Retirement Income Plan

Randy and Jess Anderson

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Advisor Name
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SAMPLE FINANCIAL PLAN. FOR EDUCATIONAL PURPOSES ONLY

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IMPORTANT DISCLOSURE INFORMATION

IMPORTANT: The projections or other information generated by MoneyGuideElite 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 MoneyGuideElite 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 MoneyGuideElite. 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.

MoneyGuideElite results may vary with each use and over time.

MoneyGuideElite 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

MoneyGuideElite 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 MoneyGuideElite assumptions, your actual results will vary (perhaps significantly) from those presented in this Report.

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

MoneyGuideElite does not provide recommendations for any products or securities.

IMPORTANT DISCLOSURE INFORMATION

Asset Class Name	Projected Return Assumption	Projected Standard Deviation
Cash & Cash Alternatives	2.25%	1.50%
Cash & Cash Alternatives (Tax-Free)	1.65%	1.50%
Short Term Bonds	3.05%	4.00%
Short Term Bonds (Tax-Free)	2.25%	4.00%
Intermediate Term Bonds	3.05%	5.00%
Intermediate Term Bonds (Tax-Free)	2.35%	5.00%
Long Term Bonds	3.05%	12.00%
Long Term Bonds (Tax-Free)	2.25%	12.00%
Large Cap Value Stocks	6.65%	18.00%
Large Cap Growth Stocks	6.45%	18.00%
Mid Cap Stocks	7.45%	18.00%
Small Cap Stocks	7.25%	22.00%
International Developed Stocks	7.25%	19.00%
International Emerging Stocks	8.25%	26.00%
REITs	5.75%	23.00%
Commodities	4.25%	20.00%
Fixed Index	3.68%	0.51%
3% Fixed	3.00%	0.00%

IMPORTANT DISCLOSURE INFORMATION

Risks Inherent in Investing

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

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.

MoneyGuideElite Methodology

MoneyGuideElite 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 MoneyGuideElite, 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.

MoneyGuideElite 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 MoneyGuideElite, 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 MoneyGuideElite, 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 MoneyGuideElite 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* S&P GSCI Commodity - Total Return**	-19.87% N/A	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.

MoneyGuideElite Risk Assessment

The MoneyGuideElite 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. MoneyGuideElite does not and cannot adequately understand or assess the appropriate risk/return balance for you. MoneyGuideElite 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.

MoneyGuideElite 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 MoneyGuideElite 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.

Plan Summary

Plan Summary

Reaching Your Goals	Status

Net Worth	
Assets	$1,175,000
Liabilities	$0
Net Worth	**$1,175,000**

Results

If you implement the following suggestions, there is a 88% likelihood of funding all of the Financial Goals in your Plan.

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

Plan Summary

Goals

Plan to reduce your Total Goal Spending to $3,458,921 which is $404,000, or 10%, less than your Target.

Randy retires at age 65, in the year 2027.

Jess retires at age 65, in the year 2027.

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

Plan Summary

Goal	Amount	Changes
Needs		
10 Retirement - Basic Living Expense		
Both Retired	$83,000	
Jess Alone Retired	$66,400	
10 Health Care		
Both Medicare	$10,492	
Jess Alone Medicare	$6,813	
Wants		
7 SUV	$9,600	
Starting	At Randy's retirement	
Years between occurrences	1	
Number of occurrences	25	
7 Jess' Lexus	$42,000	Decreased $8,000
Starting	At Jess's retirement	
Years between occurrences	7	
Number of occurrences	3	
7 Cruises	$11,000	Decreased $4,000
Starting	When both are retired	
Years between occurrences	1	
Number of occurrences	15	
Wishes		
3 Gifts to Jacob	$10,000	Decreased $10,000
Starting	At Randy's retirement	
Years between occurrences	1	
Ending	End of Plan	
3 Kitchen Reno	$55,000	
Starting	When both are retired	

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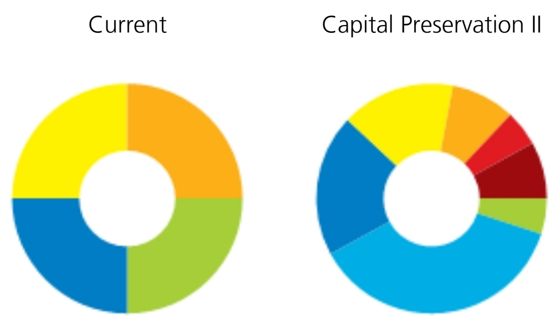
Plan Summary

Save and Invest	Status

Invest

Your Portfolio should be re-allocated

Investment Portfolio Asset Allocation



Changes Required to match Capital Preservation II

Asset Class	Increase By	Decrease By
Cash & Cash Alternatives		-$235,000
Short Term Bonds	$434,750	
Intermediate Term Bonds		-$58,750
Large Cap Value Stocks		-$105,750
Large Cap Growth Stocks		-$188,000
Small Cap Stocks	$58,750	
International Developed Stocks	$94,000	
Total :	**$587,500**	**-$587,500**

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.

Randy's FRA is 67 and 0 months in 2029.

Jess's FRA is 67 and 0 months in 2029.

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.

Randy's estimated annual PIA is $34,753

Jess's estimated annual PIA is $34,753

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

Plan Summary

Strategy Information

Randy files a normal application at 67 in 2029.

Jess files a normal application at 67 in 2029.

Using this strategy, your household's total lifetime benefit is estimated to be $1,946,179 in today's dollars, based upon the information you entered. For a better estimate, go to ssa.gov.

Summary of Goals and Resources

Personal Information and Summary of Financial Goals

Randy and Jess Anderson

Needs

10 Retirement - Basic Living Expense

Randy (2027)	65
Jess (2027)	65
Both Retired (2027-2054)	$83,000
Mortgage Reduction of $21,600 (2040)	
Jess Alone Retired (2055-2058)	$66,400
	Base Inflation Rate (2.25%)

10 Health Care

Both Medicare (2027-2054)	$10,492
Jess Alone Medicare (2055-2058)	$6,813
	Base Inflation Rate plus 2.80% (5.05%)

Wants

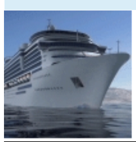
7 SUV

When Randy retires	$9,600
Recurring every year for a total of 25 times	Base Inflation Rate (2.25%)

7 Jess' Lexus

When Jess retires	$50,000
Recurring every 7 years for a total of 3 times	Base Inflation Rate (2.25%)

7 Cruises



When both are retired	$15,000
Recurring every year for a total of 15 times	Base Inflation Rate (2.25%)

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

Personal Information and Summary of Financial Goals

Randy and Jess Anderson

	Wishes	
3	**Gifts to Jacob**	
	When Randy retires Recurring every year until End of Plan	$20,000 Base Inflation Rate (2.25%)
3	**Kitchen Reno**	
	When both are retired	$55,000 Base Inflation Rate (2.25%)

Personal Information

Randy

Male - born 04/04/1962, age 57

Employed - $100,000

Jess

Female - born 06/07/1962, age 57

Employed - $100,000

Married, US Citizens living in MI

• 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.

