

## Financial Goal Plan

### Tom and Jane Lundquist



**Prepared by:**

Joe Advisor  
Financial Consultant

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# Expectations and Concerns

Expectation
<b>Tom</b>
Active Lifestyle
<b>Jane</b>
Quiet Lifestyle
Time with Friends & Family
<b>Both Tom and Jane</b>
Opportunity to Help Others
Time to Travel

Owner	Concern	What Would Help
<b>High</b>		
Joint	Cost of Health Care or Long-Term Care	Include a Goal for Health Care and test to see the impact of a potential Long Term Care expense in the future.
<b>Medium</b>		
Tom	Suffering investment Losses	Find out if you can meet your Goals with less risk.
Jane	Current or Future Health Issues	See how health issues might affect the results of your plan
<b>Low</b>		
Jane	Running out of money	If your plan is in the Confidence Zone, there's less reason to worry.
Tom	Parents needing care	You can include a Goal for the cost of care for your parents and see its impact on your lifestyle.

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

## Plan Summary

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# Plan Summary

Reaching Your Goals

Status



Net Worth	
Assets	\$1,575,089
Liabilities	\$171,000
<b>Net Worth</b>	<b>\$1,404,089</b>

## Results

If you implement the following suggestions, there is a 84% likelihood of funding all of the Financial Goals in your Plan.

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# Plan Summary

## Goals

Plan to reduce your Total Goal Spending to \$3,075,304 which is \$151,024, or 5%, less than your Target.

Tom retires at age 66, in the year 2021. This is 1 year(s) later than your retirement age.

Jane retires at age 64, in the year 2021. This is 1 year(s) later than your retirement age.

Your recommended scenario assumes when you are both retired you will spend \$95,000 for annual living expenses.

Tom enrolls in Medicare at age 66, in the year 2021. Jane enrolls in Medicare at age 65, in the year 2022.

At Jane's retirement your recommended scenario assumes you withdraw \$30,000 per occurrence for your Sedan goal.

When both are retired your recommended scenario assumes you withdraw \$10,000 per occurrence for your Travel goal.

At Tom's retirement your recommended scenario assumes you withdraw \$30,000 per occurrence for your Sports Car goal.

Your recommended scenario assumes you provide college funding for Jacob of \$20,000 for 4 years. This amount is based on the estimated cost you provided.

In 2025 your recommended scenario assumes you withdraw \$25,000 for your Kitchen Remodel goal.

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# Plan Summary

Goal	Amount	Changes
<b>Needs</b>		
10 Retirement - Living Expense		
Both Retired	\$95,000	
Jane Alone Retired	\$76,000	
10 Health Care		
Tom Medicare / Jane Retired Before Medicare	\$7,882	
Both Medicare	\$11,872	
Jane Alone Medicare	\$5,849	
8 Sedan	\$30,000	
Starting	At Jane's retirement	
Years between occurrences	8	
Number of occurrences	3	
<b>Wants</b>		
7 Travel	\$10,000	
Starting	When both are retired	
Years between occurrences	1	
Number of occurrences	15	
5 Sports Car	\$30,000	Decreased \$5,000
Starting	At Tom's retirement	
Years between occurrences	8	
Number of occurrences	3	
<b>Wishes</b>		
3 College - Jacob	\$20,000	Decreased \$6,138
Years of School	4	
Start Year	2029	
1 Kitchen Remodel	\$25,000	Decreased \$10,000
Starting	2025	

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# Plan Summary

## Save and Invest

Status

### Savings

Consider the following changes in order to increase your savings by \$22,960 to a total of \$58,795 per year.

Tom - Tom's 401(k): Change your qualified contribution from 5% of your salary to 15% of your salary. This will increase savings by \$12,960. Included in this change, Tom's company will increase their contribution by \$2,160. Make this change in 2016.

Increase taxable additions by \$10,000. Make this change in 2016.

### Invest

#### Your Portfolio should be re-allocated

Investment Portfolio Asset Allocation

Current

Balanced II



#### Changes Required to match Balanced II

Asset Class	Increase By	Decrease By
Cash & Cash Alternatives		-\$58,966
Short Term Bonds	\$158,593	
Intermediate Term Bonds	\$81,634	
Long Term Bonds		-\$65,750
Large Cap Value Stocks		-\$2,066
Large Cap Growth Stocks		-\$26,091
Mid Cap Stocks		-\$162,810
Small Cap Stocks	\$7,175	
International Developed Stocks	\$84,030	
International Emerging Stocks		-\$15,750
<b>Total :</b>	<b>\$331,433</b>	<b>-\$331,433</b>

### Concentrated Positions

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

Security Symbol	\$ Value	% of Portfolio
VAL	\$160,560	18

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# Plan Summary

## Risk Management

### Status

**Life**  
Your Life Insurance Needs Analysis indicates that your current amount of life insurance is not sufficient to protect your family in the event of premature death.

Tom should consider purchasing \$850,000 of additional life insurance.

Advisor Will Take Action - 03/30/2017

Jane should consider purchasing \$750,000 of additional life insurance.

Advisor Will Take Action - 03/30/2017

### Long Term Care

Your Long Term Care Analysis shows a significant reduction to your portfolio if you have expenses related to a major health issue.

