

Frank and Joanna Miller

SAMPLE PRESENTATION
March 23, 2017

PREPARED BY:

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Sample

Disclaimer

The following report is a diagnostic tool intended to review your current financial situation and suggest potential planning ideas and concepts that may be of benefit. The purpose of the report is to illustrate how accepted financial and estate planning principles may improve your current situation.

This report is based upon information and assumptions provided by you (the client). This report provides broad and general guidelines on the advantages of certain financial planning concepts and does not constitute a recommendation of any particular technique. The consolidated report is provided for informational purposes as a courtesy to you. We recommend that you review your plan annually, unless changes in your personal or financial circumstances require more frequent review. All reports should be reviewed in conjunction with your fact summary and this Disclaimer page.

The term "plan" or "planning," when used within this report, does not imply that a recommendation has been made to implement one or more financial plans or make a particular investment. Nor does the plan or report provide legal, accounting, financial, tax or other advice. Rather, the report and the illustrations therein provide a summary of certain potential financial strategies. The reports provide projections based on various assumptions and are therefore hypothetical in nature and not guarantees of investment returns. You should consult your tax and/or legal advisors before implementing any transactions and/or strategies concerning your finances.

Additionally, this report may not reflect all holdings or transactions, their costs, or proceeds received by you. It may contain information on assets that are not held at the broker/dealer with whom your financial representative is registered. As such, those assets will not be included on the broker/dealer's books and records. Prices that may be indicated in this report are obtained from sources we consider reliable but are not guaranteed. Past performance is no guarantee of future performance and it is important to realize that actual results may differ from the projections contained in this report. The presentation of investment returns set forth in this report does not reflect the deduction of any commissions. Projected valuations and/or rates of return may not take into account surrender charges on products you might own. They will reflect any fees or product charges when entered by the advisor/ representative. Deduction of such charges will result in a lower rate of return.

It is important to compare the information on this report with the statements you receive from the custodian(s) for your account(s). Please note that there may be minor variations due to calculation methodologies. If you have any questions, please contact your financial representative. Also, your account(s) may not be covered by FDIC or SIPC. FDIC and SIPC coverages apply only to certain assets and may be subject to limitations. Questions about coverage that may apply should be directed to the asset provider or sponsor.

The information contained in this report is not written or intended as financial, tax or legal advice. The information provided herein may not be relied on for purposes of avoiding any federal tax penalties. You are encouraged to seek financial, tax and legal advice from your professional advisors.

Tools such as the Monte Carlo simulation will yield different results depending on the variables inputted, and the assumptions underlying the calculation. For those reports that perform a Monte Carlo analysis, the term 'Monte Carlo' will be included in the report title. The assumptions with respect to the simulation include the assumed rates of return and standard deviations of the portfolio model associated with each asset. The assumed rates of return are based on the historical rates of returns and standard deviations, for certain periods of time, for the benchmark indexes comprising the asset classes in the model portfolio. Since the market data used to generate these rates of return change over time your results will vary with each use over time.

Monte Carlo Analysis is a mathematical process used to implement complex statistical methods that chart the probability of certain financial outcomes at certain times in the future. This charting is accomplished by

generating hundreds of possible economic scenarios that could affect the performance of your investments.

The Monte Carlo simulation uses at most 1000 scenarios to determine the probability of outcomes resulting from the asset allocation choices and underlying assumptions regarding rates of return and volatility of certain asset classes. Some of these scenarios will assume very favorable financial market returns, consistent with some of the best periods in investing history for investors. Some scenarios will conform to the worst periods in investing history. Most scenarios will fall somewhere in between.

The outcomes presented using the Monte Carlo simulation represent only a few of the many possible outcomes. Since past performance and market conditions may not be repeated in the future, your investment goals may not be fulfilled by following advice that is based on the projections.

I/We have received and read this Disclaimer page and understand its contents and, therefore, the limitations of the report. Furthermore, I understand that none of the calculations and presentations of investment returns are guaranteed.

Client(s): _____
Frank Miller _____ Date _____

Joanna Miller _____ Date _____

Advisor: _____
Brad Tinnon _____ Date _____

Current Financial Condition

Sample

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Objectives

Prepared for Frank and Joanna Miller

The following table lists all objectives that you identified as being high, medium or low priority.

CUSTOM

No custom objectives have been defined.

RETIREMENT / INVESTMENT

These objectives have been rated as follows:

Low - High

| | |
|--|----|
| Your retirement goals | -- |
| Directing a portion of your personal savings or investment portfolio to a tax advantaged vehicle | -- |
| Having all of your portfolios consolidated and analyzed to make sure your overall plan is on track | -- |
| Matching your risk tolerance to that of your investment portfolio | -- |
| Reviewing your investment performance against that of an index | -- |
| Reviewing your investment performance against your plan | -- |
| Reviewing alternative retirement methods | -- |
| Minimizing the taxes on your investment accounts | -- |
| Reviewing techniques to save income tax and estate taxes on deferred money | -- |
| Asset protection in the result of serious illness | -- |
| Protecting assets in the event that you require Long Term Care in the future | -- |
| Receiving adequate income in the event of disability during your working years | -- |
| Generating a guaranteed retirement income stream | -- |
| Planning for income for your spouse in the event of your premature death | -- |
| Planning income for your children in the event of your premature death | -- |

ESTATE

These objectives have been rated as follows:

Low - High

| | |
|---|----|
| Reviewing your current will structure to eliminate unnecessary taxes | -- |
| Distributing assets equally to your children | -- |
| Protecting your assets transferred to your children from creditors, divorce, and bankruptcy | -- |
| Reviewing your insurance portfolio | -- |
| Charitable planning to your estate's planning | -- |
| Contributing annually to charity | -- |

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Family Information Summary

Prepared for Frank and Joanna Miller

The Family Information Summary report shows your family's basic information.

PERSONAL INFORMATION

Frank's Information

E-Mail: bradtinnon@gmail.com

Date of Birth: 6/1/1964

Joanna's Information

Date of Birth: 3/20/1965

EMPLOYMENT

Frank's Employment Information

Joanna's Employment Information

CHILDREN

Lucas Miller - 2/20/1999

Mary Beth Miller - 4/20/1997

Peter Miller - 7/1/1994

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Balance Sheet

Base Facts as of March 23, 2017

Prepared for Frank and Joanna Miller

The Balance Sheet shows the value of your assets and liabilities, and your net worth.

| Assets | Frank | Joanna | Joint - ROS | Total |
|---|------------------|------------------|--------------------|--------------------|
| Cash Account at Vanguard | -- | -- | \$25,000 | \$25,000 |
| Every Day Checking | -- | -- | 9,365 | 9,365 |
| Frank and Joanna Joint Investment Account | -- | -- | 325,982 | 325,982 |
| Frank's 401K | 441,836 | -- | -- | 441,836 |
| Joanna's 403B | -- | 143,509 | -- | 143,509 |
| Joanna's Roth IRA (converted) | -- | 103,431 | -- | 103,431 |
| Home | -- | -- | 850,000 | 850,000 |
| Vacation Mountain Home | -- | 350,000 | -- | 350,000 |
| Cars | -- | -- | 60,000 | 60,000 |
| Jewelry | -- | 35,000 | -- | 35,000 |
| Whole Life Policy on Frank | 35,500 | -- | -- | 35,500 |
| Total Assets: | 477,336 | 631,940 | 1,270,347 | 2,379,623 |
| Liabilities | Frank | Joanna | Joint - ROS | Total |
| Mortgage on Home | -- | -- | (\$426,385) | (\$426,385) |
| Credit Card | (3,643) | -- | -- | (3,643) |
| Total Liabilities: | (3,643) | 0 | (426,385) | (430,028) |
| Total Net Worth: | \$473,693 | \$631,940 | \$843,962 | \$1,949,595 |

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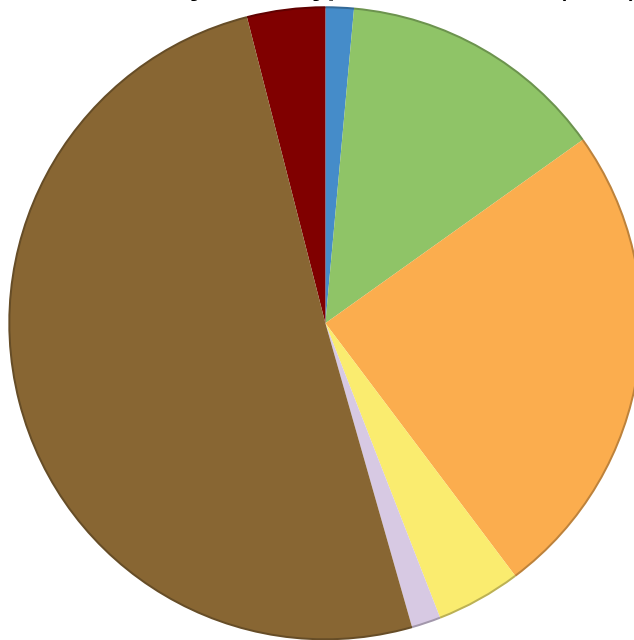
Balance Sheet

Base Facts as of March 23, 2017

Prepared for Frank and Joanna Miller

The Balance Sheet shows the value of your assets and liabilities, and your net worth.

Breakdown by Asset Type - Current Year (2017)



- | | | |
|-----------------------------|--------------------------------|---------------------------------|
| ■ Cash Equivalents (1.44%) | ■ Taxable Investments (13.70%) | ■ Qualified Retirement (24.60%) |
| ■ Roth IRAs (4.35%) | ■ Life Insurance (1.49%) | ■ Real Estate (50.43%) |
| ■ Personal Property (3.99%) | | |

So

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Out of Estate Balance Sheet

Base Facts as of March 23, 2017

Prepared for Frank and Joanna Miller

The Out of Estate Balance Sheet shows the value of the assets and liabilities outside of your estate.

LUCAS MILLER

| Name | Value |
|--------------------|---------------|
| 529 Plan for Lucas | \$51,996 |
| | 51,996 |

MARY BETH MILLER

| Name | Value |
|------------------------|----------------|
| 529 Plan for Mary Beth | \$117,610 |
| | 117,610 |

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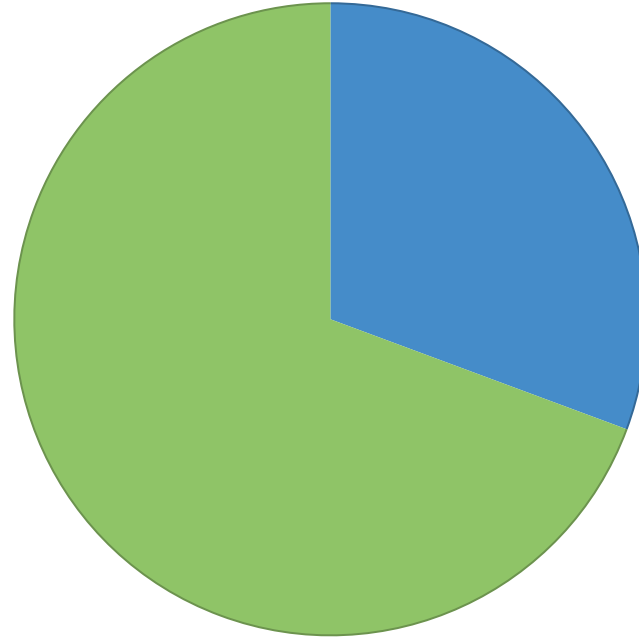
Out of Estate Balance Sheet

Base Facts as of March 23, 2017

Prepared for Frank and Joanna Miller

The Out of Estate Balance Sheet shows the value of the assets and liabilities outside of your estate.

Breakdown by Owner - Current Year (2017)



■ Lucas Miller (30.66%) ■ Mary Beth Miller (69.34%)

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Cash Flow

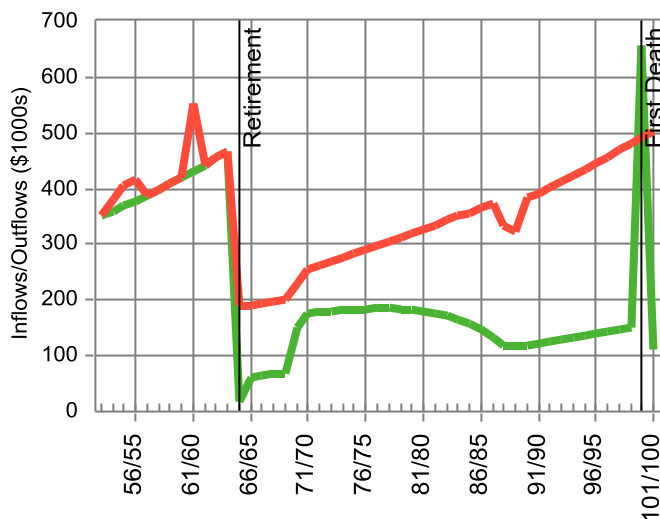
Base Facts (All Years)

Prepared for Frank and Joanna Miller

The Cash Flow report illustrates your income, savings, expenses, and resulting net cash flow on an annual basis.

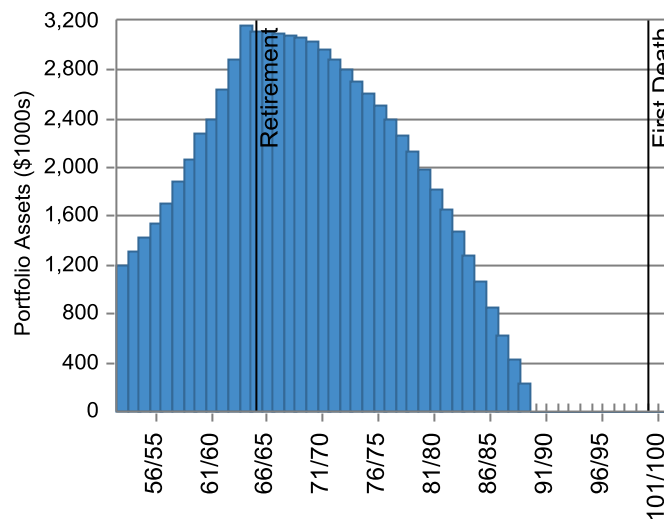
Based upon the levels of income and spending in the *Base Facts*, you will deplete your portfolio assets in **2054** (age **90/89**).

Inflows and Outflows



— Total Inflows — Total Outflows

Portfolio Assets



■ Portfolio Assets

RELEVANT FACTS

Frank's Retirement: 2029 (65)
Joanna's Retirement: 2030 (65)
First Death (Frank): 2064 (100/99)

LIVING EXPENSES

Current: \$140,000
Retirement: \$120,000
Advanced Years: \$140,000
Indexed at: 2.64%
Inflation Rate: 2.64%

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Cash Flow

Base Facts (All Years)

Prepared for Frank and Joanna Miller

The Cash Flow report illustrates your income, savings, expenses, and resulting net cash flow on an annual basis.

| Year | Age | Income Flows | Investment Income | Planned Distributions | Other Inflows | Total Inflows | Total Expenses | Planned Savings | Total Outflows | Net Cash Flow | Total Portfolio Assets |
|-------------|--------------|---------------|-------------------|-----------------------|---------------|---------------|----------------|-----------------|----------------|------------------|------------------------|
| 2017 | 53/52 | \$350,000 | \$0 | \$0 | \$0 | \$350,000 | \$322,500 | \$27,500 | \$350,000 | \$0 | \$1,206,036 |
| 2018 | 54/53 | 359,240 | 0 | 0 | 0 | 359,240 | 353,219 | 28,092 | 381,311 | (22,071) | 1,316,102 |
| 2019 | 55/54 | 368,724 | 0 | 0 | 0 | 368,724 | 377,573 | 29,187 | 406,760 | (38,036) | 1,422,319 |
| 2020 | 56/55 | 378,459 | 0 | 0 | 0 | 378,459 | 387,982 | 29,785 | 417,767 | (39,308) | 1,537,473 |
| 2021 | 57/56 | 388,450 | 0 | 0 | 0 | 388,450 | 358,065 | 30,385 | 388,450 | 0 | 1,701,694 |
| 2022 | 58/57 | 398,705 | 0 | 0 | 0 | 398,705 | 367,218 | 31,487 | 398,705 | 0 | 1,880,631 |
| 2023 | 59/58 | 409,231 | 0 | 0 | 0 | 409,231 | 377,139 | 32,092 | 409,231 | 0 | 2,075,001 |
| 2024 | 60/59 | 420,034 | 0 | 0 | 0 | 420,034 | 386,834 | 33,200 | 420,034 | 0 | 2,286,583 |
| 2025 | 61/60 | 431,123 | 0 | 0 | 0 | 431,123 | 517,762 | 33,811 | 551,573 | (120,450) | 2,395,850 |
| 2026 | 62/61 | 442,505 | 0 | 0 | 0 | 442,505 | 407,580 | 34,925 | 442,505 | 0 | 2,634,410 |
| 2027 | 63/62 | 454,187 | 0 | 0 | 0 | 454,187 | 418,145 | 36,042 | 454,187 | 0 | 2,893,717 |
| 2028 | 64/63 | 466,178 | 0 | 0 | 0 | 466,178 | 429,516 | 36,662 | 466,178 | 0 | 3,174,979 |
| 2029 | 65/64 | 18,661 | 0 | 0 | 0 | 18,661 | 189,255 | 0 | 189,255 | (170,594) | 3,124,784 |
| 2030 | 66/65 | 59,347 | 0 | 0 | 0 | 59,347 | 190,888 | 0 | 190,888 | (131,541) | 3,111,715 |
| 2031 | 67/66 | 65,879 | 0 | 0 | 0 | 65,879 | 193,926 | 0 | 193,926 | (128,047) | 3,101,627 |
| 2032 | 68/67 | 67,618 | 0 | 0 | 0 | 67,618 | 197,822 | 0 | 197,822 | (130,204) | 3,088,981 |
| 2033 | 69/68 | 69,403 | 0 | 0 | 0 | 69,403 | 201,953 | 0 | 201,953 | (132,550) | 3,073,491 |
| 2034 | 70/69 | 71,235 | 0 | 77,907 | 0 | 149,142 | 230,354 | 0 | 230,354 | (81,212) | 3,030,825 |
| 2035 | 71/70 | 73,116 | 0 | 102,240 | 0 | 175,356 | 256,611 | 0 | 256,611 | (81,255) | 2,962,141 |
| 2036 | 72/71 | 75,046 | 0 | 102,700 | 0 | 177,746 | 262,958 | 0 | 262,958 | (85,212) | 2,886,406 |
| 2037 | 73/72 | 77,027 | 0 | 102,893 | 0 | 179,920 | 269,452 | 0 | 269,452 | (89,532) | 2,803,253 |
| 2038 | 74/73 | 79,060 | 0 | 102,770 | 0 | 181,830 | 276,178 | 0 | 276,178 | (94,348) | 2,712,221 |
| 2039 | 75/74 | 81,147 | 0 | 102,273 | 0 | 183,420 | 282,883 | 0 | 282,883 | (99,463) | 2,613,085 |
| 2040 | 76/75 | 83,290 | 0 | 101,346 | 0 | 184,636 | 289,761 | 0 | 289,761 | (105,125) | 2,505,415 |
| 2041 | 77/76 | 85,489 | 0 | 99,575 | 0 | 185,064 | 296,850 | 0 | 296,850 | (111,786) | 2,388,735 |
| 2042 | 78/77 | 87,746 | 0 | 97,405 | 0 | 185,151 | 303,996 | 0 | 303,996 | (118,845) | 2,262,699 |
| 2043 | 79/78 | 90,062 | 0 | 94,333 | 0 | 184,395 | 311,469 | 0 | 311,469 | (127,074) | 2,126,683 |
| 2044 | 80/79 | 92,440 | 0 | 90,287 | 0 | 182,727 | 319,101 | 0 | 319,101 | (136,374) | 1,980,210 |
| 2045 | 81/80 | 94,880 | 0 | 85,267 | 0 | 180,147 | 326,931 | 0 | 326,931 | (146,784) | 1,822,744 |
| 2046 | 82/81 | 97,384 | 0 | 79,101 | 0 | 176,485 | 334,971 | 0 | 334,971 | (158,486) | 1,653,718 |
| 2047 | 83/82 | 99,955 | 0 | 71,584 | 0 | 171,539 | 343,296 | 0 | 343,296 | (171,757) | 1,472,476 |
| 2048 | 84/83 | 102,593 | 0 | 62,466 | 0 | 165,059 | 351,788 | 0 | 351,788 | (186,729) | 1,278,451 |
| 2049 | 85/84 | 105,301 | 0 | 51,336 | 0 | 156,637 | 357,144 | 0 | 357,144 | (200,507) | 1,074,361 |
| 2050 | 86/85 | 108,081 | 0 | 38,108 | 0 | 146,189 | 365,789 | 0 | 365,789 | (219,600) | 856,604 |
| 2051 | 87/86 | 110,934 | 0 | 23,149 | 0 | 134,083 | 374,661 | 0 | 374,661 | (240,578) | 624,506 |