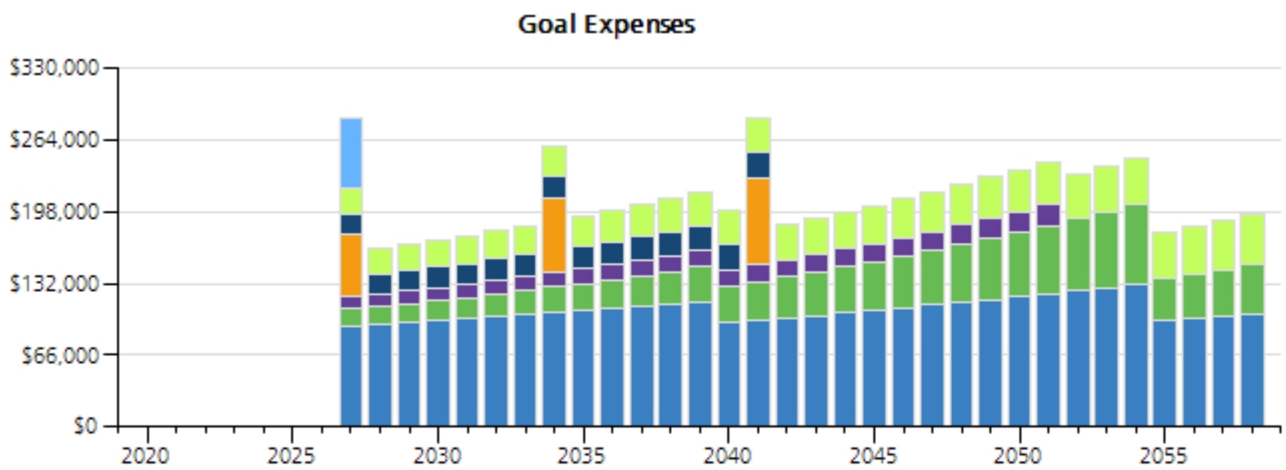
Expectations and Concerns

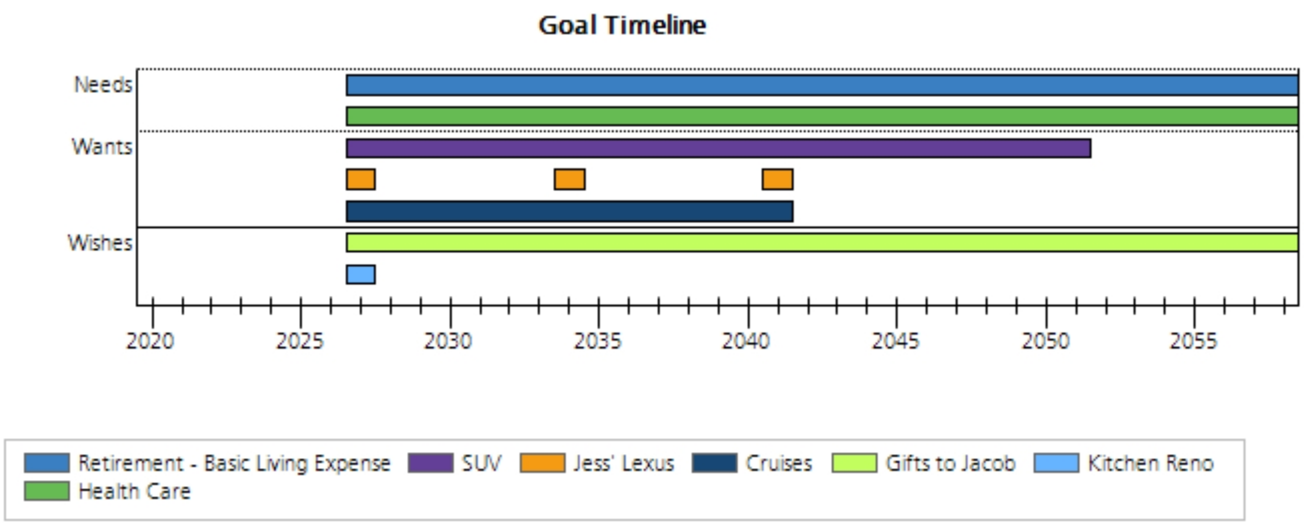
Expectation
Jess
Time to Travel
Both Randy and Jess
Active Lifestyle
Less Stress - Peace of Mind

Owner	Concern	What Would Help
High		
Joint	Suffering investment losses	Find out if you can meet your Goals with less risk.
Jess	Living too long	Test your plan to see if your money will last as long as you do, even if you live past 100.
Medium		
Randy	Running out of money	If your plan is in the Confidence Zone, there's less reason to worry.
Joint	Randy dying early	Test how an early death will impact your family’s future.
Joint	Jess dying early	Test how an early death will impact your family’s future.
Low		
Randy	Not having a paycheck anymore	Consider strategies that create a regular source of income.

Current Financial Goals Graph

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

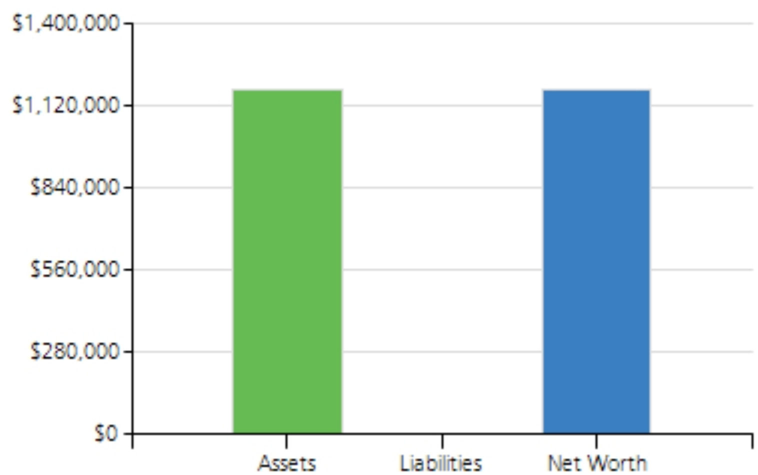




See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Net Worth Summary - All Resources

This is your Net Worth Summary as of 03/23/2020. 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		$1,175,000
Other Assets	+	$0
Total Assets		$1,175,000
Total Liabilities	-	$0
Net Worth		$1,175,000

Description	Total
Investment Assets	
Employer Retirement Plans	$410,000
Individual Retirement Accounts	$375,000
Taxable and/or Tax-Free Accounts	$390,000
Total Investment Assets:	**$1,175,000**
Net Worth:	**$1,175,000**

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
Manually Entered				
401(k)	Randy	$410,000	$15,000	Fund All Goals
Taxable	Joint Survivorship	$390,000	$2,000	Fund All Goals
Traditional IRA	Randy	$100,000		Fund All Goals
Traditional IRA	Jess	$275,000	$6,000	Fund All Goals
	Total :	**$1,175,000**		

Social Security

Description	Value	Assign to Goal
Social Security	Randy will file a normal application at age 67. He will receive $34,753 in retirement benefits at age 67.	Fund All Goals
Social Security	Jess will file a normal application at age 67. She will receive $34,753 in retirement benefits at age 67.	Fund All Goals

