

Financial Goal Plan

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IMPORTANT DISCLOSURE INFORMATION

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

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

MoneyGuidePro results may vary with each use and over time.

MoneyGuidePro Assumptions and Limitations

Information Provided by You

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

All asset and net worth information included in this Report was provided by you or your designated agents, and is not a substitute for the information contained in the official account statements provided to you by custodians. The current asset data and values contained in those account statements should be used to update the asset information included in this Report, as necessary.

Assumptions and Limitations

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

All MoneyGuidePro calculations use asset class returns, not returns of actual investments. The average annual historical returns are calculated using the indices contained in this Report, which serve as proxies for their respective asset classes. The index data are for the period 1990 - 2017. The portfolio returns are calculated by weighting individual return assumptions for each asset class according to your portfolio allocation. The portfolio returns may have been modified by including adjustments to the total return and the inflation rate. The portfolio returns assume reinvestment of interest and dividends at net asset value without taxes, and also assume that the portfolio has been rebalanced to reflect the initial recommendation. No portfolio rebalancing costs, including taxes, if applicable, are deducted from the portfolio value. No portfolio allocation eliminates risk or guarantees investment results.

MoneyGuidePro does not provide recommendations for any products or securities.

IMPORTANT DISCLOSURE INFORMATION

Asset Class Name	Historical Return Index
Cash & Cash Alternatives	Ibbotson U.S. Treasury Bills - Total Return (1926-2017)
Cash & Cash Alternatives (Tax-Free)	U.S. 30-Day Treasury Bill adjusted by Donoghue TF discount (1970-1981) Tax-Free Money Market Average (1982-2017)
Short Term Bonds	50% Ibbotson U.S. Treasury Bills and 50% Ibbotson Intermediate-Term Government Bonds (1970-1978) BofA Merrill Lynch 1-3 Year Govt Bonds (1979-2017)
Short Term Bonds (Tax-Free)	50% Ibbotson U.S. T-Bill and 50% Ibbotson Intermediate-Term Government Bonds adjusted by Barclays Capital 3-year Muni discount (1970-1990) Barclays Capital 3-year Muni Bonds (1991-2017)
Intermediate Term Bonds	Ibbotson Intermediate-Term Government Bonds - Total Return (1926-2017)
Intermediate Term Bonds (Tax-Free)	Ibbotson Long-Term Government Bonds - Total Return adjusted by Barclays Capital 10-year Muni discount (1970-1979) Barclays Capital 10-year Muni Bonds (1980-2017)
Long Term Bonds	Ibbotson Long-Term Corporate Bonds - Total Return (1926-2017)
Long Term Bonds (Tax-Free)	Ibbotson Long-Term Government Bonds - Total Return adjusted by Barclays Capital Long Muni Bonds discount (1970-1980) Barclays Capital Long Muni Bonds (1981-2017)
Large Cap Value Stocks	S&P 500 Composite Total Return (1970-1994) S&P 500 Value Total Return (1995-2017)
Large Cap Growth Stocks	S&P 500 Composite Total Return (1970-1994) S&P 500 Growth Total Return (1995-2017)
Mid Cap Stocks	S&P 500 Composite Total Return (1970-1979) Russell Midcap (1980-2017)
Small Cap Stocks	Ibbotson Small Company Stocks - Total Return (1926-2017)
International Developed Stocks	MSCI EAFE Equity (1970-2017)
International Emerging Stocks	MSCI EAFE Equity (1970-1975) IFC Global Emerging Markets Index (1976-1987) MSCI EM (Emerging Markets) (1988-2017)
REITs	FTSE NAREIT REIT - All (Price and Income) (1973-2017)
Commodities	S&P GSCI (Commodity) Index (1970-2017)

Asset Class Name	Historical Return Index
Fixed Index	N/A
3% Fixed	N/A

IMPORTANT DISCLOSURE INFORMATION

Risks Inherent in Investing

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

Cash alternatives typically include money market securities and U.S. treasury bills. Investing in such cash alternatives involves inflation risk. In addition, investments in money market securities may involve credit risk and a risk of principal loss. Because money market securities are neither insured nor guaranteed by the Federal Deposit Insurance Corporation or any other government agency, there is no guarantee the value of your investment will be maintained at \$1.00 per share, and your shares, when sold, may be worth more or less than what you originally paid for them. U.S. Treasury bills are subject to market risk if sold prior to maturity. Market risk is the possibility that the value, when sold, might be less than the purchase price.

Investing in stock securities involves volatility risk, market risk, business risk, and industry risk. The prices of most stocks fluctuate. Volatility risk is the chance that the value of a stock will fall. Market risk is chance that the prices of all stocks will fall due to conditions in the economic environment. Business risk is the chance that a specific company's stock will fall because of issues affecting it. Industry risk is the chance that a set of factors particular to an industry group will adversely affect stock prices within the industry. (See "Asset Class – Stocks" in the Glossary section of this Important Disclosure Information for a summary of the relative potential volatility of different types of stocks.)

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

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

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

MoneyGuidePro Methodology

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

Results Using Average Returns

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

Results Using Historical Test

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

Results with Bad Timing

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

IMPORTANT DISCLOSURE INFORMATION

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

Results Using Class Sensitivity

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

Results Using Monte Carlo Simulations

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

MoneyGuidePro Presentation of Results

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

Estimated % of Goal Funded

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

Safety Margin

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

Bear Market Loss and Bear Market Test

The Bear Market Loss shows how a portfolio would have been impacted during the worst bear market since the Great Depression. Depending on the composition of the portfolio, the worst bear market is either the "Great Recession" or the "Bond Bear Market."

The Great Recession, from November 2007 through February 2009, was the worst bear market for stocks since the Great Depression. In MoneyGuidePro, the Great Recession Return is the rate of return, during the Great Recession, for a portfolio comprised of cash, bonds, stocks, and alternatives, with an asset mix equivalent to the portfolio referenced.

The Bond Bear Market, from July 1979 through February 1980, was the worst bear market for bonds since the Great Depression. In MoneyGuidePro, the Bond Bear Market Return is the rate of return, for the Bond Bear Market period, for a portfolio comprised of cash, bonds, stocks, and alternatives, with an asset mix equivalent to the portfolio referenced.

The Bear Market Loss shows: 1) either the Great Recession Return or the Bond Bear Market Return, whichever is lower, and 2) the potential loss, if you had been invested in this cash-bond-stock-alternative portfolio during the period with the lower return. In general, most portfolios with a stock allocation of 20% or more have a lower Great Recession Return, and most portfolios with a combined cash and bond allocation of 80% or more have a lower Bond Bear Market Return.

The Bear Market Test, included in the Stress Tests, examines the impact on your Plan results if an identical Great Recession or Bond Bear Market, whichever would be worse, occurred this year. The Bear Market Test shows the likelihood that you could fund your Needs, Wants and Wishes after experiencing such an event.

IMPORTANT DISCLOSURE INFORMATION

Regardless of whether you are using historical or projected returns for all other MoneyGuidePro results, the Bear Market Loss and Bear Market Test use returns calculated from historical indices. If you are using historical returns, the indices in the Bear Market Loss and the Bear Market Test may be different from indices used in other calculations. These results are calculated using only four asset classes – Cash, Bonds, Stocks, and Alternatives. The indices and the resulting returns for the Great Recession and the Bond Bear Market are:

Asset Class	Index	Great Recession Return 11/2007 – 02/2009	Bond Bear Market Return 07/1979 – 02/1980
Cash	Ibbotson U.S. 30-day Treasury Bills	2.31%	7.08%
Bond	Ibbotson Intermediate-Term Government Bonds – Total Return	15.61%	-8.89%
Stock	S&P 500 - Total Return	-50.95%	14.61%
Alternative	HFRI FOF: Diversified*	-19.87%	N/A
	S&P GSCI Commodity - Total Return**	N/A	23.21%
Fixed Index	N/A	0.00%	0.00%
3% Fixed	N/A	0.00%	0.00%

*Hedge Fund Research Indices Fund of Funds

**S&P GSCI was formerly the Goldman Sachs Commodity Index

Because the Bear Market Loss and Bear Market Test use the returns from asset class indices rather than the returns of actual investments, they do not represent the performance for any specific portfolio, and are not a guarantee of minimum or maximum levels of losses or gains for any portfolio. The actual performance of your portfolio may differ substantially from those shown in the Great Recession Return, the Bond Bear Market Return, the Bear Market Loss, and the Bear Market Test.

MoneyGuidePro Risk Assessment

The MoneyGuidePro Risk Assessment highlights some – but not all – of the trade-offs you might consider when deciding how to invest your money. This approach does not provide a comprehensive, psychometrically-based, or scientifically-validated profile of your risk tolerance, loss tolerance, or risk capacity, and is provided for informational purposes only.

Based on your specific circumstances, you must decide the appropriate balance between potential risks and potential returns. MoneyGuidePro does not and cannot adequately understand or assess the appropriate risk/return balance for you. MoneyGuidePro requires you to select a risk score. Once selected, three important pieces of information are available to help you determine the appropriateness of your score: an appropriate portfolio for your score, the impact of a Bear Market Loss (either the Great Recession or the Bond Bear Market, whichever is lower) on this portfolio, and a compare button to show how your score compares to the risk score of others in your age group.

MoneyGuidePro uses your risk score to select a risk-based portfolio on the Portfolio Table page. This risk-based portfolio selection is provided for informational purposes only, and you should consider it to be a starting point for conversations with your advisor. It is your responsibility to select the Target Portfolio you want MoneyGuidePro to use. The selection of your Target Portfolio, and other investment decisions, should be made by you, after discussions with your advisor and, if needed, other financial and/or legal professionals.

Glossary

Glossary

Aspirational Cash Reserve Strategy

This optional strategy simulates setting aside funds to establish an account to fund goals outside of your plan. These funds are segmented out of the investment portfolio and are never spent. Rather, the assets are grown based on the specified investment option and the potential balances are displayed. Generally, this strategy is included when you have excess funds after fulfilling your financial goals and used to create a legacy or to fund discretionary objectives.

Asset Allocation

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

Asset Class

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

Cash and Cash Alternatives

Cash typically includes bank accounts or certificates of deposit, which are insured by the Federal Deposit Insurance Corporation up to a limit per account. Cash Alternatives typically include money market securities, U.S. treasury bills, and other investments that are readily convertible to cash, have a stable market value, and a very short-term maturity. U.S. Treasury bills are backed by the full faith and credit of the U.S. Government and, when held to maturity, provide safety of principal. (See the "Risks Inherent in Investing" section in this Important Disclosure Information for a summary of the risks associated with investing in cash alternatives.)

Bonds

Bonds are either domestic (U.S.) or global debt securities issued by either private corporations or governments. (See the "Risks Inherent in Investing" section in this Important Disclosure Information for a summary of the risks associated with investing in bonds. Bonds are also called "fixed income securities.")

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

Stocks

Stocks are equity securities of domestic and foreign corporations. (See the "Risks Inherent in Investing" section in this Important Disclosure Information for a summary of the risks associated with investing in stocks.)

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

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

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

Glossary

Asset Mix

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

Base Inflation Rate

The Base Inflation Rate is the default inflation rate in the Program. You can adjust this rate in financial goal expenses, retirement income sources, savings rates, and in each What If scenario. Also see "Inflation Rate."

Bear Market Loss

The Bear Market Loss shows how a portfolio would have been impacted during the Great Recession (November 2007 through February 2009) or the Bond Bear Market (July 1979 through February 1980). The Bear Market Loss shows: 1) either the Great Recession Return or the Bond Bear Market Return, whichever is lower, and 2) the potential loss, if you had been invested in this cash-bond-stock-alternative portfolio during the period with the lower return. See Bear Market Test, Great Recession Return, and Bond Bear Market Return.

Bear Market Test

The Bear Market Test, included in the Stress Tests, examines the impact on your Plan results if a Bear Market Loss occurred this year. The Bear Market Test shows the likelihood that you could fund your Needs, Wants and Wishes after experiencing such an event. See Bear Market Loss.

Bond Bear Market Return

The Bond Bear Market Return is the rate of return for a cash-bond-stock-alternative portfolio during the Bond Bear Market (July 1979 through February 1980), the worst bear market for bonds since the Great Depression. MoneyGuidePro shows a Bond Bear Market Return for your Current, Risk-based, and Target Portfolios, calculated using historical returns of four broad-based asset class indices. See Great Recession Return.

Cash Receipt Schedule

A Cash Receipt Schedule consists of one or more years of future after-tax amounts received from the anticipated sale of an Other Asset, exercising of Stock Options grants, or proceeds from Restricted Stock grants.

Composite Portfolio

The Composite Portfolio provides an aggregated view of your Target Portfolio along with any assets that are considered to be unavailable for reallocation.

Concentrated Position

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

Confidence Zone

See Monte Carlo Confidence Zone.

Current Dollars

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

Current Portfolio

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

Expense Adjustments

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

Fund All Goals

Fund All Goals is one of two ways for your assets and retirement income to be used to fund your goals. The other is Earmark, which means that an asset or retirement income is assigned to one or more goals, and will be used only for those goals. Fund All Goals means that the asset or income is not earmarked to fund specific goals, and can be used to fund any goal, as needed in the calculations.

Future Dollars

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

Glossary

Great Recession Return

The Great Recession Return is the rate of return for a cash-bond-stock-alternative portfolio during the Great Recession (November 2007 through February 2009), the worst bear market for stocks since the Great Depression. MoneyGuidePro shows a Great Recession Return for your Current, Risk-based, and Target Portfolios, calculated using historical returns of four broad-based asset class indices. See Bond Bear Market Return.

Inflation Rate

Inflation is the percentage increase in the cost of goods and services for a specified time period. A historical measure of inflation is the Consumer Price Index (CPI). In MoneyGuidePro, the Inflation Rate is selected by your advisor, and can be adjusted in different scenarios.

Liquidity

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

Locked Asset

An asset is considered to be locked by the software if it is unavailable to be reallocated to the Target Portfolio. Any account that has been indicated as locked, as well as specific account types such as Variable Annuity with a Guaranteed Minimum Withdrawal Benefit are considered locked.

Model Portfolio Table

The Model Portfolio Table is the portfolio(s) that could be appropriate for you, based upon the risk-based portfolio.

Monte Carlo Confidence Zone

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

Monte Carlo Probability of Success / Probability of Failure

The Monte Carlo Probability of Success is the percentage of trials of your Plan that were successful. If a Monte Carlo simulation runs your Plan 1,000 times, and if 600 of those runs are successful (i.e., all your goals are funded and you have at least \$1 of Safety Margin), then the Probability of Success for that Plan, with all its underlying assumptions, would be 60%, and the Probability of Failure would be 40%.

Monte Carlo Simulations

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

Needs / Wants / Wishes

In MoneyGuidePro, you choose an importance level from 10 to 1 (where 10 is the highest) for each of your financial goals. Then, the importance levels are divided into three groups: Needs, Wants, and Wishes. Needs are the goals that you consider necessary for your lifestyle, and are the goals that you must fulfill. Wants are the goals that you would really like to fulfill, but could live without. Wishes are the “dream goals” that you would like to fund, although you won’t be too dissatisfied if you can’t fund them. In MoneyGuidePro, Needs are your most important goals, then Wants, then Wishes.

Portfolio Set

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

Portfolio Total Return

A Portfolio Total Return is determined by weighting the return assumption for each Asset Class according to the Asset Mix. Also see “Expense Adjustments.”

Probability of Success / Probability of Failure

See Monte Carlo Probability of Success / Probability of Failure.

Real Return

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

Recommended Scenario

The Recommended Scenario is the scenario selected by your advisor to be shown on the Results page and in Play Zone.

Glossary

Retirement Cash Reserve Strategy

This optional strategy simulates creating a cash account to provide funding for near-term goal expenses. You select the number of years of Needs, Wants, and Wishes to be included in the cash account. The Program then funds the Retirement Cash Reserve with the designated amounts, and simulates rebalancing your remaining investments to match the selected Target Portfolio.

Retirement Start Date

For married couples, retirement in MoneyGuidePro begins when both the client and spouse are retired. For single, divorced, or widowed clients, retirement begins when the client retires.

Risk

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

Risk-based Portfolio

The risk-based portfolio is the Model Portfolio associated with the risk score you selected.

Safety Margin

The Safety Margin is the hypothetical portfolio value at the end of the Plan, based on all the inputs and assumptions included in this Report. A Safety Margin of zero indicates the portfolio was depleted before the Plan ended. The Safety Margin does not protect you or your Target Portfolio from investment losses, and, as with all other results in the Plan, is not guaranteed.

Standard Deviation

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

Star Track

Star Track provides a summary of your Plan results over time, using a bar graph. Each bar shows the Monte Carlo Probability of Success for your Recommended Scenario, on the date specified, compared to the Monte Carlo Probability of Success for a scenario using all Target values.

Target Goal Amount

The Target Goal Amount is the amount you would expect to spend, or the amount you would like to spend, for each financial goal.

Target Portfolio

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

Target Retirement Age

Target Retirement Age is the age at which you would like to retire.

Target Savings Amount

In the Resources section of MoneyGuidePro, you enter the current annual additions being made to your investment assets. The total of these additions is your Target Savings Amount.

Time Horizon

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

Total Return

Total Return is an assumed, hypothetical growth rate for a specified time period. The Total Return is either (1) the Portfolio Total Return or (2) as entered by you or your advisor. Also see "Real Return."

Wants

See "Needs / Wants / Wishes".

Willingness

In MoneyGuidePro, in addition to specifying Target Goal Amounts, a Target Savings Amount, and Target Retirement Ages, you also specify a Willingness to adjust these Target values. The Willingness choices are Very Willing, Somewhat Willing, Slightly Willing, and Not at All.

Wishes

See "Needs / Wants / Wishes".

Worst One-Year Loss






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

EXAMPLE

Summary of Goals and Resources

Personal Information and Summary of Financial Goals




John and Joan Smith

Needs		
10	Retirement - Living Expense	
	John (2020) Joan (2020) Both Retired (2020-2058) Mortgage Reduction of \$13,200 (2027) Joan Alone Retired (2059-2064)	62 56 \$72,000 \$60,000 Base Inflation Rate (2.39%)
10	Retiree Medical - Ins. & Out-of-Pocket	
	Both Retired Before Medicare (2020-2022) John Medicare / Joan Retired Before Medicare (2023-2028) Both Medicare (2029-2058) Joan Alone Medicare (2059-2064)	\$24,977 \$16,390 \$11,031 \$6,915 Base Inflation Rate plus 2.49% (4.88%)
8	Car - Joan (later both)	
	In 2022 Recurring every 5 years until end of plan	\$35,000 Base Inflation Rate (2.39%)
8	Car - John	
	When John retires Recurring every 5 years for a total of 2 times	\$35,000 Base Inflation Rate (2.39%)
Wants		
6	Annual Luxury Vacation	
	When John retires Recurring every year for a total of 13 times	\$15,000 Base Inflation Rate (2.39%)

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

Personal Information and Summary of Financial Goals

John and Joan Smith

5	Coastal Vacation Home		
	When John retires	\$450,000	Base Inflation Rate (2.39%)
5	Coastal Vacation Home Expenses		
	When John retires Recurring every year for a total of 23 times	\$30,000	Base Inflation Rate (2.39%)
Wishes			
1	\$250k Term Life Policy Premiums		
	When John retires Recurring every year for a total of 15 times	\$0	Base Inflation Rate (2.39%)

Personal Information

John

Male - born 05/20/1958, age 60
Employed - \$140,000

Joan

Female - born 08/10/1964, age 54
Employed - \$60,000

Married, US Citizens living in TX

- 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.