For Tom, the estimated total cost for a Nursing Home Care is \$762,926. For Jane the estimated total cost for Nursing Home Care is \$857,224.

There may be a significant risk to your plan if one of you has expenses related to a major health issue. In Virginia, the average cost for 3 years of Nursing Home Care is \$84,315 annually.

Consider a review of your current long-term care insurance to determine if you have adequate coverage.

Advisor Will Take Action - 03/30/2017

## Estate

### Status

### Estate Strategies

Your Estate Analysis indicates that if you both die at life expectancy, when Tom predeceases Jane there would be no Federal Estate Tax liability and when Jane predeceases Tom there would be no Federal Estate Tax liability.

Consider reviewing your Estate Plan with an estate planning attorney to discuss methods to cover all or part of your Federal Estate Tax liability, to review your Estate documents (including your Will, Medical Directive, and Power of Attorney) and to review the ownership of existing life insurance policies.

## Banking

### Status

### Mortgage

Managing your mortgage is a critical component of your overall plan. Consider refinancing to a 15 year fixed rate mortgage from your current rate of 7.25%. Today's rate is 3.375%, which could reduce your monthly payment by as much as \$1050.

Client Will Take Action - 03/30/2017

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# Plan Summary

## Social Security

## Status

### Personal Information

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

Tom's FRA is 66 and 0 months in 2021.

Jane's FRA is 66 and 6 months in 2023.

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

Tom's estimated annual PIA is \$30,690

Jane's estimated annual PIA is \$30,690

### Strategy Information

Tom files a normal application at 70 in 2025.

Jane files a normal application at 70 in 2027.

Using this strategy, your household's total lifetime benefit is estimated to be \$1,799,662 in today's dollars, based upon the information you entered. For a better estimate, go to [ssa.gov](http://ssa.gov).

## Other Suggestions

## Status

### Other

Next plan review meeting.

Advisor Will Take Action - 03/30/2017

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## Summary of Goals and Resources

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# Personal Information and Summary of Financial Goals



## Tom and Jane Lundquist

Needs		
<b>10</b>	<b>Retirement - Living Expense</b>	
	Tom (2020)	65
	Jane (2020)	63
	Both Retired (2020-2045)	\$95,000
	Mortgage Reduction of \$15,000 (2022)	
	Jane Alone Retired (2046-2050)	\$76,000
		Base Inflation Rate (2.50%)
<b>10</b>	<b>Health Care</b>	
	Tom Medicare / Jane Retired Before Medicare (2020-2021)	\$7,882
	Both Medicare (2022-2045)	\$11,872
	Jane Alone Medicare (2046-2050)	\$5,849
		Base Inflation Rate plus 4.00% (6.50%)
<b>8</b>	<b>Sedan</b>	
	When Jane retires	\$30,000
	Recurring every 8 years for a total of 3 times	Base Inflation Rate (2.50%)
Wants		
<b>7</b>	<b>Travel</b>	
	When both are retired	\$10,000
	Recurring every year for a total of 15 times	Base Inflation Rate (2.50%)
<b>5</b>	<b>Sports Car</b>	
	When Tom retires	\$35,000
	Recurring every 8 years for a total of 3 times	Base Inflation Rate (2.50%)
Wishes		

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# Personal Information and Summary of Financial Goals

## Tom and Jane Lundquist

<b>3</b>	<b>College - Jacob</b>		
	4 years starting in 2029 Attending University of Virginia Other Funding Sources - \$5,000 per year	\$26,138 Base Inflation Rate plus 3.50% (6.00%) Other Funding (per year of school, adjusted for inflation) Student Loans - \$5,000	
<b>1</b>	<b>Kitchen Remodel</b>		
	In 2025	\$35,000 Base Inflation Rate (2.50%)	