Retirement Income

Description	Owner	Value	Inflate?	Assign to Goal
Pension Income	Randy	$36,000 from Randy's Retirement to End of Plan (50% to Survivor)	No	Fund All Goals

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

Risk and Portfolio Information

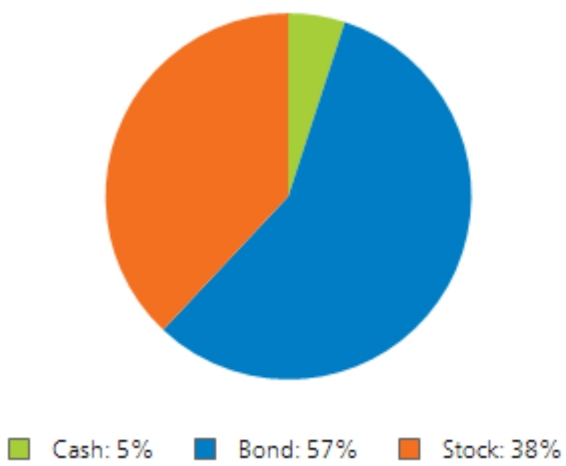
Risk Assessment

You chose a Risk Score of 41.

Appropriate Portfolio: Capital Preservation II

Percentage Stock: 38%

Average Return: 4.43%



Great Recession Return Loss for this Portfolio

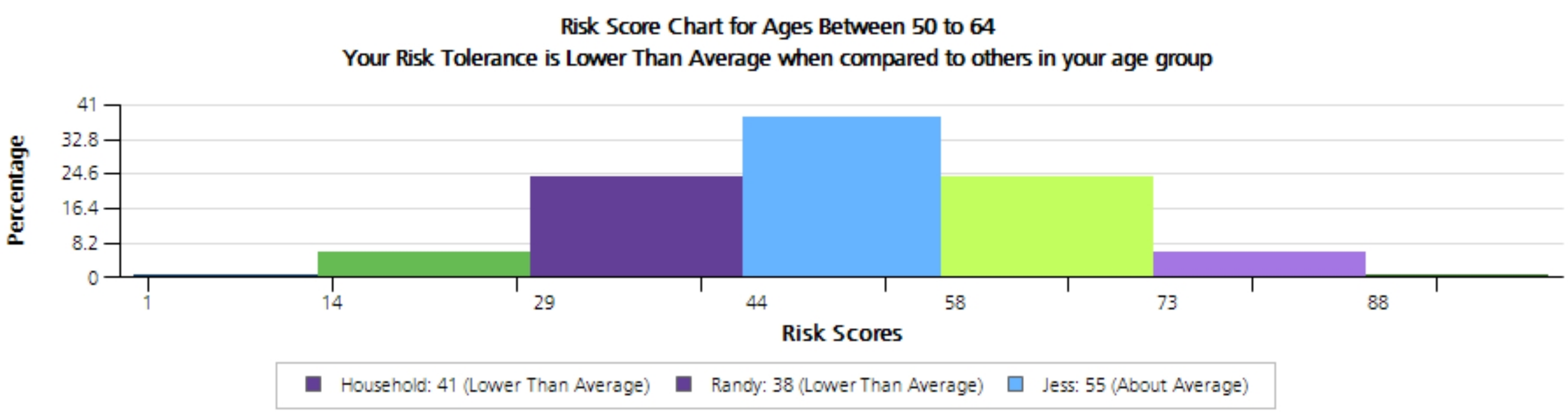
If this loss would cause you to sell your investments, you should select a lower score. Don't go past your Breaking Point.

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

-10%

If you invest $1,175,000 in this portfolio and the same loss occurred again, you would lose:

-$121,587



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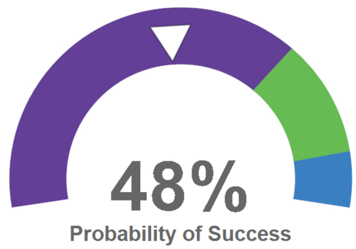
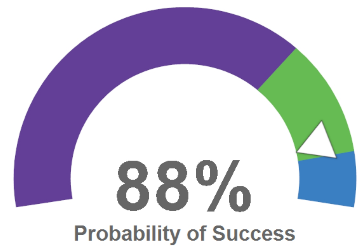
Results

Results - Current and Recommended

Results	Current Scenario		Recommended Scenario	
	Average Return	Bad Timing	Average Return	Bad Timing
Estimated % of Goals Funded	95%	88%	100%	100%
Likelihood of Funding All Goals				



Below Confidence Zone



In Confidence Zone

Your Confidence Zone: 70% - 90%

	Current Scenario	What If Scenario 1	Changes In Value
Retirement			
Retirement Age			
Randy	65 in 2027	65 in 2027	
Jess	65 in 2027	65 in 2027	
Planning Age			
Randy	92 in 2054	92 in 2054	
Jess	96 in 2058	96 in 2058	
Goals			
Needs			
Retirement - Basic Living Expense			
Both Retired	$83,000	$83,000	
Jess Alone Retired	$66,400	$66,400	
Health Care			
Both Medicare	$10,492	$10,492	
Jess Alone Medicare	$6,813	$6,813	

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

Results - Current and Recommended

	Current Scenario	What If Scenario 1	Changes In Value
Wants			
SUV	$9,600	$9,600	
Starting	At Randy's retirement	At Randy's retirement	
Years between occurrences	1	1	
Number of occurrences	25	25	
Jess' Lexus	$50,000	$42,000	Decreased $8,000
Starting	At Jess's retirement	At Jess's retirement	
Years between occurrences	7	7	
Number of occurrences	3	3	
Cruises	$15,000	$11,000	Decreased $4,000
Starting	When both are retired	When both are retired	
Years between occurrences	1	1	
Number of occurrences	15	15	
Wishes			
Gifts to Jacob	$20,000	$10,000	Decreased $10,000
Starting	At Randy's retirement	At Randy's retirement	
Years between occurrences	1	1	
Ending	End of Plan	End of Plan	
Kitchen Reno	$55,000	$55,000	
Starting	When both are retired	When both are retired	
Total Spending for Life of Plan	**$3,862,921**	**$3,458,921**	**Decreased 10%**
Savings			
Qualified	$21,000	$21,000	
Taxable	$2,000	$2,000	
Total Savings This Year	**$23,000**	**$23,000**	
Portfolios			
Allocation Before Retirement	**CURRENT**	**Capital Preservation II**	**12% Less Stock**

