:	\$1,143,128	\$114,313	\$1,028,815
Inflated PV Without Investment Taxes or Expenses:	\$772,007	\$77,201	\$694,806
Inflated Present Value With Investment Taxes:	\$796,750	\$79,675	\$717,075
Inflated Present Value With Investment Expenses:	\$781,753	\$78,175	\$703,577
Inflated PV With Investment Taxes and Expenses:	\$806,497	\$80,650	\$725,847

Initial Lump Sum Investment (amount saved now):	\$120,000
Monthly Contributions:	\$3,750
Total Amount of Gross Money Invested:	\$301,580
Total Amount of Net Money Invested (after commissions):	\$334,873
Total Investment Taxes:	\$31,230
Total Investment Expenses:	\$10,357
Total Investment Expenses and Taxes:	\$41,587
Lump Sum Needed Now to Fund Cash Flow Deficits (PV):	\$244,286
- or -	
Monthly Payments Needed from Now Until College Starts:	\$2,023

Average Probability of Success of All Student Plans Combined: 0%



Total Annual DIY Public College Contributions and Withdrawals Needed				Total	Annual D	IY Private	College Co	ontribution	s and Withd	rawals N	eeded		
	Year #	Junior	Sallie Mea	Doogy	Annual		Year #	Junior	Sallie Mea	Doogy			Annual
					Totals								Totals
2016	1	\$1,488	\$1,949	\$2,409	\$5,846	2016	1	\$1,488	\$1,949	\$2,409			\$5,846
2017	2	\$757	\$961	\$1,165	\$2,883	2017	2	\$757	\$961	\$1,165			\$2,883
2018	3	\$908	\$1,151	\$1,393	\$3,452	2018	3	\$908	\$1,151	\$1,393			\$3,452
2019	4	\$1,079	\$1,366	\$1,652	\$4,097	2019	4	\$1,079	\$1,366	\$1,652			\$4,097
2020	5	\$588	\$752	\$917	\$2,257	2020	5	\$588	\$752	\$917			\$2,257
2021	6	\$626	\$801	\$976	\$2,402	2021	6	\$626	\$801	\$976			\$2,402
2022	7	\$666	\$852	\$1,038	\$2,557	2022	7	\$666	\$852	\$1,038			\$2,557
2023	8	\$709	\$907	\$1,105	\$2,721	2023	8	\$709	\$907	\$1,105			\$2,721
2024	9	\$755	\$966	\$42,936	\$44,656	2024	9	\$755	\$966	\$63,554			\$65,274
2025	10	\$803	\$44,796	\$44,517	\$90,117	2025	10	\$803	\$66,858	\$66,504			\$134,165
2026	11	\$46,753	\$46,526	\$46,538	\$139,816	2026	11	\$70,359	\$70,052	\$69,984			\$210,394
2027	12	\$48,643	\$48,658	\$48,671	\$145,973	2027	12	\$73,816	\$76,008	\$78,263			\$228,087
2028	13	\$50,895	\$50,911	\$50,925	\$152,731	2028	13	\$77,739	\$77,655	\$77,576			\$232,969
2029	14	\$57,493	\$57,569	\$57,469	\$172,531	2029	14	\$82,007	\$82,007	\$82,007			\$246,022
2030	15	\$0	\$6	\$22	\$28	2030	15	\$0	\$0	\$0			\$0
2031	16	\$0	\$7	\$23	\$30	2031	16	\$0	\$0	\$0			\$0
2032	17	\$0	\$7	\$25	\$32	2032	17	\$0	\$0	\$0			\$0
2033	18	\$0	\$7	\$27	\$34	2033	18	\$0	\$0	\$0			\$0
2034	19	\$0	\$8	\$28	\$36	2034	19	\$0	\$0	\$0			\$0
2035	20	\$0	\$8	\$30	\$39	2035	20	\$0	\$0	\$0			\$0
2036	21	\$0	\$9	\$32	\$41	2036	21	\$0	\$0	\$0			\$0
2037	22	\$0	\$10	\$34	\$44	2037	22	\$0	\$0	\$0			\$0
2038	23	\$0	\$10	\$37	\$47	2038	23	\$0	\$0	\$0			\$0
2039	24	\$0	\$11	\$39	\$50	2039	24	\$0	\$0	\$0			\$0
2040	25	\$0	\$12	\$42	\$53	2040	25	\$0	\$0	\$0			\$0
2041	26	\$0	\$12	\$45	\$57	2041	26	\$0	\$0	\$0			\$0
2042	27	\$0	\$13	\$47	\$61	2042	27	\$0	\$0	\$0			\$0
2043	28	\$0	\$14	\$51	\$65	2043	28	\$0	\$0	\$0			\$0
2044	29	\$0	\$15	\$54	\$69	2044	29	\$0	\$0	\$0			\$0
2045	30	\$0	\$16	\$57	\$73	2045	30	\$0	\$0	\$0			\$0
	Totals:	\$212,163	\$258,329	\$302,305	\$772,798	R	Totals:	\$312,300	\$382,283	\$448,545	\$0	\$0	\$1,143,128