## Personal Information

### Tom

Male - born 01/01/1955, age 61  
Employed - \$110,000

### Jane

Female - born 03/15/1957, age 59  
Employed - \$110,000

Married, US Citizens living in VA

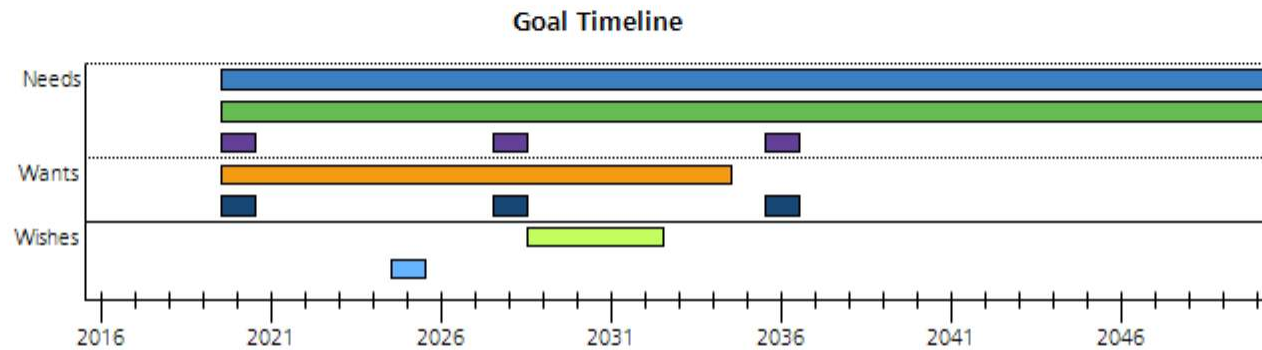
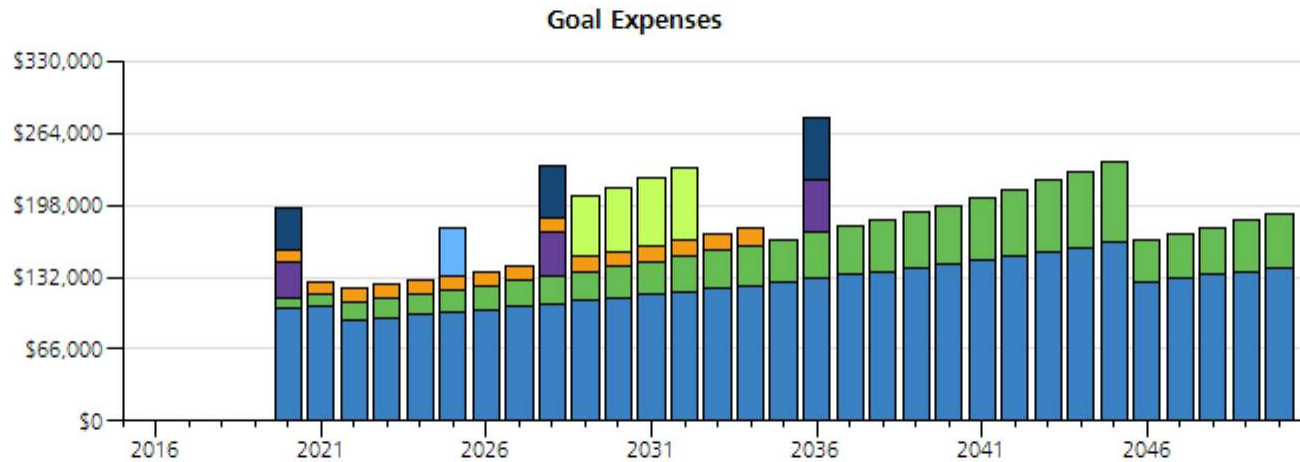
- This section lists the Personal and Financial Goal information you provided, which will be used to create your Report. It is important that it is accurate and complete.

Participant Name	Date of Birth	Age	Relationship
Daniel	11/12/1979	37	Child
Jessica	10/01/1982	34	Child
Jacob	05/15/2011	5	Grandchild

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# Current Financial Goals Graph

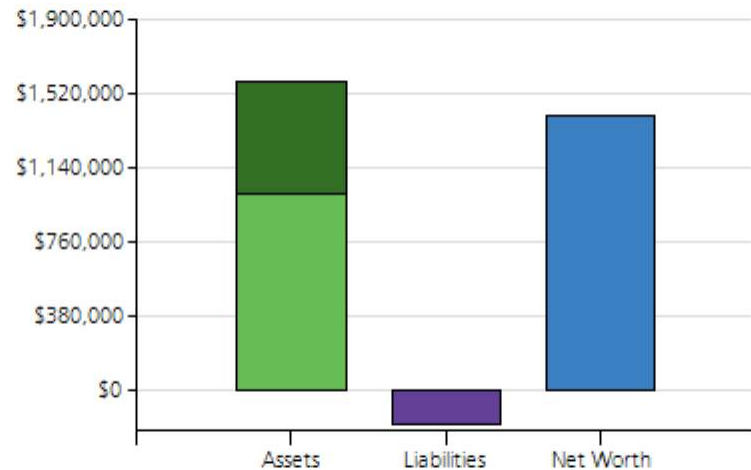
This graph shows the annual costs for your Financial Goals, as you have specified. Because these costs will be used to create your Plan, it is important that they are accurate and complete. All amounts are in after-tax, future dollars.



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# Net Worth Summary - All Resources

This is your Net Worth Summary as of 12/20/2016. Your Net Worth is the difference between what you own (your Assets) and what you owe (your Liabilities). To get an accurate Net Worth statement, make certain you have entered all of your Assets and Liabilities.



Investment Assets		\$1,010,089
Other Assets	+	\$565,000
<b>Total Assets</b>		<b>\$1,575,089</b>
Total Liabilities	-	\$171,000
<b>Net Worth</b>		<b>\$1,404,089</b>

Description	Total
<b>Investment Assets</b>	
Employer Retirement Plans	\$635,000
Annuities & Tax-Deferred Products	\$103,000
Taxable and/or Tax-Free Accounts	\$272,089
<b>Total Investment Assets:</b>	<b>\$1,010,089</b>
<b>Other Assets</b>	
Home and Personal Assets	\$95,000
Business and Property	\$375,000
Pension and Deferred Compensation	\$75,000
Cash Value Life	\$20,000
Stock Options	\$0
<b>Total Other Assets:</b>	<b>\$565,000</b>
<b>Liabilities</b>	
Personal Real Estate Loan:	\$156,000
Vehicle Loan:	\$15,000
<b>Total Liabilities:</b>	<b>\$171,000</b>
<b>Net Worth:</b>	<b>\$1,404,089</b>