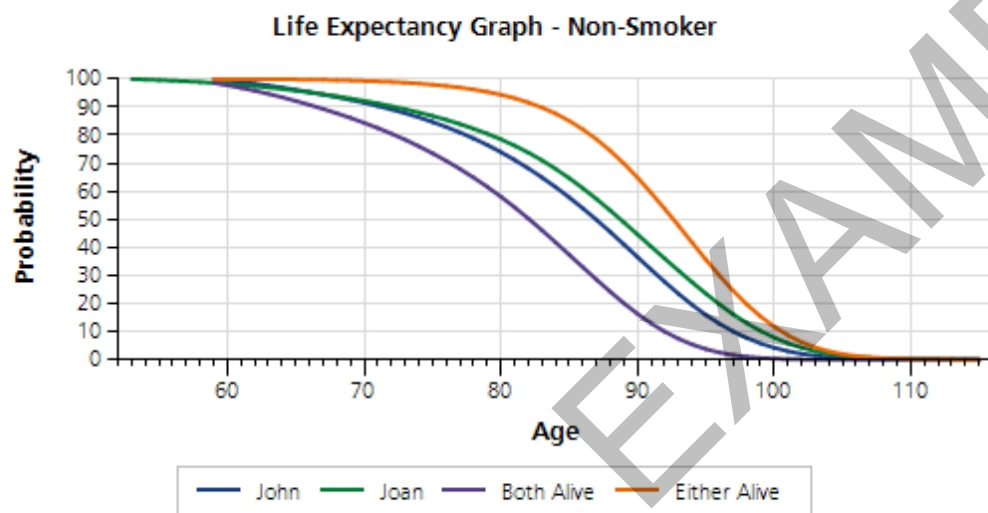
Participant Name	Date of Birth	Age	Relationship
------------------	---------------	-----	--------------

Joan Jr	01/01/1989	30	Child
John Jr	01/01/1985	34	Child

Life Expectancy Table and Graph

How long might you live?

Chance you will live to age shown	John Live to Age		Joan Live to Age		Either Live to Age		Both Live to Age	
	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker
50%	87	80	89	82	93	85	83	75
40%	90	82	92	84	95	87	85	77
30%	92	84	94	86	96	88	87	79
20%	94	87	96	88	98	90	90	82
10%	98	89	100	91	101	92	92	85



All calculations based on 2012 IAM Basic Tables.

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

Net Worth Summary - All Resources

This is your Net Worth Summary as of 04/16/2019. 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 all of your Assets and Liabilities are entered.



Investment Assets		\$1,995,752
Other Assets	+	\$525,000
Total Assets		\$2,520,752
Total Liabilities	-	\$110,000
Net Worth		\$2,410,752

Description	Total
Investment Assets	
Employer Retirement Plans	\$700,000
Individual Retirement Accounts	\$472,895
Annuities & Tax-Deferred Products	\$220,000
Taxable and/or Tax-Free Accounts	\$602,857
Total Investment Assets:	\$1,995,752
Other Assets	
Home and Personal Assets	\$495,000
Cash Value Life	\$30,000
Total Other Assets:	\$525,000
Liabilities	
Personal Real Estate Loan:	\$100,000
Vehicle Loan:	\$10,000
Total Liabilities:	\$110,000
Net Worth:	\$2,410,752

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

Net Worth Detail - All Resources

This is your Net Worth Detail as of 04/16/2019. 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 all of your Assets and Liabilities are entered.

Description	John	Joan	Joint	Total
Investment Assets				
Employer Retirement Plans				
John 401(k)	\$700,000			\$700,000
Solo 401(k)				\$0
Individual Retirement Accounts				
Joan Rollover IRA		\$472,895		\$472,895
Annuities & Tax-Deferred Products				
John Non-Qualified Annuity	\$220,000			\$220,000
Taxable and/or Tax-Free Accounts				
Bank Accounts			\$80,000	\$80,000
Joint Brokerage			\$522,857	\$522,857
Total Investment Assets:	\$920,000	\$472,895	\$602,857	\$1,995,752
Other Assets				
Home and Personal Assets				
BMW	\$25,000			\$25,000
House			\$450,000	\$450,000
Lexus		\$20,000		\$20,000
Cash Value Life				
Joan Whole Life	\$30,000			\$30,000
Total Other Assets:	\$55,000	\$20,000	\$450,000	\$525,000
Liabilities				
Personal Real Estate Loan:				
Mortgage on House			\$100,000	\$100,000
Vehicle Loan:				
BMW Loan	\$10,000			\$10,000

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

Net Worth Detail - All Resources

Total Liabilities:	\$10,000	\$0	\$100,000	\$110,000
Net Worth:				\$2,410,752

EXAMPLE

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

Resources Summary

Investment Assets

Description	Owner	Current Value	Additions	Assign to Goal
Imported from Morningstar Office				
Bank Accounts	Joint Community Property	\$80,000		Fund All Goals
CASH		\$80,000		
Joan Rollover IRA	Joan	\$472,895		Fund All Goals
American Century Strat Allc: Mod A		\$274,123		
Franklin Strategic Income A		\$100,105		
Goldman Sachs Small/Mid Cap Growth A		\$98,667		
John 401(k)	John	\$700,000	\$29,200	Fund All Goals
Fidelity Freedom® 2025		\$700,000		
John Non-Qualified Annuity	John	\$220,000		Fund All Goals
AUL VA Q-American Century Diversified Bond A		\$40,000		
AUL VA Q-American Century Income and Growth Inv		\$25,000		
AUL VA Q-American Century Intl Discovery A		\$20,000		
AUL VA Q-American Century Small Cap Growth A		\$25,000		
AUL VA Q-American Funds Europacific Growth R5		\$40,000		
AUL VA Q-DWS Enhanced Commodity Strategy A		\$30,000		
AUL VA Q-Pioneer Bond A		\$40,000		
Joint Brokerage	Joint Community Property	\$522,857		Fund All Goals
Alphabet Inc		\$15,585		
AT&T Inc		\$82,601		
Exxon Mobil Corp		\$65,154		
SPDR® S&P 500 ETF		\$184,076		

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

Resources Summary

Investment Assets

Description	Owner	Current Value	Additions	Assign to Goal
Imported from Morningstar Office				
Vanguard Total Bond Market ETF		\$175,441		
Manually Entered				
Solo 401(k)	Joan			Fund All Goals
Account Total				
Total :		\$1,995,752		

Other Assets

Description	Owner	Current Value	Future Value	Assign to Goal
Manually Entered				
\$250k Term Policy	John			Fund All Goals
Future Beach Home	Joint Community Property		\$834,827	Fund All Goals
House	Joint Community Property	\$450,000		Not Funding Goals
Joan Whole Life	John	\$30,000	\$30,000	Fund All Goals
BMW	John	\$25,000		Not Funding Goals
Lexus	Joan	\$20,000		Not Funding Goals
Total of Other Assets :		\$525,000		

Insurance Policies

Description	Owner	Insured	Beneficiary	Annual Premium	Cash Value	Death Benefit	Premium Paid
Manually Entered							
Cash Value Life Insurance Policies Summary (included in Assets)							
Joan Whole Life Whole Life	John	Joan	Co-Client of Insured - 100%	\$1,020	\$30,000	\$100,000	Until Insured Dies

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

Resources Summary

Insurance Policies

Description	Owner	Insured	Beneficiary	Annual Premium	Cash Value	Death Benefit	Premium Paid
Manually Entered							
Insurance Policies Summary (not included in Assets)							
John's Group Term Life Group Term	John	John	Co-Client of Insured - 100%			\$420,000	
Total Death Benefit of All Policies :						\$520,000	

Social Security

Description	Value	Assign to Goal
Social Security	John will file a normal application at age 62. He will receive \$21,500 in retirement benefits at age 62.	Fund All Goals
Social Security	Joan will file a normal application at age 62. She will receive \$12,250 in retirement benefits at age 62.	Fund All Goals

Retirement Income

Description	Owner	Value	Inflate?	Assign to Goal
John Pension	John	\$40,000 from 2020 to End of Plan (100% to Survivor)	No	Fund All Goals

Liabilities

Type	Description	Owner	Outstanding Balance	Interest Rate	Monthly Payment
Manually Entered					
1st Mortgage	Mortgage on House	Joint	\$100,000	4.50%	\$1,100
Car	BMW Loan	John	\$10,000		\$600
Total Outstanding Balance :			\$110,000		

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

Investment Assets by Asset Class

Description	Cash & Cash Alternatives	Short Term Bonds	Intermediate Term Bonds	Long Term Bonds	Large Cap Value Stocks	Large Cap Growth Stocks	Mid Cap Stocks	Small Cap Stocks	International Developed Stocks	International Emerging Stocks	REITs	Total Value
Bank Accounts												
CASH	\$80,000											\$80,000
Joan Rollover IRA												
American Century Strat All: Mod A			\$109,649		\$82,237	\$82,237						\$274,123
Franklin Strategic Income A		\$100,105										\$100,105
Goldman Sachs Small/Mid Cap Growth A							\$98,667					\$98,667
John 401(k)												
Fidelity Freedom® 2025	\$63,000	\$35,000	\$119,000	\$77,000	\$84,000	\$84,000	\$42,000	\$21,000	\$133,000	\$42,000		\$700,000
John Non-Qualified Annuity												
AUL VA Q-American Century Diversified Bond A												\$40,000
AUL VA Q-American Century Income and Growth Inv												\$25,000
AUL VA Q-American Century Intl Discovery A												\$20,000
AUL VA Q-American Century Small Cap Growth A												\$25,000
AUL VA Q-American Funds Europacific Growth R5												\$40,000
AUL VA Q-DWS Enhanced Commodity Strategy A												\$30,000
AUL VA Q-Pioneer Bond A												\$40,000
Joint Brokerage												
Alphabet Inc						\$15,585						\$15,585
AT&T Inc					\$82,601							\$82,601
Exxon Mobil Corp					\$32,577	\$32,577						\$65,154
SPDR® S&P 500 ETF					\$92,038	\$92,038						\$184,076
Vanguard Total Bond Market ETF			\$175,441									\$175,441
Solo 401(k)												
Account Total												
Total Current Portfolio :	\$143,000	\$135,105	\$404,090	\$77,000	\$373,453	\$306,437	\$140,667	\$21,000	\$133,000	\$42,000	\$0	\$1,995,752

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

Investment Assets by Asset Class

Description	Commodities	Fixed Index	3% Fixed	Unclassified	Total Value
Bank Accounts					
CASH					\$80,000
Joan Rollover IRA					
American Century Strat All: Mod A					\$274,123
Franklin Strategic Income A					\$100,105
Goldman Sachs Small/Mid Cap Growth A					\$98,667
John 401(k)					
Fidelity Freedom® 2025					\$700,000
John Non-Qualified Annuity					
AUL VA Q-American Century Diversified Bond A				\$40,000	\$40,000
AUL VA Q-American Century Income and Growth Inv				\$25,000	\$25,000
AUL VA Q-American Century Intl Discovery A				\$20,000	\$20,000
AUL VA Q-American Century Small Cap Growth A				\$25,000	\$25,000
AUL VA Q-American Funds Europacific Growth R5				\$40,000	\$40,000
AUL VA Q-DWS Enhanced Commodity Strategy A				\$30,000	\$30,000
AUL VA Q-Pioneer Bond A				\$40,000	\$40,000
Joint Brokerage					
Alphabet Inc					\$15,585
AT&T Inc					\$82,601
Exxon Mobil Corp					\$65,154
SPDR® S&P 500 ETF					\$184,076
Vanguard Total Bond Market ETF					\$175,441
Solo 401(k)					
Account Total					
Total Current Portfolio :	\$0	\$0	\$0	\$220,000	\$1,995,752

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

Investment Assets by Tax Category

Investment Assets by Tax Category

This summary includes only those Assets you have identified to fund Goals in this Plan.

Asset Class	Qualified	Tax-Deferred	Taxable	Tax-Free	Roth	Coverdell (CESA)	529 Plan
Cash & Cash Alternatives	\$63,000		\$80,000				
Short Term Bonds	\$135,105						
Intermediate Term Bonds	\$228,649		\$175,441				
Long Term Bonds	\$77,000						
Large Cap Value Stocks	\$166,237		\$207,216				
Large Cap Growth Stocks	\$166,237		\$140,200				
Mid Cap Stocks	\$140,667						
Small Cap Stocks	\$21,000						
International Developed Stocks	\$133,000						
International Emerging Stocks	\$42,000						
Unclassified		\$220,000					
Total :	\$1,172,895	\$220,000	\$602,857				

Notes

- Qualified Investment Assets include Employer Sponsored Retirement Plans and Traditional IRAs. Tax-Deferred assets include Fixed and Variable Annuities, US Savings Bonds, and Variable Life Insurance.
- Contributions to a 529 College Savings Plan can have tax implications to you and the beneficiary of the account. You should consult with your legal or tax advisors to discuss the federal and state tax consequences.

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Current Portfolio Allocation

This page shows how your Investment Assets are currently allocated among the different Asset Classes. It includes only those Assets you have identified to fund Goals in this Plan.



**Total Stock
57%**

Historical Returns (1990 to 2017)

Total Return	7.48%
Base Inflation Rate	2.39%
Real Return	5.09%
Worst One-Year Loss (or Lowest Gain)	-18.48%
Standard Deviation	9.45%

Bear Market Returns

Great Recession November 2007 thru February 2009	-21%
Bond Bear Market July 1979 thru February 1980	5%

Asset Class	Rate of Return	Investment Portfolio	
		Value	% of Total
Cash & Cash Alternatives	2.77%	\$143,000	7%
Short Term Bonds	4.18%	\$135,105	7%
Intermediate Term Bonds	5.53%	\$404,090	20%
Long Term Bonds	8.10%	\$77,000	4%
Large Cap Value Stocks	9.32%	\$373,453	19%
Large Cap Growth Stocks	10.05%	\$306,437	15%
Mid Cap Stocks	11.43%	\$140,667	7%
Small Cap Stocks	11.79%	\$21,000	1%
International Developed Stocks	5.07%	\$133,000	7%
International Emerging Stocks	8.90%	\$42,000	2%
REITs	10.18%	\$0	0%
Commodities	1.08%	\$0	0%
Fixed Index	3.68%	\$0	0%
3% Fixed	3.00%	\$0	0%

** The Investment Assets allocated to Asset Class 'Unclassified' are not included in the calculation of the Portfolio Total Return and Standard Deviation.

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

Current Portfolio Allocation

Asset Class	Rate of Return	Investment Portfolio	
		Value	% of Total
■ Unclassified**	7.48%	\$220,000	11%
Total :		\$1,995,752	100%

Return Assumptions for Calculation of Current Plan Results

Before Retirement :	7.48%
Before Retirement Adjustment :	-0.88%
During Retirement :	7.48%
During Retirement Adjustment :	-0.88%
Base Inflation Rate :	2.39%

Tax-Free Rates of Return

Cash & Cash Alternatives	1.77%
Short Term Bonds	4.02%
Intermediate Term Bonds	5.93%
Long Term Bonds	6.53%

** The Investment Assets allocated to Asset Class 'Unclassified' are not included in the calculation of the Portfolio Total Return and Standard Deviation.

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

Goal Assignment Summary

Goal	Category	Description	Value	Annual Additions	Future Value
Fund All Goals	Investment	John 401(k)	\$700,000	\$29,200	
		Joint Brokerage	\$522,857		
		John Non-Qualified Annuity	\$220,000		
		Bank Accounts	\$80,000		
		Joan Rollover IRA	\$472,895		
		Solo 401(k)			
	Other	\$250k Term Policy			\$0 starting in 2025
		Future Beach Home			\$834,827 starting in 2043
		Joan Whole Life	\$30,000		\$30,000 starting in 2019
	Retirement Income	Social Security			John will file a normal application at age 62. He will receive \$21,500 in retirement benefits at age 62.
		Social Security			Joan will file a normal application at age 62. She will receive \$12,250 in retirement benefits at age 62.
		John Pension			\$40,000 from 2020 to End of Plan (100% to Survivor)

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

Insurance Inventory

Life

Description	Owner	Insured	Death Benefit	Cash Value	Annual Premium	Beneficiary	Policy Start Date
Joan Whole Life	John	Joan	\$100,000	\$30,000	\$1,020	Co-Client of Insured - 100%	
John's Group Term Life	John	John	\$420,000			Co-Client of Insured - 100%	

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

EXAMPLE

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

Tax and Inflation Assumptions

Base Inflation Rate

Inflation rate :	2.39%
Data Source : Consumer Price Index (CPI) 1990-2017.	
Social Security Inflation rate :	2.39%
Tax Assumption Inflation rate :	2.39%

Marginal Tax Rates Before Retirement

	<u>Federal</u>	<u>State</u>	<u>Local</u>
Tax Rates :	24.00%	0.00%	0.00%

Untaxed Gain on Taxable Earnings - Before Retirement

What portion of your Annual Taxable Investment Earnings will not be taxed until withdrawn?	60.00%
--	--------

Long Term Capital Gains (LTCG) - Before Retirement

What portion of your Taxable Investment Earnings will be taxed at the LTCG rate?	20.00%
Long Term Capital Gains rate :	15.00%

Tax Rates During Retirement

Let the Program calculate taxes each year

Local rate :	0.00%
Deduction estimate :	Use standard deductions

Untaxed Gain on Taxable Earnings - During Retirement

What portion of your Annual Taxable Investment Earnings will not be taxed until withdrawn?	50.00%
--	--------

Long Term Capital Gains (LTCG) - During Retirement

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

Taxation of Social Security

What portion of Social Security will be taxed?	85.00%
--	--------

Tax Penalty

Include penalties in Plan? :	Yes
------------------------------	-----

Tax Free Earnings - Options

Treat Tax-Free Assets as Tax-Free

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

EXAMPLE

Risk and Portfolio Information

Risk Assessment

You chose a Risk Score of 57.

Appropriate Portfolio: Balanced II

Percentage Stock: 54%

Average Return: 6.89%



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.

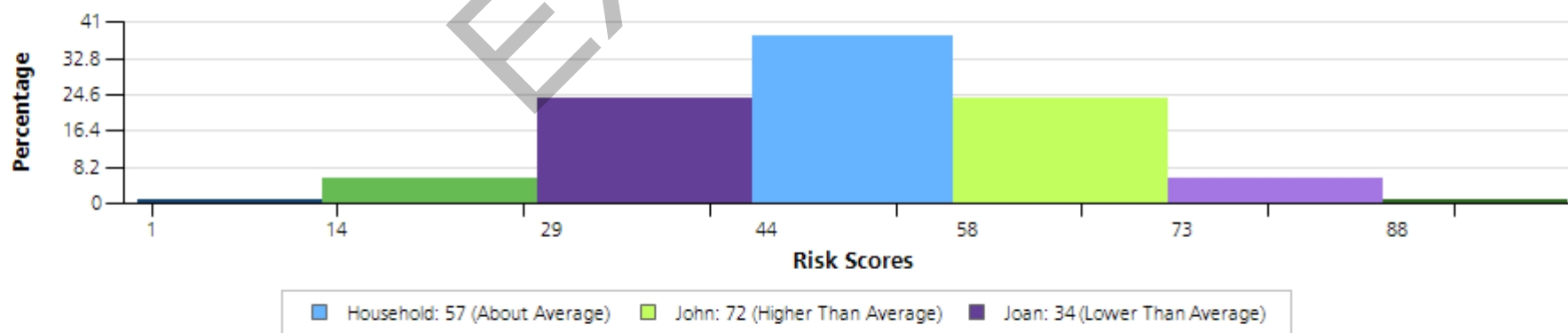
During the Great Recession Return (November 2007 - February 2009) this portfolio had a loss of:

-21%

If you invest \$1,995,752 in this portfolio and the same loss occurred again, you would lose:

-\$416,402

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



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

Model Portfolio Table

The Risk-Based Portfolio was selected from this list of Portfolios, based upon the risk assessment. The Risk Band is comprised of the portfolio(s) that could be appropriate for you, based upon the Risk-Based Portfolio indicated. The Target Portfolio was selected by you. Refer to the Worst 1-Year Loss and Standard Deviation columns in the chart below to compare the relative risks of your Current Portfolio to the Target Portfolio.