### **Proposed DIY Public College Funding Planner**

#### Especially Prepared for: John & Mary Sample

By Smart T. Adviser

6/6/2016

#### Student's Name: Junior

Percent Paid Out

Percent Paid By

Junior's Current Age:	9
Junior Enters College at Age:	19
Number of Years Junior Will Attend College:	4
Jumber of Months Until Junior Enters College:	120

Number of Months Until Junior Enters College:

		of Pocket:	Savings:
		10.0%	90.0%
Nominal Costs Without Taxes or Investment Expenses:	\$116,880	\$11,688	\$105,192
Total Nominal Costs With Investment Taxes:	\$128,649	\$12,865	\$115,784
Total Nominal Costs With Investment Expenses:	\$119,582	\$11,958	\$107,624
Nominal Costs With Taxes & Investment Expenses:	\$131,351	\$13,135	\$118,216
Inflated Costs Without Taxes or Investment Expenses:	\$197,692	\$19,769	\$177,923
Total Inflated Costs With Investment Taxes:	\$209,462	\$20,946	\$188,515
Total Inflated Costs With Investment Expenses:	\$200,394	\$20,039	\$180,355
Inflated Costs With Taxes & Investment Expenses:	\$212,163	\$21,216	\$190,947
Inflated PV Without Investment Taxes or Expenses:	\$136,453	\$13,645	\$122,808
Inflated Present Value With Investment Taxes:	\$145,276	\$14,528	\$130,748
Inflated Present Value With Investment Expenses:	\$138,994	\$13,899	\$125,094
Inflated PV With Investment Taxes and Expenses:	\$147,816	\$14,782	\$133,035
Initial Lump Sum Investment (amo	ount saved now):	\$30,000	
Month	ly Contributions:	\$1,000	
Annual Increase in Annu	al Contributions:	10.0%	
Year Monthly Co	2016		
Last Year of Month	2019		
Inflation Rate of Total Annual Expenses	8.0%		
Investment Account	t Rate of Return:	7.0%	
Taxable Annual	Dividend Yield:	1.8%	
Taxable Annual Realized Ca	1.4%		
Pre-withdrawal Div	vidend Tax Rate:	20.0%	
Pre-withdrawal Capital	Gains Tax Rate:	15.0%	
Withdrawal Div	vidend Tax Rate:	15.0%	
Withdrawal Capital	Gains Tax Rate:	10.0%	
Total Amount of Gross	Money Invested:	\$78,421	
Total Amount of Net Money Invested (after	er commissions):	\$87,359	
Total Expenses as a Percentage of	Money Invested:	46.0%	
Total Ir	vestment Taxes:	\$11,769	
Total Inves	stment Expenses:	\$2,702	
Total Investment Exp	enses and Taxes:	\$14,471	
Lump Sum Needed Now to Fund Cash Flow	w Deficits (PV):	\$0	
- Or - Monthly Payments Needed from New Until	College Starts:	\$0	
Rate of Return on New Money Used to Fund Deficit	s (discount rate).	3.0%	
Rate of Retain on New Money Osca to Fund Deneu	s (uiscount rate).	5.070	
Probability of Success Given A	All Assumptions:	16%	