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

Results - Current and Recommended

	Current Scenario	What If Scenario 1	Changes In Value
Percent Stock	50%	38%	
Composite Return	4.60%	4.43%	
Composite Standard Deviation	8.97%	7.23%	
Great Recession Return 11/07 - 2/09	-21%	-10%	
Bond Bear Market Return 7/79 - 2/80	7%	1%	
Allocation During Retirement	**CURRENT**	**Capital Preservation II**	**12% Less Stock**
Percent Stock	50%	38%	
Composite Return	4.60%	4.43%	
Composite Standard Deviation	8.97%	7.23%	
Great Recession Return 11/07 - 2/09	-21%	-10%	
Bond Bear Market Return 7/79 - 2/80	7%	1%	
Inflation	**2.25%**	**2.25%**	
Investments			
Total Investment Portfolio	**$1,175,000**	**$1,175,000**	
Social Security			
Social Security Strategy	**Current**	**Current**	
Randy			
Filing Method	Normal	Normal	
Age to File Application	67	67	
Age Retirement Benefits Begin	67	67	
First Year Benefit	$34,753	$34,753	
Jess			
Filing Method	Normal	Normal	
Age to File Application	67	67	
Age Retirement Benefits Begin	67	67	
First Year Benefit	$34,753	$34,753	

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What If Worksheet

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

	Estimated % of Goal Funded			
Goals	**Current Scenario**		**What If Scenario 1**	
	Average Return	Bad Timing	Average Return	Bad Timing
Need	100%	100%	100%	100%
10 Basic Living Expense				
10 Health Care				
Want	100%	100%	100%	100%
7 SUV				
7 Jess' Lexus				
7 Cruises				
Wish	73%	30%	100%	100%
3 Gifts to Jacob				
3 Kitchen Reno				
Safety Margin (Value at End of Plan)				
Current dollars (in thousands) :	$0	$0	$315	$179
Future dollars (in thousands) :	$0	$0	$734	$416

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

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What If Worksheet

Monte Carlo Results	Likelihood of Funding All Goals	
Your Confidence Zone: 70% - 90%		
Total Spending :	$3,862,921	$3,458,921

Key Assumptions	Current Scenario	What If Scenario 1
Stress Tests		
Method(s)	Bad Timing Program Estimate Years of bad returns: 2027: -16.65% 2028: -6.03%	Bad Timing Program Estimate Years of bad returns: 2027: -20.39% 2028: -8.59%

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What If Worksheet

Key Assumptions	Current Scenario		What If Scenario 1
Hypothetical Average Rate of Return			
Before Retirement :	Current	•	Capital Pres II
Entered Return :	N/A		N/A
Composite Return :	4.60%	•	4.43%
Composite Standard Deviation :	8.97%	•	7.23%
Total Return Adjustment :	0.00%		0.00%
Adjusted Real Return :	2.35%	•	2.18%
After Retirement :	Current	•	Capital Pres II
Entered Return :	N/A		N/A
Composite Return :	4.60%	•	4.43%
Composite Standard Deviation :	8.97%	•	7.23%
Total Return Adjustment :	0.00%		0.00%
Adjusted Real Return :	2.35%	•	2.18%
Base inflation rate :	2.25%		2.25%

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What If Worksheet

Key Assumptions	Current Scenario	What If Scenario 1
Goals		
Basic Living Expense		
Retirement Age		
Randy	65	65
Jess	65	65
Planning Age		
Randy	92	92
Jess	96	96
One Retired		
Randy Retired and Jess Employed	$0	$0
Jess Retired and Randy Employed	$0	$0
Both Retired		
Both Retired	$83,000	$83,000
One Alone - Retired		
Jess Alone Retired	$66,400	$66,400
Randy Alone Retired	$0	$0
One Alone - Employed		
Randy Alone Employed	$0	$0
Jess Alone Employed	$0	$0
Health Care		
Percentage of costs to use :	100%	100%
Cost determined by Schedule :	See details	See details
SUV		
Year :	At Randy's retirement	At Randy's retirement
Cost :	$9,600	$9,600
Is recurring :	Yes	Yes
Years between occurrences :	1	1
Number of occurrences :	25	25
Jess' Lexus		

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What If Worksheet

Key Assumptions	Current Scenario	What If Scenario 1
Goals		
Year :	At Jess's retirement	At Jess's retirement
Cost :	$50,000	• $42,000
Is recurring :	Yes	Yes
Years between occurrences :	7	7
Number of occurrences :	3	3
Cruises		
Year :	When both are retired	When both are retired
Cost :	$15,000	• $11,000
Is recurring :	Yes	Yes
Years between occurrences :	1	1
Number of occurrences :	15	15
Gifts to Jacob		
Year :	At Randy's retirement	At Randy's retirement
Cost :	$20,000	• $10,000
Is recurring :	Yes	Yes
Years between occurrences :	1	1
This goal will end at End of Plan.		
Kitchen Reno		
Year :	When both are retired	When both are retired
Cost :	$55,000	$55,000

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What If Worksheet

Key Assumptions	Current Scenario	What If Scenario 1
Retirement Income		
Pension Income (Randy)		
Annual Income :	$36,000	$36,000
Start Year :	Randy's retirement	Randy's retirement
Select when income will end :	End of Plan	End of Plan
Year to end retirement income :		
Survivor Benefit :	50%	50%
Social Security		
Select Social Security Strategy	Current	Current
Randy		
Filing Method :	Normal	Normal
Age to File Application :	67	67
Age Retirement Benefits begin :	67	67
First Year Benefit :	$34,753	$34,753
Jess		
Filing Method :	Normal	Normal
Age to File Application :	67	67
Age Retirement Benefits begin :	67	67
First Year Benefit :	$34,753	$34,753
Reduce Benefits By :	0%	0%
Goal Strategies		
VA W/GMWB		
Include in Plan Jess Purchase Amount : $350,000 Distributions end at Jess's End of Plan		• Yes

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What If Worksheet

Key Assumptions	Current Scenario	What If Scenario 1
Asset Additions		
401(k)	12.00%	12.00%
Roth:	0.00%	0.00%
Maximum contribution each year:	No	No
% Designated as Roth:	0.00%	0.00%
Plan addition amount:	$15,000	$15,000
Year additions begin:	2020	2020
Randy - Fund All Goals		
Traditional IRA		
Pre-Tax Addition:	$6,000	$6,000
Maximum contribution each year:	No	No
After-Tax Addition:	$0	$0
Maximum contribution each year:	No	No
Year additions begin:	2020	2020
Jess - Fund All Goals		
Taxable		
After-Tax Addition:	$2,000	$2,000
Tax-Free Addition:	$0	$0
Year additions begin:	2020	2020
Joint - Fund All Goals		
Extra Savings by Tax Category		
Randy's Qualified		$0
Jess's Qualified		$0
Randy's Roth		$0
Jess's Roth		$0
Randy's Tax-Deferred		$0
Jess's Tax-Deferred		$0
Taxable		$0

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What If Worksheet

Key Assumptions	Current Scenario	What If Scenario 1
Cash Reserve		
Include :		No
Your Goal Coverage		
Needs :		3
Wants :		2
Wishes :		1
Minimum Amount in Cash Reserve :		$0
Annual offset for Cash Reserve :		$0
Selected Allocation :		Enter Own Return and Standard Deviation
Return :		0.00%
Standard Deviation :		0.00%
Aspirational Bucket		
Include :		No
Additional :		$0
Selected Allocation :		Enter Own Return and Standard Deviation
Return :		9.00%
Standard Deviation :		18.00%
Tax Options		
Include Tax Penalties :	Yes	Yes
Change Tax Rate?	No	No
Year To Change :		
Change Tax Rate by this % (+ or -) :	0.00%	0.00%