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# Resources Summary

## Investment Assets

Description	Owner	Current Value	Additions	Assign to Goal
Manually Entered				
Brokerage Account	Joint Survivorship	\$272,089	\$15,000	Fund All Goals
Jane's 403(b)	Jane	\$315,000	\$7,875	Fund All Goals
Tom's 401(k)	Tom	\$320,000	\$12,960	Fund All Goals
Variable Annuity with GMWB	Tom	\$103,000		Fund All Goals

**Total Investment Assets : \$1,010,089**

## Other Assets

Description	Owner	Current Value	Future Value	Assign to Goal
Manually Entered				
Inheritance from Jane's Mom	Jane		\$250,000	Fund All Goals
Lump Sum Distribution	Jane	\$75,000		Fund All Goals
Home	Joint Survivorship	\$375,000		Not Funding Goals
Whole Life	Tom	\$20,000		Not Funding Goals
Vehicle	Tom	\$50,000		Not Funding Goals
Sailboat	Tom	\$45,000		Not Funding Goals

**Total of Other Assets : \$565,000**

## Insurance Policies

Description	Owner	Insured	Beneficiary	Annual Premium	Cash Value	Death Benefit	Premium Paid
Manually Entered							
<b>Cash Value Life Insurance Policies Summary (included in Assets)</b>							
Whole Life Whole Life	Tom	Tom	Co-Client of Insured - 100%	\$1,800	\$20,000	\$100,000	Until Insured Dies
<b>Insurance Policies Summary (not included in Assets)</b>							
Jane Individual Term Life	Jane	Jane	Co-Client of Insured - 100%	\$336		\$250,000	Until Policy Terminates
Tom Individual Term Life	Tom	Tom	Co-Client of Insured - 100%	\$400		\$250,000	Until Policy Terminates

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# Resources Summary

## Insurance Policies

Description	Owner	Insured	Beneficiary	Annual Premium	Cash Value	Death Benefit	Premium Paid
Manually Entered							
Jane's Employer Term Group Term	Jane	Jane	Co-Client of Insured - 100%			\$75,000	

**Total Death Benefit of All Policies : \$675,000**

## Social Security

Description	Value	Assign to Goal
Social Security	Tom will file a normal application at age 66. He will receive \$30,589 in retirement benefits at age 66.	Fund All Goals
Social Security	Jane will file a normal application at age 66 Years, 6 Months. She will receive \$30,589 in retirement benefits at age 66.	Fund All Goals

## Retirement Income

Description	Owner	Value	Inflate?	Assign to Goal
Pension Income	Tom	\$18,000 from Tom's Retirement to End of Plan (50% to Survivor)	No	Fund All Goals

## Liabilities

Type	Description	Owner	Outstanding Balance	Interest Rate	Monthly Payment
Manually Entered					
Boat	Boat Loan	Tom	\$15,000	8.20%	\$612
1st Mortgage	Mortgage	Joint	\$156,000	7.25%	\$2,162

**Total Outstanding Balance : \$171,000**

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## Risk and Portfolio Information

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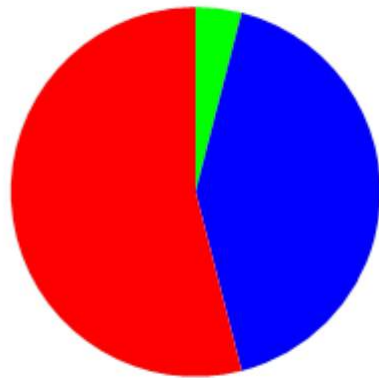
# Risk Assessment

You chose a Risk Score of 55.

Appropriate Portfolio: **Balanced II**

Percentage Stock: **54%**

Average Return: **5.46%**



■ Cash: 4% ■ Bond: 42% ■ Stock: 54%

Great Recession Return Loss for this Portfolio

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

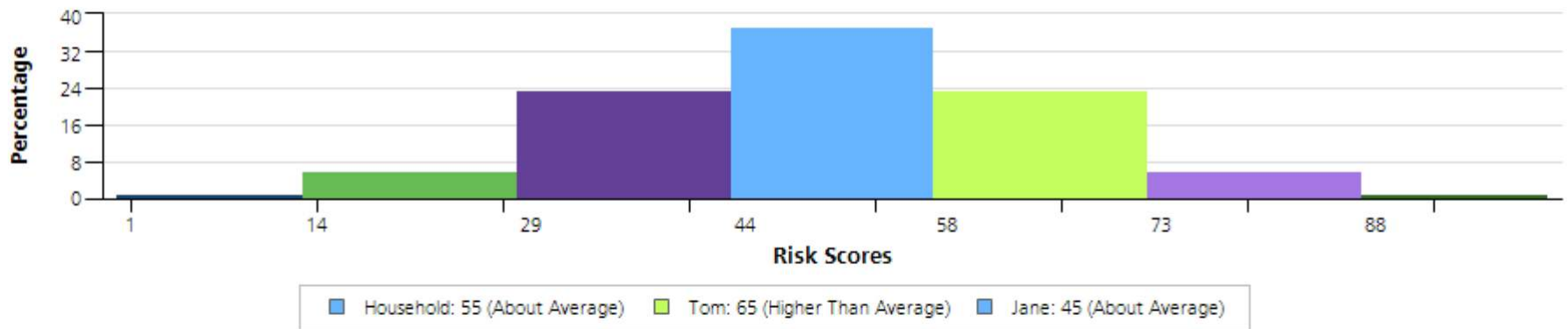
During the Great Recession Return (November 2007 - February 2009) this portfolio had a loss of:

**-21%**

If you invest \$907,089 in this portfolio and the same loss occurred again, you would lose:

**-\$189,259**

**Risk Score Chart for Ages Between 50 to 64**  
Your Risk Tolerance is About Average when compared to others in your age group

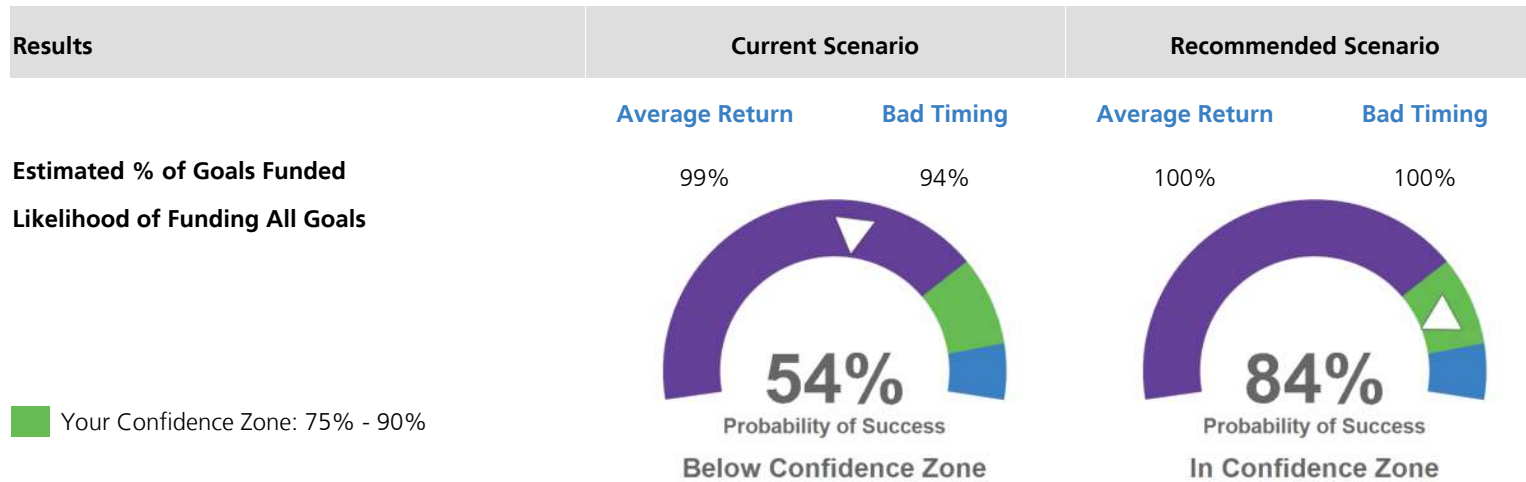


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## Results

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# Results - Current and Recommended



	Current Scenario	Optimized	Changes In Value
<b>66 Retirement</b>			
<b>Retirement Age</b>			
Tom	65 in 2020	66 in 2021	1 year later
Jane	63 in 2020	64 in 2021	1 year later
<b>Planning Age</b>			
Tom	90 in 2045	90 in 2045	
Jane	93 in 2050	93 in 2050	

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# Results - Current and Recommended

	Current Scenario	Optimized	Changes In Value
<b>Goals</b>			
<b>Needs</b>			
Retirement - Living Expense			
Both Retired	\$95,000	\$95,000	
Jane Alone Retired	\$76,000	\$76,000	
Health Care			
Tom Medicare / Jane Retired Before Medicare	\$7,882	\$7,882	
Both Medicare	\$11,872	\$11,872	
Jane Alone Medicare	\$5,849	\$5,849	
Sedan			
Starting	\$30,000	\$30,000	
	At Jane's retirement	At Jane's retirement	
Years between occurrences	8	8	
Number of occurrences	3	3	
<b>Wants</b>			
Travel			
Starting	\$10,000	\$10,000	
	When both are retired	When both are retired	
Years between occurrences	1	1	
Number of occurrences	15	15	
Sports Car			
Starting	\$35,000	\$30,000	Decreased \$5,000
	At Tom's retirement	At Tom's retirement	
Years between occurrences	8	8	
Number of occurrences	3	3	
<b>Wishes</b>			
College - Jacob			
Years of School	\$26,138	\$20,000	Decreased \$6,138
Start Year	4	4	
	2029	2029	
Kitchen Remodel			
Starting	\$35,000	\$25,000	Decreased \$10,000
	2025	2025	
<b>Total Spending for Life of Plan</b>	<b>\$3,226,328</b>	<b>\$3,075,304</b>	<b>Decreased 5%</b>


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## Results - Current and Recommended