### **Proposed DIY Private College Funding Planner**

#### Especially Prepared for: John & Mary Sample

By Smart T. Adviser 6/6/2016

#### Student's Name: Junior

Junior's Current Age:	9		
Junior Enters College at Age:	19		
Number of Years Junior Will Attend College:	4		
Number of Months Until Junior Enters College:	120		
		Percent Paid Out	Percent Paid By
		of Pocket:	Savings:
		10.0%	90.0%
Nominal Costs Without Taxes or Investment Expenses:	\$164,880	\$16,488	\$148,392
Total Nominal Costs With Investment Taxes:	\$171,977	\$17,198	\$154,779
Total Nominal Costs With Investment Expenses:	\$167,582	\$16,758	\$150,824
Nominal Costs With Taxes & Investment Expenses:	\$174,679	\$17,468	\$157,211
Inflated Costs Without Taxes or Investment Expenses:	\$302,501	\$30,250	\$272,251
Total Inflated Costs With Investment Taxes:	\$309,598	\$30,960	\$278,638
Total Inflated Costs With Investment Expenses:	\$305,203	\$30,520	\$274,682
Inflated Costs With Taxes & Investment Expenses:	\$312,300	\$31,230	\$281,070
Inflated PV Without Investment Taxes or Expenses:	\$208,744	\$20,874	\$187,870
Inflated Present Value With Investment Taxes:	\$214,471	\$21,447	\$193,024
Inflated Present Value With Investment Expenses:	\$211,285	\$21,128	\$190,156
Inflated PV With Investment Taxes and Expenses:	\$217,011	\$21,701	\$195,310

Initial Lump Sum Investment (amount saved now):	\$30,000
Monthly Contributions:	\$1,000
Annual Increase in Annual Contributions:	10.0%
Year Monthly Contributions Start:	2016
Last Year of Monthly Contributions:	2019
Inflation Rate of Total Annual Expenses (global default):	8.0%
Investment Account Rate of Return:	7.0%
Taxable Annual Dividend Yield:	1.8%
Taxable Annual Realized Capital Gains Rate:	1.4%
Pre-withdrawal Dividend Tax Rate:	20.0%
Pre-withdrawal Capital Gains Tax Rate:	15.0%
Withdrawal Dividend Tax Rate:	15.0%
Withdrawal Capital Gains Tax Rate:	10.0%
Total Amount of Gross Money Invested:	\$78,421
Total Amount of Net Money Invested (after commissions):	\$87,359
Total Expenses as a Percentage of Money Invested:	42.5%
Total Investment Taxes:	\$7,097
Total Investment Expenses:	\$2,702
Total Investment Expenses and Taxes:	\$9,799
Lump Sum Needed Now to Fund Cash Flow Deficits (PV): - or -	\$66,223
Monthly Payments Needed from Now Until College Starts:	\$474
Rate of Return on New Money Used to Fund Deficits (discount rate):	3.0%






<sup>©</sup> Copyright 1997 - 2016 Toolsformoney.com, All Rights Reserved

## **Proposed DIY Public College Funding Planner**

## Especially Prepared for: John & Mary Sample

By Smart T. Adviser

6/6/2016

#### Student's Name: Sallie Mea

108

Percent Paid Out

16%

Percent Paid By

Savings:

90.0% \$131,490

\$143,564 \$134,597 \$146,671 \$217,315 \$229,389 \$220,422 \$232,496 \$152,119 \$161,249 \$155,043 \$164,173

Sallie Mea's Current Age:	8
Sallie Mea Enters College at Age:	17
Number of Years Sallie Mea Will Attend College:	5

Number of Months Until Sallie Mea Enters College:

		of Pocket:	
		10.0%	
Nominal Costs Without Taxes or Investment Expenses:	\$146,100	\$14,610	
Total Nominal Costs With Investment Taxes:	\$159,516	\$15,952	
Total Nominal Costs With Investment Expenses:	\$149,552	\$14,955	
Nominal Costs With Taxes & Investment Expenses:	\$162,968	\$16,297	
Inflated Costs Without Taxes or Investment Expenses:	\$241,461	\$24,146	
Total Inflated Costs With Investment Taxes:	\$254,877	\$25,488	
Total Inflated Costs With Investment Expenses:	\$244,913	\$24,491	
Inflated Costs With Taxes & Investment Expenses:	\$258,329	\$25,833	
Inflated PV Without Investment Taxes or Expenses:	\$169,021	\$16,902	
Inflated Present Value With Investment Taxes:	\$179,166	\$17,917	
Inflated Present Value With Investment Expenses:	\$172,270	\$17,227	
Inflated PV With Investment Taxes and Expenses:	\$182,414	\$18,241	
Initial Lump Sum Investment (em	ount saved now).	\$40,000	
Month	ly Contributions:	\$1.250	
Appuel Increase in Appu	ly Contributions.	10.0%	
Voor Monthly Co	at Contributions Start:	2016	
Last Veer of Month	ly Contributions:	2010	
Inflation Data of Total Annual Expansion	(global default):	2019	
Inflation Rate of Total Annual Expenses	(giobai delauit).	8.070	
Investment Account	t Rate of Return:	7.0%	
Taxable Annual	Dividend Yield:	1.8%	
Taxable Annual Realized Ca	pital Gains Rate:	1.4%	
Pre-withdrawal Di	vidend Tax Rate:	20.0%	
Pre-withdrawal Capital	Gains Tax Rate:	15.0%	
Withdrawal Di	vidend Tax Rate:	15.0%	
Withdrawal Capital	Gains Tax Rate:	10.0%	
Total Amount of Gross	Money Invested:	\$100,527	
Total Amount of Net Money Invested (aft	er commissions):	\$111,624	
Total Expenses as a Percentage of	Money Invested:	104.1%	
Total In	nvestment Taxes:	\$13,416	
Total Inves	stment Expenses:	\$3,452	
Total Investment Exp	enses and Taxes:	\$16,868	

Total Investment Expenses and Taxes:	\$16,86
Lump Sum Needed Now to Fund Cash Flow Deficits (PV):	\$0
- or -	
Monthly Payments Needed from Now Until College Starts:	\$0
Rate of Return on New Money Used to Fund Deficits (discount rate):	3.0%

Probability of Success Given All Assumptions:

## **Proposed DIY Private College Funding Planner**

#### Especially Prepared for: John & Mary Sample

By Smart T. Adviser

6/6/2016

#### Student's Name: Sallie Mea

Sallie Mea's Current Age:	8
Sallie Mea Enters College at Age:	17
Number of Years Sallie Mea Will Attend College:	5
Number of Months Until Sallie Mea Enters College:	108

		10.0%	90.0%
Nominal Costs Without Taxes or Investment Expenses:	\$206,100	\$20,610	\$185,490
Total Nominal Costs With Investment Taxes:	\$216,600	\$21,660	\$194,940
Total Nominal Costs With Investment Expenses:	\$209,552	\$20,955	\$188,597
Nominal Costs With Taxes & Investment Expenses:	\$220,052	\$22,005	\$198,047
Inflated Costs Without Taxes or Investment Expenses:	\$368,331	\$36,833	\$331,498
Total Inflated Costs With Investment Taxes:	\$378,831	\$37,883	\$340,948
Total Inflated Costs With Investment Expenses:	\$371,783	\$37,178	\$334,605
Inflated Costs With Taxes & Investment Expenses:	\$382,283	\$38,228	\$344,055
Inflated PV Without Investment Taxes or Expenses:	\$257,728	\$25,773	\$231,955
Inflated Present Value With Investment Taxes:	\$266,045	\$26,605	\$239,441
Inflated Present Value With Investment Expenses:	\$260,976	\$26,098	\$234,879
Inflated PV With Investment Taxes and Expenses:	\$269,294	\$26,929	\$242,365

Percent Paid Out

of Pocket:

Percent Paid By

Savings:

Monthly Payments Needed from Now Until College Starts:	\$660
Lump Sum Needed Now to Fund Cash Flow Deficits (PV): - or -	\$81,726
	,
Total Investment Expenses and Taxes:	\$13,952
Total Investment Expenses:	\$3,452
Total Investment Taxes:	\$10,500
Total Expenses as a Percentage of Money Invested:	42.3%
Total Amount of Net Money Invested (after commissions):	\$111,624
Total Amount of Gross Money Invested:	\$100,527
Withdrawal Capital Gains Tax Rate:	10.0%
Withdrawal Dividend Tax Rate:	15.0%
Pre-withdrawal Capital Gains Tax Rate:	15.0%
Pre-withdrawal Dividend Tax Rate:	20.0%
Taxable Annual Realized Capital Gains Rate:	1.4%
Taxable Annual Dividend Yield:	1.8%
Investment Account Rate of Return:	7.0%
Inflation Rate of Total Annual Expenses (global default):	8.0%
Last Year of Monthly Contributions:	2019
Year Monthly Contributions Start:	2016
Annual Increase in Annual Contributions:	10.0%
Monthly Contributions:	\$1,250
Initial Lump Sum Investment (amount saved now):	\$40,000