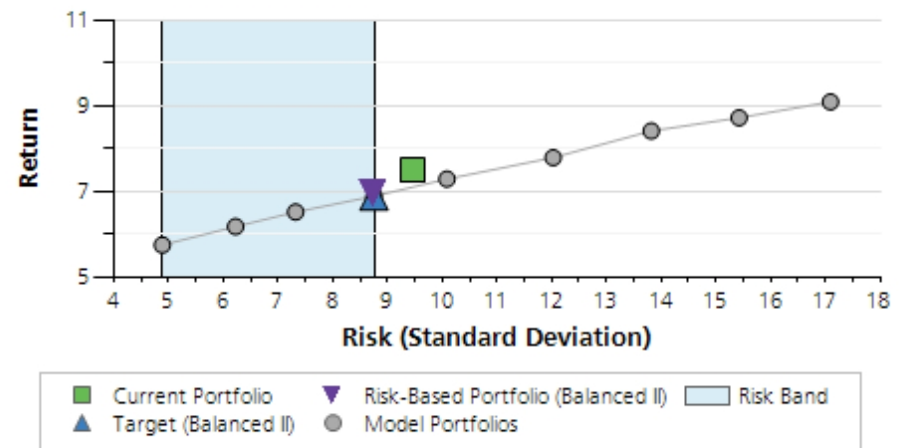
Portfolios	Name	Cash	Bond	Stock	Alternative	Fixed Index	Average Return	Worst One Year	Standard Deviation
	Capital Preservation I	5%	67%	28%	0%	0%	5.75%	-4.97%	4.88%
	Capital Preservation II	5%	57%	38%	0%	0%	6.18%	-9.56%	6.22%
	Balanced I	4%	51%	45%	0%	0%	6.52%	-12.65%	7.32%
▼ ▲	Balanced II	4%	42%	54%	0%	0%	6.89%	-16.97%	8.75%
	Total Return I	4%	35%	61%	0%	0%	7.29%	-20.80%	10.09%
■	Current	7%	31%	51%	0%	0%	7.48%	-18.48%	9.45%
	Total Return II	3%	25%	72%	0%	0%	7.79%	-26.07%	12.03%
	Capital Growth I	2%	16%	82%	0%	0%	8.41%	-30.63%	13.82%
	Capital Growth II	0%	9%	91%	0%	0%	8.72%	-35.12%	15.42%
	Equity Growth	0%	0%	100%	0%	0%	9.09%	-39.57%	17.09%

■ Risk Band ■ Current ▼ Risk-Based ▲ Target

Return vs. Risk Graph

When deciding how to invest your money, you must determine the amount of risk you are willing to assume to pursue a desired return. The Return versus Risk Graph reflects a set of portfolios that assume a low relative level of risk for each level of return, or conversely an optimal return for the degree of investment risk taken. The graph also shows the position of the Risk Band, Target, Risk-Based, and Custom Portfolios. The positioning of these portfolios illustrates how their respective risks and returns compare to each other as well as the optimized level of risk and return represented by the Portfolios.

This graph shows the relationship of return and risk for each Portfolio in the chart above.



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

Model Portfolio Table

The Risk-Based Portfolio was selected from this list of Portfolios, based upon the risk assessment. The Risk Band is comprised of the portfolio(s) that could be appropriate for you, based upon the Risk-Based Portfolio indicated. The Target Portfolio was selected by you. Refer to the Worst 1-Year Loss and Standard Deviation columns in the chart below to compare the relative risks of your Current Portfolio to the Target Portfolio.

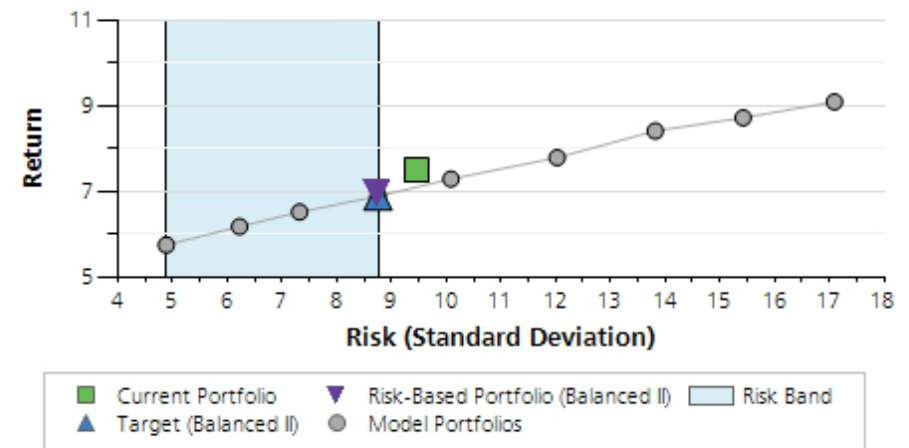
Portfolios	Name	3% Fixed	Unclassified	Average Return	Worst One Year	Standard Deviation
	Capital Preservation I	0%	0%	5.75%	-4.97%	4.88%
	Capital Preservation II	0%	0%	6.18%	-9.56%	6.22%
	Balanced I	0%	0%	6.52%	-12.65%	7.32%
▼ ▲	Balanced II	0%	0%	6.89%	-16.97%	8.75%
	Total Return I	0%	0%	7.29%	-20.80%	10.09%
■	Current	0%	11%	7.48%	-18.48%	9.45%
	Total Return II	0%	0%	7.79%	-26.07%	12.03%
	Capital Growth I	0%	0%	8.41%	-30.63%	13.82%
	Capital Growth II	0%	0%	8.72%	-35.12%	15.42%
	Equity Growth	0%	0%	9.09%	-39.57%	17.09%

■ Risk Band ■ Current ▼ Risk-Based ▲ Target

Return vs. Risk Graph

When deciding how to invest your money, you must determine the amount of risk you are willing to assume to pursue a desired return. The Return versus Risk Graph reflects a set of portfolios that assume a low relative level of risk for each level of return, or conversely an optimal return for the degree of investment risk taken. The graph also shows the position of the Risk Band, Target, Risk-Based, and Custom Portfolios. The positioning of these portfolios illustrates how their respective risks and returns compare to each other as well as the optimized level of risk and return represented by the Portfolios.

This graph shows the relationship of return and risk for each Portfolio in the chart above.



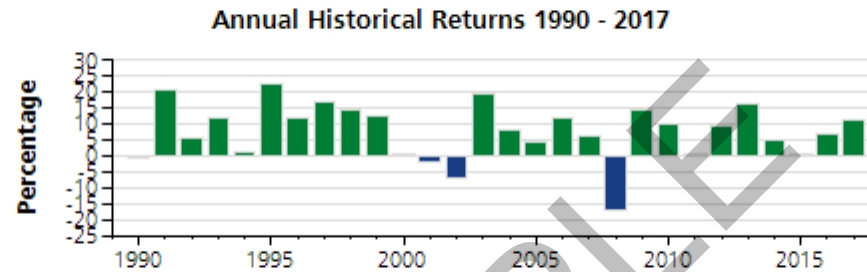
See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Portfolio Detail

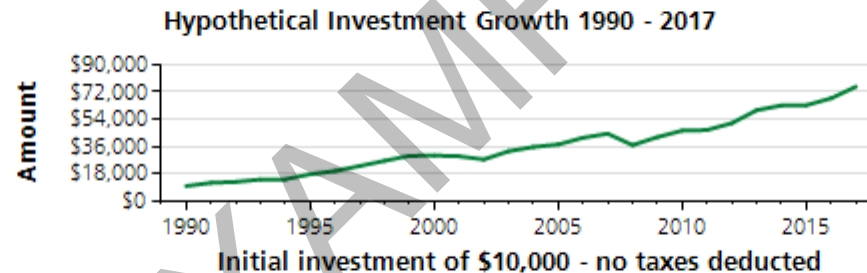
Portfolio Detail - Balanced II

While Average Historical Returns are important when selecting your Target Portfolio, it is important to remember that returns have actually varied by substantial amounts from year to year.

This graph shows the Annual Historical Returns by year for this portfolio.



This graph shows how a hypothetical investment of \$10,000 would have grown during this period.



This chart summarizes the growth and return information for the portfolio for this period.

Results for Period 1990 - 2017	
Ending Portfolio Value (Hypothetical)	\$75,508
Biggest Loss or Smallest Gain	-16.97% in 2008
Largest Gain	22.95% in 1995
Years with Loss	4
Average Total Return	6.89%
Inflation	2.39%
Average Real Return	4.50%
Standard Deviation	8.75%

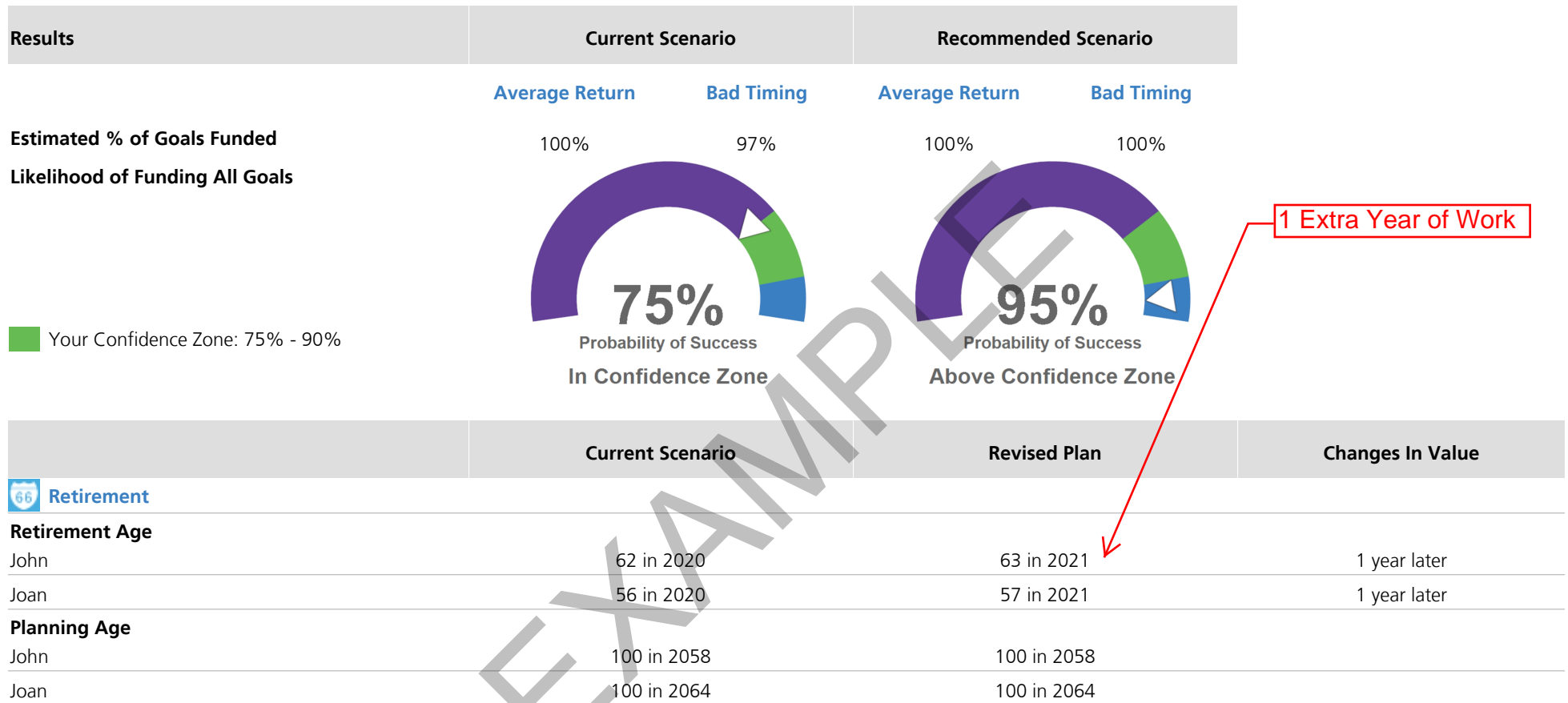
** The Investment Assets allocated to Asset Class 'Unclassified' are not included in the calculation of the Portfolio Total Return and Standard Deviation.

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

EXAMPLE

Results

Results - Current and Recommended



1 Extra Year of Work

Note: The MoneyGuidePro™ software calculates a financial plan's investment returns and overall strength three different ways. The first method (average return) assumes the long-term average expected return for the selected portfolio and sees if the expected cash flows cover the expected goals. The second method (bad timing) assumes that in the first two years, the portfolio suffers a statistically large decline in value. Then, after that initial decline, the annual rate of return is adjusted to achieve a same long-term average return used in the first method. This method shows how the sequence of your returns can impact your plan. The final method (Monte Carlo) takes the historical relationships between asset classes and simulates possible returns each year while still achieving the same long-term average return of the first two methods. It then runs 1,000 simulations to see what percentage of the time the plan has enough assets to fund ALL retirement goals.

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

Results - Current and Recommended

	Current Scenario	Revised Plan	Changes In Value
Goals			
Needs			
Retirement - Living Expense			
Both Retired	\$72,000	\$72,000	
Joan Alone Retired	\$60,000	\$60,000	
Retiree Medical - Ins. & Out-of-Pocket			
Both Retired Before Medicare	\$24,977	\$25,567	Increased \$590
John Medicare / Joan Retired Before Medicare	\$16,390	\$16,390	
Both Medicare	\$11,031	\$11,031	
Joan Alone Medicare	\$6,915	\$6,915	
Car - Joan (later both)	\$35,000	\$37,000	Increased \$2,000
Starting	2022	2022	
Years between occurrences	5	7	Increased 2
Ending	End of plan	End of plan	
Car - John	\$35,000	\$37,000	Increased \$2,000
Starting	At John's retirement	At John's retirement	
Years between occurrences	5	7	Increased 2
Number of occurrences	2	2	
Wants			
Annual Luxury Vacation	\$15,000	\$10,000	Decreased \$5,000
Starting	At John's retirement	At John's retirement	
Years between occurrences	1	1	
Number of occurrences	13	13	
Coastal Vacation Home	\$450,000	\$400,000	Decreased \$50,000
Starting	At John's retirement	At John's retirement	
Coastal Vacation Home Expenses	\$30,000	\$28,000	Decreased \$2,000
Starting	At John's retirement	At John's retirement	
Years between occurrences	1	1	
Number of occurrences	23	23	
Wishes			
\$250k Term Life Policy Premiums	\$0	\$2,000	Increased \$2,000
Starting	At John's retirement	At John's retirement	
Years between occurrences	1	1	
Number of occurrences	15	15	
Total Spending for Life of Plan	\$4,991,040	\$4,711,063	Decreased 6%

Replace Cars Less Often

Lower Vacation Budget

Less Expensive Vacation Home

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Results - Current and Recommended




	Current Scenario	Revised Plan	Changes In Value
\$ Savings			
Qualified	\$29,200	\$29,200	
Roth	\$0	\$12,000	Increased \$12,000
Total Savings This Year	\$29,200	\$41,200	Increased \$12,000
Portfolios			
Allocation Before Retirement	CURRENT	Balanced II	3% Less Stock
Percent Stock	57%	54%	
Composite Return	7.48%	6.89%	
Return Adjustment	-0.88%	-1.00%	
Adjusted Total Return	6.60%	5.89%	
Worst One-Year Return since 1990	-18.48%	-16.97%	
Composite Standard Deviation	9.45%	8.75%	
Great Recession Return 11/07 - 2/09	-21%	-21%	
Bond Bear Market Return 7/79 - 2/80	5%	4%	
Allocation During Retirement	CURRENT	Balanced II	3% Less Stock
Percent Stock	57%	54%	
Composite Return	7.48%	6.89%	
Return Adjustment	-0.88%	-1.00%	
Adjusted Total Return	6.60%	5.89%	
Worst One-Year Return since 1990	-18.48%	-16.97%	
Composite Standard Deviation	9.45%	8.75%	
Great Recession Return 11/07 - 2/09	-21%	-21%	
Bond Bear Market Return 7/79 - 2/80	5%	4%	
Inflation	2.39%	2.39%	

Solo Roth 401(k)
Savings added

Less Risk

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Results - Current and Recommended

	Current Scenario	Revised Plan	Changes In Value
 Investments			
Total Investment Portfolio	\$1,995,752 (Unclassified 11%)	\$1,995,752	
 Social Security			
Social Security Strategy	Current	John @ 70, Joan @ 62	
John			
Filing Method	Normal	Normal	
Age to File Application	62	70	 <div>John Delay's Social Security Filing</div>
Age Retirement Benefits Begin	62	70	
First Year Benefit	\$21,500	\$38,000	
Joan			
Filing Method	Normal	Normal	
Age to File Application	62	62	
Age Retirement Benefits Begin	62	62	
First Year Benefit	\$12,250	\$12,250	

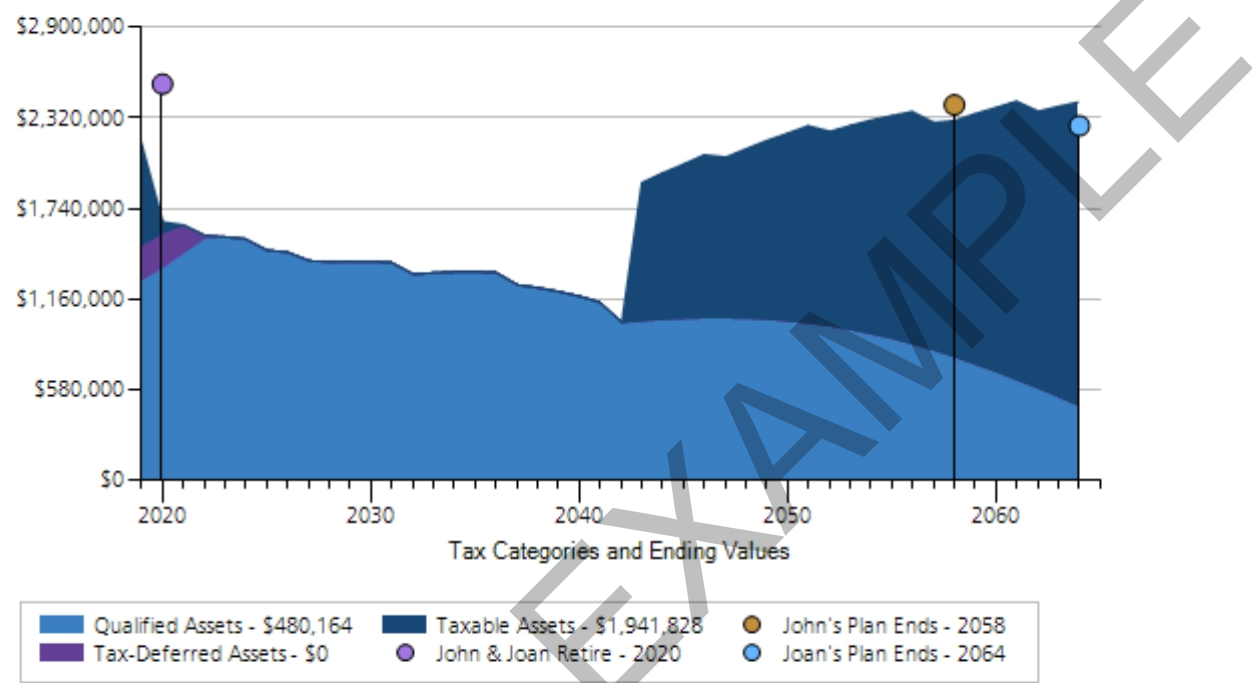
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Worksheet Detail - Combined Details

Scenario : Current Scenario using Average Return

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 : Current Scenario using Average Return