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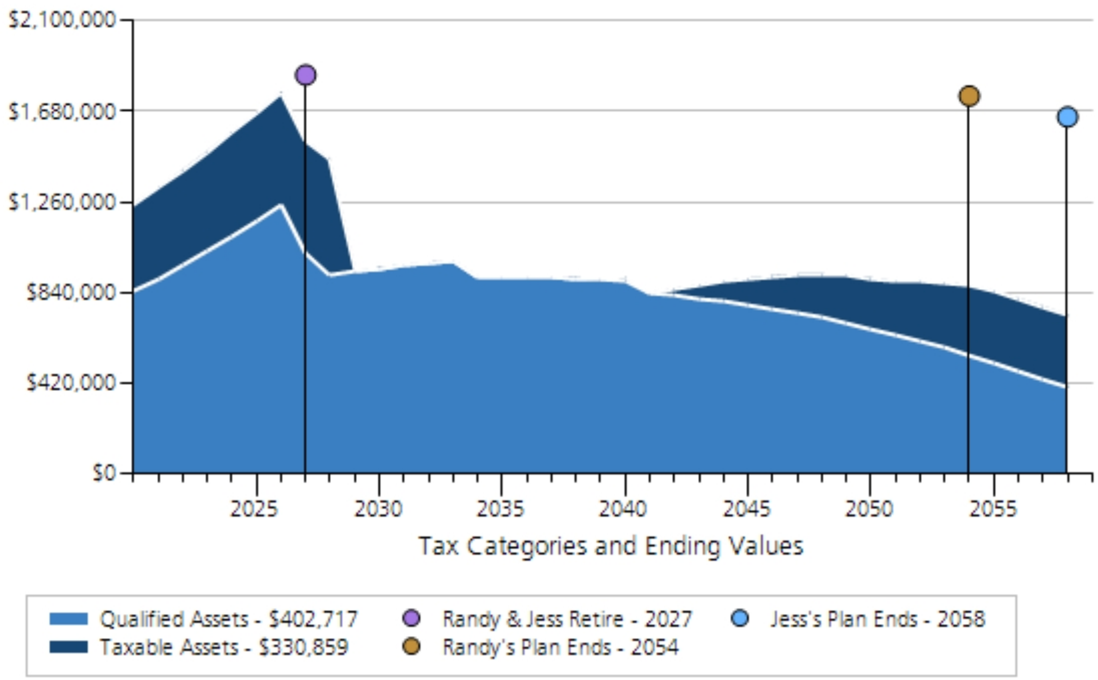
Worksheet Detail - Combined Details

Scenario : What If Scenario 1 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 : What If Scenario 1 using Average Return

		Beginning Portfolio Value										Funds Used	
Event or Ages	Year	Earmarked	Fund All Goals	Additions To Assets	Other Additions	Strategy Reductions	Strategy Income	Post Retirement Income	Investment Earnings	Investment Return	Taxes	All Goals	Ending Portfolio Value
58/58	2020	0	1,175,000	23,000	0	390,000	390,000	0	51,342	4.29%	23	0	1,249,319
59/59	2021	405,483	843,836	23,338	0	0	0	0	54,276	4.26%	48	0	1,326,884
60/60	2022	421,273	905,610	23,683	0	0	0	0	57,360	4.25%	73	0	1,407,854
61/61	2023	437,391	970,462	24,035	0	0	0	0	60,603	4.23%	99	0	1,492,394
62/62	2024	453,859	1,038,535	24,396	0	0	0	0	64,012	4.22%	125	0	1,580,677
63/63	2025	470,698	1,109,979	24,765	0	0	0	0	67,596	4.21%	153	0	1,672,885
64/64	2026	487,934	1,184,951	25,142	0	0	0	0	71,362	4.20%	181	0	1,769,208
Randy & Jess Retire	2027	505,592	1,263,616	0	0	0	0	36,000	61,465	4.15%	65,425	257,266	1,543,981
66/66	2028	523,701	1,020,280	0	0	0	0	36,000	57,673	4.11%	28,389	147,226	1,462,039
67/67	2029	542,290	919,749	0	0	542,290	31,785	120,917	39,819	4.44%	24,544	150,678	937,049
68/68	2030	0	937,049	0	0	0	31,785	122,828	40,484	4.44%	25,171	154,280	952,694
69/69	2031	0	952,694	0	0	0	31,785	124,781	41,069	4.44%	25,839	158,035	966,455
70/70	2032	0	966,455	0	0	0	31,785	126,779	41,563	4.44%	26,546	161,944	978,092
71/71	2033	0	978,092	0	0	0	31,785	128,821	41,957	4.44%	27,291	166,003	987,362
72/72	2034	0	987,362	0	0	0	31,785	130,910	38,788	4.44%	48,486	227,562	912,797
73/73	2035	0	912,797	0	0	0	31,785	133,045	38,796	4.44%	28,889	174,557	912,977
74/74	2036	0	912,977	0	0	0	31,785	135,229	38,753	4.44%	27,723	179,057	911,964
75/75	2037	0	911,964	0	0	0	31,785	137,461	38,711	4.44%	25,246	183,714	910,961
76/76	2038	0	910,961	0	0	0	31,785	139,744	38,515	4.44%	26,102	188,546	906,357
77/77	2039	0	906,357	0	0	0	31,785	142,079	38,147	4.44%	27,125	193,553	897,689
78/78	2040	0	897,689	0	0	0	31,785	144,465	38,628	4.44%	26,655	177,074	908,839
79/79	2041	0	908,839	0	0	0	31,785	146,906	35,460	4.44%	39,122	249,396	834,472
80/80	2042	0	834,472	0	0	0	31,785	149,401	36,352	4.44%	26,945	169,932	855,133
81/81	2043	0	855,133	0	0	0	31,785	151,953	37,152	4.44%	27,149	175,226	873,648
82/82	2044	0	873,648	0	0	0	31,785	154,562	37,854	4.44%	27,299	180,709	889,840
83/83	2045	0	889,840	0	0	0	31,785	157,229	38,455	4.44%	27,415	186,220	903,676
84/84	2046	0	903,676	0	0	0	31,785	159,957	38,947	4.44%	27,490	191,934	914,940
85/85	2047	0	914,940	0	0	0	31,785	162,746	39,324	4.44%	27,426	197,874	923,495
86/86	2048	0	923,495	0	0	0	31,785	165,598	39,365	4.44%	31,958	204,052	924,233
87/87	2049	0	924,233	0	0	0	31,785	168,514	39,089	4.44%	35,609	210,470	917,542
88/88	2050	0	917,542	0	0	0	31,785	171,495	38,616	4.44%	36,080	217,104	906,255
89/89	2051	0	906,255	0	0	0	31,785	174,544	37,935	4.44%	36,508	223,927	890,084
90/90	2052	0	890,084	0	0	0	31,785	177,661	37,895	4.44%	36,964	211,614	888,848

x - denotes shortfall

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Scenario : What If Scenario 1 using Average Return