Rate of Return on New Money Used to Fund Deficits (discount rate):

3.0%



© Copyright 1997 - 2016 Toolsformoney.com, All Rights Reserved



© Copyright 1997 - 2016 Toolsformoney.com, All Rights Reserved

## **Proposed DIY Public College Funding Planner**

## Especially Prepared for: John & Mary Sample

By Smart T. Adviser 6/6/2016

#### Student's Name: Doogy

7 15 6

96

Percent Paid By

Savings:

90.0%

\$157,788

\$171,182

\$161,570

\$174,964

\$254,898 \$268,292

\$258,681

\$272,075

\$180,924

\$191,074

\$184,485 \$194,635

Doogy's Current Age:	
Doogy Enters College at Age:	
Number of Years Doogy Will Attend College:	
Number of Months Until Doogy Enters College:	

		Percent Paid Out
		10.0%
Nominal Costs Without Taxes or Investment Expenses:	\$175.320	\$17.532
Total Nominal Costs With Investment Taxes:	\$190,202	\$19,020
Total Nominal Costs With Investment Expenses:	\$179,523	\$17,952
Nominal Costs With Taxes & Investment Expenses:	\$194,405	\$19,440
Inflated Costs Without Taxes or Investment Expenses:	\$283,220	\$28,322
Total Inflated Costs With Investment Taxes:	\$298,103	\$29,810
Total Inflated Costs With Investment Expenses:	\$287,423	\$28,742
Inflated Costs With Taxes & Investment Expenses:	\$302,305	\$30,231
Inflated PV Without Investment Taxes or Expenses:	\$201,026	\$20,103
Inflated Present Value With Investment Taxes:	\$212,304	\$21,230
Inflated Present Value With Investment Expenses:	\$204,983	\$20,498
Inflated PV With Investment Taxes and Expenses:	\$216,261	\$21,626
Initial Lumn Sum Investment (amour	t saved new):	\$50,000
Monthly	Contributions:	\$1,500
Annual Increase in Annual	Contributions:	10.0%
Vear Monthly Contr	ibutions Start:	2016
Last Year of Monthly	Contributions:	2010
Inflation Rate of Total Annual Expenses (g	lobal default):	8.0%
Investment Account R	ate of Return:	7.0%
Taxable Annual Di	ividend Yield:	1.8%
Taxable Annual Realized Capit	al Gains Rate:	1.4%
Pre-withdrawal Divid	end Tax Rate:	20.0%
Pre-withdrawal Capital Ga	ains Tax Rate:	15.0%
Withdrawal Divid	end Tax Rate:	15.0%
Withdrawal Capital Ga	ains Tax Rate:	10.0%
Total Amount of Gross Mo	oney Invested:	\$122,632
Total Amount of Net Money Invested (after o	commissions):	\$135,889
Total Expenses as a Percentage of Mo	oney Invested:	103.8%
Total Inve	stment Taxes:	\$14,882
Total Investm	ent Expenses:	\$4,203
Total Investment Expense	ses and Taxes:	\$19,085
Lump Sum Needed Now to Fund Cash Flow I	Deficits (PV):	\$0
- 0° - Monthly Payments Needed from Now Until Ca	llege Starte	\$0
Rate of Return on New Money Light to Fund Definite (	discount rate)	3.0%
Rate of Return on New Money Used to Fulld Deficits (	aiscount rate).	5.070

Probability of Success Given All Assumptions: 16%

## **Proposed DIY Private College Funding Planner**

#### Especially Prepared for: John & Mary Sample

By Smart T. Adviser

#### 6/6/2016

#### Student's Name: Doogy

Doogy's Current Age:	7
Doogy Enters College at Age:	15
Number of Years Doogy Will Attend College:	6
Number of Months Until Doogy Enters College:	96