Event or Ages	Year	Beginning Portfolio Value		Additions To Assets	Other Additions	Post Retirement Income	Investment Earnings	Investment Return	Taxes	Funds Used	Ending Portfolio Value
		Earmarked	Fund All Goals							All Goals	
61/55	2019	0	1,995,752	29,200	30,000	0	121,116	5.89%	3,730	0	2,172,338
John & Joan Retire	2020	0	2,172,338	0	0	62,014	88,591	5.66%	26,912	642,268	1,653,762
63/57	2021	0	1,653,762	0	0	62,540	89,864	5.82%	21,374	150,144	1,634,648
64/58	2022	0	1,634,648	0	0	63,079	95,778	6.51%	34,895	192,263	1,566,347
65/59	2023	0	1,566,347	0	0	63,630	96,187	6.58%	21,259	147,116	1,557,789
66/60	2024	0	1,557,789	0	0	64,195	95,396	6.58%	21,447	150,960	1,544,973
67/61	2025	0	1,544,973	0	0	64,773	90,882	6.58%	33,477	195,277	1,471,874
68/62	2026	0	1,471,874	0	0	79,818	90,192	6.58%	22,105	159,086	1,460,693
69/63	2027	0	1,460,693	0	0	80,769	86,733	6.58%	30,994	192,528	1,404,674
70/64	2028	0	1,404,674	0	0	81,744	86,332	6.58%	19,790	154,779	1,398,181
71/65	2029	0	1,398,181	0	0	82,741	86,477	6.58%	17,651	149,218	1,400,531
72/66	2030	0	1,400,531	0	0	83,763	86,410	6.58%	17,792	153,474	1,399,438
73/67	2031	0	1,399,438	0	0	84,809	86,076	6.58%	18,421	157,864	1,394,039
74/68	2032	0	1,394,039	0	0	85,880	81,434	6.58%	32,501	209,999	1,318,852
75/69	2033	0	1,318,852	0	0	86,976	81,977	6.58%	13,887	146,268	1,327,650
76/70	2034	0	1,327,650	0	0	88,099	82,302	6.58%	14,474	150,667	1,332,910
77/71	2035	0	1,332,910	0	0	89,249	82,383	6.58%	15,090	155,228	1,334,223
78/72	2036	0	1,334,223	0	0	90,426	82,195	6.58%	15,731	159,929	1,331,185
79/73	2037	0	1,331,185	0	0	91,631	77,196	6.58%	31,494	218,307	1,250,210
80/74	2038	0	1,250,210	0	0	92,865	76,090	6.58%	17,085	169,769	1,232,312
81/75	2039	0	1,232,312	0	0	94,128	74,607	6.58%	17,811	174,953	1,208,283
82/76	2040	0	1,208,283	0	0	95,422	72,707	6.58%	18,571	180,319	1,177,523
83/77	2041	0	1,177,523	0	0	96,747	70,356	6.58%	19,354	185,831	1,139,440
84/78	2042	0	1,139,440	0	0	98,103	62,428	6.58%	37,160	251,764	1,011,047
85/79	2043	0	1,011,047	0	834,827	99,491	118,281	6.61%	13,342	144,509	1,905,795
86/80	2044	0	1,905,795	0	0	100,913	122,005	6.61%	13,825	149,341	1,965,548
87/81	2045	0	1,965,548	0	0	102,369	125,708	6.61%	14,329	154,362	2,024,934
88/82	2046	0	2,024,934	0	0	103,860	129,377	6.61%	14,855	159,567	2,083,749
89/83	2047	0	2,083,749	0	0	105,386	128,504	6.61%	15,188	232,684	2,069,767
90/84	2048	0	2,069,767	0	0	106,949	131,788	6.61%	15,745	170,428	2,122,330
91/85	2049	0	2,122,330	0	0	108,549	134,983	6.61%	16,265	176,165	2,173,431
92/86	2050	0	2,173,431	0	0	110,187	138,071	6.61%	16,798	182,106	2,222,786
93/87	2051	0	2,222,786	0	0	111,865	141,033	6.61%	17,341	188,257	2,270,085
94/88	2052	0	2,270,085	0	0	113,582	138,787	6.61%	17,650	270,908	2,233,896
95/89	2053	0	2,233,896	0	0	115,341	141,122	6.61%	18,193	201,113	2,271,053

x - denotes shortfall

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Worksheet Detail - Combined Details

Scenario : Current Scenario using Average Return

Event or Ages	Year	Beginning Portfolio Value		Additions To Assets	Other Additions	Post Retirement Income	Investment Earnings	Investment Return	Taxes	Funds Used	
		Earmarked	Fund All Goals							All Goals	Ending Portfolio Value
96/90	2054	0	2,271,053	0	0	117,141	143,253	6.61%	18,646	207,912	2,304,889
97/91	2055	0	2,304,889	0	0	118,985	145,156	6.62%	19,087	214,911	2,335,033
98/92	2056	0	2,335,033	0	0	120,873	146,805	6.62%	19,511	222,138	2,361,062
99/93	2057	0	2,361,062	0	0	122,806	142,472	6.62%	19,638	315,483	2,291,218
John's Plan Ends	2058	0	2,291,218	0	0	124,785	143,173	6.62%	19,867	237,321	2,301,987
-/95	2059	0	2,301,987	0	0	95,302	146,262	6.62%	31,231	166,881	2,345,439
-/96	2060	0	2,345,439	0	0	96,624	148,930	6.62%	31,624	172,047	2,387,322
-/97	2061	0	2,387,322	0	0	97,977	151,492	6.62%	31,931	177,376	2,427,484
-/98	2062	0	2,427,484	0	0	99,363	147,525	6.62%	31,477	279,525	2,363,369
-/99	2063	0	2,363,369	0	0	100,781	149,482	6.63%	31,228	188,591	2,393,814
Joan's Plan Ends	2064	0	2,393,814	0	0	102,234	151,297	6.63%	30,860	194,492	2,421,992

x - denotes shortfall

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Worksheet Detail - Combined Details

Scenario : Current Scenario using Average Return

Event or Ages	Year	Funds Used								Ending Portfolio Value
		Retirement	Retiree Medical - Ins. & Out-of-Pocket	Car - Joan (later both)	Car - John	Annual Luxury Vacation	Coastal Vacation Home	Coastal Vacation Home Expenses	\$250k Term Life Policy Premiums	
61/55	2019	0	0	0	0	0	0	0	0	2,172,338
John & Joan Retire	2020	73,405	26,196	0	35,837	15,359	460,755	30,717	0	1,653,762
63/57	2021	74,844	28,123	0	0	15,726	0	31,451	0	1,634,648
64/58	2022	76,318	30,072	37,570	0	16,101	0	32,203	0	1,566,347
65/59	2023	77,826	19,832	0	0	16,486	0	32,972	0	1,557,789
66/60	2024	79,371	20,949	0	0	16,880	0	33,761	0	1,544,973
67/61	2025	80,952	22,145	0	40,329	17,284	0	34,567	0	1,471,874
68/62	2026	82,571	23,424	0	0	17,697	0	35,394	0	1,460,693
69/63	2027	71,029	24,860	42,279	0	18,120	0	36,239	0	1,404,674
70/64	2028	72,727	26,394	0	0	18,553	0	37,106	0	1,398,181
71/65	2029	74,465	17,764	0	0	18,996	0	37,992	0	1,400,531
72/66	2030	76,245	18,879	0	0	19,450	0	38,900	0	1,399,438
73/67	2031	78,067	20,052	0	0	19,915	0	39,830	0	1,394,039
74/68	2032	79,933	21,314	47,579	0	20,391	0	40,782	0	1,318,852
75/69	2033	81,843	22,668	0	0	0	0	41,757	0	1,327,650
76/70	2034	83,799	24,113	0	0	0	0	42,755	0	1,332,910
77/71	2035	85,802	25,650	0	0	0	0	43,777	0	1,334,223
78/72	2036	87,853	27,254	0	0	0	0	44,823	0	1,331,185
79/73	2037	89,952	28,917	53,543	0	0	0	45,894	0	1,250,210
80/74	2038	92,102	30,676	0	0	0	0	46,991	0	1,232,312
81/75	2039	94,304	32,535	0	0	0	0	48,114	0	1,208,283
82/76	2040	96,557	34,497	0	0	0	0	49,264	0	1,177,523
83/77	2041	98,865	36,525	0	0	0	0	50,441	0	1,139,440
84/78	2042	101,228	38,634	60,255	0	0	0	51,647	0	1,011,047
85/79	2043	103,647	40,861	0	0	0	0	0	0	1,905,795
86/80	2044	106,125	43,216	0	0	0	0	0	0	1,965,548
87/81	2045	108,661	45,701	0	0	0	0	0	0	2,024,934
88/82	2046	111,258	48,309	0	0	0	0	0	0	2,083,749
89/83	2047	113,917	50,960	67,808	0	0	0	0	0	2,069,767
90/84	2048	116,640	53,788	0	0	0	0	0	0	2,122,330
91/85	2049	119,427	56,738	0	0	0	0	0	0	2,173,431
92/86	2050	122,282	59,824	0	0	0	0	0	0	2,222,786
93/87	2051	125,204	63,053	0	0	0	0	0	0	2,270,085
94/88	2052	128,197	66,404	76,307	0	0	0	0	0	2,233,896

x - denotes shortfall

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Worksheet Detail - Combined Details

Scenario : Current Scenario using Average Return

Event or Ages	Year	Funds Used								Ending Portfolio Value
		Retirement	Retiree Medical - Ins. & Out-of-Pocket	Car - Joan (later both)	Car - John	Annual Luxury Vacation	Coastal Vacation Home	Coastal Vacation Home Expenses	\$250k Term Life Policy Premiums	
95/89	2053	131,260	69,853	0	0	0	0	0	0	2,271,053
96/90	2054	134,398	73,514	0	0	0	0	0	0	2,304,889
97/91	2055	137,610	77,301	0	0	0	0	0	0	2,335,033
98/92	2056	140,899	81,240	0	0	0	0	0	0	2,361,062
99/93	2057	144,266	85,345	85,873	0	0	0	0	0	2,291,218
John's Plan Ends	2058	147,714	89,607	0	0	0	0	0	0	2,301,987
-/95	2059	120,378	46,503	0	0	0	0	0	0	2,345,439
-/96	2060	123,255	48,792	0	0	0	0	0	0	2,387,322
-/97	2061	126,201	51,175	0	0	0	0	0	0	2,427,484
-/98	2062	129,217	53,671	96,637	0	0	0	0	0	2,363,369
-/99	2063	132,305	56,285	0	0	0	0	0	0	2,393,814
Joan's Plan Ends	2064	135,468	59,025	0	0	0	0	0	0	2,421,992

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 a Better Estimate of Annual Benefits is selected for a participant, the program will default to the greater of the selected benefit or the age adjusted spousal benefit, which is 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.

x - denotes shortfall

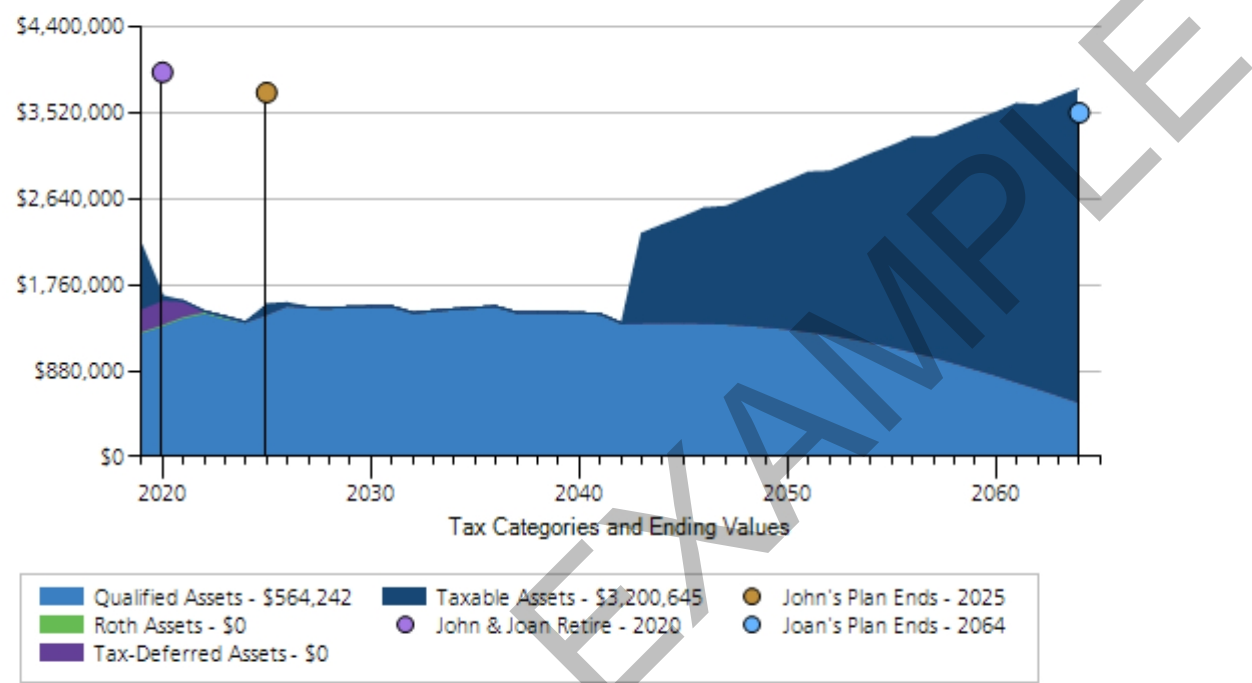
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Worksheet Detail - Combined Details

Scenario : Early Death using Average Return

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 : Early Death using Average Return

Event or Ages	Year	Beginning Portfolio Value		Additions To Assets	Other Additions	Post Retirement Income	Investment Earnings	Investment Return	Taxes	Funds Used	Ending Portfolio Value
		Earmarked	Fund All Goals							All Goals	
61/55	2019	0	1,995,752	41,200	30,000	0	121,911	5.90%	3,315	0	2,185,548
John & Joan Retire	2020	0	2,185,548	0	0	40,000	91,617	5.90%	28,118	644,316	1,644,731
63/57	2021	0	1,644,731	0	0	40,000	88,989	5.90%	23,723	152,241	1,597,756
64/58	2022	0	1,597,756	0	0	40,000	82,967	5.90%	36,666	194,410	1,489,647
65/59	2023	0	1,489,647	0	0	40,000	80,064	5.90%	22,879	149,315	1,437,518
66/60	2024	0	1,437,518	0	0	40,000	77,012	5.90%	18,598	153,211	1,382,721
John's Plan Ends	2025	0	1,382,721	0	250,000	40,000	87,080	5.90%	1,260	195,277	1,563,264
-/62	2026	0	1,563,264	0	0	68,188	87,777	5.90%	6,164	137,201	1,575,865
-/63	2027	0	1,575,865	0	0	68,862	85,189	5.90%	30,582	169,804	1,529,529
-/64	2028	0	1,529,529	0	0	69,552	85,059	5.90%	25,776	131,168	1,527,196
-/65	2029	0	1,527,196	0	0	70,258	85,489	5.90%	23,351	124,673	1,534,918
-/66	2030	0	1,534,918	0	0	70,981	85,795	5.90%	23,327	127,949	1,540,419
-/67	2031	0	1,540,419	0	0	71,722	85,924	5.90%	23,990	131,341	1,542,734
-/68	2032	0	1,542,734	0	0	72,480	82,165	5.90%	39,706	182,432	1,475,241
-/69	2033	0	1,475,241	0	0	73,256	83,278	5.90%	18,937	117,608	1,495,231
-/70	2034	0	1,495,231	0	0	74,051	84,278	5.90%	19,515	120,864	1,513,180
-/71	2035	0	1,513,180	0	0	74,865	85,151	5.90%	20,117	124,232	1,528,847
-/72	2036	0	1,528,847	0	0	75,698	85,882	5.90%	20,741	127,712	1,541,974
-/73	2037	0	1,541,974	0	0	76,551	82,308	5.90%	38,214	184,815	1,477,804
-/74	2038	0	1,477,804	0	0	77,425	82,470	5.90%	22,043	134,947	1,480,709
-/75	2039	0	1,480,709	0	0	78,319	82,429	5.90%	22,730	138,740	1,479,988
-/76	2040	0	1,479,988	0	0	79,235	82,168	5.90%	23,442	142,654	1,475,295
-/77	2041	0	1,475,295	0	0	80,173	81,665	5.90%	24,180	146,693	1,466,260
-/78	2042	0	1,466,260	0	0	81,133	76,222	5.90%	43,985	211,087	1,368,544
-/79	2043	0	1,368,544	0	834,827	82,116	127,624	5.90%	24,702	102,219	2,286,191
-/80	2044	0	2,286,191	0	0	83,123	132,347	5.90%	25,791	105,360	2,370,509
-/81	2045	0	2,370,509	0	0	84,153	137,151	5.90%	26,933	108,613	2,456,267
-/82	2046	0	2,456,267	0	0	85,209	142,033	5.90%	28,128	111,981	2,543,400
-/83	2047	0	2,543,400	0	0	86,289	142,994	5.90%	28,975	183,204	2,560,504
-/84	2048	0	2,560,504	0	0	87,395	147,817	5.90%	30,308	118,933	2,646,475
-/85	2049	0	2,646,475	0	0	88,528	152,703	5.90%	31,546	122,602	2,733,557
-/86	2050	0	2,733,557	0	0	89,688	157,647	5.90%	32,820	126,410	2,821,663
-/87	2051	0	2,821,663	0	0	90,876	162,646	5.90%	34,128	130,356	2,910,700
-/88	2052	0	2,910,700	0	0	92,092	163,193	5.90%	34,965	210,741	2,920,279
-/89	2053	0	2,920,279	0	0	93,337	168,050	5.90%	36,300	138,623	3,006,744

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 : Early Death using Average Return

Event or Ages	Year	Beginning Portfolio Value		Additions To Assets	Other Additions	Post Retirement Income	Investment Earnings	Investment Return	Taxes	Funds Used	
		Earmarked	Fund All Goals							All Goals	Ending Portfolio Value
-/90	2054	0	3,006,744	0	0	94,611	172,945	5.90%	37,419	143,024	3,093,857
-/91	2055	0	3,093,857	0	0	95,916	177,875	5.90%	38,525	147,537	3,181,586
-/92	2056	0	3,181,586	0	0	97,253	182,839	5.90%	39,608	152,178	3,269,892
-/93	2057	0	3,269,892	0	0	98,621	182,769	5.90%	40,094	242,828	3,268,360
-/94	2058	0	3,268,360	0	0	100,022	187,545	5.90%	40,759	161,859	3,353,309
-/95	2059	0	3,353,309	0	0	101,457	192,357	5.90%	41,350	166,881	3,438,892
-/96	2060	0	3,438,892	0	0	102,926	197,206	5.90%	41,855	172,047	3,525,122
-/97	2061	0	3,525,122	0	0	104,430	202,092	5.90%	42,259	177,376	3,612,008
-/98	2062	0	3,612,008	0	0	105,969	201,315	5.90%	41,933	279,525	3,597,835
-/99	2063	0	3,597,835	0	0	107,546	205,997	5.90%	41,777	188,591	3,681,011
Joan's Plan Ends	2064	0	3,681,011	0	0	109,160	210,718	5.90%	41,509	194,492	3,764,888

x - denotes shortfall

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Worksheet Detail - Combined Details