		Beginning Portfolio Value										Funds Used	
Event or Ages	Year	Earmarked	Fund All Goals	Additions To Assets	Other Additions	Strategy Reductions	Strategy Income	Post Retirement Income	Investment Earnings	Investment Return	Taxes	All Goals	Ending Portfolio Value
91/91	2053	0	888,848	0	0	0	31,785	180,849	37,666	4.44%	37,362	218,612	883,173
Randy's Plan Ends	2054	0	883,173	0	0	0	31,785	184,108	37,236	4.44%	37,695	225,817	872,790
-/93	2055	0	872,790	0	0	0	31,785	93,720	36,039	4.44%	32,175	157,610	844,549
-/94	2056	0	844,549	0	0	0	31,785	95,424	34,660	4.44%	32,032	162,332	812,053
-/95	2057	0	812,053	0	0	0	31,785	97,166	33,091	4.44%	31,802	167,161	775,132
Jess's Plan Ends	2058	0	775,132	0	0	0	31,785	98,947	31,323	4.44%	31,476	172,133	733,577

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Worksheet Detail - Combined Details

Scenario : What If Scenario 1 using Average Return

		Funds Used							
Event or Ages	Year	Retirement	Health Care	SUV	Jess' Lexus	Cruises	Gifts to Jacob	Kitchen Reno	Ending Portfolio Value
58/58	2020	0	0	0	0	0	0	0	1,249,319
59/59	2021	0	0	0	0	0	0	0	1,326,884
60/60	2022	0	0	0	0	0	0	0	1,407,854
61/61	2023	0	0	0	0	0	0	0	1,492,394
62/62	2024	0	0	0	0	0	0	0	1,580,677
63/63	2025	0	0	0	0	0	0	0	1,672,885
64/64	2026	0	0	0	0	0	0	0	1,769,208
Randy & Jess Retire	2027	93,348	14,813	11,218	49,079	12,854	11,685	64,270	1,543,981
66/66	2028	94,963	15,702	11,470	0	13,143	11,948	0	1,462,039
67/67	2029	96,613	16,680	11,728	0	13,439	12,217	0	937,049
68/68	2030	98,301	17,753	11,992	0	13,741	12,492	0	952,694
69/69	2031	100,027	18,923	12,262	0	14,050	12,773	0	966,455
70/70	2032	101,791	20,187	12,538	0	14,367	13,060	0	978,092
71/71	2033	103,596	21,543	12,820	0	14,690	13,354	0	987,362
72/72	2034	105,441	22,987	13,109	57,350	15,020	13,655	0	912,797
73/73	2035	107,327	24,506	13,404	0	15,358	13,962	0	912,977
74/74	2036	109,256	26,115	13,705	0	15,704	14,276	0	911,964
75/75	2037	111,228	27,818	14,014	0	16,057	14,597	0	910,961
76/76	2038	113,245	29,628	14,329	0	16,418	14,926	0	906,357
77/77	2039	115,307	31,545	14,651	0	16,788	15,262	0	897,689
78/78	2040	95,815	33,508	14,981	0	17,166	15,605	0	908,839
79/79	2041	97,971	35,582	15,318	67,016	17,552	15,956	0	834,472
80/80	2042	100,175	37,778	15,663	0	0	16,315	0	855,133
81/81	2043	102,429	40,099	16,015	0	0	16,682	0	873,648
82/82	2044	104,734	42,542	16,375	0	0	17,058	0	889,840
83/83	2045	107,091	44,944	16,744	0	0	17,441	0	903,676
84/84	2046	109,500	47,480	17,121	0	0	17,834	0	914,940
85/85	2047	111,964	50,169	17,506	0	0	18,235	0	923,495
86/86	2048	114,483	53,024	17,900	0	0	18,645	0	924,233
87/87	2049	117,059	56,044	18,302	0	0	19,065	0	917,542
88/88	2050	119,693	59,203	18,714	0	0	19,494	0	906,255
89/89	2051	122,386	62,474	19,135	0	0	19,933	0	890,084

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Worksheet Detail - Combined Details

Scenario : What If Scenario 1 using Average Return

		Funds Used							
Event or Ages	Year	Retirement	Health Care	SUV	Jess' Lexus	Cruises	Gifts to Jacob	Kitchen Reno	Ending Portfolio Value
90/90	2052	125,140	66,093	0	0	0	20,381	0	888,848
91/91	2053	127,955	69,817	0	0	0	20,840	0	883,173
Randy's Plan Ends	2054	130,834	73,674	0	0	0	21,308	0	872,790
-/93	2055	97,610	38,212	0	0	0	21,788	0	844,549
-/94	2056	99,806	40,248	0	0	0	22,278	0	812,053
-/95	2057	102,052	42,330	0	0	0	22,779	0	775,132
Jess's Plan Ends	2058	104,348	44,494	0	0	0	23,292	0	733,577

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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.

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Scenario : What If Scenario 1

These charts compare your Current Portfolio with the Composite Portfolio you selected and show changes associated with investment strategies (if applicable) and allocation changes you should consider.

Current Portfolio

	Projected Returns	
4.60%	Total Return	**4.43%**
2.25%	Base Inflation Rate	**2.25%**
2.35%	Real Return	**2.18%**
8.97%	Standard Deviation	**7.23%**

	Bear Market Returns	
-21%	Great Recession	**-10%**
7%	Bond Bear Market	**1%**

Composite Portfolio
Capital Preservation II

Portfolio Comparison with Allocation Changes

Current Amount	% of Total	Asset Class	% of Total	Composite Amount	Increase / Decrease
$293,750	25%	Cash & Cash Alternatives	5%	$58,750	-$235,000
$0	0%	Short Term Bonds	37%	$434,750	$434,750
$293,750	25%	Intermediate Term Bonds	20%	$235,000	-$58,750
$0	0%	Long Term Bonds	0%	$0	$0
$293,750	25%	Large Cap Value Stocks	16%	$188,000	-$105,750
$293,750	25%	Large Cap Growth Stocks	9%	$105,750	-$188,000
$0	0%	Mid Cap Stocks	0%	$0	$0
$0	0%	Small Cap Stocks	5%	$58,750	$58,750
$0	0%	International Developed Stocks	8%	$94,000	$94,000
$0	0%	International Emerging Stocks	0%	$0	$0
$0	0%	REITs	0%	$0	$0
$0	0%	Commodities	0%	$0	$0
$0	0%	Fixed Index	0%	$0	$0
$0	0%	3% Fixed	0%	$0	$0

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

Worksheet Detail - Allocation Comparison

Scenario : What If Scenario 1

Portfolio Comparison with Allocation Changes

Current Amount	% of Total	Asset Class	% of Total	Composite Amount	Increase / Decrease
$0	0%	Unclassified	0%	$0	$0
$1,175,000				**$1,175,000**	**$0**

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

Worksheet Detail - Bear Market Test

Bear Market Test for What If Scenario 1

Likelihood of Reaching Goals After Loss of 10% - Using All Assets to Fund Goals by Importance

Goals

	Needs Only	Needs & Wants Only	Needs, Wants, & Wishes
Needs			
10 - Retirement - Basic Living Expense	☑	☑	☑
10 - Health Care	☑	☑	☑
Wants			
7 - SUV		☑	☑
7 - Jess' Lexus		☑	☑
7 - Cruises		☑	☑
Wishes			
3 - Gifts to Jacob			☑
3 - Kitchen Reno			☑