	Current Scenario	Optimized	Changes In Value
<b>\$ Savings</b>			
Qualified	\$19,755	\$32,715	Increased \$12,960
Roth	\$1,080	\$1,080	
Taxable	\$15,000	\$25,000	Increased \$10,000
<b>Total Savings This Year</b>	<b>\$35,835</b>	<b>\$58,795</b>	<b>Increased \$22,960</b>
<b>Portfolios</b>			
<b>Allocation Before Retirement</b>	<b>Current</b>	<b>Balanced II</b>	<b>13% Less Stock</b>
Percent Stock	67%	54%	
Total Return	5.89%	5.46%	
Standard Deviation	13.21%	10.59%	
Great Recession Return 11/07 - 2/09	-30%	-21%	
Bond Bear Market Return 7/79 - 2/80	8%	4%	
<b>Allocation During Retirement</b>	<b>Current</b>	<b>Balanced II</b>	<b>13% Less Stock</b>
Percent Stock	67%	54%	
Total Return	5.89%	5.46%	
Standard Deviation	13.21%	10.59%	
Great Recession Return 11/07 - 2/09	-30%	-21%	
Bond Bear Market Return 7/79 - 2/80	8%	4%	
<b>Inflation</b>	<b>2.50%</b>	<b>2.50%</b>	
<b>Investments</b>			
<b>Total Investment Portfolio</b>	<b>\$907,089</b>	<b>\$907,089</b>	
Current GMWB Investment Strategies	\$103,000	\$103,000	
<b>Total Investment Assets</b>	<b>\$1,010,089</b>	<b>\$1,010,089</b>	

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# Results - Current and Recommended

	Current Scenario	Optimized	Changes In Value
 Social Security			
<b>Social Security Strategy</b>	<b>At FRA</b>	<b>At Age 70</b>	
<b>Tom</b>			
Filing Method	Normal	Normal	
Age to File Application	66	70	
Age Retirement Benefits Begin	66	70	
First Year Benefit	\$30,589	\$40,511	
<b>Jane</b>			
Filing Method	Normal	Normal	
Age to File Application	66 Years, 6 Months	70	
Age Retirement Benefits Begin	66 Years, 6 Months	70	
First Year Benefit	\$30,589	\$39,283	

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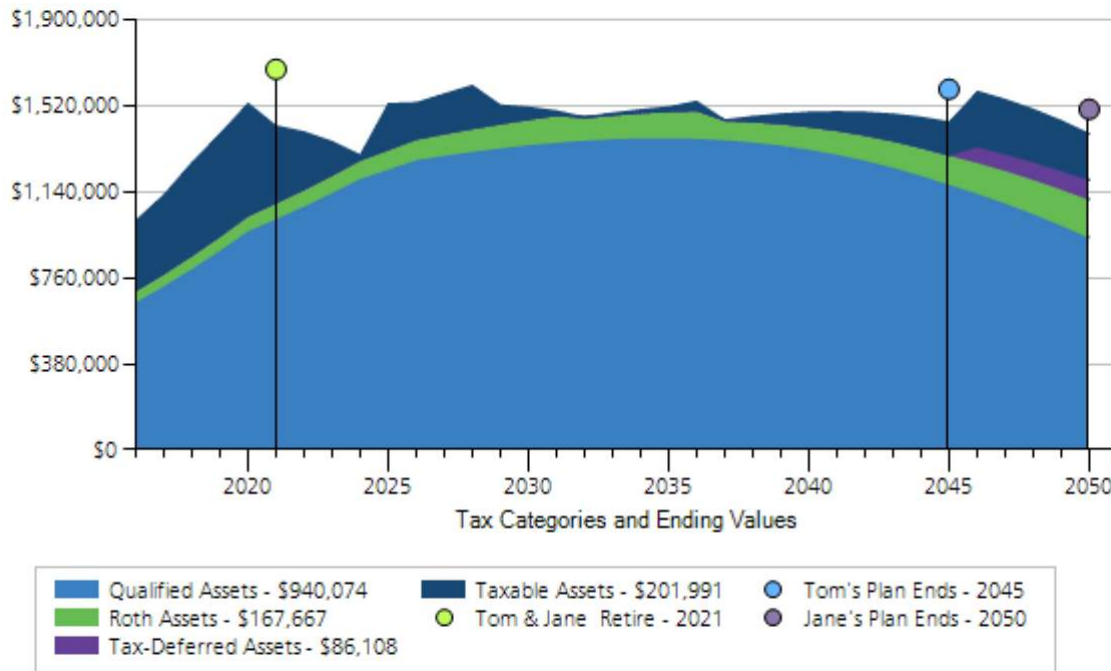


# Worksheet Detail - Combined Details

## Scenario : Optimized using Average Returns

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

### Total Portfolio Value Graph



x - denotes shortfall

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# Worksheet Detail - Combined Details