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| Year | Age | Income Flows | Investment Income | Planned Distributions | Other Inflows | Total Inflows | Total Expenses | Planned Savings | Total Outflows | Net Cash Flow | Total Portfolio Assets |
|-------------|---------------|----------------|-------------------|-----------------------|----------------|----------------|----------------|-----------------|----------------|----------------|------------------------|
| 2052 | 88/87 | 113,863 | 0 | 5,606 | 0 | 119,469 | 334,949 | 0 | 334,949 | (215,480) | 426,180 |
| 2053 | 89/88 | 116,869 | 0 | 0 | 0 | 116,869 | 322,084 | 0 | 322,084 | (205,215) | 236,142 |
| 2054 | 90/89 | 119,954 | 0 | 0 | 0 | 119,954 | 382,715 | 0 | 382,715 | (262,761) | (18,711) |
| 2055 | 91/90 | 123,121 | 0 | 0 | 0 | 123,121 | 392,496 | 0 | 392,496 | (269,375) | (285,563) |
| 2056 | 92/91 | 126,372 | 0 | 0 | 0 | 126,372 | 402,535 | 0 | 402,535 | (276,163) | (559,137) |
| 2057 | 93/92 | 129,709 | 0 | 0 | 0 | 129,709 | 412,839 | 0 | 412,839 | (283,130) | (839,609) |
| 2058 | 94/93 | 133,133 | 0 | 0 | 0 | 133,133 | 423,415 | 0 | 423,415 | (290,282) | (1,127,163) |
| 2059 | 95/94 | 136,647 | 0 | 0 | 0 | 136,647 | 434,269 | 0 | 434,269 | (297,622) | (1,421,985) |
| 2060 | 96/95 | 140,254 | 0 | 0 | 0 | 140,254 | 445,411 | 0 | 445,411 | (305,157) | (1,724,268) |
| 2061 | 97/96 | 143,956 | 0 | 0 | 0 | 143,956 | 456,846 | 0 | 456,846 | (312,890) | (2,034,208) |
| 2062 | 98/97 | 147,757 | 0 | 0 | 0 | 147,757 | 468,584 | 0 | 468,584 | (320,827) | (2,352,008) |
| 2063 | 99/98 | 151,658 | 0 | 0 | 0 | 151,658 | 480,631 | 0 | 480,631 | (328,973) | (2,677,874) |
| 2064 | 100/99 | 155,662 | 0 | 0 | 500,000 | 655,662 | 492,996 | 0 | 492,996 | 162,666 | (2,686,019) |
| 2065 | 101/100 | 111,609 | 0 | 0 | 0 | 111,609 | 501,608 | 0 | 501,608 | (389,999) | (3,056,968) |

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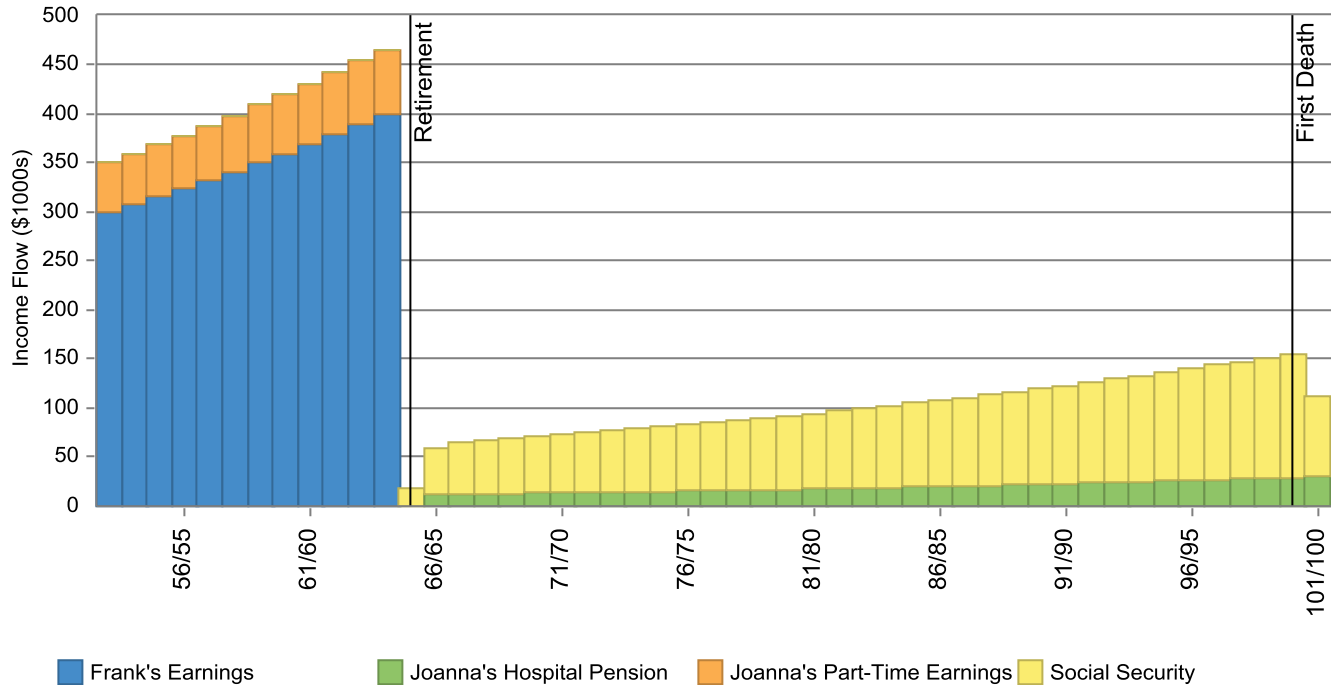
Cash Flow - Income Flows

Base Facts (All Years)

Prepared for Frank and Joanna Miller

The Income Flows report illustrates your projected Cash in-flows.

Income Flow Breakdown



Sal

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Cash Flow - Income Flows

Base Facts (All Years)

Prepared for Frank and Joanna Miller

The Income Flows report illustrates your projected Cash in-flows.

| Year | Age | Frank's Earnings | Joanna's Hospital Pension | Joanna's Part-Time Earnings | Social Security | Income Flows |
|-------------|--------------|------------------|---------------------------|-----------------------------|-----------------|---------------|
| 2017 | 53/52 | \$300,000 | \$0 | \$50,000 | \$0 | \$350,000 |
| 2018 | 54/53 | 307,920 | 0 | 51,320 | 0 | 359,240 |
| 2019 | 55/54 | 316,049 | 0 | 52,675 | 0 | 368,724 |
| 2020 | 56/55 | 324,393 | 0 | 54,066 | 0 | 378,459 |
| 2021 | 57/56 | 332,957 | 0 | 55,493 | 0 | 388,450 |
| 2022 | 58/57 | 341,747 | 0 | 56,958 | 0 | 398,705 |
| 2023 | 59/58 | 350,769 | 0 | 58,462 | 0 | 409,231 |
| 2024 | 60/59 | 360,029 | 0 | 60,005 | 0 | 420,034 |
| 2025 | 61/60 | 369,534 | 0 | 61,589 | 0 | 431,123 |
| 2026 | 62/61 | 379,290 | 0 | 63,215 | 0 | 442,505 |
| 2027 | 63/62 | 389,303 | 0 | 64,884 | 0 | 454,187 |
| 2028 | 64/63 | 399,581 | 0 | 66,597 | 0 | 466,178 |
| 2029 | 65/64 | 0 | 0 | 0 | 18,661 | 18,661 |
| 2030 | 66/65 | 0 | 12,000 | 0 | 47,347 | 59,347 |
| 2031 | 67/66 | 0 | 12,317 | 0 | 53,562 | 65,879 |
| 2032 | 68/67 | 0 | 12,642 | 0 | 54,976 | 67,618 |
| 2033 | 69/68 | 0 | 12,976 | 0 | 56,427 | 69,403 |
| 2034 | 70/69 | 0 | 13,319 | 0 | 57,916 | 71,235 |
| 2035 | 71/70 | 0 | 13,671 | 0 | 59,445 | 73,116 |
| 2036 | 72/71 | 0 | 14,032 | 0 | 61,014 | 75,046 |
| 2037 | 73/72 | 0 | 14,402 | 0 | 62,625 | 77,027 |
| 2038 | 74/73 | 0 | 14,782 | 0 | 64,278 | 79,060 |
| 2039 | 75/74 | 0 | 15,172 | 0 | 65,975 | 81,147 |
| 2040 | 76/75 | 0 | 15,573 | 0 | 67,717 | 83,290 |
| 2041 | 77/76 | 0 | 15,984 | 0 | 69,505 | 85,489 |
| 2042 | 78/77 | 0 | 16,406 | 0 | 71,340 | 87,746 |
| 2043 | 79/78 | 0 | 16,839 | 0 | 73,223 | 90,062 |
| 2044 | 80/79 | 0 | 17,284 | 0 | 75,156 | 92,440 |
| 2045 | 81/80 | 0 | 17,740 | 0 | 77,140 | 94,880 |
| 2046 | 82/81 | 0 | 18,208 | 0 | 79,176 | 97,384 |
| 2047 | 83/82 | 0 | 18,689 | 0 | 81,266 | 99,955 |
| 2048 | 84/83 | 0 | 19,182 | 0 | 83,411 | 102,593 |
| 2049 | 85/84 | 0 | 19,688 | 0 | 85,613 | 105,301 |
| 2050 | 86/85 | 0 | 20,208 | 0 | 87,873 | 108,081 |
| 2051 | 87/86 | 0 | 20,741 | 0 | 90,193 | 110,934 |

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| Year | Age | Frank's Earnings | Joanna's Hospital Pension | Joanna's Part-Time Earnings | Social Security | Income Flows |
|-------------|---------------|---------------------|---------------------------------|-----------------------------------|--------------------|-----------------|
| 2052 | 88/87 | 0 | 21,289 | 0 | 92,574 | 113,863 |
| 2053 | 89/88 | 0 | 21,851 | 0 | 95,018 | 116,869 |
| 2054 | 90/89 | 0 | 22,428 | 0 | 97,526 | 119,954 |
| 2055 | 91/90 | 0 | 23,020 | 0 | 100,101 | 123,121 |
| 2056 | 92/91 | 0 | 23,628 | 0 | 102,744 | 126,372 |
| 2057 | 93/92 | 0 | 24,252 | 0 | 105,457 | 129,709 |
| 2058 | 94/93 | 0 | 24,892 | 0 | 108,241 | 133,133 |
| 2059 | 95/94 | 0 | 25,549 | 0 | 111,098 | 136,647 |
| 2060 | 96/95 | 0 | 26,223 | 0 | 114,031 | 140,254 |
| 2061 | 97/96 | 0 | 26,915 | 0 | 117,041 | 143,956 |
| 2062 | 98/97 | 0 | 27,626 | 0 | 120,131 | 147,757 |
| 2063 | 99/98 | 0 | 28,355 | 0 | 123,303 | 151,658 |
| 2064 | 100/99 | 0 | 29,104 | 0 | 126,558 | 155,662 |
| 2065 | 101/100 | 0 | 29,872 | 0 | 81,737 | 111,609 |

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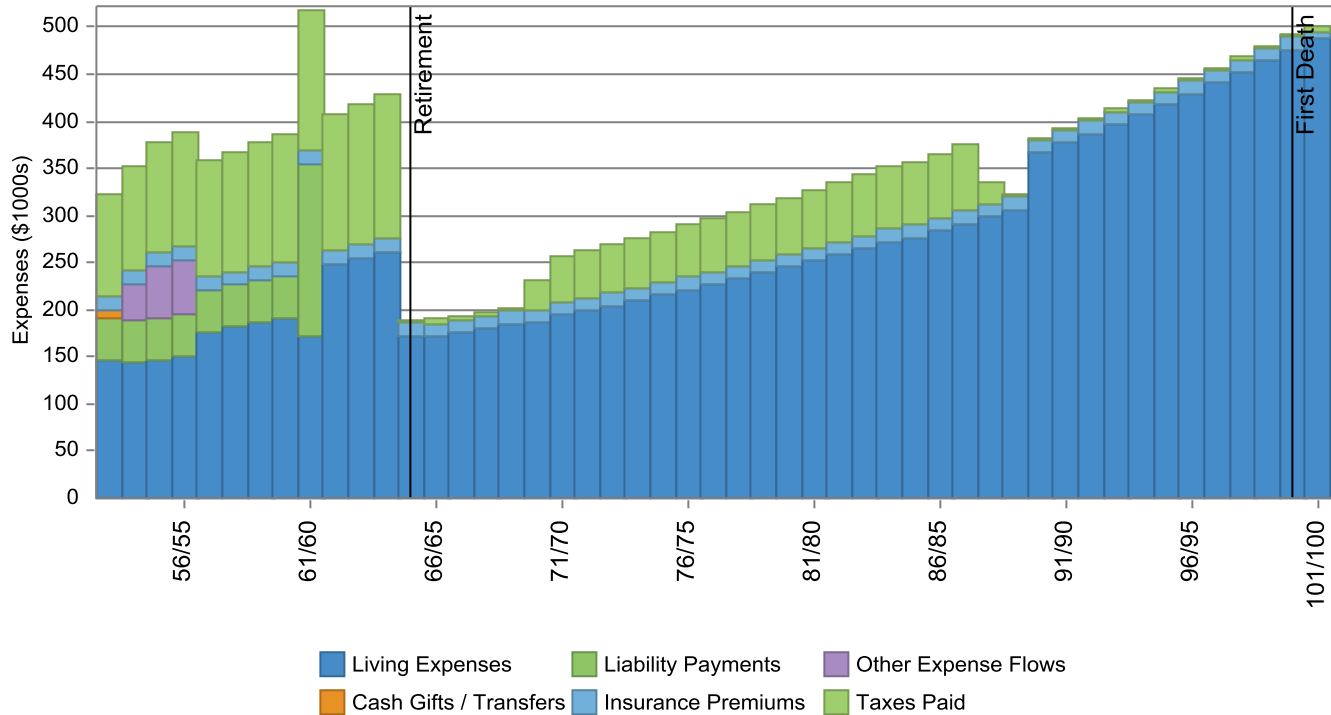
Cash Flow - Expenses

Base Facts (All Years)

Prepared for Frank and Joanna Miller

The Expenses report illustrates your projected cash expenditures.

Expenses Breakdown



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Cash Flow - Expenses

Base Facts (All Years)

Prepared for Frank and Joanna Miller

The Expenses report illustrates your projected cash expenditures.

| Year | Age | Living Expenses | Liability Payments | Other Expense Flows | Cash Gifts / Transfers | Insurance Premiums | Taxes Paid | Total Expenses |
|-------------|--------------|-----------------|--------------------|---------------------|------------------------|--------------------|--------------|----------------|
| 2017 | 53/52 | \$147,051 | \$44,280 | \$0 | \$8,000 | \$14,500 | \$108,669 | \$322,500 |
| 2018 | 54/53 | 143,696 | 44,280 | 38,572 | 0 | 14,500 | 112,171 | 353,219 |
| 2019 | 55/54 | 147,491 | 44,280 | 54,080 | 0 | 14,500 | 117,222 | 377,573 |
| 2020 | 56/55 | 151,384 | 44,280 | 56,243 | 0 | 14,500 | 121,575 | 387,982 |
| 2021 | 57/56 | 176,891 | 44,280 | 0 | 0 | 14,500 | 122,394 | 358,065 |
| 2022 | 58/57 | 181,881 | 44,280 | 0 | 0 | 14,500 | 126,557 | 367,218 |
| 2023 | 59/58 | 187,239 | 44,280 | 0 | 0 | 14,500 | 131,120 | 377,139 |
| 2024 | 60/59 | 191,103 | 45,489 | 0 | 0 | 14,500 | 135,742 | 386,834 |
| 2025 | 61/60 | 172,450 | 182,678 | 0 | 0 | 14,500 | 148,134 | 517,762 |
| 2026 | 62/61 | 248,349 | 0 | 0 | 0 | 14,500 | 144,731 | 407,580 |
| 2027 | 63/62 | 254,367 | 0 | 0 | 0 | 14,500 | 149,278 | 418,145 |
| 2028 | 64/63 | 260,781 | 0 | 0 | 0 | 14,500 | 154,235 | 429,516 |
| 2029 | 65/64 | 171,379 | 0 | 0 | 0 | 14,500 | 3,376 | 189,255 |
| 2030 | 66/65 | 171,075 | 0 | 0 | 0 | 13,500 | 6,313 | 190,888 |
| 2031 | 67/66 | 175,314 | 0 | 0 | 0 | 13,500 | 5,112 | 193,926 |
| 2032 | 68/67 | 180,343 | 0 | 0 | 0 | 13,500 | 3,979 | 197,822 |
| 2033 | 69/68 | 185,468 | 0 | 0 | 0 | 13,500 | 2,985 | 201,953 |
| 2034 | 70/69 | 186,920 | 0 | 0 | 0 | 13,500 | 29,934 | 230,354 |
| 2035 | 71/70 | 194,251 | 0 | 0 | 0 | 13,500 | 48,860 | 256,611 |
| 2036 | 72/71 | 199,436 | 0 | 0 | 0 | 13,500 | 50,022 | 262,958 |
| 2037 | 73/72 | 204,761 | 0 | 0 | 0 | 13,500 | 51,191 | 269,452 |
| 2038 | 74/73 | 210,243 | 0 | 0 | 0 | 13,500 | 52,435 | 276,178 |
| 2039 | 75/74 | 215,743 | 0 | 0 | 0 | 13,500 | 53,640 | 282,883 |
| 2040 | 76/75 | 221,371 | 0 | 0 | 0 | 13,500 | 54,890 | 289,761 |
| 2041 | 77/76 | 227,147 | 0 | 0 | 0 | 13,500 | 56,203 | 296,850 |
| 2042 | 78/77 | 233,067 | 0 | 0 | 0 | 13,500 | 57,429 | 303,996 |
| 2043 | 79/78 | 239,157 | 0 | 0 | 0 | 13,500 | 58,812 | 311,469 |
| 2044 | 80/79 | 245,408 | 0 | 0 | 0 | 13,500 | 60,193 | 319,101 |
| 2045 | 81/80 | 251,828 | 0 | 0 | 0 | 13,500 | 61,603 | 326,931 |
| 2046 | 82/81 | 258,423 | 0 | 0 | 0 | 13,500 | 63,048 | 334,971 |
| 2047 | 83/82 | 265,207 | 0 | 0 | 0 | 13,500 | 64,589 | 343,296 |
| 2048 | 84/83 | 272,173 | 0 | 0 | 0 | 13,500 | 66,115 | 351,788 |
| 2049 | 85/84 | 276,916 | 0 | 0 | 0 | 13,500 | 66,728 | 357,144 |
| 2050 | 86/85 | 284,055 | 0 | 0 | 0 | 13,500 | 68,234 | 365,789 |
| 2051 | 87/86 | 291,360 | 0 | 0 | 0 | 13,500 | 69,801 | 374,661 |