		of Pocket:	Savings:
		10.0%	90.0%
Nominal Costs Without Taxes or Investment Expenses:	\$247,320	\$24,732	\$222,588
Total Nominal Costs With Investment Taxes:	\$260,953	\$26,095	\$234,858
Total Nominal Costs With Investment Expenses:	\$251,523	\$25,152	\$226,370
Nominal Costs With Taxes & Investment Expenses:	\$265,156	\$26,516	\$238,640
Inflated Costs Without Taxes or Investment Expenses:	\$430,709	\$43,071	\$387,638
Total Inflated Costs With Investment Taxes:	\$444,342	\$44,434	\$399,908
Total Inflated Costs With Investment Expenses:	\$434,911	\$43,491	\$391,420
Inflated Costs With Taxes & Investment Expenses:	\$448,545	\$44,854	\$403,690
Inflated PV Without Investment Taxes or Expenses:	\$305,535	\$30,554	\$274,982
Inflated Present Value With Investment Taxes:	\$316,235	\$31,623	\$284,611
Inflated Present Value With Investment Expenses:	\$309,492	\$30,949	\$278,543
Inflated PV With Investment Taxes and Expenses:	\$320,191	\$32,019	\$288,172

Percent Paid Out

Percent Paid By

Monthly Payments Needed from Now Until College Starts:	\$889
- or -	,
Lump Sum Needed Now to Fund Cash Flow Deficits (PV):	\$96,338
Total Investment Expenses and Taxes:	\$17,836
Total Investment Expenses:	<u>\$4,203</u>
Total Investment Taxes:	\$13,633
Total Expenses as a Percentage of Money Invested:	38.7%
Total Amount of Net Money Invested (after commissions):	\$135,889
Total Amount of Gross Money Invested:	\$122,632
Withdrawal Capital Gains Tax Rate:	10.0%
Withdrawal Dividend Tax Rate:	15.0%
Pre-withdrawal Capital Gains Tax Rate:	15.0%
Pre-withdrawal Dividend Tax Rate:	20.0%
Taxable Annual Realized Capital Gains Rate:	1.4%
Taxable Annual Dividend Yield:	1.8%
Investment Account Rate of Return:	7.0%
Inflation Rate of Total Annual Expenses (global default):	8.0%
Last Year of Monthly Contributions:	2019
Year Monthly Contributions Start:	2016
Annual Increase in Annual Contributions:	10.0%
Monthly Contributions:	\$1,500
Initial Lump Sum Investment (amount saved now):	\$50,000

Rate of Return on New Money Used to Fund Deficits (discount rate): 3.0%

> Probability of Success Given All Assumptions: 0%



© Copyright 1997 - 2016 Toolsformoney.com, All Rights Reserved



<sup>©</sup> Copyright 1997 - 2016 Toolsformoney.com, All Rights Reserved

# - Confidential Report -

## TO DO LIST: FINANCIAL PLAN IMPLEMENTATION

Here is a list of tasks the two of you have agreed to complete to implement your financial plan. Please write in the date each task was completed in the middle column as progress is made. Detailed sources and application of funds can be seen on the proposed section of the investment asset allocation report.

Who Needs to Do the Activity	When the Activity Needs to be Done	Description of the Activity	When the Activity was Completed
John Mary Both	9/1/16	Increase homeowners insurance to \$500,000, auto liability to \$100/300/50, and buy a \$2M Umbrella liability policy.	
John Mary Both	9/1/16	Increase payroll withholding exemptions to four each.	
John Mary Both	11/1/16	Update wills, death / funeral / burial instructions, and trusts. Use the document organizer provided.	
John Mary Both	10/1/16	Sell all individual stocks and let us create a well-allocated investment portfolio.	
John Mary Both	9/1/16	Reallocate current 401(k) investment options as shown in the asset allocation report. Direct all future contributions into the new funds as we discussed.	
John Mary Both	10/1/16	Liquidate all bank CDs and Credit Union Savings accounts and let us create an optimized asset allocation investment portfolio.	
John Mary Both	11/1/16	Open a rollover IRA with us via Scottrade: Then close the Merrill Lynch, TIAA, Fidelity, and American Funds accounts and transfer the money over to our asset allocation account. Start by completing the forms titled "ACAT."	
John Mary Both	10/1/16	Sell the individual bonds and buy a bond mutual fund in your new personal investment portfolio account with us.	
John Mary Both	9/1/16	Both John and Mary need to purchase \$250 per day in long-term care insurance benefit through your Superior Life, Inc. for \$250 per month premium each.	
John Mary Both	9/1/16	Both John and Mary need to purchase \$2,000 per month in additional disability insurance benefit through XYZ insurance, by completing the form we gave you, and returning them to our office. It is \$100 per month premium each.	
John Mary Both	3/1/16	John promised to quit smoking in the first quarter of 2013.	
John Mary Both	9/1/16	Complete the appraisal of your antiques, silver and jewelry so the appropriate insurance can be added to your homeowner's policy. The names, addresses and phone numbers of three qualified appraisers are attached and marked <i>Appraisals</i> .	
John Mary Both	8/16/16	Refinance the primary residence mortgage to a lower term with a lower rate.	
John Mary Both	9/1/16	John needs to sign up for an additional \$1,750,000 of Level Term Life Insurance via his employer, and Mary to do the same for \$500,000. It is \$250 per month in additional premium each.	
John Mary Both	12/1/16	Break the news to the kids that they can't afford to attend Ivy-league colleges.	
John Mary Both	9/1/16	Use cash flow surpluses to pay off credit cards and student loans. When paid off, direct surpluses to the money market fund of your personal investment accounts until it reaches your desired emergency cash reserve of \$25,000.	