## Scenario : Optimized using Average Returns

Event or Ages	Year	Beginning Portfolio Value				Funds Used					
		Earmarked	Fund All Goals	Additions To Assets	Other Additions	Stock Options	Post Retirement Income	Investment Earnings	Taxes	All Goals	Ending Portfolio Value
61 / 59	2016	0	907,089	58,795	0	0	0	52,737	4,792	0	1,013,830
62 / 60	2017	0	1,013,830	59,640	0	0	0	58,611	5,379	0	1,126,702
63 / 61	2018	0	1,126,702	60,506	0	22,455	0	66,048	6,352	0	1,269,359
64 / 62	2019	0	1,269,359	61,393	0	0	0	72,659	6,999	0	1,396,412
65 / 63	2020	0	1,396,412	62,303	0	0	0	79,646	7,672	0	1,530,689
Tom & Jane Retire	2021	0	1,530,689	0	6,000	0	18,000	74,178	2,751	195,511	1,430,605
67 / 65	2022	0	1,430,605	0	6,120	0	18,000	72,751	1,949	121,695	1,403,832
68 / 66	2023	0	1,403,832	0	6,240	0	18,000	70,561	11,600	125,430	1,361,603
69 / 67	2024	0	1,361,603	0	6,360	0	18,000	67,433	21,938	129,304	1,302,155
70 / 68	2025	0	1,302,155	0	256,480	0	68,592	79,220	13,526	164,544	1,528,378
71 / 69	2026	0	1,528,378	0	6,600	0	69,857	79,458	13,470	137,492	1,533,331
72 / 70	2027	0	1,533,331	0	6,720	0	122,697	81,505	30,646	141,821	1,571,785
73 / 71	2028	0	1,571,785	0	6,840	0	125,314	83,458	31,782	146,316	1,609,300
74 / 72	2029	0	1,609,300	0	6,960	0	127,997	78,883	31,193	269,461	1,522,486
75 / 73	2030	0	1,522,486	0	7,080	0	130,747	78,366	31,776	193,989	1,512,914
76 / 74	2031	0	1,512,914	0	7,200	0	133,566	77,497	32,994	201,568	1,496,614
77 / 75	2032	0	1,496,614	0	7,320	0	136,455	76,070	37,658	209,506	1,469,295
78 / 76	2033	0	1,469,295	0	7,440	0	139,416	77,004	34,333	171,576	1,487,247
79 / 77	2034	0	1,487,247	0	7,560	0	142,451	77,788	35,485	177,250	1,502,311
80 / 78	2035	0	1,502,311	0	7,680	0	145,563	78,402	36,713	183,157	1,514,086
81 / 79	2036	0	1,514,086	0	7,800	0	148,752	79,723	38,147	172,921	1,539,293
82 / 80	2037	0	1,539,293	0	7,920	0	152,021	75,437	37,921	279,692	1,457,058
83 / 81	2038	0	1,457,058	0	8,040	0	155,371	76,235	39,340	185,172	1,472,192
84 / 82	2039	0	1,472,192	0	8,160	0	158,805	76,836	40,786	191,699	1,483,509
85 / 83	2040	0	1,483,509	0	8,280	0	162,325	77,221	42,163	198,513	1,490,660
86 / 84	2041	0	1,490,660	0	8,400	0	165,934	77,367	43,545	205,628	1,493,188
87 / 85	2042	0	1,493,188	0	8,520	0	169,632	77,252	44,833	213,061	1,490,697
88 / 86	2043	0	1,490,697	0	8,640	0	173,423	76,849	46,097	220,829	1,482,683
89 / 87	2044	0	1,482,683	0	8,760	0	177,308	76,132	47,327	228,950	1,468,607

x - denotes shortfall

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

# Worksheet Detail - Combined Details

## Scenario : Optimized using Average Returns

Event or Ages	Year	Beginning Portfolio Value		Additions To Assets	Other Additions	Stock Options	Post Retirement Income	Investment Earnings	Taxes	Funds Used	Ending Portfolio Value
		Earmarked	Fund All Goals							All Goals	
Tom's Plan Ends	2045	0	1,468,607	0	8,880	0	181,291	75,077	48,370	237,443	1,448,041
- / 89	2046	0	1,448,041	0	166,009	0	93,974	82,158	40,121	166,641	1,583,421
- / 90	2047	0	1,583,421	0	0	0	96,098	80,255	40,689	172,355	1,546,731
- / 91	2048	0	1,546,731	0	0	0	98,276	78,013	41,165	178,312	1,503,544
- / 92	2049	0	1,503,544	0	0	0	100,508	75,409	41,532	184,525	1,453,404
Jane's Plan Ends	2050	0	1,453,404	0	0	0	102,796	72,417	41,769	191,007	1,395,840

x - denotes shortfall

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# Worksheet Detail - Combined Details