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| Year | Age | Living Expenses | Liability Payments | Other Expense Flows | Cash Gifts / Transfers | Insurance Premiums | Taxes Paid | Total Expenses |
|-------------|---------------|-----------------|--------------------|---------------------|------------------------|--------------------|--------------|----------------|
| 2052 | 88/87 | 298,722 | 0 | 0 | 0 | 13,500 | 22,727 | 334,949 |
| 2053 | 89/88 | 306,608 | 0 | 0 | 0 | 13,500 | 1,976 | 322,084 |
| 2054 | 90/89 | 367,154 | 0 | 0 | 0 | 13,500 | 2,061 | 382,715 |
| 2055 | 91/90 | 376,847 | 0 | 0 | 0 | 13,500 | 2,149 | 392,496 |
| 2056 | 92/91 | 386,796 | 0 | 0 | 0 | 13,500 | 2,239 | 402,535 |
| 2057 | 93/92 | 397,007 | 0 | 0 | 0 | 13,500 | 2,332 | 412,839 |
| 2058 | 94/93 | 407,488 | 0 | 0 | 0 | 13,500 | 2,427 | 423,415 |
| 2059 | 95/94 | 418,246 | 0 | 0 | 0 | 13,500 | 2,523 | 434,269 |
| 2060 | 96/95 | 429,288 | 0 | 0 | 0 | 13,500 | 2,623 | 445,411 |
| 2061 | 97/96 | 440,621 | 0 | 0 | 0 | 13,500 | 2,725 | 456,846 |
| 2062 | 98/97 | 452,253 | 0 | 0 | 0 | 13,500 | 2,831 | 468,584 |
| 2063 | 99/98 | 464,192 | 0 | 0 | 0 | 13,500 | 2,939 | 480,631 |
| 2064 | 100/99 | 476,447 | 0 | 0 | 0 | 13,500 | 3,049 | 492,996 |
| 2065 | 101/100 | 489,025 | 0 | 0 | 0 | 4,500 | 8,083 | 501,608 |

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Living Expense Worksheet

Base Facts

Prepared for Frank and Joanna Miller

The living expense worksheet lists the detailed breakdown of living expenses.

No living expense details have been defined.

Sample

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Beneficiary Designation Summary

Base Facts

Prepared for Frank and Joanna Miller

The Beneficiary Designations report shows the designated beneficiaries for assets and life insurance.

| RETIREMENT ASSETS | | | |
|-------------------------------|---------------|---------------------|---------------|
| | Primary | Contingent | Current Value |
| Owner: Frank Miller | | | |
| Frank's 401K | Joanna Miller | Equally to Children | \$441,836 |
| Owner: Joanna Miller | | | |
| Joanna's 403B | Frank Miller | Equally to Children | \$143,509 |
| Joanna's Roth IRA (converted) | Frank Miller | Equally to Children | \$103,431 |

| LIFE INSURANCE POLICIES | | | |
|-------------------------------|---------------|---------------------|---------------|
| | Primary | Contingent | Death Benefit |
| Insured: Frank Miller | | | |
| Group Policy on Frank | Joanna Miller | Equally to Children | \$800,000 |
| Whole Life Policy on Frank | Joanna Miller | Equally to Children | \$500,000 |
| Insured: Joanna Miller | | | |
| Term Policy on Joanna | Frank Miller | Equally to Children | \$500,000 |

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Asset Allocation Overview

Sample

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Asset Allocation

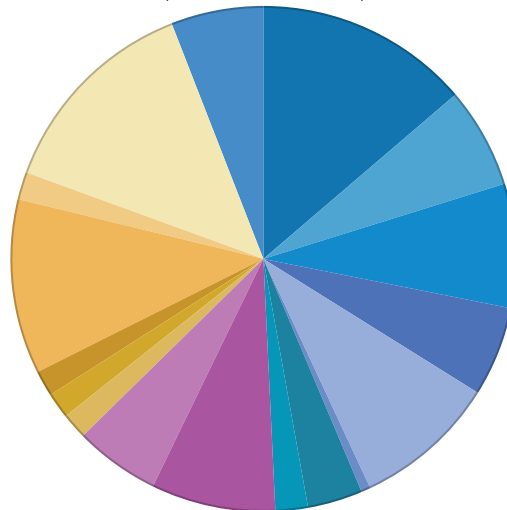
As of March 23, 2017

Prepared for Frank and Joanna Miller

The Asset Allocation report shows a detailed breakdown of accounts by asset class and allows comparisons to the current asset allocation.

All Assets - Current Allocation

(7.42% blended rate)



| | |
|-----------------------|----------------------|
| Large Growth (13.74%) | Large Value (6.46%) |
| Large Blend (7.94%) | Mid Growth (5.75%) |
| Mid Value (9.18%) | Mid Blend (0.59%) |
| Small Growth (3.52%) | Small Blend (2.08%) |
| International (7.95%) | Emerg Mkts (5.46%) |
| Sht Trm Mun (1.65%) | Int Trm Mun (1.65%) |
| Long Trm Mun (1.65%) | Inv Grd Bnd (11.19%) |
| Sht Trm Bnd (1.76%) | IPS (13.52%) |
| Other (5.91%) | |

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Asset Allocation

As of March 23, 2017

Prepared for Frank and Joanna Miller

The Asset Allocation report shows a detailed breakdown of accounts by asset class and allows comparisons to the current asset allocation.

| | Large Growth | Large Value | Large Blend | Mid Growth | Mid Value | Mid Blend | Small Growth | Small Blend | International | Emerg Mkts | Sht Trm Mun | Int Trm Mun | Long Trm Mun | Inv Grd Bnd | Sht Trm Bnd | IPS | Other | Total |
|---|--------------|-------------|-------------|------------|-----------|-----------|--------------|-------------|---------------|------------|-------------|-------------|--------------|-------------|-------------|----------|--------|-----------|
| ALL ASSETS - CURRENT ALLOCATION | | | | | | | | | | | | | | | | | | |
| 529 Plan for Lucas | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$51,996 | \$0 | \$51,996 |
| 529 Plan for Mary Beth | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 117,610 | 0 | 117,610 |
| Cash Account at Vanguard | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 25,000 | 25,000 |
| Every Day Checking | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 9,365 | 9,365 |
| Frank and Joanna Joint Investment Account | 75,080 | 37,935 | 28,922 | 72,069 | 48,163 | 7,371 | 0 | 26,036 | 10,612 | 15,481 | 0 | 0 | 0 | 0 | 0 | 0 | 4,312 | 325,981 |
| Frank's 401K | 97,204 | 0 | 70,694 | 0 | 35,347 | 0 | 44,184 | 0 | 39,765 | 53,020 | 0 | 0 | 0 | 79,530 | 22,092 | 0 | 0 | 441,836 |
| Joanna's 403B | 0 | 43,053 | 0 | 0 | 31,572 | 0 | 0 | 0 | 28,702 | 0 | 0 | 0 | 0 | 40,183 | 0 | 0 | 0 | 143,510 |
| Joanna's Roth IRA (converted) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 20,686 | 0 | 20,686 | 20,686 | 20,686 | 20,686 | 0 | 0 | 0 | 103,430 |
| Whole Life Policy on Frank | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 35,500 | 35,500 |
| Totals | 172,284 | 80,988 | 99,616 | 72,069 | 115,082 | 7,371 | 44,184 | 26,036 | 99,765 | 68,501 | 20,686 | 20,686 | 20,686 | 140,399 | 22,092 | 169,606 | 74,177 | 1,254,228 |

| | Large Growth | Large Value | Large Blend | Mid Growth | Mid Value | Mid Blend | Small Growth | Small Blend | International | Emerg Mkts | Sht Trm Mun | Int Trm Mun | Long Trm Mun | Inv Grd Bnd | Sht Trm Bnd | IPS | Other | Total |
|------------|--------------|-------------|-------------|------------|-----------|-----------|--------------|-------------|---------------|------------|-------------|-------------|--------------|-------------|-------------|--------|-------|---------|
| All Assets | 13.74% | 6.46% | 7.94% | 5.75% | 9.18% | 0.59% | 3.52% | 2.08% | 7.95% | 5.46% | 1.65% | 1.65% | 1.65% | 11.19% | 1.76% | 13.52% | 5.91% | 100.00% |

The Blended Rate is the weighted average of the market index rates of returns that underlie each asset class of a given model portfolio.

All investments involve risks that you will lose value including the amount of your initial investment. Investments that offer the potential for higher rates of return generally involve greater risk of loss. Note: reinvestment transactions that involve selling existing investments may involve transaction costs associated with the sale of those assets as well as transaction costs associated with the purchase of new investments.

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International investing: There are special risks associated with international investing, such as political changes and currency fluctuations. These risks are heightened in emerging markets.

Small/Mid-Capitalization investing: Investments in companies with small or mid-market capitalization ("small/mid-caps") may be subject to special risks given their characteristic narrow markets, limited financial resources, and less liquid stocks, all of which may cause price volatility.

High-Yield investing: Investments in high yielding debt securities are generally subject to greater market fluctuations and risk of loss of income and principal, than are investments in lower yielding debt securities.

Inflation Protected Bond investing: Interest rate increases can cause the price of a debt security to decrease. Increases in real interest rates can cause the price of inflation-protected debt securities to decrease. Interest payments on inflation-protected debt securities can be unpredictable.

Interest Rate Risk: This risk refers to the risk that bond prices decline as interest rates rise. Interest rates and bond prices tend to move in opposite directions. Long-term bonds tend to be more sensitive to interest rate changes and therefore may be more volatile.

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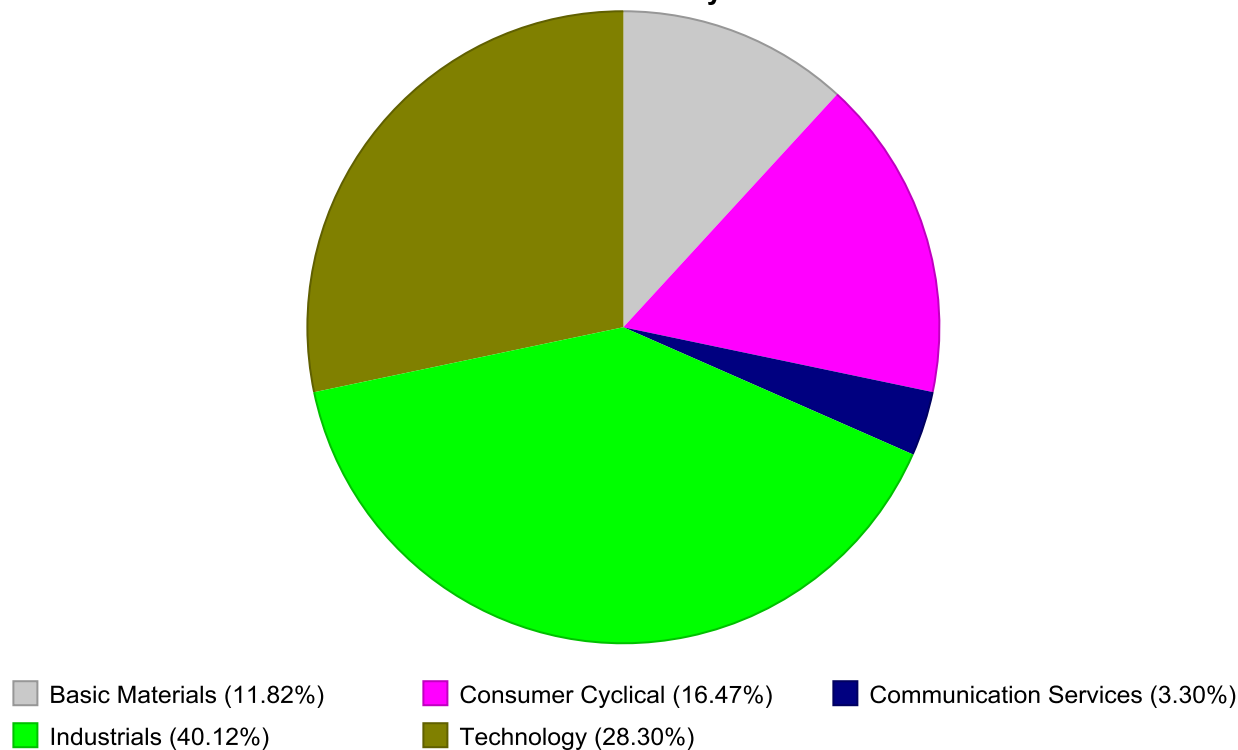
Stocks by Sector

As of March 23, 2017

Prepared for Frank and Joanna Miller

The Stocks by Sector report lists your stock holdings, grouped by sector as of the last update.

All Assets - Stocks by Sector



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Stocks by Sector

As of March 23, 2017

Prepared for Frank and Joanna Miller

The Stocks by Sector report lists your stock holdings, grouped by sector as of the last update.

| Sector | Name | Account | Ticker | Units | Price | Market Value | % of Stock Portfolio |
|-------------------------------|--|---|--------|-----------|----------|--------------------|----------------------|
| Basic Materials | | | | | | | |
| | United States Steel Corporation | Frank and Joanna Joint Investment Account | X | 1,100.000 | \$34.56 | \$38,016.00 | 11.82 |
| | Subtotal | | | | | \$38,016.00 | 11.82 |
| Consumer Cyclical | | | | | | | |
| | Ctrip.com International, Ltd. - American Depositary Shares | Frank and Joanna Joint Investment Account | CTRP | 100.000 | \$48.20 | \$4,820.00 | 1.50 |
| | Ford Motor Company | Frank and Joanna Joint Investment Account | F | 820.000 | \$11.77 | \$9,651.40 | 3.00 |
| | Hyatt Hotels Corporation Class A | Frank and Joanna Joint Investment Account | H | 140.000 | \$52.65 | \$7,371.00 | 2.29 |
| | Lumber Liquidators Holdings, Inc | Frank and Joanna Joint Investment Account | LL | 70.000 | \$18.63 | \$1,304.10 | 0.41 |
| | Netflix, Inc. | Frank and Joanna Joint Investment Account | NFLX | 25.000 | \$142.65 | \$3,566.25 | 1.11 |
| | Under Armour, Inc. Class C | Frank and Joanna Joint Investment Account | UA | 220.000 | \$17.51 | \$3,852.20 | 1.20 |
| | Walt Disney Company (The) | Frank and Joanna Joint Investment Account | DIS | 200.000 | \$112.08 | \$22,416.00 | 6.97 |
| | Subtotal | | | | | \$52,980.95 | 16.47 |
| Communication Services | | | | | | | |
| | Vodafone Group Plc - American Depositary Shares each representin | Frank and Joanna Joint Investment Account | VOD | 400.000 | \$26.53 | \$10,612.00 | 3.30 |
| | Subtotal | | | | | \$10,612.00 | 3.30 |
| Industrials | | | | | | | |
| | Barnes Group, Inc. | Frank and Joanna Joint Investment Account | B | 200.000 | \$49.26 | \$9,852.00 | 3.06 |
| | FedEx Corporation | Frank and Joanna Joint Investment Account | FDX | 78.000 | \$195.92 | \$15,281.76 | 4.75 |
| | Genpact Limited | Frank and Joanna Joint | G | 440.000 | \$24.23 | \$10,661.20 | 3.31 |

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| Sector | Name | Account | Ticker | Units | Price | Market Value | % of Stock Portfolio |
|-------------------|--------------------------|---|--------|---------|----------|---------------------|----------------------|
| | Heartland Express, Inc. | Investment Account Frank and Joanna Joint Investment Account | HTLD | 744.000 | \$20.00 | \$14,880.00 | 4.63 |
| | L3 Technologies, Inc. | Investment Account Frank and Joanna Joint Investment Account | LLL | 60.000 | \$169.12 | \$10,147.20 | 3.15 |
| | The Middleby Corporation | Investment Account Frank and Joanna Joint Investment Account | MIDD | 503.000 | \$135.62 | \$68,216.86 | 21.21 |
| | Subtotal | | | | | \$129,039.02 | 40.12 |
| Technology | Apple Inc. | Frank and Joanna Joint Investment Account | AAPL | 200.000 | \$141.42 | \$28,284.00 | 8.79 |
| | Cisco Systems, Inc. | Frank and Joanna Joint Investment Account | CSCO | 400.000 | \$34.10 | \$13,640.00 | 4.24 |
| | Microsoft Corporation | Frank and Joanna Joint Investment Account | MSFT | 755.000 | \$65.03 | \$49,097.65 | 15.26 |
| | Subtotal | | | | | \$91,021.65 | 28.30 |
| Total | | | | | | \$321,669.62 | 100.00 |

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Holdings Details

As of March 23, 2017

Prepared for Frank and Joanna Miller

The Holdings Detail report lists your holdings, and each holding's percentage of the total portfolio as of the last update.