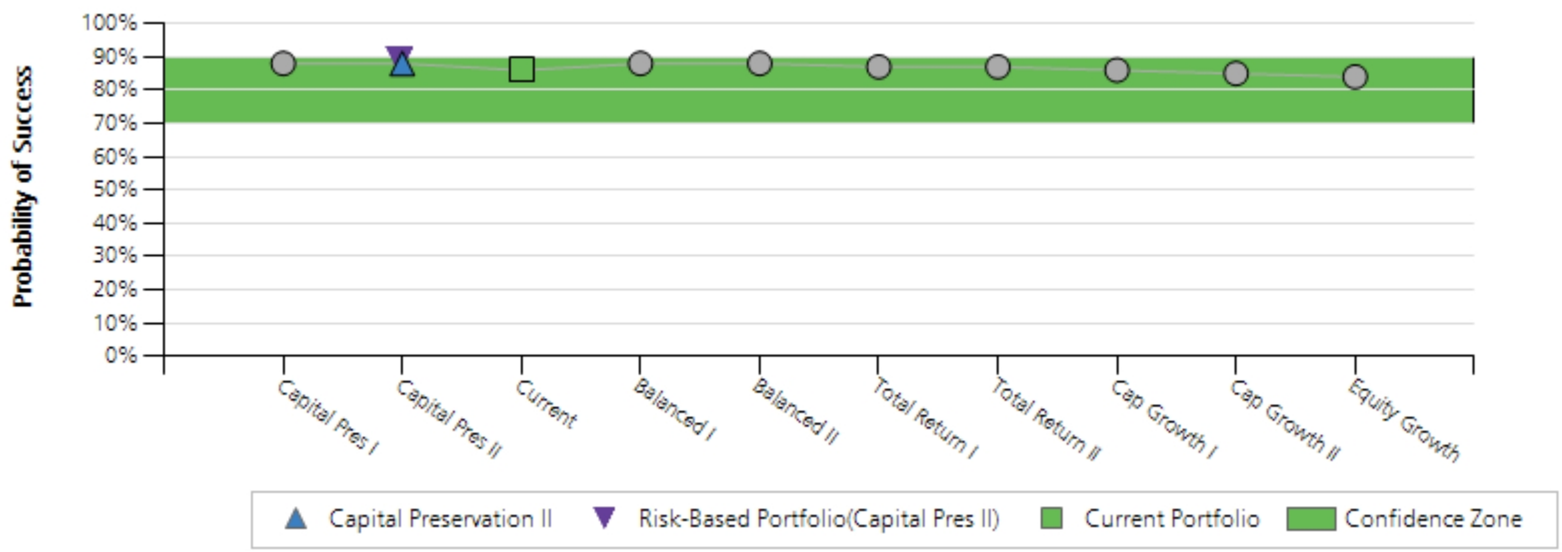
This test assumes your investment allocation matches the Capital Preservation II portfolio. If your investments suffered a loss of 10% this year, your portfolio value would be reduced by $117,500. This is the approximate loss sustained by a portfolio with a similar percentage of stocks, bonds, cash, and alternative during the Great Recession, which lasted from November 2007 through February 2009. These results show the likelihood you would be able to fund your Needs, Wants and Wishes after experiencing this loss.

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

Worksheet Detail - Risk/Reward

Risk / Reward for What If Scenario 1

Risk Based Portfolio	Portfolio used in What If Scenario 1	Both before and during Retirement with same portfolio	Results		Bear Market Loss	
			Probability of Success	Safety Margin (Current Dollars)	Great Recession Return	Bond Bear Market Return
		Capital Preservation I	88%	$211,668	-4%	-2%
→	→	Capital Preservation II	88%	$314,948	-10%	1%
		Current	86%	$364,529	-21%	7%
		Balanced I	88%	$395,485	-15%	2%
		Balanced II	88%	$515,970	-21%	4%
		Total Return I	87%	$641,961	-26%	6%
		Total Return II	87%	$837,776	-33%	9%
		Capital Growth I	86%	$1,055,115	-39%	11%
		Capital Growth II	85%	$1,288,263	-45%	12%
		Equity Growth	84%	$1,541,922	-51%	15%



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

Worksheet Detail - Social Security Analysis

Social Security Analysis for What If Scenario 1

Social Security Strategy	Selected Strategy	As Soon As Possible	At Retirement	At FRA	At Age 70	Randy begins at age 70 and Jess begins at FRA
Start age						
Randy	67	62	65	67	70	70
Jess	67	62	65	67	70	67
First year benefit in current dollars						
Randy	$34,753	$0	$30,119	$34,753	$43,094	$43,094
Jess	$34,753	$0	$30,119	$34,753	$43,094	$34,753
Total lifetime benefit in current dollars	$1,946,179	$1,459,634	$1,807,166	$1,946,179	$2,154,698	$2,067,120
Probability of success	88%	50%	81%	88%	97%	94%
Break Even Point						
Randy	71	N/A	65	71	75	74
Jess	71	N/A	65	71	75	74

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

Worksheet Detail - Social Security Analysis

Social Security Analysis for What If Scenario 1

Notes

Selected Strategy:

This is the strategy you selected.

At FRA:

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

At Retirement:

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

As soon as possible:

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

At age 70:

You apply for and begin benefits at age 70.

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

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

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

This strategy is available only if you are married and assumes that you filed for and suspended your benefits prior to April 30, 2016 and your spouse reached age 62 by January 1, 2016. The higher wage earner applies for and suspends taking benefits until age 70. The higher wage earner can file at or after his/her FRA, at which time the spouse (the lower wage earner) files for and takes spousal benefits. The spouse then files for and begins his/her own benefit at age 70, at the higher benefit amount.

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

After April 30, 2016, you (or your spouse) can still file and suspend your benefits upon reaching your FRA; but this strategy (that allowed your spouse to receive spousal benefits for the same period that the benefits are suspended) has been discontinued by the Social Security Administration.

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

This strategy is available only if you are married and assumes that you filed for and suspended your benefits prior to April 30, 2016 and your spouse reached age 62 by January 1, 2016. The lower wage earner applies for and suspends taking benefits until age 70. The lower wage earner can file at or after his/her FRA, at which time the spouse (the higher wage earner) files for and takes spousal benefits. The spouse then files for and begins his/her own benefit at age 70, at the higher benefit amount.

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

After April 30, 2016, you (or your spouse) can still file and suspend your benefits upon reaching your FRA; but this strategy (that allowed your spouse to receive spousal benefits for the same period that the benefits are suspended) has been discontinued by the Social Security Administration.