## Scenario : Optimized using Average Returns

Event or Ages	Year	Funds Used							Ending Portfolio Value
		Retirement	Health Care	Sedan	Travel	Sports Car	College - Jacob	Kitchen Remodel	
61 / 59	2016	0	0	0	0	0	0	0	1,013,830
62 / 60	2017	0	0	0	0	0	0	0	1,126,702
63 / 61	2018	0	0	0	0	0	0	0	1,269,359
64 / 62	2019	0	0	0	0	0	0	0	1,396,412
65 / 63	2020	0	0	0	0	0	0	0	1,530,689
Tom & Jane Retire	2021	105,513	10,799	33,942	11,314	33,942	0	0	1,430,605
67 / 65	2022	92,775	17,322	0	11,597	0	0	0	1,403,832
68 / 66	2023	95,095	18,448	0	11,887	0	0	0	1,361,603
69 / 67	2024	97,472	19,647	0	12,184	0	0	0	1,302,155
70 / 68	2025	99,909	20,924	0	12,489	0	0	31,222	1,528,378
71 / 69	2026	102,407	22,285	0	12,801	0	0	0	1,533,331
72 / 70	2027	104,967	23,733	0	13,121	0	0	0	1,571,785
73 / 71	2028	107,591	25,276	0	13,449	0	0	0	1,609,300
74 / 72	2029	110,281	26,919	41,355	13,785	41,355	35,766	0	1,522,486
75 / 73	2030	113,038	28,668	0	14,130	0	38,153	0	1,512,914
76 / 74	2031	115,864	30,532	0	14,483	0	40,690	0	1,496,614
77 / 75	2032	118,760	32,516	0	14,845	0	43,385	0	1,469,295
78 / 76	2033	121,729	34,630	0	15,216	0	0	0	1,487,247
79 / 77	2034	124,773	36,881	0	15,597	0	0	0	1,502,311
80 / 78	2035	127,892	39,278	0	15,987	0	0	0	1,514,086
81 / 79	2036	131,089	41,831	0	0	0	0	0	1,539,293
82 / 80	2037	134,367	44,550	50,387	0	50,387	0	0	1,457,058
83 / 81	2038	137,726	47,446	0	0	0	0	0	1,472,192
84 / 82	2039	141,169	50,530	0	0	0	0	0	1,483,509
85 / 83	2040	144,698	53,814	0	0	0	0	0	1,490,660
86 / 84	2041	148,316	57,312	0	0	0	0	0	1,493,188
87 / 85	2042	152,023	61,038	0	0	0	0	0	1,490,697
88 / 86	2043	155,824	65,005	0	0	0	0	0	1,482,683

x - denotes shortfall

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# Worksheet Detail - Combined Details

## Scenario : Optimized using Average Returns

Event or Ages	Year	Funds Used							Ending Portfolio Value
		Retirement	Health Care	Sedan	Travel	Sports Car	College - Jacob	Kitchen Remodel	
89 / 87	2044	159,720	69,230	0	0	0	0	0	1,468,607
Tom's Plan Ends	2045	163,713	73,730	0	0	0	0	0	1,448,041
- / 89	2046	127,952	38,689	0	0	0	0	0	1,583,421
- / 90	2047	131,150	41,204	0	0	0	0	0	1,546,731
- / 91	2048	134,429	43,882	0	0	0	0	0	1,503,544
- / 92	2049	137,790	46,735	0	0	0	0	0	1,453,404
Jane's Plan Ends	2050	141,235	49,773	0	0	0	0	0	1,395,840

x - denotes shortfall

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# Worksheet Detail - Combined Details

## Notes

- Calculations are based on a "Rolling Year" rather than a Calendar Year. The current date begins the 365-day "Rolling Year".
- Additions and withdrawals occur at the beginning of the year.
- Other Additions come from items entered in the Other Assets section and any applicable proceeds from insurance policies.
- Stock Options and Restricted Stock values are after-tax.
- Strategy Income is based on the particulars of the Goal Strategies selected. Strategy Income from immediate annuities, 72(t) distributions, and variable annuities with a guaranteed minimum withdrawal benefit (GMWB) is pre-tax. Strategy Income from Net Unrealized Appreciation (NUA) is after-tax.
- Post Retirement Income includes the following: Social Security, pension, annuity, rental property, royalty, alimony, part-time employment, trust, and any other retirement income as entered in the Plan.
- When married, if either Social Security Program Estimate or Use This Amount and Evaluate Annually is selected for a participant, the program will default to the greater of the selected benefit or the age adjusted spousal benefit based on the other participant's benefit.
- Investment Earnings are calculated on all assets after any withdrawals for 'Goal Expense', 'Taxes on Withdrawals' and 'Tax Penalties' are subtracted.
- The taxes column is a sum of (1) taxes on retirement income, (2) taxes on strategy income, (3) taxes on withdrawals from qualified assets for Required Minimum Distributions, (4) taxes on withdrawals from taxable assets' untaxed gain used to fund Goals in that year, (5) taxes on withdrawals from tax-deferred or qualified assets used to fund goals in that year, and (6) taxes on the investment earnings of taxable assets. Tax rates used are detailed in the Tax and Inflation Options page. (Please note, the Taxes column does not include any taxes owed from the exercise of Stock Options or the vesting of Restricted Stock.)
- Tax Penalties can occur when Qualified and Tax-Deferred Assets are used prior to age 59½. If there is a value in this column, it illustrates that you are using your assets in this Plan in a manner that may incur tax penalties. Generally, it is better to avoid tax penalties whenever possible.
- These calculations do not incorporate penalties associated with use of 529 Plan withdrawals for non-qualified expenses.
- Funds for each Goal Expense are first used from Earmarked Assets. If sufficient funds are not available from Earmarked Assets, Fund All Goals Assets will be used to fund the remaining portion of the Goal Expense, if available in that year.
- All funds needed for a Goal must be available in the year the Goal occurs. Funds from Earmarked Assets that become available after the goal year(s) have passed are not included in the funding of that Goal, and accumulate until the end of the Plan.
- When married, ownership of qualified assets is assumed to roll over to the surviving co-client at the death of the original owner. It is also assumed the surviving co-client inherits all assets of the original owner.
- The Retirement Cash Reserve is the total funding amount for the Cash Reserve at the beginning of each year. The Retirement Cash Reserve is funded from the Earmarked and Fund All Goals columns, and the Cash Reserve amount is included in both the Beginning and Ending Portfolio Values.

x - denotes shortfall

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