ACCOUNTS INCLUDED: ALL ASSETS

| Name | Ticker | CUSIP | Units | Price | Market Value | Asset Class | % of Portfolio |
|--|--------|-------|-----------|----------|------------------|---------------|----------------|
| 529 Plan for Lucas | | | | | | | |
| Vanguard Short-Term Inflation-Protected Securities Index Fd Inv | VTIPX | | 2,100.000 | \$24.76 | \$51,996.00 | IPS | 10.43 |
| 529 Plan for Mary Beth | | | | | | | |
| Vanguard Short-Term Inflation-Protected Securities Index Fd Inv | VTIPX | | 4,750.000 | \$24.76 | \$117,610.00 | IPS | 23.59 |
| Frank and Joanna Joint Investment Account | | | | | | | |
| Apple Inc. | AAPL | | 200.000 | \$141.42 | \$28,284.00 | Large Value | 5.67 |
| Barnes Group, Inc. | B | | 200.000 | \$49.26 | \$9,852.00 | Small Blend | 1.98 |
| Cisco Systems, Inc. | CSCO | | 400.000 | \$34.10 | \$13,640.00 | Large Blend | 2.74 |
| Ctrip.com International, Ltd. - American Depositary Shares | CTRP | | 100.000 | \$48.20 | \$4,820.00 | Emerg Mkts | 0.97 |
| FedEx Corporation | FDX | | 78.000 | \$195.92 | \$15,281.76 | Large Blend | 3.07 |
| Ford Motor Company | F | | 820.000 | \$11.77 | \$9,651.40 | Large Value | 1.94 |
| Genpact Limited | G | | 440.000 | \$24.23 | \$10,661.20 | Emerg Mkts | 2.14 |
| Heartland Express, Inc. | HTLD | | 744.000 | \$20.00 | \$14,880.00 | Small Blend | 2.99 |
| Hyatt Hotels Corporation Class A | H | | 140.000 | \$52.65 | \$7,371.00 | Mid Blend | 1.48 |
| L3 Technologies, Inc. | LLL | | 60.000 | \$169.12 | \$10,147.20 | Mid Value | 2.04 |
| Lumber Liquidators Holdings, Inc | LL | | 70.000 | \$18.63 | \$1,304.10 | Small Blend | 0.26 |
| Microsoft Corporation | MSFT | | 755.000 | \$65.03 | \$49,097.65 | Large Growth | 9.85 |
| Netflix, Inc. | NFLX | | 25.000 | \$142.65 | \$3,566.25 | Large Growth | 0.72 |
| The Middleby Corporation | MIDD | | 503.000 | \$135.62 | \$68,216.86 | Mid Growth | 13.68 |
| Under Armour, Inc. Class C | UA | | 220.000 | \$17.51 | \$3,852.20 | Mid Growth | 0.77 |
| United States Steel Corporation | X | | 1,100.000 | \$34.56 | \$38,016.00 | Mid Value | 7.63 |
| Vodafone Group Plc - American Depositary Shares each representin | VOD | | 400.000 | \$26.53 | \$10,612.00 | International | 2.13 |
| Walt Disney Company (The) | DIS | | 200.000 | \$112.08 | \$22,416.00 | Large Growth | 4.50 |
| Total Holdings | | | | | \$491,276 | | 98.55 |
| Cash Balance | | | | | \$7,214 | | 1.45 |
| Total Value | | | | | \$498,490 | | 100.00 |

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Holdings Gain/Loss

As of March 23, 2017

Prepared for Frank and Joanna Miller

The Holdings Gain/Loss report provides the tax basis and unrealized gain or loss for your holdings, as well as the total tax basis and total gain or loss for your holdings as of the last update.

ACCOUNTS INCLUDED: ALL ASSETS

| Name | Ticker | CUSIP | Units | Unit Tax Basis | Tax Basis | Price | Market Value | Unrealized Gain/Loss | % of Portfolio |
|--|--------|-------|-----------|----------------------|-------------------|----------|---------------------|-------------------------|-------------------|
| 529 Plan for Lucas | | | | | | | | | |
| Vanguard Short-Term Inflation-Protected Securities Index Fd Inv | VTIPX | | 2,100.000 | -- | -- | \$24.76 | \$51,996.00 | -- | 10.58 |
| 529 Plan for Mary Beth | | | | | | | | | |
| Vanguard Short-Term Inflation-Protected Securities Index Fd Inv | VTIPX | | 4,750.000 | -- | -- | \$24.76 | \$117,610.00 | -- | 23.94 |
| Frank and Joanna Joint Investment Account | | | | | | | | | |
| Apple Inc. | AAPL | | 200.000 | 75.00 | 15,000.00 | \$141.42 | \$28,284.00 | 13,284.00 | 5.76 |
| Barnes Group, Inc. | B | | 200.000 | 11.50 | 2,300.00 | \$49.26 | \$9,852.00 | 7,552.00 | 2.01 |
| Cisco Systems, Inc. | CSCO | | 400.000 | 37.50 | 15,000.00 | \$34.10 | \$13,640.00 | (1,360.00) | 2.78 |
| Ctrip.com International, Ltd. - American Depositary Shares | CTRP | | 100.000 | 50.00 | 5,000.00 | \$48.20 | \$4,820.00 | (180.00) | 0.98 |
| FedEx Corporation | FDX | | 78.000 | 128.21 | 10,000.00 | \$195.92 | \$15,281.76 | 5,281.76 | 3.11 |
| Ford Motor Company | F | | 820.000 | 12.20 | 10,000.00 | \$11.77 | \$9,651.40 | (348.60) | 1.96 |
| Genpact Limited | G | | 440.000 | 6.82 | 3,000.00 | \$24.23 | \$10,661.20 | 7,661.20 | 2.17 |
| Heartland Express, Inc. | HTLD | | 744.000 | 12.37 | 9,200.00 | \$20.00 | \$14,880.00 | 5,680.00 | 3.03 |
| Hyatt Hotels Corporation Class A | H | | 140.000 | 28.57 | 4,000.00 | \$52.65 | \$7,371.00 | 3,371.00 | 1.50 |
| L3 Technologies, Inc. | LLL | | 60.000 | 50.00 | 3,000.00 | \$169.12 | \$10,147.20 | 7,147.20 | 2.07 |
| Lumber Liquidators Holdings, Inc | LL | | 70.000 | 14.29 | 1,000.00 | \$18.63 | \$1,304.10 | 304.10 | 0.27 |
| Microsoft Corporation | MSFT | | 755.000 | 26.49 | 20,000.00 | \$65.03 | \$49,097.65 | 29,097.65 | 9.99 |
| Netflix, Inc. | NFLX | | 25.000 | 200.00 | 5,000.00 | \$142.65 | \$3,566.25 | (1,433.75) | 0.73 |
| The Middleby Corporation | MIDD | | 503.000 | 55.67 | 28,000.00 | \$135.62 | \$68,216.86 | 40,216.86 | 13.89 |
| Under Armour, Inc. Class C | UA | | 220.000 | 36.36 | 8,000.00 | \$17.51 | \$3,852.20 | (4,147.80) | 0.78 |
| United States Steel Corporation | X | | 1,100.000 | 45.45 | 50,000.00 | \$34.56 | \$38,016.00 | (11,984.00) | 7.74 |
| Vodafone Group Plc - American Depositary Shares each representin | VOD | | 400.000 | 15.00 | 6,000.00 | \$26.53 | \$10,612.00 | 4,612.00 | 2.16 |
| Walt Disney Company (The) | DIS | | 200.000 | 75.00 | 15,000.00 | \$112.08 | \$22,416.00 | 7,416.00 | 4.56 |
| Total Holdings | | | | | 209,500.00 | | \$491,275.62 | 112,169.62 | 100.00 |

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Stock Options / Grants

Sample

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Stock Options/Grants Value

Base Facts

Prepared for Frank and Joanna Miller

There are no stock option grants to report on.

Sample

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Stock Options/Grants Vesting Schedule

Base Facts

Prepared for Frank and Joanna Miller

The Stock Options/Grants Vesting Schedule report shows the vesting schedule for Incentive Stock Options, Non-Qualified Stock Options and Restricted Stock Plans. This vesting schedule also shows, for the period specified, shares exercised and shares exercisable according to the exercise/sell strategy you have chosen.

There are no stock option grants to report on.

Sample

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Stock Options/Grants Activity Forecast

Base Facts (All Years)

Prepared for Frank and Joanna Miller

The Stock Options Activity Forecast report shows the projected exercise of options and sale of stock according to the strategy you have chosen for your Incentive Stock Options, Non-Qualified Stock Options and Restricted Stock Plans.

There are no stock option grants to report on.

Sample

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Stock Options/Grants ISO Limitation

Base Facts

Prepared for Frank and Joanna Miller

The Stock Options ISO Limitation report shows your future ISO grants, and illustrates how the ISO Limitation rule affects the status of those grants. You are allowed to receive a maximum of \$100,000 in ISO grants in any calendar year, determined on the date of the grant.

There are no stock options/grants affected by the ISO Limitation.

Sample

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Stock Options/Grants Tax Impact

Base Facts

Prepared for Frank and Joanna Miller

The Stock Options Tax Impact report illustrates the projected income and capital gains generated by your Incentive Stock Options, Non-Qualified Stock Options and Restricted Stock Plans, and the impact upon your projected federal income, state and local taxes.

There are no stock option grants to report on.

Sample

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Stock Options/Grants Strategy Details

Base Facts

Prepared for Frank and Joanna Miller

The Stock Options/Grants Strategy Details report provides a high-level view of your overall strategy relating to your option plan. It reflects the vest date, exercise year, and sale year for each of your grants. If a grant has multiple vesting periods, the report reflects the information for each vesting period.

There are no stock option grants to report on.

Sample

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Risk Management

Sample

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Life Insurance Gap Analysis

Base Facts with Premature Death - Client

Prepared for Frank and Joanna Miller

When considering additional life insurance, it can be useful to look at how some key numbers compare with and without that insurance.

In this scenario, it is assumed that **Frank** dies at age **53** in **2017** and that the survivor, **Joanna**, will live until age **100** in **2065**.

| Comparative Value | Current Scenario | w/ Additional Insurance |
|---------------------------------------|------------------|-------------------------|
| Total Survivor Costs | \$13,833,367 | \$15,193,035 |
| Life Insurance Benefits | \$1,300,000 | \$5,050,000 |
| Portfolio Assets After Frank's Death | \$1,119,599 | \$1,119,599 |
| Portfolio Assets + Insurance | \$2,419,599 | \$6,169,599 |
| Portfolio Assets After Joanna's Death | (\$7,996,923) | \$73,797 |

The additional life insurance needed on **Frank** is **\$3,750,000** for total life insurance coverage of **\$5,050,000**.

SUMMARY

Additional Insurance
\$3,750,000

Existing Life Insurance
\$1,300,000

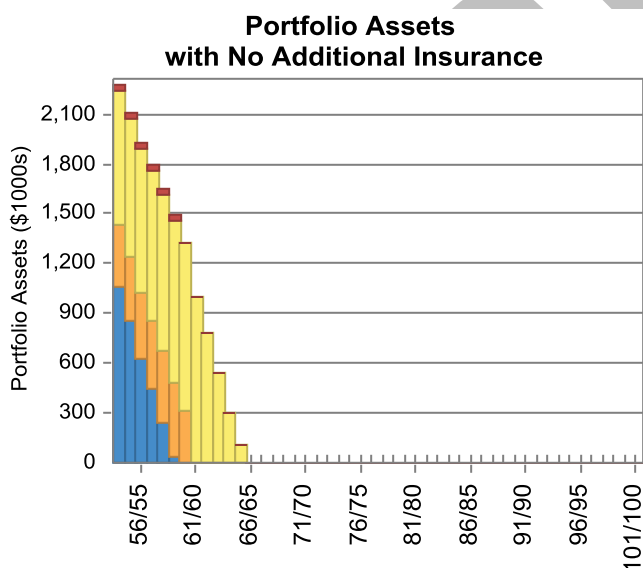
Survivor's Assets (2018) at Beginning of Year
\$2,419,599 (current)
\$6,169,599 (new)

Survivor's Assets (2065)
(\$7,996,923) (current)
\$73,797 (new)

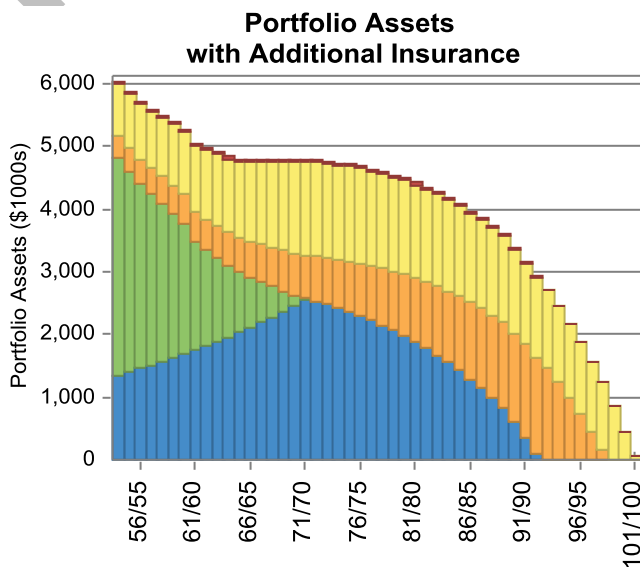
Assuming the additional life insurance benefits can be invested at **0.00%**, you are projected to have assets remaining of **\$73,797** after **Joanna's** death in **2065**.

Portfolio Assets

The charts below project the amount of portfolio assets in the Current Scenario and the Additional Insurance Scenario.



Existing Ins. Proceeds Taxable Assets
Retirement Assets Cash Assets



Existing Ins. Proceeds Proposed Ins. Proceeds
Taxable Assets Retirement Assets
Cash Assets

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Life Insurance Gap Analysis

Base Facts with Premature Death - Client

Prepared for Frank and Joanna Miller

| Year | Age | Income Flows | Investment Income | Planned Distributions | Other Inflows | Total Inflows | Total Expenses | Planned Savings | Total Outflows | Total Portfolio Assets |
|------|-------|--------------|-------------------|-----------------------|---------------|---------------|----------------|-----------------|----------------|------------------------|
| 2018 | 54/53 | \$0 | \$0 | \$0 | \$0 | \$0 | \$234,667 | \$0 | \$234,667 | \$6,027,715 |
| 2019 | 55/54 | 0 | 0 | 0 | 0 | 0 | 254,367 | 0 | 254,367 | 5,869,665 |
| 2020 | 56/55 | 0 | 0 | 0 | 0 | 0 | 260,843 | 0 | 260,843 | 5,708,809 |
| 2021 | 57/56 | 0 | 0 | 0 | 0 | 0 | 209,039 | 0 | 209,039 | 5,603,566 |
| 2022 | 58/57 | 0 | 0 | 0 | 0 | 0 | 213,595 | 0 | 213,595 | 5,497,721 |
| 2023 | 59/58 | 0 | 0 | 0 | 0 | 0 | 218,415 | 0 | 218,415 | 5,391,163 |
| 2024 | 60/59 | 0 | 0 | 0 | 0 | 0 | 224,795 | 0 | 224,795 | 5,282,486 |
| 2025 | 61/60 | 0 | 0 | 0 | 0 | 0 | 367,336 | 0 | 367,336 | 5,035,692 |
| 2026 | 62/61 | 0 | 0 | 0 | 0 | 0 | 190,032 | 0 | 190,032 | 4,970,795 |
| 2027 | 63/62 | 0 | 0 | 0 | 0 | 0 | 195,189 | 0 | 195,189 | 4,905,508 |
| 2028 | 64/63 | 0 | 0 | 0 | 0 | 0 | 200,489 | 0 | 200,489 | 4,839,872 |
| 2029 | 65/64 | 0 | 0 | 0 | 0 | 0 | 177,985 | 0 | 177,985 | 4,801,878 |
| 2030 | 66/65 | 38,105 | 0 | 0 | 0 | 38,105 | 192,981 | 0 | 192,981 | 4,792,325 |
| 2031 | 67/66 | 48,041 | 0 | 0 | 0 | 48,041 | 200,416 | 0 | 200,416 | 4,790,810 |
| 2032 | 68/67 | 49,310 | 0 | 0 | 0 | 49,310 | 205,873 | 0 | 205,873 | 4,790,856 |
| 2033 | 69/68 | 50,612 | 0 | 0 | 0 | 50,612 | 211,510 | 0 | 211,510 | 4,792,533 |
| 2034 | 70/69 | 51,949 | 0 | 0 | 0 | 51,949 | 217,292 | 0 | 217,292 | 4,795,958 |
| 2035 | 71/70 | 53,320 | 0 | 46,148 | 0 | 99,468 | 236,609 | 0 | 236,609 | 4,787,869 |
| 2036 | 72/71 | 54,728 | 0 | 47,792 | 0 | 102,520 | 245,461 | 0 | 245,461 | 4,777,251 |

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| Year | Age | Income Flows | Investment Income | Planned Distributions | Other Inflows | Total Inflows | Total Expenses | Planned Savings | Total Outflows | Total Portfolio Assets |
|------|-------|--------------|-------------------|-----------------------|---------------|---------------|----------------|-----------------|----------------|------------------------|
| 2037 | 73/72 | 56,173 | 0 | 49,489 | 0 | 105,662 | 252,915 | 0 | 252,915 | 4,761,213 |
| 2038 | 74/73 | 57,656 | 0 | 51,244 | 0 | 108,900 | 258,437 | 0 | 258,437 | 4,740,525 |
| 2039 | 75/74 | 59,178 | 0 | 53,055 | 0 | 112,233 | 265,177 | 0 | 265,177 | 4,713,831 |
| 2040 | 76/75 | 60,741 | 0 | 54,924 | 0 | 115,665 | 270,858 | 0 | 270,858 | 4,682,002 |
| 2041 | 77/76 | 62,344 | 0 | 56,852 | 0 | 119,196 | 277,967 | 0 | 277,967 | 4,643,454 |
| 2042 | 78/77 | 63,990 | 0 | 58,563 | 0 | 122,553 | 283,716 | 0 | 283,716 | 4,599,334 |
| 2043 | 79/78 | 65,679 | 0 | 60,606 | 0 | 126,285 | 291,183 | 0 | 291,183 | 4,547,756 |
| 2044 | 80/79 | 67,414 | 0 | 62,388 | 0 | 129,802 | 297,104 | 0 | 297,104 | 4,490,025 |
| 2045 | 81/80 | 69,194 | 0 | 64,199 | 0 | 133,393 | 304,819 | 0 | 304,819 | 4,424,160 |
| 2046 | 82/81 | 71,020 | 0 | 66,036 | 0 | 137,056 | 310,879 | 0 | 310,879 | 4,351,553 |
| 2047 | 83/82 | 72,896 | 0 | 67,898 | 0 | 140,794 | 319,000 | 0 | 319,000 | 4,269,934 |
| 2048 | 84/83 | 74,820 | 0 | 69,779 | 0 | 144,599 | 325,222 | 0 | 325,222 | 4,180,907 |
| 2049 | 85/84 | 76,795 | 0 | 71,675 | 0 | 148,470 | 333,691 | 0 | 333,691 | 4,081,994 |
| 2050 | 86/85 | 78,822 | 0 | 73,082 | 0 | 151,904 | 339,897 | 0 | 339,897 | 3,975,133 |
| 2051 | 87/86 | 80,903 | 0 | 74,449 | 0 | 155,352 | 348,607 | 0 | 348,607 | 3,857,572 |
| 2052 | 88/87 | 83,039 | 0 | 75,767 | 0 | 158,806 | 354,932 | 0 | 354,932 | 3,731,344 |
| 2053 | 89/88 | 85,232 | 0 | 77,022 | 0 | 162,254 | 361,483 | 0 | 361,483 | 3,595,947 |
| 2054 | 90/89 | 87,482 | 0 | 78,203 | 0 | 165,685 | 425,936 | 0 | 425,936 | 3,393,189 |
| 2055 | 91/90 | 89,792 | 0 | 78,595 | 0 | 168,387 | 434,913 | 0 | 434,913 | 3,176,040 |
| 2056 | 92/91 | 92,163 | 0 | 78,845 | 0 | 171,008 | 444,038 | 0 | 444,038 | 2,943,863 |
| 2057 | 93/92 | 94,596 | 0 | 78,935 | 0 | 173,531 | 446,716 | 0 | 446,716 | 2,702,596 |
| 2058 | 94/93 | 97,094 | 0 | 78,840 | 0 | 175,934 | 456,661 | 0 | 456,661 | 2,445,998 |

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| Year | Age | Income Flows | Investment Income | Planned Distributions | Other Inflows | Total Inflows | Total Expenses | Planned Savings | Total Outflows | Total Portfolio Assets |
|------|---------|--------------|-------------------|-----------------------|---------------|---------------|----------------|-----------------|----------------|------------------------|
| 2059 | 95/94 | 99,657 | 0 | 77,678 | 0 | 177,335 | 465,659 | 0 | 465,659 | 2,173,189 |
| 2060 | 96/95 | 102,287 | 0 | 76,293 | 0 | 178,580 | 474,693 | 0 | 474,693 | 1,883,581 |
| 2061 | 97/96 | 104,987 | 0 | 74,670 | 0 | 179,657 | 484,067 | 0 | 484,067 | 1,576,266 |
| 2062 | 98/97 | 107,759 | 0 | 72,790 | 0 | 180,549 | 493,569 | 0 | 493,569 | 1,250,512 |
| 2063 | 99/98 | 110,604 | 0 | 70,632 | 0 | 181,236 | 560,694 | 0 | 560,694 | 848,067 |
| 2064 | 100/99 | 113,524 | 0 | 35,682 | 0 | 149,206 | 556,051 | 0 | 556,051 | 437,851 |
| 2065 | 101/100 | 116,521 | 0 | 0 | 0 | 116,521 | 497,257 | 0 | 497,257 | 73,797 |

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Disability Gap Analysis

Base Facts with Disability Occurs - Client

Prepared for Frank and Joanna Miller

This analysis reflects the cash flow gap created by a disability event, as well as the potential insurance solution to cover all or part of that gap.