## FINANCIAL PLANNING SERVICES EVALUATION FORM

**REAL WORLD PERSONAL FINANCE SOFTWARE** 

(503) 309-1369 <a href="mailto:support@toolsformoney.com"><u>support@toolsformoney.com</u></a> <a href="mailto:http://www.toolsformoney.com/"><u>http://www.toolsformoney.com/</u></a>

Dear Mr. & Mrs. Sample,

Please complete this form and return it to us. Completing this form will better help us learn how to best serve your needs.

If you feel we should explore an area of your financial plan, or an area that wasn't in you financial plan, please check the *Explore* box. If you are satisfied that we covered this area in your financial plan, please check the *Satisfied* box. If you feel there is more work to be done in part of your financial plan, please check the *Review* box.

Family Budgeting and Cash Flow	Explore	Satisfied	Review
Personal Net Worth			
<b>Retirement Planning Projections</b>			
Investment Management			
Risk Management and Insurance Planning			
College Planning			
Estate Planning			
Plans of Action			
Other:			

## Your opinion counts!

We want to make this presentation better each time we provide it. As the intended audience, you are the best judge of our work. We need your comments to improve the quality and value of this seminar.

	YES		Neutra	1	NO
The information was helpful:	5	4	3	2	1
The information was presented clearly:	5	4	3	2	1
The planners were well prepared:	5	4	3	2	1
The visuals were easy to read:	5	4	3	2	1
The speakers held my interest:	5	4	3	2	1
The room was comfortable:	5	4	3	2	1
I would come to another seminar:	5	4	3	2	1
I would recommend your services to others:	5	4	3	2	1

Which part of the financial plan was most helpful? How could we improve?

## THANKS AGAIN FOR THE OPPORTUNITY TO BE OF SERVICE!

As we talked about, we are compensated in two ways. If you feel our services have been of value, then we'd really appreciate sharing some of the same ideas and strategies with your friends, family, and coworkers!

We'll let them know it's just an introduction and not any kind of a recommendation. And of course, our conversation will be strictly confidential, informative, and free.

Name:	Occupation:	Approx ages:	Marital Status	# of children
Phone:	Spouse's Occupation:			
Please circle all that apply: Family New to the area	Coworker Newlywed Recent promotion	Friend	New baby	New Home

Name:	Occupation:	Approx ages:	Marital Status	# of children
Phone:	Spouse's Occupation:			
Please circle all that apply: Family New to the area	Coworker Newlywed Recent promotion	Friend	New baby	New Home

Name:	Occupation:	Approx ages:	Marital Status	# of children
Phone:	Spouse's Occupation:			
Please circle all that apply: Family New to the area	Coworker Newlywed Recent promotion	Friend	New baby	New Home

Name:	Occupation:	Approx ages:	Marital Status	# of children
Phone:	Spouse's Occupation:			
Please circle all that apply: Family New to the area	Coworker Newlywed Recent promotion	Friend	New baby	New Home

Name:	Occupation:	Approx ages:	Marital Status	# of children
Phone:	Spouse's Occupation:	-8		
Please circle all that apply: Family New to the area	Coworker Newlywed Recent promotion	Friend	New baby	New Home