Scenario : Early Death using Average Return

Event or Ages	Year	Funds Used								Ending Portfolio Value
		Retirement	Retiree Medical - Ins. & Out-of-Pocket	Car - Joan (later both)	Car - John	Annual Luxury Vacation	Coastal Vacation Home	Coastal Vacation Home Expenses	\$250k Term Life Policy Premiums	
61/55	2019	0	0	0	0	0	0	0	0	2,185,548
John & Joan Retire	2020	73,405	26,196	0	35,837	15,359	460,755	30,717	2,048	1,644,731
63/57	2021	74,844	28,123	0	0	15,726	0	31,451	2,097	1,597,756
64/58	2022	76,318	30,072	37,570	0	16,101	0	32,203	2,147	1,489,647
65/59	2023	77,826	19,832	0	0	16,486	0	32,972	2,198	1,437,518
66/60	2024	79,371	20,949	0	0	16,880	0	33,761	2,251	1,382,721
John's Plan Ends	2025	80,952	22,145	0	40,329	17,284	0	34,567	0	1,563,264
-/62	2026	68,414	15,697	0	0	17,697	0	35,394	0	1,575,865
-/63	2027	56,534	16,632	42,279	0	18,120	0	36,239	0	1,529,529
-/64	2028	57,885	17,625	0	0	18,553	0	37,106	0	1,527,196
-/65	2029	59,268	8,417	0	0	18,996	0	37,992	0	1,534,918
-/66	2030	60,685	8,914	0	0	19,450	0	38,900	0	1,540,419
-/67	2031	62,135	9,461	0	0	19,915	0	39,830	0	1,542,734
-/68	2032	63,620	10,060	47,579	0	20,391	0	40,782	0	1,475,241
-/69	2033	65,141	10,710	0	0	0	0	41,757	0	1,495,231
-/70	2034	66,697	11,412	0	0	0	0	42,755	0	1,513,180
-/71	2035	68,291	12,164	0	0	0	0	43,777	0	1,528,847
-/72	2036	69,924	12,965	0	0	0	0	44,823	0	1,541,974
-/73	2037	71,595	13,783	53,543	0	0	0	45,894	0	1,477,804
-/74	2038	73,306	14,650	0	0	0	0	46,991	0	1,480,709
-/75	2039	75,058	15,568	0	0	0	0	48,114	0	1,479,988
-/76	2040	76,852	16,539	0	0	0	0	49,264	0	1,475,295
-/77	2041	78,689	17,563	0	0	0	0	50,441	0	1,466,260
-/78	2042	80,569	18,616	60,255	0	0	0	51,647	0	1,368,544
-/79	2043	82,495	19,724	0	0	0	0	0	0	2,286,191
-/80	2044	84,466	20,894	0	0	0	0	0	0	2,370,509
-/81	2045	86,485	22,128	0	0	0	0	0	0	2,456,267
-/82	2046	88,552	23,428	0	0	0	0	0	0	2,543,400
-/83	2047	90,669	24,728	67,808	0	0	0	0	0	2,560,504
-/84	2048	92,836	26,098	0	0	0	0	0	0	2,646,475
-/85	2049	95,054	27,548	0	0	0	0	0	0	2,733,557
-/86	2050	97,326	29,083	0	0	0	0	0	0	2,821,663
-/87	2051	99,652	30,704	0	0	0	0	0	0	2,910,700
-/88	2052	102,034	32,399	76,307	0	0	0	0	0	2,920,279

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 : Early Death using Average Return

Event or Ages	Year	Funds Used								Ending Portfolio Value
		Retirement	Retiree Medical - Ins. & Out-of-Pocket	Car - Joan (later both)	Car - John	Annual Luxury Vacation	Coastal Vacation Home	Coastal Vacation Home Expenses	\$250k Term Life Policy Premiums	
-/89	2053	104,473	34,150	0	0	0	0	0	0	3,006,744
-/90	2054	106,969	36,054	0	0	0	0	0	0	3,093,857
-/91	2055	109,526	38,011	0	0	0	0	0	0	3,181,586
-/92	2056	112,144	40,034	0	0	0	0	0	0	3,269,892
-/93	2057	114,824	42,131	85,873	0	0	0	0	0	3,268,360
-/94	2058	117,568	44,291	0	0	0	0	0	0	3,353,309
-/95	2059	120,378	46,503	0	0	0	0	0	0	3,438,892
-/96	2060	123,255	48,792	0	0	0	0	0	0	3,525,122
-/97	2061	126,201	51,175	0	0	0	0	0	0	3,612,008
-/98	2062	129,217	53,671	96,637	0	0	0	0	0	3,597,835
-/99	2063	132,305	56,285	0	0	0	0	0	0	3,681,011
Joan's Plan Ends	2064	135,468	59,025	0	0	0	0	0	0	3,764,888

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 a Better Estimate of Annual Benefits is selected for a participant, the program will default to the greater of the selected benefit or the age adjusted spousal benefit, which is 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.

x - denotes shortfall

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Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Current Scenario using Average Returns

Year Age (John / Joan)		2020 62 / 56	2021 63 / 57	2022 64 / 58	2023 65 / 59	2024 66 / 60	2025 67 / 61	2026 68 / 62	2027 69 / 63
Retirement and Strategy Income Assign To									
John Pension	Fund All Goals	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
Social Security - Joan	Fund All Goals	0	0	0	0	0	0	14,452	14,798
Social Security - John	Fund All Goals	22,014	22,540	23,079	23,630	24,195	24,773	25,365	25,972
Total Retirement and Strategy Income		62,014	62,540	63,079	63,630	64,195	64,773	79,818	80,769
Other Additions Assign To									
Future Beach Home	Fund All Goals	0	0	0	0	0	0	0	0
Total Other Additions		0	0	0	0	0	0	0	0
Total Income		62,014	62,540	63,079	63,630	64,195	64,773	79,818	80,769
Cash Used To Fund Goals Estimated % Funded									
Car - Joan (later both)	100.00%	0	0	37,570	0	0	0	0	42,279
Car - John	100.00%	35,837	0	0	0	0	40,329	0	0
Retiree Medical - Ins. & Out-of-Pocket	100.00%	26,196	28,123	30,072	19,832	20,949	22,145	23,424	24,860
Retirement - Living Expense	100.00%	73,405	74,844	76,318	77,826	79,371	80,952	82,571	71,029
Annual Luxury Vacation	100.00%	15,359	15,726	16,101	16,486	16,880	17,284	17,697	18,120
Coastal Vacation Home	100.00%	460,755	0	0	0	0	0	0	0
Coastal Vacation Home Expenses	100.00%	30,717	31,451	32,203	32,972	33,761	34,567	35,394	36,239
Total Goal Funding		(642,268)	(150,144)	(192,263)	(147,116)	(150,960)	(195,277)	(159,086)	(192,528)
Total Taxes and Tax Penalty		(26,912)	(21,374)	(34,895)	(21,259)	(21,447)	(33,477)	(22,105)	(30,994)
Total Outflows		(669,181)	(171,517)	(227,158)	(168,376)	(172,407)	(228,754)	(181,191)	(223,521)
Cash Surplus/Deficit (Net Income)		(607,167)	(108,978)	(164,079)	(104,745)	(108,212)	(163,981)	(101,374)	(142,752)
Portfolio Value									
Future Dollars									
Beginning Value		2,172,338	1,653,762	1,634,648	1,566,347	1,557,789	1,544,973	1,471,874	1,460,693
Strategy Reductions		0	0	0	0	0	0	0	0

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

Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Current Scenario using Average Returns

Year Age (John / Joan)	2020 62 / 56	2021 63 / 57	2022 64 / 58	2023 65 / 59	2024 66 / 60	2025 67 / 61	2026 68 / 62	2027 69 / 63
Investment Earnings	88,591	89,864	95,778	96,187	95,396	90,882	90,192	86,733
Cash Surplus/Deficit	(607,167)	(108,978)	(164,079)	(104,745)	(108,212)	(163,981)	(101,374)	(142,752)
Investment Asset Additions	0	0	0	0	0	0	0	0
Ending Value	1,653,762	1,634,648	1,566,347	1,557,789	1,544,973	1,471,874	1,460,693	1,404,674
Current Dollars								
Ending Value	1,615,159	1,559,227	1,459,202	1,417,354	1,372,882	1,277,396	1,238,101	1,162,827
Cash Surplus/Deficit	(592,994)	(103,950)	(152,855)	(95,302)	(96,159)	(142,314)	(85,926)	(118,174)
Taxes								
Total Taxes	26,912	21,374	34,895	21,259	21,447	33,477	22,105	30,994
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	22.00%	22.00%	24.00%	22.00%	22.00%	24.00%	22.00%	22.00%
Estimated Required Minimum Distribution (RMD)								
John	0	0	0	0	0	0	0	0
Joan	0	0	0	0	0	0	0	0
Adjusted Portfolio Value	2,172,338	1,653,762	1,634,648	1,566,347	1,557,789	1,544,973	1,471,874	1,460,693
Portfolio Withdrawal Rate	27.95%	6.59%	10.04%	6.69%	6.95%	10.61%	6.89%	9.77%

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Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Current Scenario using Average Returns

Year Age (John / Joan)		2028 70 / 64	2029 71 / 65	2030 72 / 66	2031 73 / 67	2032 74 / 68	2033 75 / 69	2034 76 / 70	2035 77 / 71
Retirement and Strategy Income Assign To									
John Pension	Fund All Goals	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
Social Security - Joan	Fund All Goals	15,151	15,514	15,884	16,264	16,653	17,051	17,458	17,875
Social Security - John	Fund All Goals	26,592	27,228	27,879	28,545	29,227	29,926	30,641	31,373
Total Retirement and Strategy Income		81,744	82,741	83,763	84,809	85,880	86,976	88,099	89,249
Other Additions Assign To									
Future Beach Home	Fund All Goals	0	0	0	0	0	0	0	0
Total Other Additions		0	0	0	0	0	0	0	0
Total Income		81,744	82,741	83,763	84,809	85,880	86,976	88,099	89,249
Cash Used To Fund Goals Estimated % Funded									
Car - Joan (later both)	100.00%	0	0	0	0	47,579	0	0	0
Car - John	100.00%	0	0	0	0	0	0	0	0
Retiree Medical - Ins. & Out-of-Pocket	100.00%	26,394	17,764	18,879	20,052	21,314	22,668	24,113	25,650
Retirement - Living Expense	100.00%	72,727	74,465	76,245	78,067	79,933	81,843	83,799	85,802
Annual Luxury Vacation	100.00%	18,553	18,996	19,450	19,915	20,391	0	0	0
Coastal Vacation Home	100.00%	0	0	0	0	0	0	0	0
Coastal Vacation Home Expenses	100.00%	37,106	37,992	38,900	39,830	40,782	41,757	42,755	43,777
Total Goal Funding		(154,779)	(149,218)	(153,474)	(157,864)	(209,999)	(146,268)	(150,667)	(155,228)
Total Taxes and Tax Penalty		(19,790)	(17,651)	(17,792)	(18,421)	(32,501)	(13,887)	(14,474)	(15,090)
Total Outflows		(174,569)	(166,869)	(171,266)	(176,285)	(242,501)	(160,155)	(165,141)	(170,319)
Cash Surplus/Deficit (Net Income)		(92,825)	(84,127)	(87,503)	(91,476)	(156,621)	(73,179)	(77,042)	(81,070)
Portfolio Value									
Future Dollars									
Beginning Value		1,404,674	1,398,181	1,400,531	1,399,438	1,394,039	1,318,852	1,327,650	1,332,910
Strategy Reductions		0	0	0	0	0	0	0	0

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

Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Current Scenario using Average Returns

Year Age (John / Joan)	2028 70 / 64	2029 71 / 65	2030 72 / 66	2031 73 / 67	2032 74 / 68	2033 75 / 69	2034 76 / 70	2035 77 / 71
Investment Earnings	86,332	86,477	86,410	86,076	81,434	81,977	82,302	82,383
Cash Surplus/Deficit	(92,825)	(84,127)	(87,503)	(91,476)	(156,621)	(73,179)	(77,042)	(81,070)
Investment Asset Additions	0	0	0	0	0	0	0	0
Ending Value	1,398,181	1,400,531	1,399,438	1,394,039	1,318,852	1,327,650	1,332,910	1,334,223
Current Dollars								
Ending Value	1,130,435	1,105,904	1,079,247	1,049,988	970,170	953,846	935,272	914,340
Cash Surplus/Deficit	(75,049)	(66,429)	(67,482)	(68,900)	(115,213)	(52,575)	(54,059)	(55,557)
Taxes								
Total Taxes	19,790	17,651	17,792	18,421	32,501	13,887	14,474	15,090
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	22.00%	22.00%	22.00%	22.00%	22.00%	22.00%	22.00%	22.00%
Estimated Required Minimum Distribution (RMD)								
John	20,637	19,008	17,469	15,521	13,072	7,190	4,432	1,028
Joan	0	0	0	0	0	0	0	49,476
Adjusted Portfolio Value	1,404,674	1,398,181	1,400,531	1,399,438	1,394,039	1,318,852	1,327,650	1,332,910
Portfolio Withdrawal Rate	6.61%	6.02%	6.25%	6.54%	11.24%	5.55%	5.80%	6.08%

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Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Current Scenario using Average Returns

Year Age (John / Joan)		2036 78 / 72	2037 79 / 73	2038 80 / 74	2039 81 / 75	2040 82 / 76	2041 83 / 77	2042 84 / 78	2043 85 / 79
Retirement and Strategy Income Assign To									
John Pension	Fund All Goals	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
Social Security - Joan	Fund All Goals	18,303	18,740	19,188	19,647	20,116	20,597	21,089	21,593
Social Security - John	Fund All Goals	32,123	32,891	33,677	34,482	35,306	36,150	37,014	37,898
Total Retirement and Strategy Income		90,426	91,631	92,865	94,128	95,422	96,747	98,103	99,491
Other Additions Assign To									
Future Beach Home	Fund All Goals	0	0	0	0	0	0	0	834,827
Total Other Additions		0	0	0	0	0	0	0	834,827
Total Income		90,426	91,631	92,865	94,128	95,422	96,747	98,103	934,318
Cash Used To Fund Goals Estimated % Funded									
Car - Joan (later both)	100.00%	0	53,543	0	0	0	0	60,255	0
Car - John	100.00%	0	0	0	0	0	0	0	0
Retiree Medical - Ins. & Out-of-Pocket	100.00%	27,254	28,917	30,676	32,535	34,497	36,525	38,634	40,861
Retirement - Living Expense	100.00%	87,853	89,952	92,102	94,304	96,557	98,865	101,228	103,647
Annual Luxury Vacation	100.00%	0	0	0	0	0	0	0	0
Coastal Vacation Home	100.00%	0	0	0	0	0	0	0	0
Coastal Vacation Home Expenses	100.00%	44,823	45,894	46,991	48,114	49,264	50,441	51,647	0
Total Goal Funding		(159,929)	(218,307)	(169,769)	(174,953)	(180,319)	(185,831)	(251,764)	(144,509)
Total Taxes and Tax Penalty		(15,731)	(31,494)	(17,085)	(17,811)	(18,571)	(19,354)	(37,160)	(13,342)
Total Outflows		(175,660)	(249,801)	(186,854)	(192,764)	(198,889)	(205,185)	(288,924)	(157,851)
Cash Surplus/Deficit (Net Income)		(85,234)	(158,170)	(93,989)	(98,635)	(103,467)	(108,439)	(190,822)	776,467
Portfolio Value									
Future Dollars									
Beginning Value		1,334,223	1,331,185	1,250,210	1,232,312	1,208,283	1,177,523	1,139,440	1,011,047
Strategy Reductions		0	0	0	0	0	0	0	0

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

Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Current Scenario using Average Returns

Year Age (John / Joan)	2036 78 / 72	2037 79 / 73	2038 80 / 74	2039 81 / 75	2040 82 / 76	2041 83 / 77	2042 84 / 78	2043 85 / 79
Investment Earnings	82,195	77,196	76,090	74,607	72,707	70,356	62,428	118,281
Cash Surplus/Deficit	(85,234)	(158,170)	(93,989)	(98,635)	(103,467)	(108,439)	(190,822)	776,467
Investment Asset Additions	0	0	0	0	0	0	0	0
Ending Value	1,331,185	1,250,210	1,232,312	1,208,283	1,177,523	1,139,440	1,011,047	1,905,795
Current Dollars								
Ending Value	890,964	817,236	786,733	753,387	717,069	677,682	587,284	1,081,173
Cash Surplus/Deficit	(57,047)	(103,392)	(60,004)	(61,501)	(63,008)	(64,494)	(110,842)	440,496
Taxes								
Total Taxes	15,731	31,494	17,085	17,811	18,571	19,354	37,160	13,342
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	22.00%	22.00%	22.00%	22.00%	22.00%	22.00%	22.00%	12.00%
Estimated Required Minimum Distribution (RMD)								
John	0	0	0	0	0	0	0	0
Joan	52,118	53,894	52,530	53,813	54,922	55,544	56,130	51,849
Adjusted Portfolio Value	1,334,223	1,331,185	1,250,210	1,232,312	1,208,283	1,177,523	1,139,440	1,845,874
Portfolio Withdrawal Rate	6.39%	11.88%	7.52%	8.00%	8.56%	9.21%	16.75%	3.16%

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Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Current Scenario using Average Returns

Year Age (John / Joan)		2044 86 / 80	2045 87 / 81	2046 88 / 82	2047 89 / 83	2048 90 / 84	2049 91 / 85	2050 92 / 86	2051 93 / 87
Retirement and Strategy Income Assign To									
John Pension	Fund All Goals	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
Social Security - Joan	Fund All Goals	22,109	22,638	23,179	23,733	24,300	24,881	25,475	26,084
Social Security - John	Fund All Goals	38,804	39,731	40,681	41,653	42,649	43,668	44,712	45,780
Total Retirement and Strategy Income		100,913	102,369	103,860	105,386	106,949	108,549	110,187	111,865
Other Additions Assign To									
Future Beach Home	Fund All Goals	0	0	0	0	0	0	0	0
Total Other Additions		0	0	0	0	0	0	0	0
Total Income		100,913	102,369	103,860	105,386	106,949	108,549	110,187	111,865
Cash Used To Fund Goals Estimated % Funded									
Car - Joan (later both)	100.00%	0	0	0	67,808	0	0	0	0
Car - John	100.00%	0	0	0	0	0	0	0	0
Retiree Medical - Ins. & Out-of-Pocket	100.00%	43,216	45,701	48,309	50,960	53,788	56,738	59,824	63,053
Retirement - Living Expense	100.00%	106,125	108,661	111,258	113,917	116,640	119,427	122,282	125,204
Annual Luxury Vacation	100.00%	0	0	0	0	0	0	0	0
Coastal Vacation Home	100.00%	0	0	0	0	0	0	0	0
Coastal Vacation Home Expenses	100.00%	0	0	0	0	0	0	0	0
Total Goal Funding		(149,341)	(154,362)	(159,567)	(232,684)	(170,428)	(176,165)	(182,106)	(188,257)
Total Taxes and Tax Penalty		(13,825)	(14,329)	(14,855)	(15,188)	(15,745)	(16,265)	(16,798)	(17,341)
Total Outflows		(163,166)	(168,691)	(174,422)	(247,872)	(186,173)	(192,430)	(198,904)	(205,598)
Cash Surplus/Deficit (Net Income)		(62,252)	(66,322)	(70,562)	(142,486)	(79,224)	(83,882)	(88,717)	(93,734)
Portfolio Value									
Future Dollars									
Beginning Value		1,905,795	1,965,548	2,024,934	2,083,749	2,069,767	2,122,330	2,173,431	2,222,786
Strategy Reductions		0	0	0	0	0	0	0	0

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

Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Current Scenario using Average Returns

Year Age (John / Joan)	2044 86 / 80	2045 87 / 81	2046 88 / 82	2047 89 / 83	2048 90 / 84	2049 91 / 85	2050 92 / 86	2051 93 / 87
Investment Earnings	122,005	125,708	129,377	128,504	131,788	134,983	138,071	141,033
Cash Surplus/Deficit	(62,252)	(66,322)	(70,562)	(142,486)	(79,224)	(83,882)	(88,717)	(93,734)
Investment Asset Additions	0	0	0	0	0	0	0	0
Ending Value	1,965,548	2,024,934	2,083,749	2,069,767	2,122,330	2,173,431	2,222,786	2,270,085
Current Dollars								
Ending Value	1,089,043	1,095,758	1,101,265	1,068,342	1,069,903	1,070,088	1,068,843	1,066,107
Cash Surplus/Deficit	(34,492)	(35,889)	(37,292)	(73,546)	(39,938)	(41,299)	(42,660)	(44,021)
Taxes								
Total Taxes	13,825	14,329	14,855	15,188	15,745	16,265	16,798	17,341
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%
Estimated Required Minimum Distribution (RMD)								
John	0	0	0	0	0	0	0	0
Joan	54,670	57,616	60,690	63,890	67,216	70,187	73,215	76,286
Adjusted Portfolio Value	1,905,795	1,965,548	2,024,934	2,083,749	2,069,767	2,122,330	2,173,431	2,222,786
Portfolio Withdrawal Rate	3.27%	3.37%	3.48%	6.84%	3.83%	3.95%	4.08%	4.22%