Maximized Benefits:

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

Total Lifetime Benefit:

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

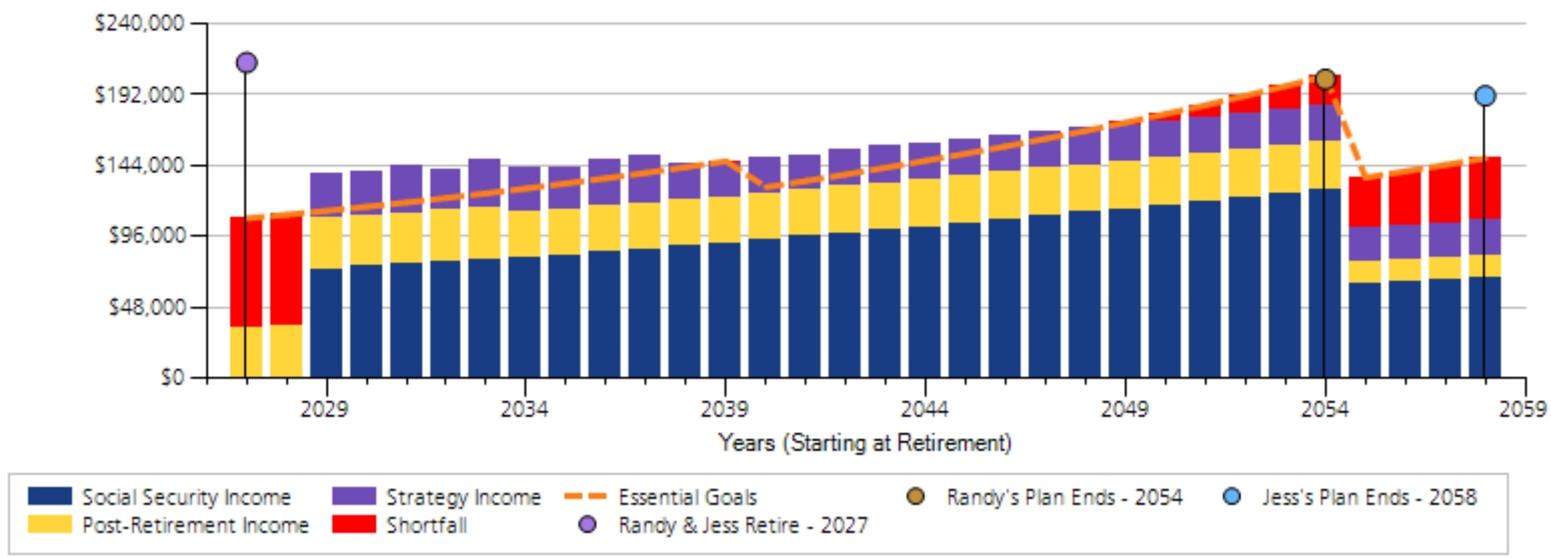
Break Even Point:

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

Income Planning

Secure Income Analysis

The Secure Income Analysis shows all the goals categorized as Needs and the sources of income in the plan beginning at retirement. Incomes and goal expenses are shown in future dollars. Social Security and Post Retirement Income are displayed as after-tax figures. The graph and figures represent one simulated trial's calculated results for the Recommended scenario.



Shortfall

$226,616

Values are in Current Dollars

Goals

Goal	Amount	Proration
Need		
Retirement - Basic Living Expense	$93,348	100%
Health Care	$14,813	100%

Social Security Income

Include	Description	Amount
☑	Social Security - Randy	$37,026
☑	Social Security - Jess	$36,594

Post Retirement Income

Include	Description	Amount
☑	Pension Income	$34,205

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

Secure Income Analysis

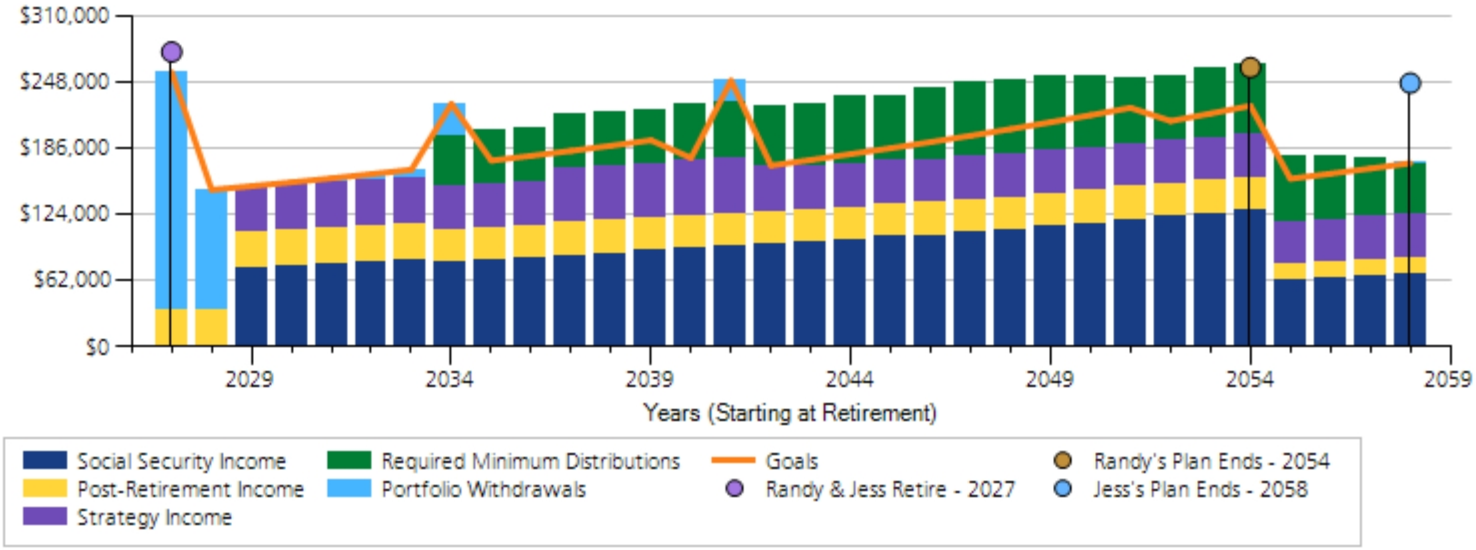
Strategy Income

Include	Description	Investment	Minimum Monthly Check	Total Actual Payments	Owner	Age to Start Income
☑	VA W/GMWB	$350,000	$2,377	$1,646,159	Jess	67

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

Total Income Analysis

The Total Income Analysis shows all the goals and the sources of income in the plan beginning at retirement. Incomes and goal expenses are shown in future dollars. Social Security and Post Retirement Income are displayed as after-tax figures. The graph and figures represent one simulated trial's calculated results for the Recommended scenario.



Surplus

$586,060

Values are in Current Dollars

Goals

Goal	Amount
Need	
Retirement - Basic Living Expense	$93,348
Health Care	$14,813
Want	
SUV	$11,218
Jess' Lexus	$49,079
Cruises	$12,854
Wish	
Gifts to Jacob	$11,685
Kitchen Reno	$64,270

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

Total Income Analysis

Social Security Income

Description	Amount
Social Security - Randy	$37,026
Social Security - Jess	$36,594

Post Retirement Income

Description	Amount
Pension Income	$34,205

Strategy Income

Include	Description	Investment	Minimum Monthly Check	Total Actual Payments	Owner	Age to Start Income
☑	VA W/GMWB	$350,000	$2,377	$1,646,159	Jess	67

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