The disability event for Frank is assumed to start in 2017 when Frank is age 53 and last through lifetime (2064). This report assumes no additional health care costs are incurred during the disability period.

Existing disability insurance benefits in 2017 are projected to be \$90,000.

Your cash flow and remaining asset goal may be achieved with additional coverage providing \$150,000 per year when disability starts.

The result above assumes a policy with the following characteristics:

- Reduced by Social Security
- Maximum Benefit Period To Age 65
- Cost of Living Adjustment 0.00% (Compound)
- Benefit is Not Taxable

SUMMARY

Disability Period

Age 53 - 100 (2017-2064)

Existing Benefits (2017)

\$90,000

Additional Coverage

\$150,000

Unfunded Years

21 (current)

0 (new)

Remaining Assets (2065)

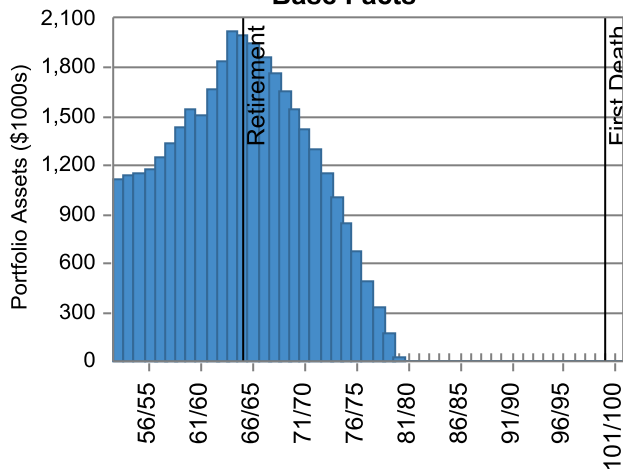
(\$4,939,171) (current)

\$12,895 (new)

Portfolio Assets

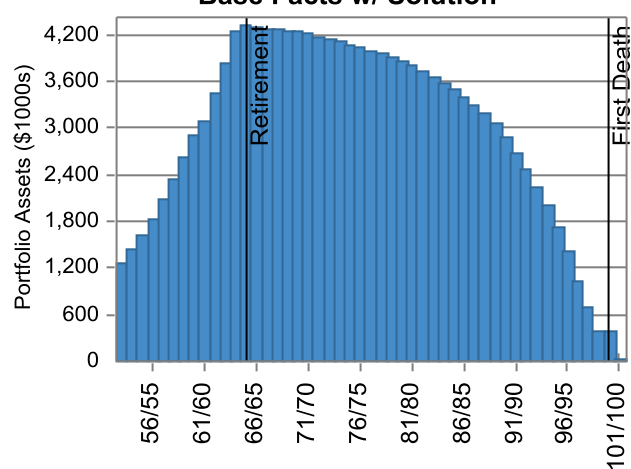
The charts below show the amount of portfolio assets you can expect to have in each of the disability scenarios, one using current assumptions and the other using the above result.

Portfolio Assets
Base Facts



Portfolio Assets

Portfolio Assets
Base Facts w/ Solution



Portfolio Assets

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Disability Gap Analysis

Base Facts with Disability Occurs - Client

Prepared for Frank and Joanna Miller

| Year | Age | Income Flows | Social Security Disability | Investment Income | Planned Distributions | Other Inflows | Existing Disability Benefits | Additional Disability Benefits | Total Inflows | Total Expenses | Total Outflows | Total Portfolio Assets |
|-------------|--------------|-----------------|----------------------------|-------------------|-----------------------|---------------|------------------------------|--------------------------------|------------------|------------------|------------------|------------------------|
| 2017 | 53/52 | \$50,000 | \$0 | \$0 | \$0 | \$0 | \$90,000 | \$150,000 | \$290,000 | \$195,843 | \$199,343 | \$1,263,693 |
| 2018 | 54/53 | 51,320 | 0 | 0 | 0 | 0 | 123,600 | 150,000 | 324,920 | 230,710 | 234,302 | 1,450,176 |
| 2019 | 55/54 | 52,675 | 0 | 0 | 0 | 0 | 127,308 | 150,000 | 329,983 | 250,046 | 253,733 | 1,630,378 |
| 2020 | 56/55 | 54,066 | 0 | 0 | 0 | 0 | 131,127 | 150,000 | 335,193 | 256,160 | 259,945 | 1,818,356 |
| 2021 | 57/56 | 55,493 | 0 | 0 | 0 | 0 | 135,061 | 150,000 | 340,554 | 203,997 | 207,882 | 2,073,283 |
| 2022 | 58/57 | 56,958 | 0 | 0 | 0 | 0 | 139,113 | 150,000 | 346,071 | 208,166 | 212,153 | 2,339,792 |
| 2023 | 59/58 | 58,462 | 0 | 0 | 0 | 0 | 143,286 | 150,000 | 351,748 | 212,279 | 216,371 | 2,618,981 |
| 2024 | 60/59 | 60,005 | 0 | 0 | 0 | 0 | 147,585 | 150,000 | 357,590 | 217,717 | 221,917 | 2,910,646 |
| 2025 | 61/60 | 61,589 | 0 | 0 | 0 | 0 | 152,013 | 150,000 | 363,602 | 359,287 | 363,598 | 3,079,864 |
| 2026 | 62/61 | 63,215 | 0 | 0 | 0 | 0 | 156,573 | 150,000 | 369,788 | 181,118 | 185,543 | 3,447,679 |
| 2027 | 63/62 | 64,884 | 0 | 0 | 0 | 0 | 161,270 | 150,000 | 376,154 | 185,774 | 190,316 | 3,832,671 |
| 2028 | 64/63 | 66,597 | 0 | 0 | 0 | 0 | 166,108 | 150,000 | 382,705 | 190,566 | 195,228 | 4,236,224 |
| 2029 | 65/64 | 18,661 | 0 | 0 | 0 | 0 | 71,763 | 62,917 | 153,341 | 181,288 | 181,288 | 4,313,395 |
| 2030 | 66/65 | 59,347 | 0 | 0 | 0 | 0 | 0 | 0 | 59,347 | 188,585 | 188,585 | 4,293,263 |
| 2031 | 67/66 | 65,879 | 0 | 0 | 0 | 0 | 0 | 0 | 65,879 | 193,349 | 193,349 | 4,279,042 |
| 2032 | 68/67 | 67,618 | 0 | 0 | 0 | 0 | 0 | 0 | 67,618 | 197,757 | 197,757 | 4,266,451 |
| 2033 | 69/68 | 69,403 | 0 | 0 | 0 | 0 | 0 | 0 | 69,403 | 202,452 | 202,452 | 4,255,413 |
| 2034 | 70/69 | 71,235 | 0 | 0 | 47,242 | 0 | 0 | 0 | 118,477 | 217,496 | 217,496 | 4,235,795 |
| 2035 | 71/70 | 73,116 | 0 | 0 | 71,790 | 0 | 0 | 0 | 144,906 | 230,642 | 230,642 | 4,207,920 |

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| Year | Age | Income Flows | Social Security Disability | Investment Income | Planned Distributions | Other Inflows | Existing Disability Benefits | Additional Disability Benefits | Total Inflows | Total Expenses | Total Outflows | Total Portfolio Assets |
|------|-------|--------------|----------------------------|-------------------|-----------------------|---------------|------------------------------|--------------------------------|---------------|----------------|----------------|------------------------|
| 2036 | 72/71 | 75,046 | 0 | 0 | 74,342 | 0 | 0 | 0 | 149,388 | 236,470 | 236,470 | 4,178,334 |
| 2037 | 73/72 | 77,027 | 0 | 0 | 76,980 | 0 | 0 | 0 | 154,007 | 242,482 | 242,482 | 4,146,888 |
| 2038 | 74/73 | 79,060 | 0 | 0 | 79,702 | 0 | 0 | 0 | 158,762 | 248,734 | 248,734 | 4,113,378 |
| 2039 | 75/74 | 81,147 | 0 | 0 | 82,513 | 0 | 0 | 0 | 163,660 | 255,166 | 255,166 | 4,077,656 |
| 2040 | 76/75 | 83,290 | 0 | 0 | 85,413 | 0 | 0 | 0 | 168,703 | 261,825 | 261,825 | 4,039,522 |
| 2041 | 77/76 | 85,489 | 0 | 0 | 88,121 | 0 | 0 | 0 | 173,610 | 268,615 | 268,615 | 3,998,874 |
| 2042 | 78/77 | 87,746 | 0 | 0 | 91,059 | 0 | 0 | 0 | 178,805 | 275,557 | 275,557 | 3,955,590 |
| 2043 | 79/78 | 90,062 | 0 | 0 | 93,895 | 0 | 0 | 0 | 183,957 | 282,740 | 282,740 | 3,909,456 |
| 2044 | 80/79 | 92,440 | 0 | 0 | 96,632 | 0 | 0 | 0 | 189,072 | 292,773 | 292,773 | 3,857,234 |
| 2045 | 81/80 | 94,880 | 0 | 0 | 99,412 | 0 | 0 | 0 | 194,292 | 299,566 | 299,566 | 3,798,647 |
| 2046 | 82/81 | 97,384 | 0 | 0 | 102,228 | 0 | 0 | 0 | 199,612 | 306,507 | 306,507 | 3,733,367 |
| 2047 | 83/82 | 99,955 | 0 | 0 | 105,075 | 0 | 0 | 0 | 205,030 | 313,643 | 313,643 | 3,661,013 |
| 2048 | 84/83 | 102,593 | 0 | 0 | 107,948 | 0 | 0 | 0 | 210,541 | 320,884 | 320,884 | 3,581,275 |
| 2049 | 85/84 | 105,301 | 0 | 0 | 110,327 | 0 | 0 | 0 | 215,628 | 328,241 | 328,241 | 3,493,825 |
| 2050 | 86/85 | 108,081 | 0 | 0 | 112,424 | 0 | 0 | 0 | 220,505 | 335,611 | 335,611 | 3,398,427 |
| 2051 | 87/86 | 110,934 | 0 | 0 | 114,452 | 0 | 0 | 0 | 225,386 | 343,131 | 343,131 | 3,294,702 |
| 2052 | 88/87 | 113,863 | 0 | 0 | 116,390 | 0 | 0 | 0 | 230,253 | 350,804 | 350,804 | 3,182,255 |
| 2053 | 89/88 | 116,869 | 0 | 0 | 118,221 | 0 | 0 | 0 | 235,090 | 358,555 | 358,555 | 3,060,752 |
| 2054 | 90/89 | 119,954 | 0 | 0 | 119,207 | 0 | 0 | 0 | 239,161 | 420,261 | 420,261 | 2,875,971 |
| 2055 | 91/90 | 123,121 | 0 | 0 | 119,657 | 0 | 0 | 0 | 242,778 | 429,831 | 429,831 | 2,677,718 |
| 2056 | 92/91 | 126,372 | 0 | 0 | 119,872 | 0 | 0 | 0 | 246,244 | 439,835 | 439,835 | 2,465,129 |
| 2057 | 93/92 | 129,709 | 0 | 0 | 119,820 | 0 | 0 | 0 | 249,529 | 450,021 | 450,021 | 2,237,562 |

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| Year | Age | Income Flows | Social Security Disability | Investment Income | Planned Distributions | Other Inflows | Existing Disability Benefits | Additional Disability Benefits | Total Inflows | Total Expenses | Total Outflows | Total Portfolio Assets |
|-------------|---------------|----------------|----------------------------|-------------------|-----------------------|----------------|------------------------------|--------------------------------|----------------|----------------|----------------|------------------------|
| 2058 | 94/93 | 133,133 | 0 | 0 | 118,583 | 0 | 0 | 0 | 251,716 | 460,198 | 460,198 | 1,994,540 |
| 2059 | 95/94 | 136,647 | 0 | 0 | 116,589 | 0 | 0 | 0 | 253,236 | 470,644 | 470,644 | 1,735,294 |
| 2060 | 96/95 | 140,254 | 0 | 0 | 114,241 | 0 | 0 | 0 | 254,495 | 534,660 | 534,660 | 1,405,729 |
| 2061 | 97/96 | 143,956 | 0 | 0 | 82,899 | 0 | 0 | 0 | 226,855 | 569,748 | 569,748 | 1,032,188 |
| 2062 | 98/97 | 147,757 | 0 | 0 | 32,559 | 0 | 0 | 0 | 180,316 | 531,356 | 531,356 | 686,573 |
| 2063 | 99/98 | 151,658 | 0 | 0 | 0 | 0 | 0 | 0 | 151,658 | 480,631 | 480,631 | 382,381 |
| 2064 | 100/99 | 155,662 | 0 | 0 | 0 | 500,000 | 0 | 0 | 655,662 | 492,996 | 492,996 | 384,202 |
| 2065 | 101/100 | 111,609 | 0 | 0 | 0 | 0 | 0 | 0 | 111,609 | 501,966 | 501,966 | 12,895 |

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LTC Gap Analysis

Base Facts with LTC is Needed - Client

Prepared for Frank and Joanna Miller

This analysis reflects the cash flow gap created by a long term care event, as well as the potential insurance solution to cover all or part of that gap.

The long term care event for Frank is assumed to start in 2050 when Frank is age 86 and last through lifetime (2064). The assumed cost of long term care is \$0 per year in today's dollars and is assumed to grow at 2.64% each year starting .

Existing long term care insurance provides a current benefit of \$120,000 which is projected to provide \$318,282 at time of the event.

Your cash flow and desired remaining asset goal can be achieved with additional coverage providing \$191,000 per year in current benefits and projected to pay \$191,000 per year when care begins.

The result above assumes a policy with the following characteristics:

- Cost of Living Adjustment 0.00% (Compound)
- Maximum Benefit Period 5 Years
- COLA Period: None
- Benefit is Not Taxable

SUMMARY

Long Term Care Period
Age 86 - 100 (2050-2064)

Existing Benefits (2050)
\$318,282

Additional Coverage
\$191,000 (today's \$)
\$191,000 (2050)

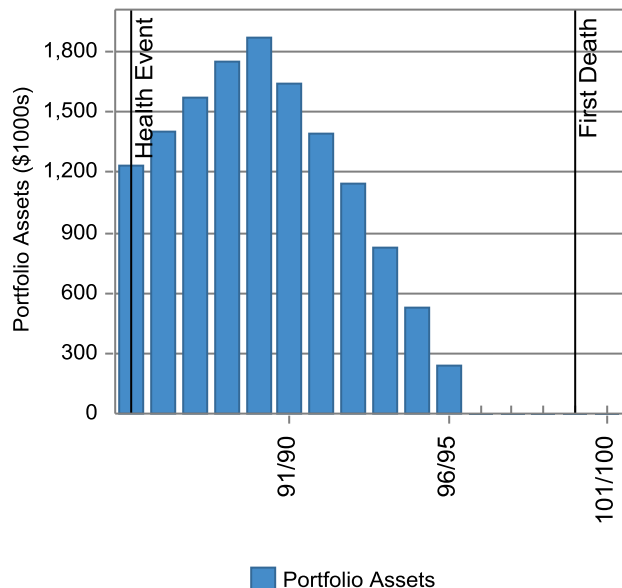
Unfunded Years
5 (current)
0 (new)

Remainder Assets (2065)
(\$1,071,922) (current)
\$121 (new)

Portfolio Assets

The chart below shows the amount of portfolio assets you can expect to have in each of the long term care scenarios, one using current assumptions and the other using the above result.

**Portfolio Assets
Base Facts**



LTC Gap Analysis

Base Facts with LTC is Needed - Client

Prepared for Frank and Joanna Miller

| Year | Age | Income Flows | Investment Income | Planned Distributions | Other Inflows | Existing LTC Benefits | Additional LTC Benefits | Total Inflows | Additional LTC Expenses | Total Outflows | Total Portfolio Assets |
|-------------|---------------|------------------|-------------------|-----------------------|----------------|-----------------------|-------------------------|------------------|-------------------------|------------------|------------------------|
| 2050 | 86/85 | \$108,081 | \$0 | \$38,108 | \$0 | \$318,282 | \$191,000 | \$655,471 | \$0 | \$305,148 | \$1,426,527 |
| 2051 | 87/86 | 110,934 | 0 | 38,820 | 0 | 327,830 | 191,000 | 668,584 | 0 | 312,975 | 1,783,311 |
| 2052 | 88/87 | 113,863 | 0 | 39,505 | 0 | 337,665 | 191,000 | 682,033 | 0 | 321,015 | 2,144,838 |
| 2053 | 89/88 | 116,869 | 0 | 40,157 | 0 | 347,795 | 191,000 | 695,821 | 0 | 329,223 | 2,511,286 |
| 2054 | 90/89 | 119,954 | 0 | 40,752 | 0 | 358,229 | 191,000 | 709,935 | 0 | 390,081 | 2,830,360 |
| 2055 | 91/90 | 123,121 | 0 | 40,952 | 0 | 0 | 0 | 164,073 | 0 | 399,956 | 2,593,439 |
| 2056 | 92/91 | 126,372 | 0 | 41,079 | 0 | 0 | 0 | 167,451 | 0 | 410,054 | 2,349,602 |
| 2057 | 93/92 | 129,709 | 0 | 41,120 | 0 | 0 | 0 | 170,829 | 0 | 420,396 | 2,098,683 |
| 2058 | 94/93 | 133,133 | 0 | 41,044 | 0 | 0 | 0 | 174,177 | 0 | 430,960 | 1,840,542 |
| 2059 | 95/94 | 136,647 | 0 | 40,432 | 0 | 0 | 0 | 177,079 | 0 | 441,636 | 1,575,154 |
| 2060 | 96/95 | 140,254 | 0 | 39,705 | 0 | 0 | 0 | 179,959 | 0 | 452,524 | 1,302,422 |
| 2061 | 97/96 | 143,956 | 0 | 38,853 | 0 | 0 | 0 | 182,809 | 0 | 481,490 | 1,004,385 |
| 2062 | 98/97 | 147,757 | 0 | 28,901 | 0 | 0 | 0 | 176,658 | 0 | 519,987 | 669,080 |
| 2063 | 99/98 | 151,658 | 0 | 0 | 0 | 0 | 0 | 151,658 | 0 | 477,631 | 367,221 |
| 2064 | 100/99 | 155,662 | 0 | 0 | 500,000 | 0 | 0 | 655,662 | 0 | 489,996 | 371,464 |
| 2065 | 101/100 | 111,609 | 0 | 0 | 0 | 0 | 0 | 111,609 | 0 | 502,002 | 121 |

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Retirement

Sample

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Retirement Expenses

Base Facts

Prepared for Frank and Joanna Miller

Thinking about retirement can be daunting. It is difficult to plan for something that may not start for many years and can last multiple decades. Nonetheless, it is very important to create a retirement plan. With longer than average life expectancy, you could spend a third of your life in retirement. The first step in creating a retirement plan is determining the expected cost of retirement.