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Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Current Scenario using Average Returns

Year Age (John / Joan)		2052 94 / 88	2053 95 / 89	2054 96 / 90	2055 97 / 91	2056 98 / 92	2057 99 / 93	2058 100 / 94	2059 - / 95
Retirement and Strategy Income Assign To									
John Pension	Fund All Goals	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
Social Security - Joan	Fund All Goals	26,708	27,346	27,999	28,669	29,354	30,055	30,774	55,302
Social Security - John	Fund All Goals	46,875	47,995	49,142	50,316	51,519	52,750	54,011	0
Total Retirement and Strategy Income		113,582	115,341	117,141	118,985	120,873	122,806	124,785	95,302
Other Additions Assign To									
Future Beach Home	Fund All Goals	0	0	0	0	0	0	0	0
Total Other Additions		0	0	0	0	0	0	0	0
Total Income		113,582	115,341	117,141	118,985	120,873	122,806	124,785	95,302
Cash Used To Fund Goals Estimated % Funded									
Car - Joan (later both)	100.00%	76,307	0	0	0	0	85,873	0	0
Car - John	100.00%	0	0	0	0	0	0	0	0
Retiree Medical - Ins. & Out-of-Pocket	100.00%	66,404	69,853	73,514	77,301	81,240	85,345	89,607	46,503
Retirement - Living Expense	100.00%	128,197	131,260	134,398	137,610	140,899	144,266	147,714	120,378
Annual Luxury Vacation	100.00%	0	0	0	0	0	0	0	0
Coastal Vacation Home	100.00%	0	0	0	0	0	0	0	0
Coastal Vacation Home Expenses	100.00%	0	0	0	0	0	0	0	0
Total Goal Funding		(270,908)	(201,113)	(207,912)	(214,911)	(222,138)	(315,483)	(237,321)	(166,881)
Total Taxes and Tax Penalty		(17,650)	(18,193)	(18,646)	(19,087)	(19,511)	(19,638)	(19,867)	(31,231)
Total Outflows		(288,558)	(219,306)	(226,557)	(233,997)	(241,649)	(335,121)	(257,188)	(198,112)
Cash Surplus/Deficit (Net Income)		(174,976)	(103,965)	(109,416)	(115,012)	(120,776)	(212,315)	(132,403)	(102,810)
Portfolio Value									
Future Dollars									
Beginning Value		2,270,085	2,233,896	2,271,053	2,304,889	2,335,033	2,361,062	2,291,218	2,301,987
Strategy Reductions		0	0	0	0	0	0	0	0

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

Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Current Scenario using Average Returns

Year Age (John / Joan)	2052 94 / 88	2053 95 / 89	2054 96 / 90	2055 97 / 91	2056 98 / 92	2057 99 / 93	2058 100 / 94	2059 - / 95
Investment Earnings	138,787	141,122	143,253	145,156	146,805	142,472	143,173	146,262
Cash Surplus/Deficit	(174,976)	(103,965)	(109,416)	(115,012)	(120,776)	(212,315)	(132,403)	(102,810)
Investment Asset Additions	0	0	0	0	0	0	0	0
Ending Value	2,233,896	2,271,053	2,304,889	2,335,033	2,361,062	2,291,218	2,301,987	2,345,439
Current Dollars								
Ending Value	1,024,623	1,017,351	1,008,407	997,749	985,322	933,856	916,345	911,848
Cash Surplus/Deficit	(80,256)	(46,573)	(47,870)	(49,144)	(50,402)	(86,535)	(52,705)	(39,970)
Taxes								
Total Taxes	17,650	18,193	18,646	19,087	19,511	19,638	19,867	31,231
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	22.00%
Estimated Required Minimum Distribution (RMD)								
John	0	0	0	0	0	0	0	0
Joan	79,386	82,495	84,839	87,073	89,164	91,072	91,732	92,085
Adjusted Portfolio Value	2,270,085	2,233,896	2,271,053	2,304,889	2,335,033	2,361,062	2,291,218	2,301,987
Portfolio Withdrawal Rate	7.71%	4.65%	4.82%	4.99%	5.17%	8.99%	5.78%	4.47%

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Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Current Scenario using Average Returns

Year Age (John / Joan)		2060 - / 96	2061 - / 97	2062 - / 98	2063 - / 99	2064 - / 100
Retirement and Strategy Income Assign To						
John Pension	Fund All Goals	40,000	40,000	40,000	40,000	40,000
Social Security - Joan	Fund All Goals	56,624	57,977	59,363	60,781	62,234
Social Security - John	Fund All Goals	0	0	0	0	0
Total Retirement and Strategy Income		96,624	97,977	99,363	100,781	102,234
Other Additions Assign To						
Future Beach Home	Fund All Goals	0	0	0	0	0
Total Other Additions		0	0	0	0	0
Total Income		96,624	97,977	99,363	100,781	102,234
Cash Used To Fund Goals Estimated % Funded						
Car - Joan (later both)	100.00%	0	0	96,637	0	0
Car - John	100.00%	0	0	0	0	0
Retiree Medical - Ins. & Out-of-Pocket	100.00%	48,792	51,175	53,671	56,285	59,025
Retirement - Living Expense	100.00%	123,255	126,201	129,217	132,305	135,468
Annual Luxury Vacation	100.00%	0	0	0	0	0
Coastal Vacation Home	100.00%	0	0	0	0	0
Coastal Vacation Home Expenses	100.00%	0	0	0	0	0
Total Goal Funding		(172,047)	(177,376)	(279,525)	(188,591)	(194,492)
Total Taxes and Tax Penalty		(31,624)	(31,931)	(31,477)	(31,228)	(30,860)
Total Outflows		(203,670)	(209,307)	(311,002)	(219,818)	(225,352)
Cash Surplus/Deficit (Net Income)		(107,047)	(111,330)	(211,639)	(119,037)	(123,118)

Portfolio Value

Future Dollars

Beginning Value	2,345,439	2,387,322	2,427,484	2,363,369	2,393,814
Strategy Reductions	0	0	0	0	0

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Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Current Scenario using Average Returns

Year Age (John / Joan)	2060 - / 96	2061 - / 97	2062 - / 98	2063 - / 99	2064 - / 100
Investment Earnings	148,930	151,492	147,525	149,482	151,297
Cash Surplus/Deficit	(107,047)	(111,330)	(211,639)	(119,037)	(123,118)
Investment Asset Additions	0	0	0	0	0
Ending Value	2,387,322	2,427,484	2,363,369	2,393,814	2,421,992
Current Dollars					
Ending Value	906,466	900,201	855,967	846,756	836,726
Cash Surplus/Deficit	(40,646)	(41,285)	(76,652)	(42,107)	(42,534)
Taxes					
Total Taxes	31,624	31,931	31,477	31,228	30,860
Tax Penalty	0	0	0	0	0
Federal Marginal Tax Rate	22.00%	22.00%	22.00%	22.00%	22.00%
Estimated Required Minimum Distribution (RMD)					
John	0	0	0	0	0
Joan	92,087	91,690	90,842	88,150	85,003
Adjusted Portfolio Value	2,345,439	2,387,322	2,427,484	2,363,369	2,393,814
Portfolio Withdrawal Rate	4.56%	4.66%	8.72%	5.04%	5.14%

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Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Current Scenario using Average Returns

Notes

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

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

Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Early Death using Average Returns

Year Age (John / Joan)		2020 62 / 56	2021 63 / 57	2022 64 / 58	2023 65 / 59	2024 66 / 60	2025 67 / 61	2026 - / 62	2027 - / 63
Retirement and Strategy Income Assign To									
John Pension	Fund All Goals	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
Social Security - Joan	Fund All Goals	0	0	0	0	0	0	28,188	28,862
Total Retirement and Strategy Income		40,000	40,000	40,000	40,000	40,000	40,000	68,188	68,862
Other Additions Assign To									
\$250k Term Policy	Fund All Goals	0	0	0	0	0	250,000	0	0
Future Beach Home	Fund All Goals	0	0	0	0	0	0	0	0
Total Other Additions		0	0	0	0	0	250,000	0	0
Total Income		40,000	40,000	40,000	40,000	40,000	290,000	68,188	68,862
Cash Used To Fund Goals Estimated % Funded									
Car - Joan (later both)	100.00%	0	0	37,570	0	0	0	0	42,279
Car - John	100.00%	35,837	0	0	0	0	40,329	0	0
Retiree Medical - Ins. & Out-of-Pocket	100.00%	26,196	28,123	30,072	19,832	20,949	22,145	15,697	16,632
Retirement - Living Expense	100.00%	73,405	74,844	76,318	77,826	79,371	80,952	68,414	56,534
Annual Luxury Vacation	100.00%	15,359	15,726	16,101	16,486	16,880	17,284	17,697	18,120
Coastal Vacation Home	100.00%	460,755	0	0	0	0	0	0	0
Coastal Vacation Home Expenses	100.00%	30,717	31,451	32,203	32,972	33,761	34,567	35,394	36,239
\$250k Term Life Policy Premiums	100.00%	2,048	2,097	2,147	2,198	2,251	0	0	0
Total Goal Funding		(644,316)	(152,241)	(194,410)	(149,315)	(153,211)	(195,277)	(137,201)	(169,804)
Total Taxes and Tax Penalty		(28,118)	(23,723)	(36,666)	(22,879)	(18,598)	(1,260)	(6,164)	(30,582)
Total Outflows		(672,434)	(175,963)	(231,076)	(172,194)	(171,809)	(196,536)	(143,366)	(200,386)
Cash Surplus/Deficit (Net Income)		(632,434)	(135,963)	(191,076)	(132,194)	(131,809)	93,464	(75,177)	(131,524)

Portfolio Value

Future Dollars

Beginning Value	2,185,548	1,644,731	1,597,756	1,489,647	1,437,518	1,382,721	1,563,264	1,575,865
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See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Early Death using Average Returns

Year Age (John / Joan)	2020 62 / 56	2021 63 / 57	2022 64 / 58	2023 65 / 59	2024 66 / 60	2025 67 / 61	2026 - / 62	2027 - / 63
Strategy Reductions	0	0	0	0	0	0	0	0
Investment Earnings	91,617	88,989	82,967	80,064	77,012	87,080	87,777	85,189
Cash Surplus/Deficit	(632,434)	(135,963)	(191,076)	(132,194)	(131,809)	93,464	(75,177)	(131,524)
Investment Asset Additions	0	0	0	0	0	0	0	0
Ending Value	1,644,731	1,597,756	1,489,647	1,437,518	1,382,721	1,563,264	1,575,865	1,529,529
Current Dollars								
Ending Value	1,606,339	1,524,036	1,387,749	1,307,926	1,228,703	1,356,710	1,335,722	1,266,186
Cash Surplus/Deficit	(617,672)	(129,690)	(178,006)	(120,277)	(117,127)	81,115	(63,721)	(108,879)
Taxes								
Total Taxes	28,118	23,723	36,666	22,879	18,598	1,260	6,164	30,582
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	22.00%	22.00%	24.00%	22.00%	22.00%	10.00%	22.00%	24.00%
Estimated Required Minimum Distribution (RMD)								
John	0	0	0	0	0	0	0	0
Joan	0	0	0	0	0	0	0	0
Adjusted Portfolio Value	2,185,548	1,644,731	1,597,756	1,489,647	1,437,518	1,632,721	1,563,264	1,575,865
Portfolio Withdrawal Rate	28.94%	8.27%	11.96%	8.87%	9.17%	9.59%	4.81%	8.35%

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

Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Early Death using Average Returns

Year Age (John / Joan)		2028 - / 64	2029 - / 65	2030 - / 66	2031 - / 67	2032 - / 68	2033 - / 69	2034 - / 70	2035 - / 71
Retirement and Strategy Income Assign To									
John Pension	Fund All Goals	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
Social Security - Joan	Fund All Goals	29,552	30,258	30,981	31,722	32,480	33,256	34,051	34,865
Total Retirement and Strategy Income		69,552	70,258	70,981	71,722	72,480	73,256	74,051	74,865
Other Additions Assign To									
\$250k Term Policy	Fund All Goals	0	0	0	0	0	0	0	0
Future Beach Home	Fund All Goals	0	0	0	0	0	0	0	0
Total Other Additions		0	0	0	0	0	0	0	0
Total Income		69,552	70,258	70,981	71,722	72,480	73,256	74,051	74,865
Cash Used To Fund Goals Estimated % Funded									
Car - Joan (later both)	100.00%	0	0	0	0	47,579	0	0	0
Car - John	100.00%	0	0	0	0	0	0	0	0
Retiree Medical - Ins. & Out-of-Pocket	100.00%	17,625	8,417	8,914	9,461	10,060	10,710	11,412	12,164
Retirement - Living Expense	100.00%	57,885	59,268	60,685	62,135	63,620	65,141	66,697	68,291
Annual Luxury Vacation	100.00%	18,553	18,996	19,450	19,915	20,391	0	0	0
Coastal Vacation Home	100.00%	0	0	0	0	0	0	0	0
Coastal Vacation Home Expenses	100.00%	37,106	37,992	38,900	39,830	40,782	41,757	42,755	43,777
\$250k Term Life Policy Premiums	100.00%	0	0	0	0	0	0	0	0
Total Goal Funding		(131,168)	(124,673)	(127,949)	(131,341)	(182,432)	(117,608)	(120,864)	(124,232)
Total Taxes and Tax Penalty		(25,776)	(23,351)	(23,327)	(23,990)	(39,706)	(18,937)	(19,515)	(20,117)
Total Outflows		(156,944)	(148,024)	(151,276)	(155,331)	(222,138)	(136,544)	(140,379)	(144,349)
Cash Surplus/Deficit (Net Income)		(87,392)	(77,766)	(80,295)	(83,609)	(149,658)	(63,288)	(66,328)	(69,484)

Portfolio Value

Future Dollars

Beginning Value	1,529,529	1,527,196	1,534,918	1,540,419	1,542,734	1,475,241	1,495,231	1,513,180
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See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Early Death using Average Returns

Year Age (John / Joan)	2028 - / 64	2029 - / 65	2030 - / 66	2031 - / 67	2032 - / 68	2033 - / 69	2034 - / 70	2035 - / 71
Strategy Reductions	0	0	0	0	0	0	0	0
Investment Earnings	85,059	85,489	85,795	85,924	82,165	83,278	84,278	85,151
Cash Surplus/Deficit	(87,392)	(77,766)	(80,295)	(83,609)	(149,658)	(63,288)	(66,328)	(69,484)
Investment Asset Additions	0	0	0	0	0	0	0	0
Ending Value	1,527,196	1,534,918	1,540,419	1,542,734	1,475,241	1,495,231	1,513,180	1,528,847
Current Dollars								
Ending Value	1,234,744	1,212,020	1,187,971	1,161,985	1,085,212	1,074,243	1,061,763	1,047,715
Cash Surplus/Deficit	(70,657)	(61,406)	(61,924)	(62,974)	(110,091)	(45,469)	(46,541)	(47,617)
Taxes								
Total Taxes	25,776	23,351	23,327	23,990	39,706	18,937	19,515	20,117
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	24.00%	24.00%	24.00%	24.00%	24.00%	22.00%	22.00%	22.00%
Estimated Required Minimum Distribution (RMD)								
John	0	0	0	0	0	0	0	0
Joan	0	0	0	0	0	0	0	57,101
Adjusted Portfolio Value	1,529,529	1,527,196	1,534,918	1,540,419	1,542,734	1,475,241	1,495,231	1,513,180
Portfolio Withdrawal Rate	5.71%	5.09%	5.23%	5.43%	9.70%	4.29%	4.44%	4.59%

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

Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Early Death using Average Returns

Year Age (John / Joan)		2036 - / 72	2037 - / 73	2038 - / 74	2039 - / 75	2040 - / 76	2041 - / 77	2042 - / 78	2043 - / 79
Retirement and Strategy Income Assign To									
John Pension	Fund All Goals	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
Social Security - Joan	Fund All Goals	35,698	36,551	37,425	38,319	39,235	40,173	41,133	42,116
Total Retirement and Strategy Income		75,698	76,551	77,425	78,319	79,235	80,173	81,133	82,116
Other Additions Assign To									
\$250k Term Policy	Fund All Goals	0	0	0	0	0	0	0	0
Future Beach Home	Fund All Goals	0	0	0	0	0	0	0	834,827
Total Other Additions		0	0	0	0	0	0	0	834,827
Total Income		75,698	76,551	77,425	78,319	79,235	80,173	81,133	916,943
Cash Used To Fund Goals Estimated % Funded									
Car - Joan (later both)	100.00%	0	53,543	0	0	0	0	60,255	0
Car - John	100.00%	0	0	0	0	0	0	0	0
Retiree Medical - Ins. & Out-of-Pocket	100.00%	12,965	13,783	14,650	15,568	16,539	17,563	18,616	19,724
Retirement - Living Expense	100.00%	69,924	71,595	73,306	75,058	76,852	78,689	80,569	82,495
Annual Luxury Vacation	100.00%	0	0	0	0	0	0	0	0
Coastal Vacation Home	100.00%	0	0	0	0	0	0	0	0
Coastal Vacation Home Expenses	100.00%	44,823	45,894	46,991	48,114	49,264	50,441	51,647	0
\$250k Term Life Policy Premiums	100.00%	0	0	0	0	0	0	0	0
Total Goal Funding		(127,712)	(184,815)	(134,947)	(138,740)	(142,654)	(146,693)	(211,087)	(102,219)
Total Taxes and Tax Penalty		(20,741)	(38,214)	(22,043)	(22,730)	(23,442)	(24,180)	(43,985)	(24,702)
Total Outflows		(148,453)	(223,030)	(156,989)	(161,469)	(166,096)	(170,873)	(255,072)	(126,921)
Cash Surplus/Deficit (Net Income)		(72,755)	(146,478)	(79,564)	(83,150)	(86,861)	(90,700)	(173,938)	790,022

Portfolio Value

Future Dollars

Beginning Value	1,528,847	1,541,974	1,477,804	1,480,709	1,479,988	1,475,295	1,466,260	1,368,544
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See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Early Death using Average Returns

Year Age (John / Joan)	2036 - / 72	2037 - / 73	2038 - / 74	2039 - / 75	2040 - / 76	2041 - / 77	2042 - / 78	2043 - / 79
Strategy Reductions	0	0	0	0	0	0	0	0
Investment Earnings	85,882	82,308	82,470	82,429	82,168	81,665	76,222	127,624
Cash Surplus/Deficit	(72,755)	(146,478)	(79,564)	(83,150)	(86,861)	(90,700)	(173,938)	790,022
Investment Asset Additions	0	0	0	0	0	0	0	0
Ending Value	1,541,974	1,477,804	1,480,709	1,479,988	1,475,295	1,466,260	1,368,544	2,286,191
Current Dollars								
Ending Value	1,032,045	966,008	945,314	922,800	898,401	872,057	794,942	1,296,974
Cash Surplus/Deficit	(48,695)	(95,750)	(50,795)	(51,846)	(52,895)	(53,944)	(101,035)	448,186
Taxes								
Total Taxes	20,741	38,214	22,043	22,730	23,442	24,180	43,985	24,702
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	22.00%	24.00%	22.00%	22.00%	22.00%	22.00%	24.00%	22.00%
Estimated Required Minimum Distribution (RMD)								
John	0	0	0	0	0	0	0	0
Joan	59,721	62,428	62,093	64,660	67,272	69,589	72,230	70,182
Adjusted Portfolio Value	1,528,847	1,541,974	1,477,804	1,480,709	1,479,988	1,475,295	1,466,260	2,203,371
Portfolio Withdrawal Rate	4.76%	9.50%	5.38%	5.62%	5.87%	6.15%	11.86%	2.03%

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

Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Early Death using Average Returns