Retirement is assumed to start in 2029 when Frank is age 65. Retirement for Joanna starts in 2030 at age 65. Annual living expenses during retirement are expected to be \$120,000 (in today's dollars) and are projected to grow at 2.64% beginning immediately.

You can expect living expenses to be \$171,379 in the first year of retirement and \$489,025 in the last year of retirement. Total cost of retirement is expected to be \$12,479,415.

SUMMARY

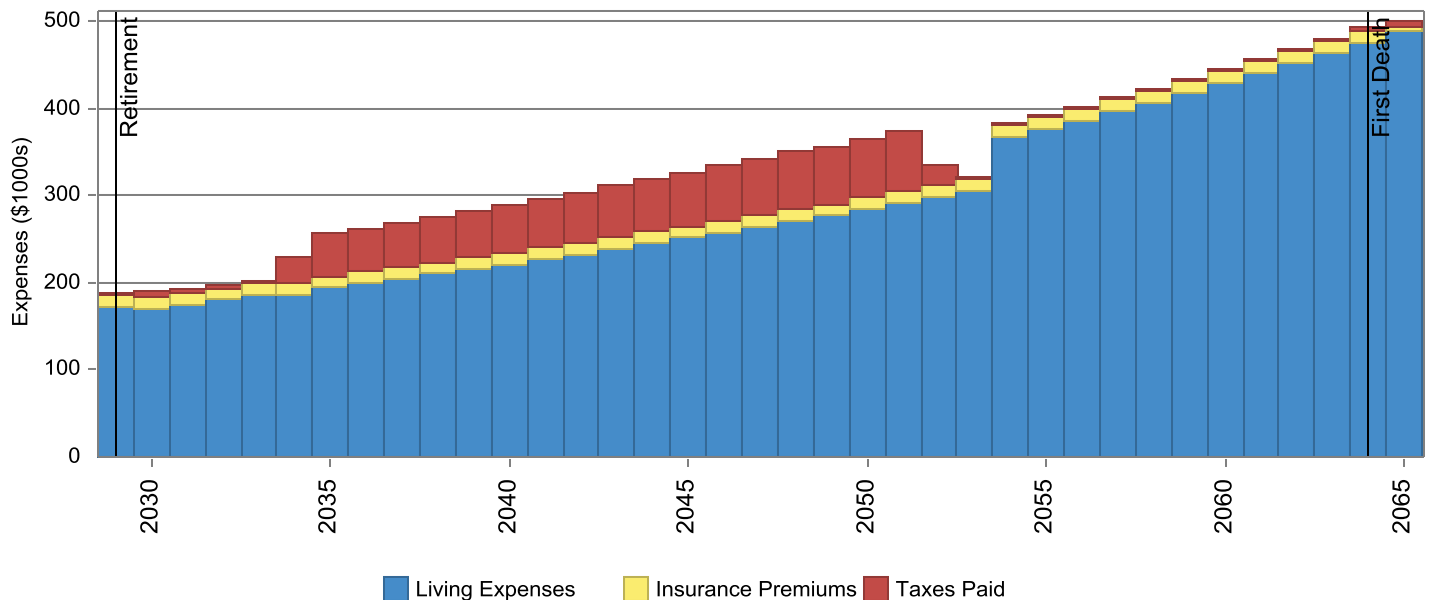
Retirement Lasts
2029 - 2065 (37 years)
Living Expenses (2029)
\$171,379
Living Expenses
\$10,871,739
Cost of Retirement
\$12,479,415

Living expenses includes any excess annual cash flow that is assumed to be spent. Total retirement expenses include not only living expenses, but also taxes, insurance premiums, and other defined expenses.

How Will Your Expenses Grow?

The chart below illustrates the cost of your retirement over time, showing that you can expect total living expenses of \$171,379 in the first year of retirement (2029) and \$489,025 in the last year of retirement (2065). These living expense figures include any excess cash flow that is assumed to be spent. Other expense categories are displayed as well.

Retirement Expenses



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Retirement Expenses

Base Facts

Prepared for Frank and Joanna Miller

| Year | Age | Living Expenses | Total Expense Flows | Insurance Premiums | Taxes Paid | Total Expenses | Total Outflows |
|------|-------|-----------------|---------------------|--------------------|------------|----------------|----------------|
| 2029 | 65/64 | \$171,379 | \$0 | \$14,500 | \$3,376 | \$189,255 | \$189,255 |
| 2030 | 66/65 | 171,075 | 0 | 13,500 | 6,313 | 190,888 | 190,888 |
| 2031 | 67/66 | 175,314 | 0 | 13,500 | 5,112 | 193,926 | 193,926 |
| 2032 | 68/67 | 180,343 | 0 | 13,500 | 3,979 | 197,822 | 197,822 |
| 2033 | 69/68 | 185,468 | 0 | 13,500 | 2,985 | 201,953 | 201,953 |
| 2034 | 70/69 | 186,920 | 0 | 13,500 | 29,934 | 230,354 | 230,354 |
| 2035 | 71/70 | 194,251 | 0 | 13,500 | 48,860 | 256,611 | 256,611 |
| 2036 | 72/71 | 199,436 | 0 | 13,500 | 50,022 | 262,958 | 262,958 |
| 2037 | 73/72 | 204,761 | 0 | 13,500 | 51,191 | 269,452 | 269,452 |
| 2038 | 74/73 | 210,243 | 0 | 13,500 | 52,435 | 276,178 | 276,178 |
| 2039 | 75/74 | 215,743 | 0 | 13,500 | 53,640 | 282,883 | 282,883 |
| 2040 | 76/75 | 221,371 | 0 | 13,500 | 54,890 | 289,761 | 289,761 |
| 2041 | 77/76 | 227,147 | 0 | 13,500 | 56,203 | 296,850 | 296,850 |
| 2042 | 78/77 | 233,067 | 0 | 13,500 | 57,429 | 303,996 | 303,996 |
| 2043 | 79/78 | 239,157 | 0 | 13,500 | 58,812 | 311,469 | 311,469 |
| 2044 | 80/79 | 245,408 | 0 | 13,500 | 60,193 | 319,101 | 319,101 |
| 2045 | 81/80 | 251,828 | 0 | 13,500 | 61,603 | 326,931 | 326,931 |

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| Year | Age | Living Expenses | Total Expense Flows | Insurance Premiums | Taxes Paid | Total Expenses | Total Outflows |
|-------------|---------------|-----------------|---------------------|--------------------|--------------|----------------|----------------|
| 2046 | 82/81 | 258,423 | 0 | 13,500 | 63,048 | 334,971 | 334,971 |
| 2047 | 83/82 | 265,207 | 0 | 13,500 | 64,589 | 343,296 | 343,296 |
| 2048 | 84/83 | 272,173 | 0 | 13,500 | 66,115 | 351,788 | 351,788 |
| 2049 | 85/84 | 276,916 | 0 | 13,500 | 66,728 | 357,144 | 357,144 |
| 2050 | 86/85 | 284,055 | 0 | 13,500 | 68,234 | 365,789 | 365,789 |
| 2051 | 87/86 | 291,360 | 0 | 13,500 | 69,801 | 374,661 | 374,661 |
| 2052 | 88/87 | 298,722 | 0 | 13,500 | 22,727 | 334,949 | 334,949 |
| 2053 | 89/88 | 306,608 | 0 | 13,500 | 1,976 | 322,084 | 322,084 |
| 2054 | 90/89 | 367,154 | 0 | 13,500 | 2,061 | 382,715 | 382,715 |
| 2055 | 91/90 | 376,847 | 0 | 13,500 | 2,149 | 392,496 | 392,496 |
| 2056 | 92/91 | 386,796 | 0 | 13,500 | 2,239 | 402,535 | 402,535 |
| 2057 | 93/92 | 397,007 | 0 | 13,500 | 2,332 | 412,839 | 412,839 |
| 2058 | 94/93 | 407,488 | 0 | 13,500 | 2,427 | 423,415 | 423,415 |
| 2059 | 95/94 | 418,246 | 0 | 13,500 | 2,523 | 434,269 | 434,269 |
| 2060 | 96/95 | 429,288 | 0 | 13,500 | 2,623 | 445,411 | 445,411 |
| 2061 | 97/96 | 440,621 | 0 | 13,500 | 2,725 | 456,846 | 456,846 |
| 2062 | 98/97 | 452,253 | 0 | 13,500 | 2,831 | 468,584 | 468,584 |
| 2063 | 99/98 | 464,192 | 0 | 13,500 | 2,939 | 480,631 | 480,631 |
| 2064 | 100/99 | 476,447 | 0 | 13,500 | 3,049 | 492,996 | 492,996 |
| 2065 | 101/100 | 489,025 | 0 | 4,500 | 8,083 | 501,608 | 501,608 |

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| Year | Age | Living Expenses | Total Expense Flows | Insurance Premiums | Taxes Paid | Total Expenses | Total Outflows |
|------|--------|-----------------|---------------------|--------------------|-------------|----------------|----------------|
| | Totals | \$10,871,739 | \$0 | \$491,500 | \$1,116,176 | \$12,479,415 | \$12,479,415 |

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Retirement Income

Base Facts

Prepared for Frank and Joanna Miller

Income sources like Social Security, pension plans, and annuities can help offset your retirement expenses. Total inflows during retirement can also include planned distributions, investment income and other inflows such as insurance benefits, asset sales, and income from a business or trust.

Income sources available during retirement include the following:

| | |
|---------------------------|--|
| Frank's Social Security | \$31,991 annually starting in 2029 |
| Joanna's Social Security | \$19,348 annually starting in 2030 |
| Joanna's Hospital Pension | \$12,000 starting in 2030 |
| Investment Income | \$0 during retirement |
| Planned Distributions | \$77,907 starting in 2034 |

SUMMARY

Cost of Retirement
\$12,479,415

Retirement Inflows
\$5,736,604

Unfunded Costs
\$6,742,811

Pct Funded by Income
46%

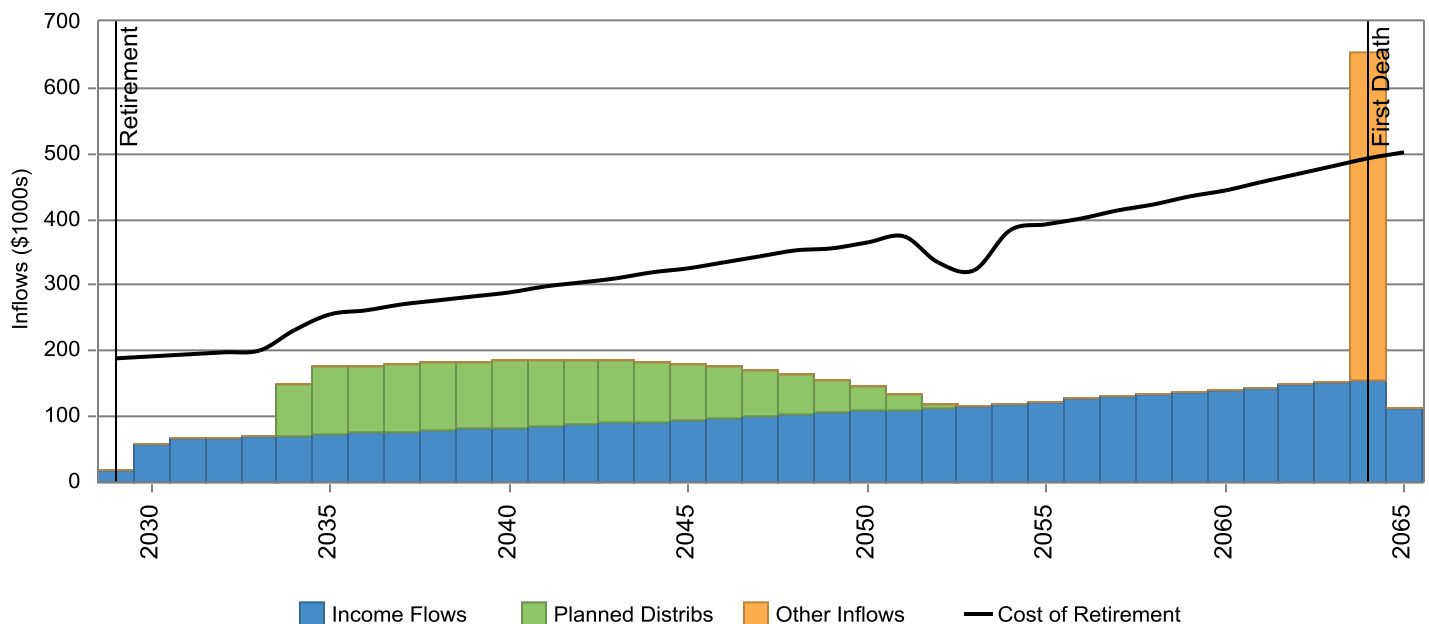
Total inflows are expected to include **\$3,746,258** in income flows, **\$0** in investment income, and **\$1,490,346** in planned distributions. Other inflows will total **\$500,000**.

Total inflows during retirement are projected to be **\$5,736,604**, funding **46%** of your total cost of retirement.

Retirement Inflow Details

The chart below highlights your retirement inflows. These inflows total **\$5,736,604** realized over your expected retirement and represent approximately **46%** of your total cost of retirement.

Retirement Income



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Retirement Income

Base Facts

Prepared for Frank and Joanna Miller

| Year | Age | Income Flows | Investment Income | Planned Distributions | Other Inflows | Total Inflows |
|------|-------|--------------|-------------------|-----------------------|---------------|---------------|
| 2029 | 65/64 | \$18,661 | \$0 | \$0 | \$0 | \$18,661 |
| 2030 | 66/65 | 59,347 | 0 | 0 | 0 | 59,347 |
| 2031 | 67/66 | 65,879 | 0 | 0 | 0 | 65,879 |
| 2032 | 68/67 | 67,618 | 0 | 0 | 0 | 67,618 |
| 2033 | 69/68 | 69,403 | 0 | 0 | 0 | 69,403 |
| 2034 | 70/69 | 71,235 | 0 | 77,907 | 0 | 149,142 |
| 2035 | 71/70 | 73,116 | 0 | 102,240 | 0 | 175,356 |
| 2036 | 72/71 | 75,046 | 0 | 102,700 | 0 | 177,746 |
| 2037 | 73/72 | 77,027 | 0 | 102,893 | 0 | 179,920 |
| 2038 | 74/73 | 79,060 | 0 | 102,770 | 0 | 181,830 |
| 2039 | 75/74 | 81,147 | 0 | 102,273 | 0 | 183,420 |
| 2040 | 76/75 | 83,290 | 0 | 101,346 | 0 | 184,636 |
| 2041 | 77/76 | 85,489 | 0 | 99,575 | 0 | 185,064 |
| 2042 | 78/77 | 87,746 | 0 | 97,405 | 0 | 185,151 |
| 2043 | 79/78 | 90,062 | 0 | 94,333 | 0 | 184,395 |
| 2044 | 80/79 | 92,440 | 0 | 90,287 | 0 | 182,727 |
| 2045 | 81/80 | 94,880 | 0 | 85,267 | 0 | 180,147 |
| 2046 | 82/81 | 97,384 | 0 | 79,101 | 0 | 176,485 |

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| Year | Age | Income Flows | Investment Income | Planned Distributions | Other Inflows | Total Inflows |
|---------------|---------------|--------------------|-------------------|-----------------------|------------------|--------------------|
| 2047 | 83/82 | 99,955 | 0 | 71,584 | 0 | 171,539 |
| 2048 | 84/83 | 102,593 | 0 | 62,466 | 0 | 165,059 |
| 2049 | 85/84 | 105,301 | 0 | 51,336 | 0 | 156,637 |
| 2050 | 86/85 | 108,081 | 0 | 38,108 | 0 | 146,189 |
| 2051 | 87/86 | 110,934 | 0 | 23,149 | 0 | 134,083 |
| 2052 | 88/87 | 113,863 | 0 | 5,606 | 0 | 119,469 |
| 2053 | 89/88 | 116,869 | 0 | 0 | 0 | 116,869 |
| 2054 | 90/89 | 119,954 | 0 | 0 | 0 | 119,954 |
| 2055 | 91/90 | 123,121 | 0 | 0 | 0 | 123,121 |
| 2056 | 92/91 | 126,372 | 0 | 0 | 0 | 126,372 |
| 2057 | 93/92 | 129,709 | 0 | 0 | 0 | 129,709 |
| 2058 | 94/93 | 133,133 | 0 | 0 | 0 | 133,133 |
| 2059 | 95/94 | 136,647 | 0 | 0 | 0 | 136,647 |
| 2060 | 96/95 | 140,254 | 0 | 0 | 0 | 140,254 |
| 2061 | 97/96 | 143,956 | 0 | 0 | 0 | 143,956 |
| 2062 | 98/97 | 147,757 | 0 | 0 | 0 | 147,757 |
| 2063 | 99/98 | 151,658 | 0 | 0 | 0 | 151,658 |
| 2064 | 100/99 | 155,662 | 0 | 0 | 500,000 | 655,662 |
| 2065 | 101/100 | 111,609 | 0 | 0 | 0 | 111,609 |
| Totals | | \$3,746,258 | \$0 | \$1,490,346 | \$500,000 | \$5,736,604 |

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Building Your Retirement Assets

Base Facts

Prepared for Frank and Joanna Miller

Along with your expected retirement income, the other primary resource for funding your retirement is your accumulated portfolio assets. When estimating the portfolio assets you could have available at your retirement, the key assumptions are your current portfolio balance, planned savings, expected growth rate of the portfolio assets and annual cash flow prior to retirement. You can also increase your portfolio assets before or during retirement by liquidating other assets such as a house or business.