Year Age (John / Joan)		2044 - / 80	2045 - / 81	2046 - / 82	2047 - / 83	2048 - / 84	2049 - / 85	2050 - / 86	2051 - / 87
Retirement and Strategy Income Assign To									
John Pension	Fund All Goals	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
Social Security - Joan	Fund All Goals	43,123	44,153	45,209	46,289	47,395	48,528	49,688	50,876
Total Retirement and Strategy Income		83,123	84,153	85,209	86,289	87,395	88,528	89,688	90,876
Other Additions Assign To									
\$250k Term Policy	Fund All Goals	0	0	0	0	0	0	0	0
Future Beach Home	Fund All Goals	0	0	0	0	0	0	0	0
Total Other Additions		0	0	0	0	0	0	0	0
Total Income		83,123	84,153	85,209	86,289	87,395	88,528	89,688	90,876
Cash Used To Fund Goals Estimated % Funded									
Car - Joan (later both)	100.00%	0	0	0	67,808	0	0	0	0
Car - John	100.00%	0	0	0	0	0	0	0	0
Retiree Medical - Ins. & Out-of-Pocket	100.00%	20,894	22,128	23,428	24,728	26,098	27,548	29,083	30,704
Retirement - Living Expense	100.00%	84,466	86,485	88,552	90,669	92,836	95,054	97,326	99,652
Annual Luxury Vacation	100.00%	0	0	0	0	0	0	0	0
Coastal Vacation Home	100.00%	0	0	0	0	0	0	0	0
Coastal Vacation Home Expenses	100.00%	0	0	0	0	0	0	0	0
\$250k Term Life Policy Premiums	100.00%	0	0	0	0	0	0	0	0
Total Goal Funding		(105,360)	(108,613)	(111,981)	(183,204)	(118,933)	(122,602)	(126,410)	(130,356)
Total Taxes and Tax Penalty		(25,791)	(26,933)	(28,128)	(28,975)	(30,308)	(31,546)	(32,820)	(34,128)
Total Outflows		(131,151)	(135,546)	(140,109)	(212,180)	(149,242)	(154,148)	(159,230)	(164,484)
Cash Surplus/Deficit (Net Income)		(48,029)	(51,393)	(54,900)	(125,890)	(61,846)	(65,620)	(69,542)	(73,609)

Portfolio Value

Future Dollars

Beginning Value	2,286,191	2,370,509	2,456,267	2,543,400	2,560,504	2,646,475	2,733,557	2,821,663
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See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Early Death using Average Returns

Year Age (John / Joan)	2044 - / 80	2045 - / 81	2046 - / 82	2047 - / 83	2048 - / 84	2049 - / 85	2050 - / 86	2051 - / 87
Strategy Reductions	0	0	0	0	0	0	0	0
Investment Earnings	132,347	137,151	142,033	142,994	147,817	152,703	157,647	162,646
Cash Surplus/Deficit	(48,029)	(51,393)	(54,900)	(125,890)	(61,846)	(65,620)	(69,542)	(73,609)
Investment Asset Additions	0	0	0	0	0	0	0	0
Ending Value	2,370,509	2,456,267	2,543,400	2,560,504	2,646,475	2,733,557	2,821,663	2,910,700
Current Dollars								
Ending Value	1,313,418	1,329,167	1,344,191	1,321,643	1,334,133	1,345,866	1,356,817	1,366,961
Cash Surplus/Deficit	(26,611)	(27,810)	(29,015)	(64,980)	(31,178)	(32,308)	(33,440)	(34,569)
Taxes								
Total Taxes	25,791	26,933	28,128	28,975	30,308	31,546	32,820	34,128
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	22.00%	22.00%	22.00%	24.00%	24.00%	24.00%	24.00%	24.00%
Estimated Required Minimum Distribution (RMD)								
John	0	0	0	0	0	0	0	0
Joan	73,526	76,993	80,580	84,286	88,106	91,411	94,743	98,085
Adjusted Portfolio Value	2,286,191	2,370,509	2,456,267	2,543,400	2,560,504	2,646,475	2,733,557	2,821,663
Portfolio Withdrawal Rate	2.10%	2.17%	2.24%	4.95%	2.42%	2.48%	2.54%	2.61%

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

Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Early Death using Average Returns

Year Age (John / Joan)		2052 - / 88	2053 - / 89	2054 - / 90	2055 - / 91	2056 - / 92	2057 - / 93	2058 - / 94	2059 - / 95
Retirement and Strategy Income Assign To									
John Pension	Fund All Goals	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
Social Security - Joan	Fund All Goals	52,092	53,337	54,611	55,916	57,253	58,621	60,022	61,457
Total Retirement and Strategy Income		92,092	93,337	94,611	95,916	97,253	98,621	100,022	101,457
Other Additions Assign To									
\$250k Term Policy	Fund All Goals	0	0	0	0	0	0	0	0
Future Beach Home	Fund All Goals	0	0	0	0	0	0	0	0
Total Other Additions		0	0	0	0	0	0	0	0
Total Income		92,092	93,337	94,611	95,916	97,253	98,621	100,022	101,457
Cash Used To Fund Goals Estimated % Funded									
Car - Joan (later both)	100.00%	76,307	0	0	0	0	85,873	0	0
Car - John	100.00%	0	0	0	0	0	0	0	0
Retiree Medical - Ins. & Out-of-Pocket	100.00%	32,399	34,150	36,054	38,011	40,034	42,131	44,291	46,503
Retirement - Living Expense	100.00%	102,034	104,473	106,969	109,526	112,144	114,824	117,568	120,378
Annual Luxury Vacation	100.00%	0	0	0	0	0	0	0	0
Coastal Vacation Home	100.00%	0	0	0	0	0	0	0	0
Coastal Vacation Home Expenses	100.00%	0	0	0	0	0	0	0	0
\$250k Term Life Policy Premiums	100.00%	0	0	0	0	0	0	0	0
Total Goal Funding		(210,741)	(138,623)	(143,024)	(147,537)	(152,178)	(242,828)	(161,859)	(166,881)
Total Taxes and Tax Penalty		(34,965)	(36,300)	(37,419)	(38,525)	(39,608)	(40,094)	(40,759)	(41,350)
Total Outflows		(245,705)	(174,922)	(180,443)	(186,062)	(191,785)	(282,922)	(202,618)	(208,231)
Cash Surplus/Deficit (Net Income)		(153,614)	(81,586)	(85,832)	(90,146)	(94,532)	(184,301)	(102,596)	(106,774)

Portfolio Value

Future Dollars

Beginning Value	2,910,700	2,920,279	3,006,744	3,093,857	3,181,586	3,269,892	3,268,360	3,353,309
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See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Early Death using Average Returns

Year Age (John / Joan)	2052 - / 88	2053 - / 89	2054 - / 90	2055 - / 91	2056 - / 92	2057 - / 93	2058 - / 94	2059 - / 95
Strategy Reductions	0	0	0	0	0	0	0	0
Investment Earnings	163,193	168,050	172,945	177,875	182,839	182,769	187,545	192,357
Cash Surplus/Deficit	(153,614)	(81,586)	(85,832)	(90,146)	(94,532)	(184,301)	(102,596)	(106,774)
Investment Asset Additions	0	0	0	0	0	0	0	0
Ending Value	2,920,279	3,006,744	3,093,857	3,181,586	3,269,892	3,268,360	3,353,309	3,438,892
Current Dollars								
Ending Value	1,339,447	1,346,914	1,353,587	1,359,478	1,364,597	1,332,120	1,334,841	1,336,955
Cash Surplus/Deficit	(70,458)	(36,548)	(37,552)	(38,519)	(39,450)	(75,117)	(40,840)	(41,511)
Taxes								
Total Taxes	34,965	36,300	37,419	38,525	39,608	40,094	40,759	41,350
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	24.00%	24.00%	24.00%	24.00%	24.00%	24.00%	24.00%	24.00%
Estimated Required Minimum Distribution (RMD)								
John	0	0	0	0	0	0	0	0
Joan	101,416	104,713	106,998	109,112	111,017	112,666	112,756	112,464
Adjusted Portfolio Value	2,910,700	2,920,279	3,006,744	3,093,857	3,181,586	3,269,892	3,268,360	3,353,309
Portfolio Withdrawal Rate	5.28%	2.79%	2.85%	2.91%	2.97%	5.64%	3.14%	3.18%

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

Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Early Death using Average Returns

Year Age (John / Joan)		2060 - / 96	2061 - / 97	2062 - / 98	2063 - / 99	2064 - / 100
Retirement and Strategy Income Assign To						
John Pension	Fund All Goals	40,000	40,000	40,000	40,000	40,000
Social Security - Joan	Fund All Goals	62,926	64,430	65,969	67,546	69,160
Total Retirement and Strategy Income		102,926	104,430	105,969	107,546	109,160
Other Additions Assign To						
\$250k Term Policy	Fund All Goals	0	0	0	0	0
Future Beach Home	Fund All Goals	0	0	0	0	0
Total Other Additions		0	0	0	0	0
Total Income		102,926	104,430	105,969	107,546	109,160
Cash Used To Fund Goals Estimated % Funded						
Car - Joan (later both)	100.00%	0	0	96,637	0	0
Car - John	100.00%	0	0	0	0	0
Retiree Medical - Ins. & Out-of-Pocket	100.00%	48,792	51,175	53,671	56,285	59,025
Retirement - Living Expense	100.00%	123,255	126,201	129,217	132,305	135,468
Annual Luxury Vacation	100.00%	0	0	0	0	0
Coastal Vacation Home	100.00%	0	0	0	0	0
Coastal Vacation Home Expenses	100.00%	0	0	0	0	0
\$250k Term Life Policy Premiums	100.00%	0	0	0	0	0
Total Goal Funding		(172,047)	(177,376)	(279,525)	(188,591)	(194,492)
Total Taxes and Tax Penalty		(41,855)	(42,259)	(41,933)	(41,777)	(41,509)
Total Outflows		(213,901)	(219,635)	(321,458)	(230,367)	(236,001)
Cash Surplus/Deficit (Net Income)		(110,976)	(115,205)	(215,488)	(122,821)	(126,841)

Portfolio Value

Future Dollars

Beginning Value	3,438,892	3,525,122	3,612,008	3,597,835	3,681,011
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See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Early Death using Average Returns

Year Age (John / Joan)	2060 - / 96	2061 - / 97	2062 - / 98	2063 - / 99	2064 - / 100
Strategy Reductions	0	0	0	0	0
Investment Earnings	197,206	202,092	201,315	205,997	210,718
Cash Surplus/Deficit	(110,976)	(115,205)	(215,488)	(122,821)	(126,841)
Investment Asset Additions	0	0	0	0	0
Ending Value	3,525,122	3,612,008	3,597,835	3,681,011	3,764,888
Current Dollars					
Ending Value	1,338,489	1,339,467	1,303,068	1,302,073	1,300,656
Cash Surplus/Deficit	(42,138)	(42,722)	(78,046)	(43,445)	(43,820)
Taxes					
Total Taxes	41,855	42,259	41,933	41,777	41,509
Tax Penalty	0	0	0	0	0
Federal Marginal Tax Rate	24.00%	24.00%	22.00%	22.00%	22.00%
Estimated Required Minimum Distribution (RMD)					
John	0	0	0	0	0
Joan	111,745	110,551	108,827	104,925	100,531
Adjusted Portfolio Value	3,438,892	3,525,122	3,612,008	3,597,835	3,681,011
Portfolio Withdrawal Rate	3.23%	3.27%	5.97%	3.41%	3.45%

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

Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Early Death using Average Returns

Notes

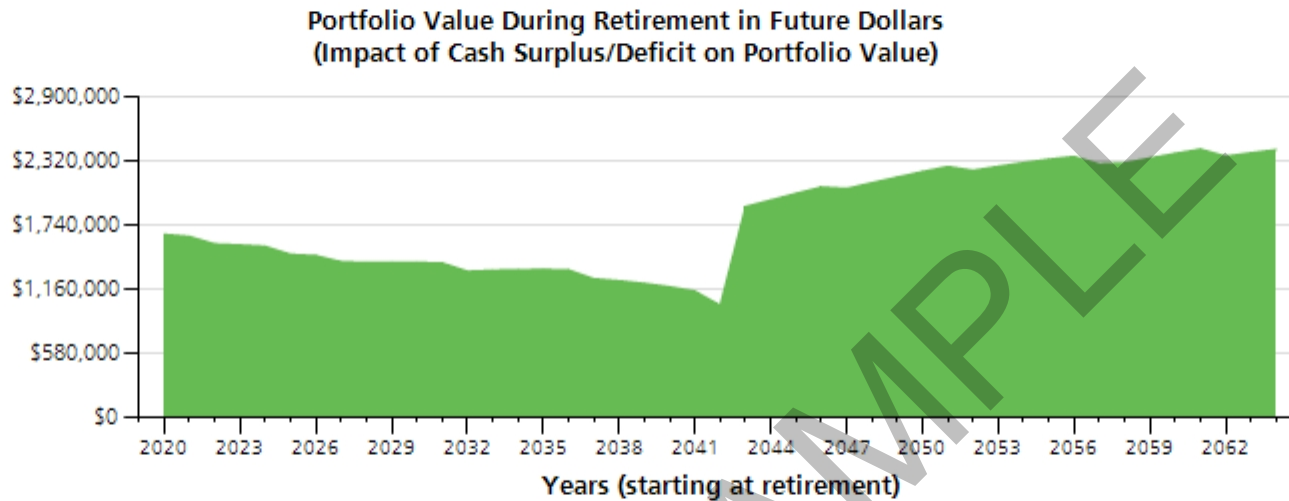
- Additions and withdrawals occur at the beginning of the year.
- The Income section includes Retirement Income, Strategy Income, Stock Options, Restricted Stock, Other Assets, proceeds from Insurance Policies, and any remaining asset value after 72(t) distributions have been completed.
- Retirement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

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

Worksheet Detail - Retirement Distribution Cash Flow Graphs

Scenario : Current Scenario using Average Returns

This graph shows the ending portfolio value for each year, from retirement through the End of the Plan. Amounts are shown in future dollars. The Ending Portfolio Values are estimates based on all the assumptions that you have included in this Plan.

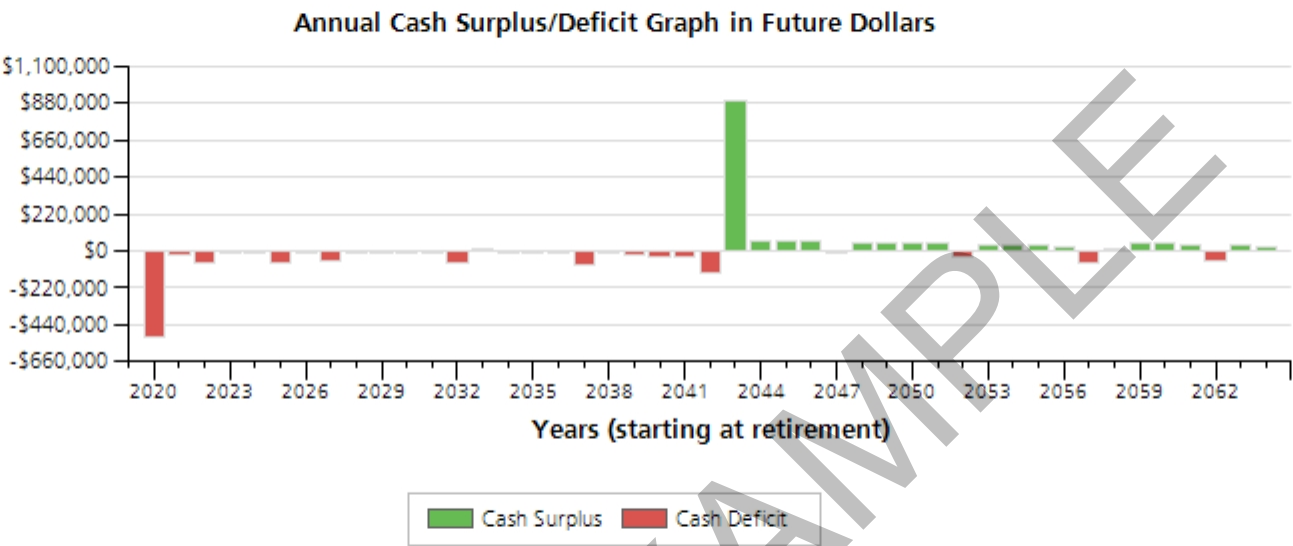


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Worksheet Detail - Retirement Distribution Cash Flow Graphs

Scenario : Current Scenario using Average Returns

This graph shows the cash surplus or cash deficit year-by-year, from retirement through the End of the Plan. Amounts are shown in future dollars.



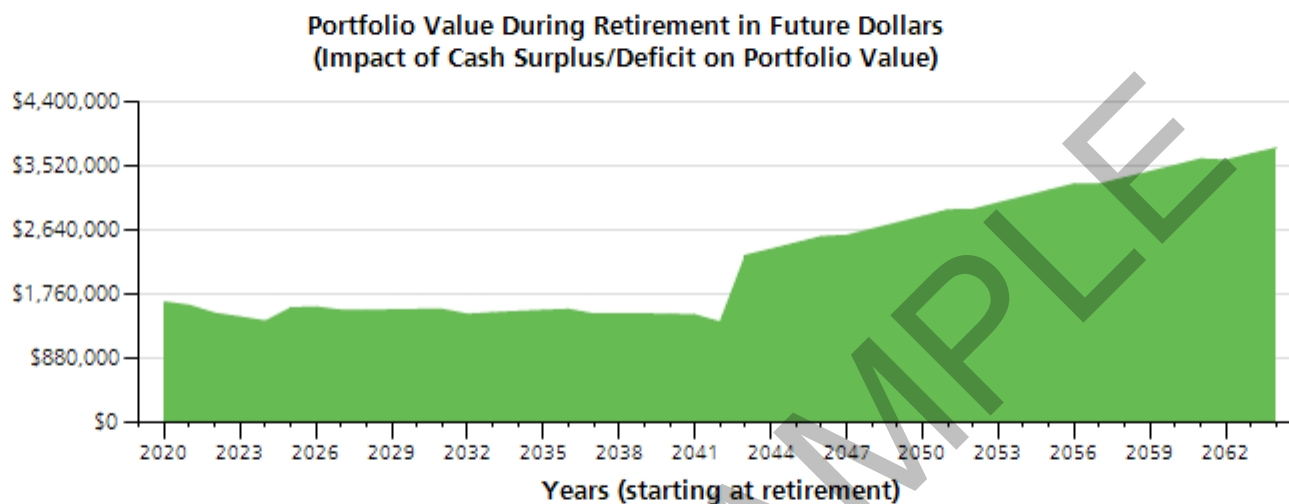
Notes

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

Worksheet Detail - Retirement Distribution Cash Flow Graphs

Scenario : Early Death using Average Returns

This graph shows the ending portfolio value for each year, from retirement through the End of the Plan. Amounts are shown in future dollars. The Ending Portfolio Values are estimates based on all the assumptions that you have included in this Plan.

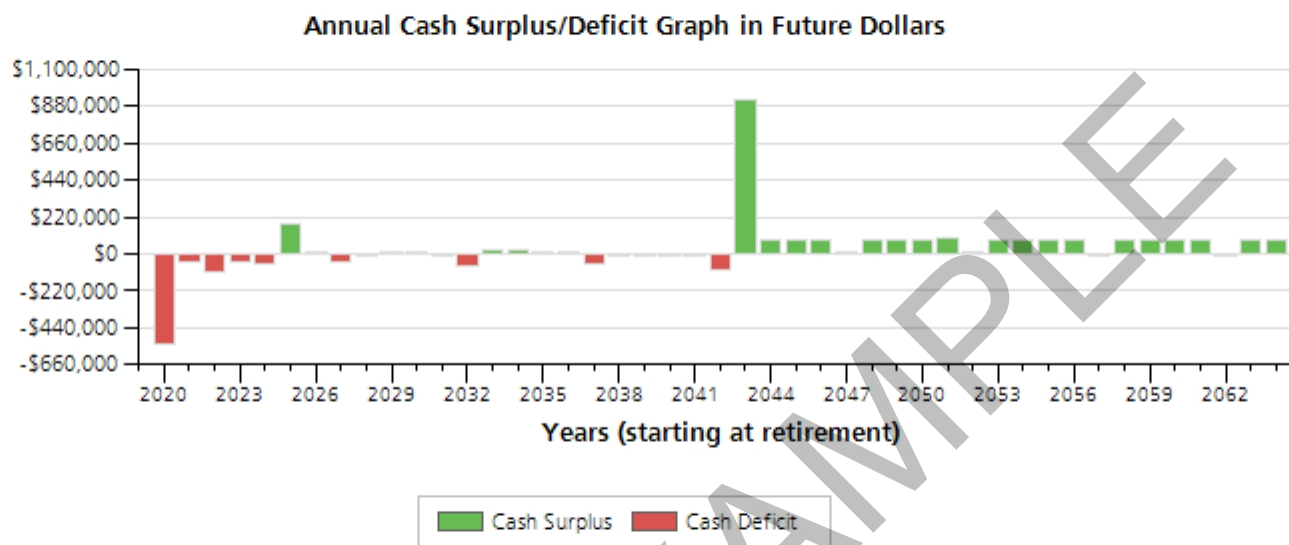


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Worksheet Detail - Retirement Distribution Cash Flow Graphs

Scenario : Early Death using Average Returns

This graph shows the cash surplus or cash deficit year-by-year, from retirement through the End of the Plan. Amounts are shown in future dollars.



Notes

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

EXAMPLE

Other

Plan Delivery Acknowledgement

We have reviewed and accept the information contained within this plan and understand the assumptions associated with it. We believe that all information provided by us is complete and accurate to the best of our knowledge. We recognize that performance is not guaranteed and that all future projections are included simply as a tool for decision making and do not represent a forecast of our financial future. This plan should be reviewed periodically to ensure that the decisions made continue to be appropriate, particularly if there are changes in family circumstances, including, but not limited to, an inheritance, birth of a child, death of a family member, or material change in incomes or expenses.

Client Signature : _____

Client Name : John Smith

Co-Client Signature : _____

Co-Client Name : Joan Smith

Delivery Date : _____

Notes

We have prepared this plan based on information provided by you. We have not attempted to verify the accuracy or completeness of this information. As the future cannot be forecast with certainty, actual results will vary from these projections. It is possible that these variations may be material. The degree of uncertainty normally increases with the length of the future period covered.

Financial Advisor : Ben Gurwitz

Plan Name : Financial Goal Plan

Report Name : Financial Goal Plan

04/16/2019

Notes

EXAMPLE

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EXAMPLE

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

Compliance Snapshot




John and Joan Smith

Needs		
10	Retirement - Living Expense	
	John (2020) Joan (2020) Both Retired (2020-2058) Mortgage Reduction of \$13,200 (2027) Joan Alone Retired (2059-2064)	62 56 \$72,000 \$60,000 Base Inflation Rate (2.39%)
10	Retiree Medical - Ins. & Out-of-Pocket	
	Both Retired Before Medicare (2020-2022) John Medicare / Joan Retired Before Medicare (2023-2028) Both Medicare (2029-2058) Joan Alone Medicare (2059-2064)	\$24,977 \$16,390 \$11,031 \$6,915 Base Inflation Rate plus 2.49% (4.88%)
8	Car - Joan (later both)	
	In 2022 Recurring every 5 years until end of plan	\$35,000 Base Inflation Rate (2.39%)
8	Car - John	
	When John retires Recurring every 5 years for a total of 2 times	\$35,000 Base Inflation Rate (2.39%)
Wants		
6	Annual Luxury Vacation	
	When John retires Recurring every year for a total of 13 times	\$15,000 Base Inflation Rate (2.39%)

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

Compliance Snapshot

John and Joan Smith

5	Coastal Vacation Home		
	When John retires	\$450,000	Base Inflation Rate (2.39%)
5	Coastal Vacation Home Expenses		
	When John retires Recurring every year for a total of 23 times	\$30,000	Base Inflation Rate (2.39%)
Wishes			
1	\$250k Term Life Policy Premiums		
	When John retires Recurring every year for a total of 15 times	\$0	Base Inflation Rate (2.39%)

Personal Information

Participant Name	Date of Birth	Age	Relationship
------------------	---------------	-----	--------------

John

Male - born 05/20/1958, age 60
Employed - \$140,000

Joan Jr	01/01/1989	30	Child
John Jr	01/01/1985	34	Child

Joan

Female - born 08/10/1964, age 54
Employed - \$60,000

Married, US Citizens living in TX

- 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.

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

Compliance Snapshot

Investment Assets

Description	Owner	Current Value	Additions	Assign to Goal
Imported from Morningstar Office				
Bank Accounts	Joint Community Property	\$80,000		Fund All Goals
CASH		\$80,000		
Joan Rollover IRA	Joan	\$472,895		Fund All Goals
American Century Strat Allc: Mod A		\$274,123		
Franklin Strategic Income A		\$100,105		
Goldman Sachs Small/Mid Cap Growth A		\$98,667		
John 401(k)	John	\$700,000	\$29,200	Fund All Goals
Fidelity Freedom® 2025		\$700,000		
John Non-Qualified Annuity	John	\$220,000		Fund All Goals
AUL VA Q-American Century Diversified Bond A		\$40,000		
AUL VA Q-American Century Income and Growth Inv		\$25,000		
AUL VA Q-American Century Intl Discovery A		\$20,000		
AUL VA Q-American Century Small Cap Growth A		\$25,000		
AUL VA Q-American Funds Europacific Growth R5		\$40,000		
AUL VA Q-DWS Enhanced Commodity Strategy A		\$30,000		
AUL VA Q-Pioneer Bond A		\$40,000		
Joint Brokerage	Joint Community Property	\$522,857		Fund All Goals
Alphabet Inc		\$15,585		
AT&T Inc		\$82,601		
Exxon Mobil Corp		\$65,154		
SPDR® S&P 500 ETF		\$184,076		

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

Compliance Snapshot

Investment Assets

Description	Owner	Current Value	Additions	Assign to Goal
Imported from Morningstar Office				
Vanguard Total Bond Market ETF		\$175,441		
Manually Entered				
Solo 401(k)	Joan			Fund All Goals
Account Total				
Total :		\$1,995,752		

Other Assets

Description	Owner	Current Value	Future Value	Assign to Goal
Manually Entered				
\$250k Term Policy	John			Fund All Goals
Future Beach Home	Joint Community Property		\$834,827	Fund All Goals
House	Joint Community Property	\$450,000		Not Funding Goals
Joan Whole Life	John	\$30,000	\$30,000	Fund All Goals
BMW	John	\$25,000		Not Funding Goals
Lexus	Joan	\$20,000		Not Funding Goals
Total of Other Assets :		\$525,000		

Insurance Policies

Description	Owner	Insured	Beneficiary	Annual Premium	Cash Value	Death Benefit	Premium Paid
Manually Entered							
Cash Value Life Insurance Policies Summary (included in Assets)							
Joan Whole Life Whole Life	John	Joan	Co-Client of Insured - 100%	\$1,020	\$30,000	\$100,000	Until Insured Dies

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

Compliance Snapshot

Insurance Policies

Description	Owner	Insured	Beneficiary	Annual Premium	Cash Value	Death Benefit	Premium Paid
Manually Entered							
Insurance Policies Summary (not included in Assets)							
John's Group Term Life Group Term	John	John	Co-Client of Insured - 100%			\$420,000	
Total Death Benefit of All Policies :						\$520,000	

Social Security

Description	Value	Assign to Goal
Social Security	John will file a normal application at age 62. He will receive \$21,500 in retirement benefits at age 62.	Fund All Goals
Social Security	Joan will file a normal application at age 62. She will receive \$12,250 in retirement benefits at age 62.	Fund All Goals

Retirement Income

Description	Owner	Value	Inflate?	Assign to Goal
John Pension	John	\$40,000 from 2020 to End of Plan (100% to Survivor)	No	Fund All Goals

Liabilities

Type	Description	Owner	Outstanding Balance	Interest Rate	Monthly Payment
Manually Entered					
1st Mortgage	Mortgage on House	Joint	\$100,000	4.50%	\$1,100
Car	BMW Loan	John	\$10,000		\$600
Total Outstanding Balance :			\$110,000		

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

Compliance Snapshot

Goal	Category	Description	Value	Annual Additions	Future Value
Fund All Goals	Investment	John 401(k)	\$700,000	\$29,200	
		Joint Brokerage	\$522,857		
		John Non-Qualified Annuity	\$220,000		
		Bank Accounts	\$80,000		
		Joan Rollover IRA	\$472,895		
		Solo 401(k)			
	Other	\$250k Term Policy			\$0 starting in 2025
		Future Beach Home			\$834,827 starting in 2043
		Joan Whole Life	\$30,000		\$30,000 starting in 2019
	Retirement Income	Social Security			John will file a normal application at age 62. He will receive \$21,500 in retirement benefits at age 62.
		Social Security			Joan will file a normal application at age 62. She will receive \$12,250 in retirement benefits at age 62.
		John Pension			\$40,000 from 2020 to End of Plan (100% to Survivor)

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

Compliance Snapshot

Base Inflation Rate

Inflation rate :	2.39%
Data Source : Consumer Price Index (CPI) 1990-2017.	
Social Security Inflation rate :	2.39%
Tax Assumption Inflation rate :	2.39%

Marginal Tax Rates Before Retirement

	<u>Federal</u>	<u>State</u>	<u>Local</u>
Tax Rates :	24.00%	0.00%	0.00%

Untaxed Gain on Taxable Earnings - Before Retirement

What portion of your Annual Taxable Investment Earnings will not be taxed until withdrawn?	60.00%
--	--------

Long Term Capital Gains (LTCG) - Before Retirement

What portion of your Taxable Investment Earnings will be taxed at the LTCG rate?	20.00%
Long Term Capital Gains rate :	15.00%

Tax Rates During Retirement

Let the Program calculate taxes each year	
Local rate :	0.00%
Deduction estimate :	Use standard deductions

Untaxed Gain on Taxable Earnings - During Retirement

What portion of your Annual Taxable Investment Earnings will not be taxed until withdrawn?	50.00%
--	--------

Long Term Capital Gains (LTCG) - During Retirement

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

Taxation of Social Security

What portion of Social Security will be taxed?	85.00%
--	--------

Tax Penalty

Include penalties in Plan? :	Yes
------------------------------	-----

Tax Free Earnings - Options

Treat Tax-Free Assets as Tax-Free	
-----------------------------------	--

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

Compliance Snapshot

The Risk-Based Portfolio was selected from this list of Portfolios, based upon the risk assessment. The Risk Band is comprised of the portfolio(s) that could be appropriate for you, based upon the Risk-Based Portfolio indicated. The Target Portfolio was selected by you. Refer to the Worst 1-Year Loss and Standard Deviation columns in the chart below to compare the relative risks of your Current Portfolio to the Target Portfolio.

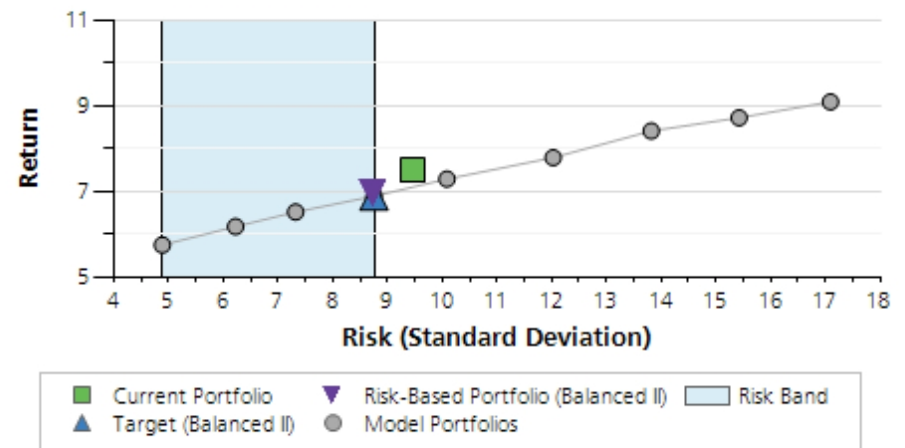
Portfolios	Name	Cash	Bond	Stock	Alternative	Fixed Index	Average Return	Worst One Year	Standard Deviation
	Capital Preservation I	5%	67%	28%	0%	0%	5.75%	-4.97%	4.88%
	Capital Preservation II	5%	57%	38%	0%	0%	6.18%	-9.56%	6.22%
	Balanced I	4%	51%	45%	0%	0%	6.52%	-12.65%	7.32%
▼ ▲	Balanced II	4%	42%	54%	0%	0%	6.89%	-16.97%	8.75%
	Total Return I	4%	35%	61%	0%	0%	7.29%	-20.80%	10.09%
■	Current	7%	31%	51%	0%	0%	7.48%	-18.48%	9.45%
	Total Return II	3%	25%	72%	0%	0%	7.79%	-26.07%	12.03%
	Capital Growth I	2%	16%	82%	0%	0%	8.41%	-30.63%	13.82%
	Capital Growth II	0%	9%	91%	0%	0%	8.72%	-35.12%	15.42%
	Equity Growth	0%	0%	100%	0%	0%	9.09%	-39.57%	17.09%

■ Risk Band
 ■ Current
 ▼ Risk-Based
 ▲ Target

Return vs. Risk Graph

When deciding how to invest your money, you must determine the amount of risk you are willing to assume to pursue a desired return. The Return versus Risk Graph reflects a set of portfolios that assume a low relative level of risk for each level of return, or conversely an optimal return for the degree of investment risk taken. The graph also shows the position of the Risk Band, Target, Risk-Based, and Custom Portfolios. The positioning of these portfolios illustrates how their respective risks and returns compare to each other as well as the optimized level of risk and return represented by the Portfolios.

This graph shows the relationship of return and risk for each Portfolio in the chart above.



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

Compliance Snapshot

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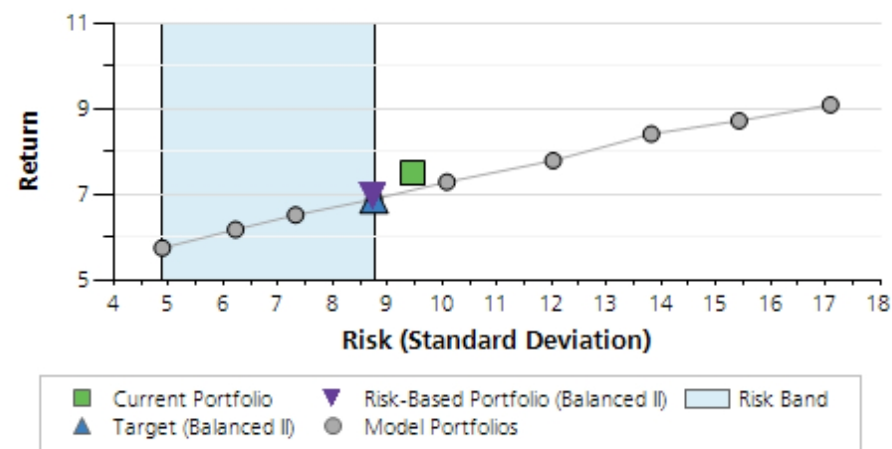
Portfolios	Name	3% Fixed	Unclassified	Average Return	Worst One Year	Standard Deviation
	Capital Preservation I	0%	0%	5.75%	-4.97%	4.88%
	Capital Preservation II	0%	0%	6.18%	-9.56%	6.22%
	Balanced I	0%	0%	6.52%	-12.65%	7.32%
▼ ▲	Balanced II	0%	0%	6.89%	-16.97%	8.75%
	Total Return I	0%	0%	7.29%	-20.80%	10.09%
■	Current	0%	11%	7.48%	-18.48%	9.45%
	Total Return II	0%	0%	7.79%	-26.07%	12.03%
	Capital Growth I	0%	0%	8.41%	-30.63%	13.82%
	Capital Growth II	0%	0%	8.72%	-35.12%	15.42%
	Equity Growth	0%	0%	9.09%	-39.57%	17.09%

■ Risk Band
 ■ Current
 ▼ Risk-Based
 ▲ Target

Return vs. Risk Graph

When deciding how to invest your money, you must determine the amount of risk you are willing to assume to pursue a desired return. The Return versus Risk Graph reflects a set of portfolios that assume a low relative level of risk for each level of return, or conversely an optimal return for the degree of investment risk taken. The graph also shows the position of the Risk Band, Target, Risk-Based, and Custom Portfolios. The positioning of these portfolios illustrates how their respective risks and returns compare to each other as well as the optimized level of risk and return represented by the Portfolios.

This graph shows the relationship of return and risk for each Portfolio in the chart above.



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

Compliance Snapshot

Reaching Your Goals	Status
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Results

If you implement the following suggestions, there is a 95% likelihood of funding all of the Financial Goals in your Plan.

Net Worth	
Assets	\$2,520,752
Liabilities	\$110,000
Net Worth	\$2,410,752

Compliance Snapshot

Goals

Plan to reduce your Total Goal Spending to \$4,711,063 which is \$279,977, or 6%, less than your Target.

John retires at age 63, in the year 2021. This is 1 year(s) later than your retirement age.

Joan retires at age 57, in the year 2021. This is 1 year(s) later than your retirement age.

EXAMPLE

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

Compliance Snapshot

Goal	Amount	Changes
Needs		
10 Retirement - Living Expense		
Both Retired	\$72,000	
Joan Alone Retired	\$60,000	
10 Retiree Medical - Ins. & Out-of-Pocket		
Both Retired Before Medicare	\$25,567	Increased \$590
John Medicare / Joan Retired Before Medicare	\$16,390	
Both Medicare	\$11,031	
Joan Alone Medicare	\$6,915	
8 Car - Joan (later both)	\$37,000	Increased \$2,000
Starting	2022	
Years between occurrences	7	Increased 2
Ending	End of plan	
8 Car - John	\$37,000	Increased \$2,000
Starting	At John's retirement	
Years between occurrences	7	Increased 2
Number of occurrences	2	

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

Compliance Snapshot

Goal	Amount	Changes
Wants		
6 Annual Luxury Vacation	\$10,000	Decreased \$5,000
Starting	At John's retirement	
Years between occurrences	1	
Number of occurrences	13	
5 Coastal Vacation Home	\$400,000	Decreased \$50,000
Starting	At John's retirement	
5 Coastal Vacation Home Expenses	\$28,000	Decreased \$2,000
Starting	At John's retirement	
Years between occurrences	1	
Number of occurrences	23	
Wishes		
1 \$250k Term Life Policy Premiums	\$2,000	Increased \$2,000
Starting	At John's retirement	
Years between occurrences	1	
Number of occurrences	15	

Save and Invest

Status

Savings

Consider the following changes in order to increase your savings by \$12,000 to a total of \$41,200 per year.

Joan - Solo 401(k): Change your Roth contribution from 0% of your salary to 20% of your salary. This will increase savings by \$12,000. Make this change in 2019.

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

Compliance Snapshot

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		-\$63,170
Short Term Bonds	\$383,791	
Intermediate Term Bonds		-\$84,770
Long Term Bonds		-\$77,000
Large Cap Value Stocks	\$85,570	
Large Cap Growth Stocks		-\$27,032
Mid Cap Stocks		-\$140,667
Small Cap Stocks	\$98,745	
International Developed Stocks	\$86,533	
International Emerging Stocks		-\$42,000
Unclassified		-\$220,000
Total :	\$654,638	-\$654,638

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.

John's FRA is 66 and 8 months in 2025.

Joan's FRA is 67 and 0 months in 2031.

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.

John's estimated annual PIA is \$30,000

Joan's estimated annual PIA is \$17,500

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

Compliance Snapshot

Strategy Information

John files a normal application at 70 in 2028.

Joan files a normal application at 62 in 2026.

Using this strategy, your household's total lifetime benefit is estimated to be \$1,810,250 in today's dollars, based upon the information you entered. For a better estimate, go to ssa.gov.

EXAMPLE

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