Defined portfolio assets currently total **\$1,084,623**. In **2017**, savings include **\$27,500** in planned savings and **\$10,250** in employer contributions. From **2017** through **2029** planned savings will total **\$383,168** and employer contributions will total **\$142,531**, for a total of **\$525,699**. Projected asset growth prior to retirement is **\$1,784,522**.

In the first year of retirement, your portfolio assets are projected to consist of **\$660,132** in taxable assets, **\$0** in cash, **\$2,466,316** in retirement assets, **\$0** in annuities, and **\$48,531** in life insurance cash value.

Taking into account savings, growth, and cash flow, your portfolio assets are projected to total **\$3,174,979** at the beginning of **2029**.

SUMMARY

Planned Savings

\$383,168

Employer Contributions

\$142,531

Growth

\$1,784,522

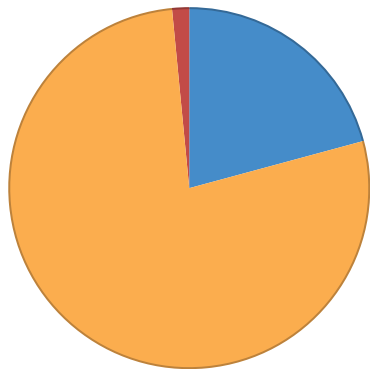
Portfolio Assets (2029)

at Beginning of Year

\$3,174,979

What Comprises Your Portfolio Assets

The chart below reflects the projected value of portfolio assets at the beginning of 2029.



- Taxable Assets (20.79%)
- Retirement Assets (77.68%)
- Insurance Assets (1.53%)

At the beginning of 2029, the breakdown of portfolio assets is projected to be as follows:

| Asset Type | Amount | Percent |
|--------------|--------------------|----------------|
| Taxable | \$660,132 | 20.79% |
| Cash | 0 | 0.00% |
| Retirement | 2,466,316 | 77.68% |
| Annuity | 0 | 0.00% |
| Insurance | 48,531 | 1.53% |
| Total | \$3,174,979 | 100.00% |

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Retirement Withdrawals

Base Facts

Prepared for Frank and Joanna Miller

Withdrawals from portfolio assets are a critical component of all retirement plans. The size and frequency of withdrawals will go a long way to determining if your portfolio assets will last for your lifetime. Withdrawals can be made from taxable or tax deferred accounts, each providing different tax consequences. You should always be mindful of your total withdrawals to make sure you are not liquidating your assets too quickly.

Supplemental withdrawals from portfolio assets are required when retirement inflows, including planned withdrawals, are insufficient to cover expenses for a given year. It is not unusual to make supplemental withdrawals during retirement, but care must be taken to ensure your portfolio assets last.

Supplemental withdrawals during retirement will total **\$4,235,843** funding **34%** of retirement expenses.

Planned withdrawals, such as required minimum distributions, are withdrawals that you already intend to make. Planned withdrawals are projected to total **\$1,490,346** over your retirement and are accounted for as part of total retirement inflows.

SUMMARY

Cost of Retirement
\$12,479,415

Retirement Inflows
\$5,736,604

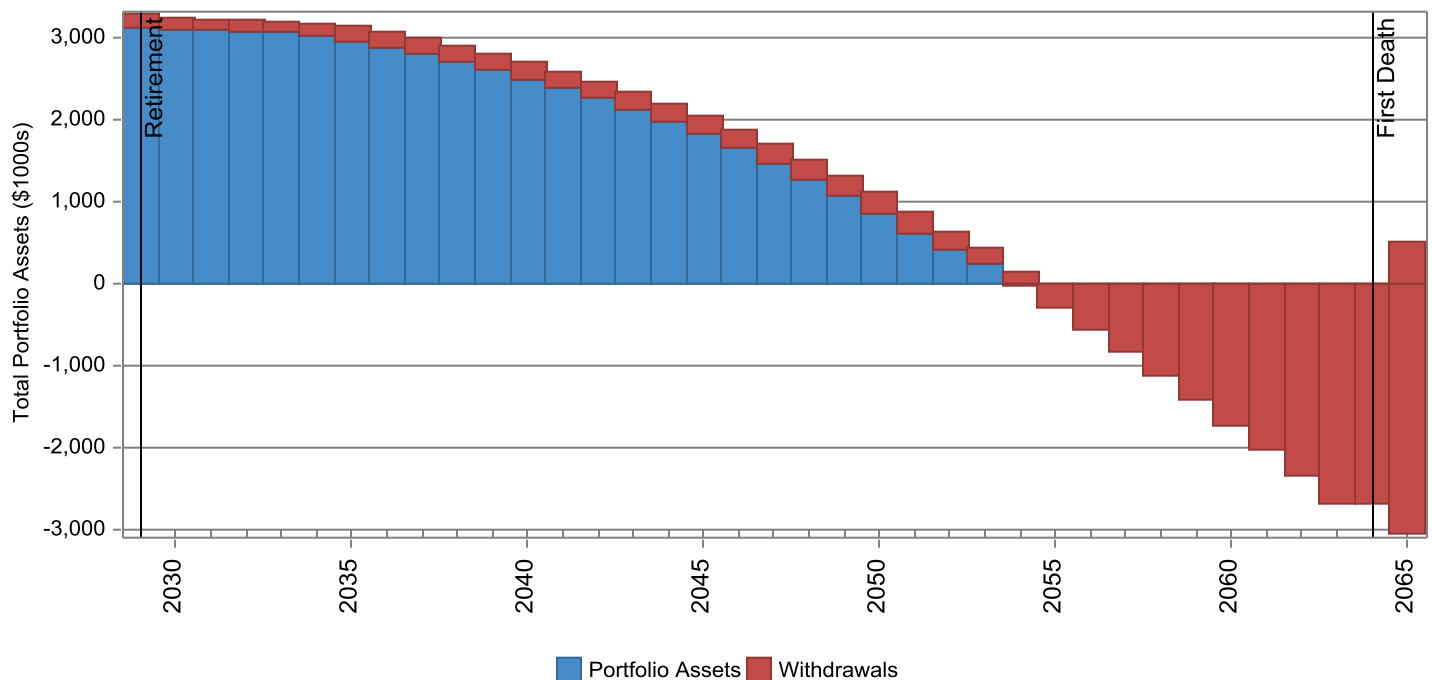
Supplemental Withdrawals
\$4,235,843

Pct Funded by Suppl Withdrawals
34%

Retirement Withdrawal Details

The chart below highlights your total withdrawals in relation to your total portfolio assets. Total withdrawals are comprised of planned withdrawals plus supplemental withdrawals.

Retirement Withdrawals



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Retirement Withdrawals

Base Facts

Prepared for Frank and Joanna Miller

| | | PLANNED WITHDRAWALS | SUPPLEMENTAL WITHDRAWALS | | | | |
|------|-------|---------------------|--------------------------|-------------------|-------------------|------------------------------|-----------------------|
| Year | Age | Retirement Assets | Taxable Assets | Retirement Assets | Total Withdrawals | Total Portfolio Assets (BOY) | Withdrawal Percentage |
| 2029 | 65/64 | \$0 | \$170,594 | \$0 | \$170,594 | \$3,174,979 | 5.37% |
| 2030 | 66/65 | 0 | 131,541 | 0 | 131,541 | 3,124,784 | 4.21% |
| 2031 | 67/66 | 0 | 128,047 | 0 | 128,047 | 3,111,715 | 4.11% |
| 2032 | 68/67 | 0 | 130,204 | 0 | 130,204 | 3,101,627 | 4.20% |
| 2033 | 69/68 | 0 | 132,550 | 0 | 132,550 | 3,088,981 | 4.29% |
| 2034 | 70/69 | 77,907 | 46,573 | 34,639 | 159,119 | 3,073,491 | 5.18% |
| 2035 | 71/70 | 102,240 | 0 | 81,255 | 183,495 | 3,030,825 | 6.05% |
| 2036 | 72/71 | 102,700 | 0 | 85,212 | 187,912 | 2,962,141 | 6.34% |
| 2037 | 73/72 | 102,893 | 0 | 89,532 | 192,425 | 2,886,406 | 6.67% |
| 2038 | 74/73 | 102,770 | 0 | 94,348 | 197,118 | 2,803,253 | 7.03% |
| 2039 | 75/74 | 102,273 | 0 | 99,463 | 201,736 | 2,712,221 | 7.44% |
| 2040 | 76/75 | 101,346 | 0 | 105,125 | 206,471 | 2,613,085 | 7.90% |
| 2041 | 77/76 | 99,575 | 0 | 111,786 | 211,361 | 2,505,415 | 8.44% |
| 2042 | 78/77 | 97,405 | 0 | 118,845 | 216,250 | 2,388,735 | 9.05% |
| 2043 | 79/78 | 94,333 | 0 | 127,074 | 221,407 | 2,262,699 | 9.79% |
| 2044 | 80/79 | 90,287 | 0 | 136,374 | 226,661 | 2,126,683 | 10.66% |

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| | | PLANNED WITHDRAWALS | SUPPLEMENTAL WITHDRAWALS | | | | |
|------|-------|---------------------|--------------------------|-------------------|-------------------|------------------------------|-----------------------|
| Year | Age | Retirement Assets | Taxable Assets | Retirement Assets | Total Withdrawals | Total Portfolio Assets (BOY) | Withdrawal Percentage |
| 2045 | 81/80 | 85,267 | 0 | 146,784 | 232,051 | 1,980,210 | 11.72% |
| 2046 | 82/81 | 79,101 | 0 | 158,486 | 237,587 | 1,822,744 | 13.03% |
| 2047 | 83/82 | 71,584 | 0 | 171,757 | 243,341 | 1,653,718 | 14.71% |
| 2048 | 84/83 | 62,466 | 0 | 186,729 | 249,195 | 1,472,476 | 16.92% |
| 2049 | 85/84 | 51,336 | 0 | 200,507 | 251,843 | 1,278,451 | 19.70% |
| 2050 | 86/85 | 38,108 | 0 | 219,600 | 257,708 | 1,074,361 | 23.99% |
| 2051 | 87/86 | 23,149 | 0 | 240,578 | 263,727 | 856,604 | 30.79% |
| 2052 | 88/87 | 5,606 | 0 | 215,480 | 221,086 | 624,506 | 35.40% |
| 2053 | 89/88 | 0 | 0 | 205,215 | 205,215 | 426,180 | 48.15% |
| 2054 | 90/89 | 0 | 0 | 148,495 | 148,495 | 236,142 | 62.88% |
| 2055 | 91/90 | 0 | 0 | 0 | 0 | (18,711) | 0.00% |
| 2056 | 92/91 | 0 | 0 | 0 | 0 | (285,563) | 0.00% |
| 2057 | 93/92 | 0 | 0 | 0 | 0 | (559,137) | 0.00% |
| 2058 | 94/93 | 0 | 0 | 0 | 0 | (839,609) | 0.00% |
| 2059 | 95/94 | 0 | 0 | 0 | 0 | (1,127,163) | 0.00% |
| 2060 | 96/95 | 0 | 0 | 0 | 0 | (1,421,985) | 0.00% |
| 2061 | 97/96 | 0 | 0 | 0 | 0 | (1,724,268) | 0.00% |
| 2062 | 98/97 | 0 | 0 | 0 | 0 | (2,034,208) | 0.00% |
| 2063 | 99/98 | 0 | 0 | 0 | 0 | (2,352,008) | 0.00% |

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| | | PLANNED WITHDRAWALS | | SUPPLEMENTAL WITHDRAWALS | | | |
|--------|---------|---------------------|----------------|--------------------------|-------------------|------------------------------|-----------------------|
| Year | Age | Retirement Assets | Taxable Assets | Retirement Assets | Total Withdrawals | Total Portfolio Assets (BOY) | Withdrawal Percentage |
| 2064 | 100/99 | 0 | 0 | 0 | 0 | (2,677,874) | 0.00% |
| 2065 | 101/100 | 0 | 519,050 | 0 | 519,050 | (2,686,019) | 0.00% |
| Totals | | \$1,490,346 | \$1,258,559 | \$2,977,284 | \$5,726,189 | | |

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Looking at Everything in Retirement

Base Facts

Prepared for Frank and Joanna Miller

There are two main resources at your disposal with which you can fund your retirement; income and portfolio assets. You accumulate portfolio assets during your pre-retirement years through savings and growth. Additionally, various sources may provide you with income during retirement. By comparing the combination of these resources with your expected retirement expenses, you can get a picture of how successful you may be in financing your retirement.

Over the course of your retirement years, you can expect total costs of **\$12,479,415**. During this time, you will have total retirement inflows of **\$5,736,604**. At the start of retirement in **2029**, your projected portfolio assets will be **\$3,174,979**. Desired assets remaining at death are **\$0**.

You are projected to have **11** unfunded years during your retirement which results in a cumulative **shortfall** of **(\$3,056,968)**.

SUMMARY

Cost of Retirement
\$12,479,415

Retirement Inflows
\$5,736,604

Supplemental Withdrawals
\$4,235,843

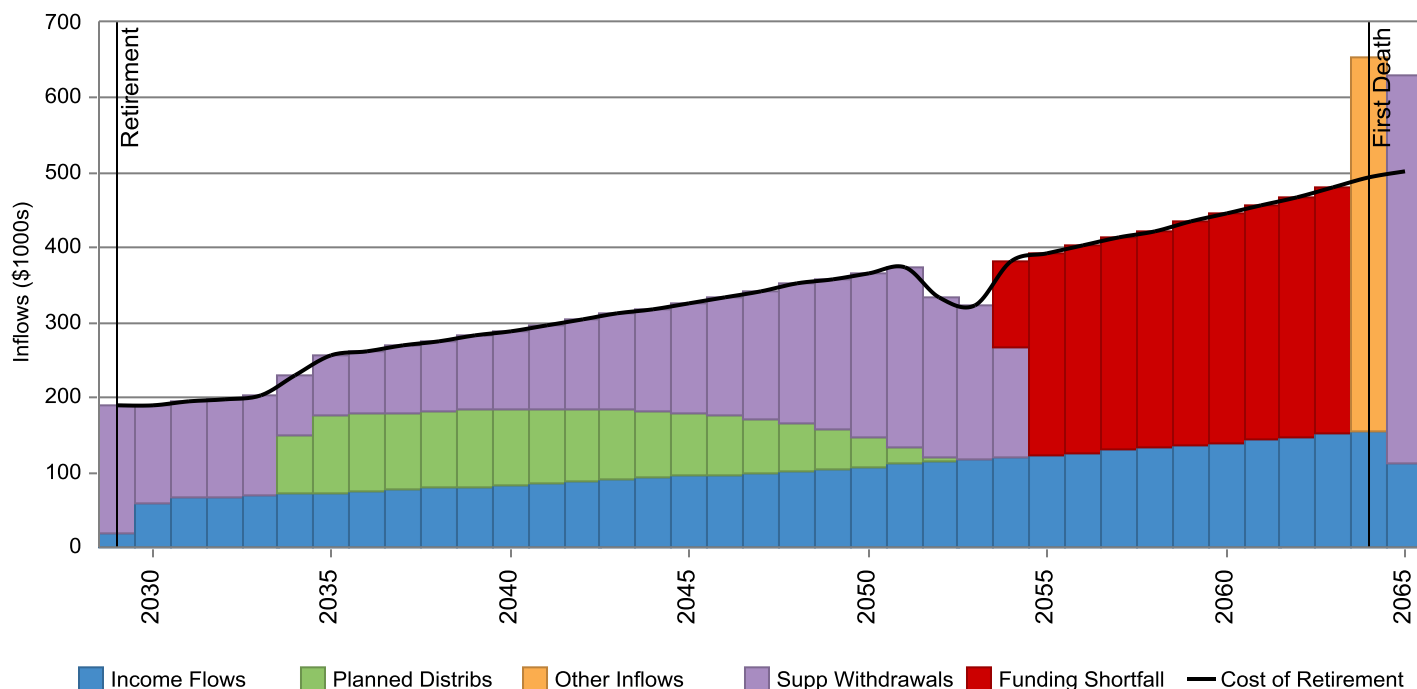
Funding Shortfall
(\$3,056,968)

Unfunded Years
11

Retirement Resource Usage

The chart below illustrates how your income sources and portfolio assets could be used to fund your retirement. Years which are not successfully funded show the amount of shortfall.

Looking at Everything



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Looking at Everything in Retirement

Base Facts

Prepared for Frank and Joanna Miller

| Year | Age | Income Flows | Investment Income | Planned Distributions | Other Inflows | Total Inflows | Total Expenses | Total Outflows | Net Cash Flow | Total Portfolio Assets |
|------|-------|--------------|-------------------|-----------------------|---------------|---------------|----------------|----------------|---------------|------------------------|
| 2029 | 65/64 | \$18,661 | \$0 | \$0 | \$0 | \$18,661 | \$189,255 | \$189,255 | (\$170,594) | \$3,124,784 |
| 2030 | 66/65 | 59,347 | 0 | 0 | 0 | 59,347 | 190,888 | 190,888 | (131,541) | 3,111,715 |
| 2031 | 67/66 | 65,879 | 0 | 0 | 0 | 65,879 | 193,926 | 193,926 | (128,047) | 3,101,627 |
| 2032 | 68/67 | 67,618 | 0 | 0 | 0 | 67,618 | 197,822 | 197,822 | (130,204) | 3,088,981 |
| 2033 | 69/68 | 69,403 | 0 | 0 | 0 | 69,403 | 201,953 | 201,953 | (132,550) | 3,073,491 |
| 2034 | 70/69 | 71,235 | 0 | 77,907 | 0 | 149,142 | 230,354 | 230,354 | (81,212) | 3,030,825 |
| 2035 | 71/70 | 73,116 | 0 | 102,240 | 0 | 175,356 | 256,611 | 256,611 | (81,255) | 2,962,141 |
| 2036 | 72/71 | 75,046 | 0 | 102,700 | 0 | 177,746 | 262,958 | 262,958 | (85,212) | 2,886,406 |
| 2037 | 73/72 | 77,027 | 0 | 102,893 | 0 | 179,920 | 269,452 | 269,452 | (89,532) | 2,803,253 |
| 2038 | 74/73 | 79,060 | 0 | 102,770 | 0 | 181,830 | 276,178 | 276,178 | (94,348) | 2,712,221 |
| 2039 | 75/74 | 81,147 | 0 | 102,273 | 0 | 183,420 | 282,883 | 282,883 | (99,463) | 2,613,085 |
| 2040 | 76/75 | 83,290 | 0 | 101,346 | 0 | 184,636 | 289,761 | 289,761 | (105,125) | 2,505,415 |
| 2041 | 77/76 | 85,489 | 0 | 99,575 | 0 | 185,064 | 296,850 | 296,850 | (111,786) | 2,388,735 |
| 2042 | 78/77 | 87,746 | 0 | 97,405 | 0 | 185,151 | 303,996 | 303,996 | (118,845) | 2,262,699 |
| 2043 | 79/78 | 90,062 | 0 | 94,333 | 0 | 184,395 | 311,469 | 311,469 | (127,074) | 2,126,683 |
| 2044 | 80/79 | 92,440 | 0 | 90,287 | 0 | 182,727 | 319,101 | 319,101 | (136,374) | 1,980,210 |
| 2045 | 81/80 | 94,880 | 0 | 85,267 | 0 | 180,147 | 326,931 | 326,931 | (146,784) | 1,822,744 |

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| Year | Age | Income Flows | Investment Income | Planned Distributions | Other Inflows | Total Inflows | Total Expenses | Total Outflows | Net Cash Flow | Total Portfolio Assets |
|-------------|---------------|----------------|-------------------|-----------------------|----------------|----------------|----------------|----------------|----------------|------------------------|
| 2046 | 82/81 | 97,384 | 0 | 79,101 | 0 | 176,485 | 334,971 | 334,971 | (158,486) | 1,653,718 |
| 2047 | 83/82 | 99,955 | 0 | 71,584 | 0 | 171,539 | 343,296 | 343,296 | (171,757) | 1,472,476 |
| 2048 | 84/83 | 102,593 | 0 | 62,466 | 0 | 165,059 | 351,788 | 351,788 | (186,729) | 1,278,451 |
| 2049 | 85/84 | 105,301 | 0 | 51,336 | 0 | 156,637 | 357,144 | 357,144 | (200,507) | 1,074,361 |
| 2050 | 86/85 | 108,081 | 0 | 38,108 | 0 | 146,189 | 365,789 | 365,789 | (219,600) | 856,604 |
| 2051 | 87/86 | 110,934 | 0 | 23,149 | 0 | 134,083 | 374,661 | 374,661 | (240,578) | 624,506 |
| 2052 | 88/87 | 113,863 | 0 | 5,606 | 0 | 119,469 | 334,949 | 334,949 | (215,480) | 426,180 |
| 2053 | 89/88 | 116,869 | 0 | 0 | 0 | 116,869 | 322,084 | 322,084 | (205,215) | 236,142 |
| 2054 | 90/89 | 119,954 | 0 | 0 | 0 | 119,954 | 382,715 | 382,715 | (262,761) | (18,711) |
| 2055 | 91/90 | 123,121 | 0 | 0 | 0 | 123,121 | 392,496 | 392,496 | (269,375) | (285,563) |
| 2056 | 92/91 | 126,372 | 0 | 0 | 0 | 126,372 | 402,535 | 402,535 | (276,163) | (559,137) |
| 2057 | 93/92 | 129,709 | 0 | 0 | 0 | 129,709 | 412,839 | 412,839 | (283,130) | (839,609) |
| 2058 | 94/93 | 133,133 | 0 | 0 | 0 | 133,133 | 423,415 | 423,415 | (290,282) | (1,127,163) |
| 2059 | 95/94 | 136,647 | 0 | 0 | 0 | 136,647 | 434,269 | 434,269 | (297,622) | (1,421,985) |
| 2060 | 96/95 | 140,254 | 0 | 0 | 0 | 140,254 | 445,411 | 445,411 | (305,157) | (1,724,268) |
| 2061 | 97/96 | 143,956 | 0 | 0 | 0 | 143,956 | 456,846 | 456,846 | (312,890) | (2,034,208) |
| 2062 | 98/97 | 147,757 | 0 | 0 | 0 | 147,757 | 468,584 | 468,584 | (320,827) | (2,352,008) |
| 2063 | 99/98 | 151,658 | 0 | 0 | 0 | 151,658 | 480,631 | 480,631 | (328,973) | (2,677,874) |
| 2064 | 100/99 | 155,662 | 0 | 0 | 500,000 | 655,662 | 492,996 | 492,996 | 162,666 | (2,686,019) |
| 2065 | 101/100 | 111,609 | 0 | 0 | 0 | 111,609 | 501,608 | 501,608 | (389,999) | (3,056,968) |

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| Year | Age | Income Flows | Investment Income | Planned Distributions | Other Inflows | Total Inflows | Total Expenses | Total Outflows | Net Cash Flow | Total Portfolio Assets |
|------|--------|-----------------|----------------------|--------------------------|------------------|------------------|-------------------|-------------------|------------------|------------------------------|
| | Totals | \$3,746,258 | \$0 | \$1,490,346 | \$500,000 | \$5,736,604 | \$12,479,415 | \$12,479,415 | | |

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Options for Meeting Retirement Needs

Base Facts

Prepared for Frank and Joanna Miller

Based upon the assumptions utilized in this report, you are projected to have a retirement **shortfall** of **\$3,056,968**. There are several options presented below which, alone or in combination, might allow you to achieve your retirement objectives. These options include your desire to have at least **\$0** in portfolio assets at the end of retirement.

Save More Before You Retire

By saving more towards retirement, you may be able to accumulate enough assets to fund retirement. If excess cash flow is insufficient to fund this savings, you would need to reduce your current living expenses accordingly.

You would need to save an additional **\$6,873** per month (or **\$82,470 per year**) through **2028**, the year before retirement starts, assuming these new funds will grow at **0.00%**.

This results in portfolio assets of **\$4,252,352** at retirement and **\$0** at the end of retirement.

SUMMARY

Increase Savings by
\$6,873 (monthly)
\$82,470 (annually)

Assets at Retirement
\$3,124,784 (current)
\$4,252,352 (new)

Assets in 2065
(\$3,056,968) (current)
\$0 (new)

Retire Later

Another option is to delay the start of retirement, allowing you more time to save and for your assets to grow.

Desired retirement for **Frank** is age **65 (2029)** and **Joanna** is age **65 (2030)**. Earliest retirement would start when **Frank** is age **69 (2033)** and **Joanna** is age **68 (2033)**.

This results in portfolio assets of **\$4,595,214** at retirement, an adjusted retirement cost of **\$12,491,981**, and portfolio assets of **\$400,683** at the end of retirement.

SUMMARY

Retirement Starts
Ages 65 & 65 (current)
Ages 69 & 68 (new)

Cost of Retirement
\$12,479,415 (current)
\$12,491,981 (new)

Assets in 2065
(\$3,056,968) (current)
\$400,683 (new)

Spend Less During Retirement

If you can't increase your portfolio assets sufficiently, you may consider reducing your living expenses during retirement.

Consider reducing your initial retirement living expenses of **\$120,000** (in today's dollars) to **\$98,000**.

This results in an adjusted retirement cost of **\$10,641,010**, and portfolio assets of **\$104,228** at the end of retirement.

SUMMARY

Living Expenses
\$120,000 (current)
\$98,000 (new)

Cost of Retirement
\$12,479,415 (current)
\$10,641,010 (new)

Assets in 2065
(\$3,056,968) (current)
\$104,228 (new)

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Education

Sample

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Cost of Education

Base Facts

Prepared for Frank and Joanna Miller

Funding a child's education, either fully or partially, is considered a primary obligation by most parents. With education costs significantly outpacing inflation, the total cost of a college education can become burdensome if you don't start saving early.

For College for Mary Beth, you have defined that education begins in **2017**, lasts for **2 years (through 2018)**, and will have an annual cost of **\$50,000** in today's dollars. These costs are expected to grow at a rate of **4.00%** beginning **immediately**.

You can expect the first year of college to actually cost **\$50,000** when it begins, with a total cost of **\$102,000** by the time it ends.

SUMMARY

Education Occurs
2017 - 2018

Annual Costs (Today's \$)
\$50,000

Costs Grow at
4.00%

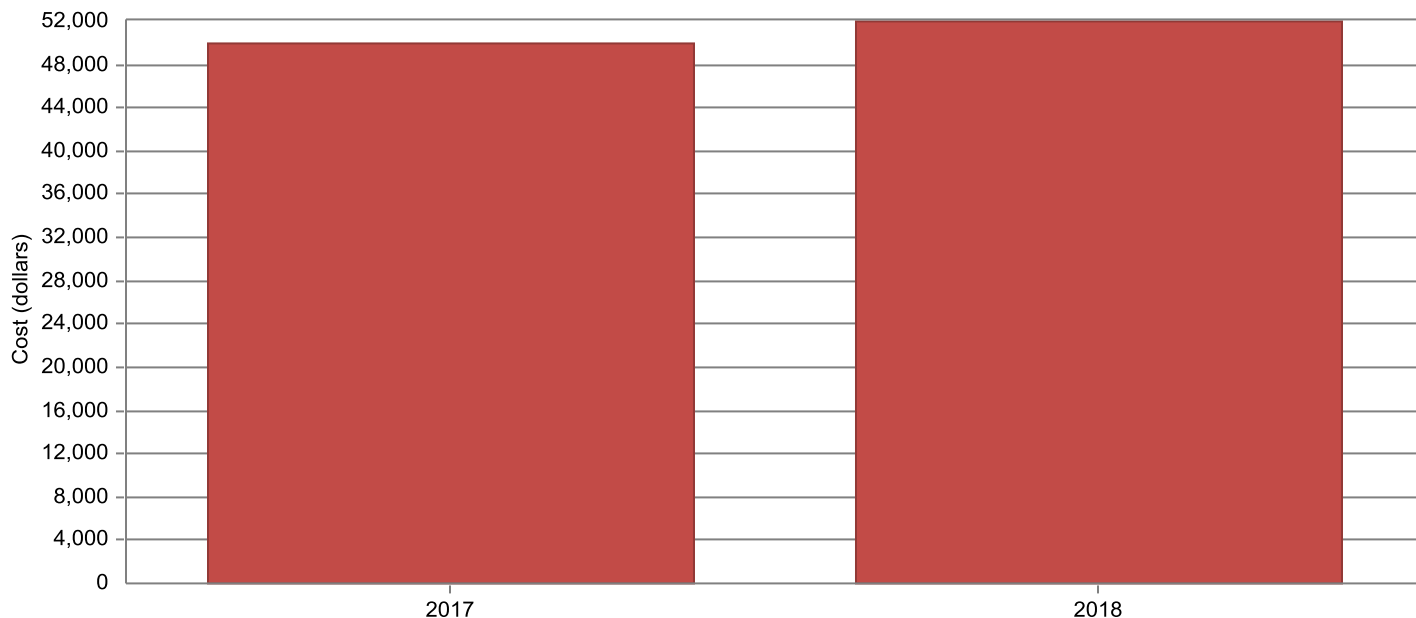
Annual Cost in 2017
\$50,000

Total 2 Year Cost
\$102,000

How Will Your Costs Grow?

The chart below illustrates the mounting costs of this education. You can expect an annual cost of **\$50,000** today to grow to **\$50,000** in **2017** and **\$52,000** in **2018**.

Projected Cost of College for Mary Beth



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Cost of Education

Base Facts

Prepared for Frank and Joanna Miller

Funding a child's education, either fully or partially, is considered a primary obligation by most parents. With education costs significantly outpacing inflation, the total cost of a college education can become burdensome if you don't start saving early.

For College for Lucas, you have defined that education begins in **2017**, lasts for **4 years (through 2020)**, and will have an annual cost of **\$50,000** in today's dollars. These costs are expected to grow at a rate of **4.00%** beginning **immediately**.

You can expect the first year of college to actually cost **\$50,000** when it begins, with a total cost of **\$212,323** by the time it ends.

SUMMARY

Education Occurs
2017 - 2020

Annual Costs (Today's \$)
\$50,000

Costs Grow at
4.00%

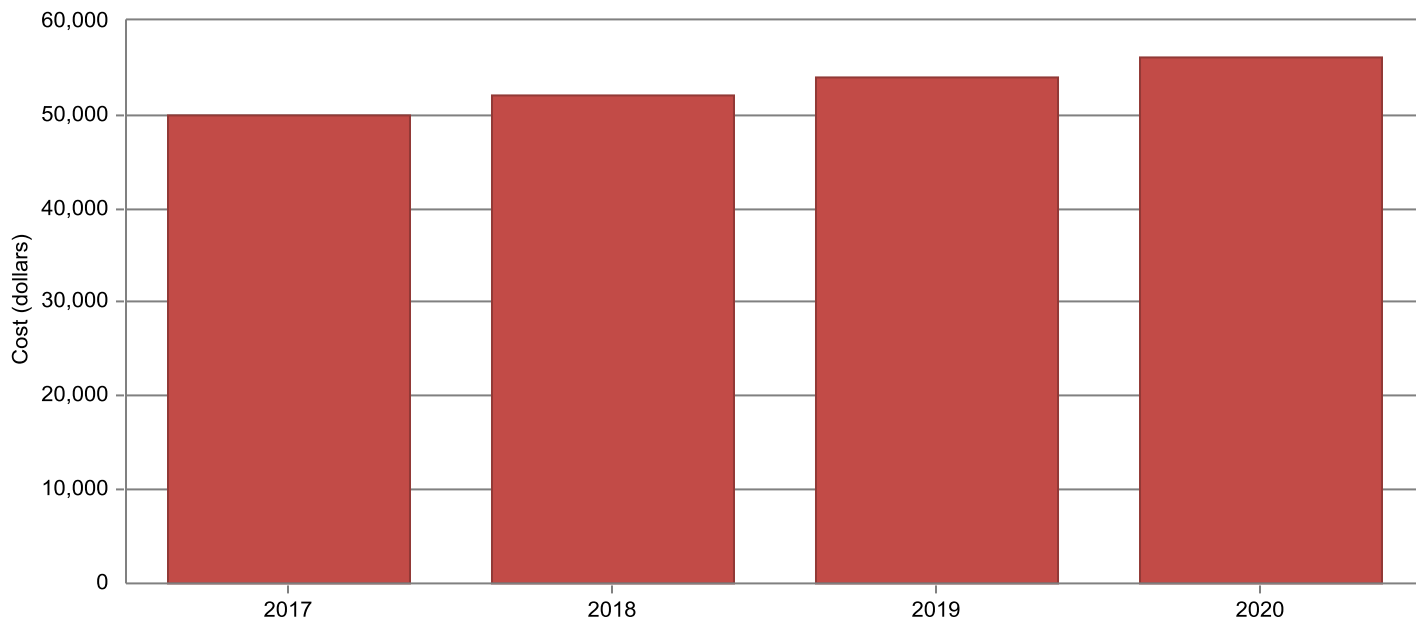
Annual Cost in 2017
\$50,000

Total 4 Year Cost
\$212,323

How Will Your Costs Grow?

The chart below illustrates the mounting costs of this education. You can expect an annual cost of **\$50,000** today to grow to **\$50,000** in **2017** and **\$56,243** in **2020**.

Projected Cost of College for Lucas



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Funding Your Education

Base Facts

Prepared for Frank and Joanna Miller

This report shows where you are with respect to your education funding needs.

You currently have **\$117,610** of dedicated funds available for **College for Mary Beth** expense. This is projected to be enough to fund the entire education goal cost of **\$102,000** over the remaining duration of the expense period.

College for Mary Beth is projected to have **sufficient dedicated funds** to cover the total costs.

Additional dedicated funds available at the end of the education goal total **\$25,757**, or **25%** of the goal.

SUMMARY

Total 2 Year Cost
\$102,000

Current Funding
\$117,610

Total Funding
\$102,000

Shortfall
\$0

Percent Funded
100%

Will There Be Enough?

The chart below illustrates your available dedicated funding for this education goal. Your dedicated assets provide a funding level of **\$102,000** towards the goal.

Savings and Withdrawals for College for Mary Beth



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Funding Your Education

Base Facts

Prepared for Frank and Joanna Miller

This report shows where you are with respect to your education funding needs.

You currently have **\$51,996** of dedicated funds available for **College for Lucas** expense. Planned savings and assumed growth would result in a total of **\$63,428** of dedicated funds available for the education goal. These funds are used against a total **4 year** cost of **\$212,323** resulting in a **\$148,895** shortfall of dedicated assets. Non-dedicated assets are assumed to fund the remaining goal shortfall.

The projected **shortfall** from dedicated assets towards **College for Lucas** expense is **\$148,895**, or **70%** underfunded. Non-dedicated assets are assumed to fund the remaining goal shortfall.

SUMMARY

Total 4 Year Cost
\$212,323

Current Funding
\$51,996 (Dedicated)

Total Funding
\$63,428 (Dedicated)
\$148,895 (Non-Dedicated)

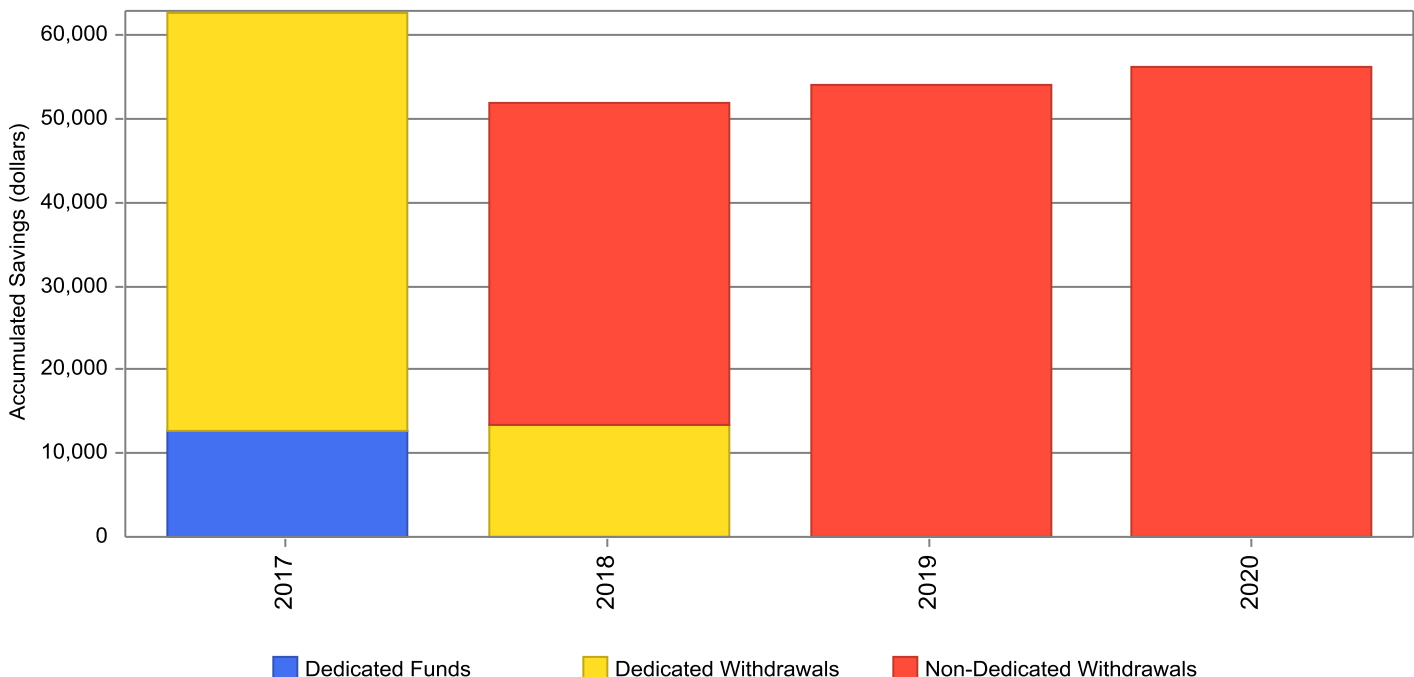
Shortfall
\$148,895 (Dedicated)
\$0 (Non-Dedicated)

Percent Funded
30% (Dedicated)
70% (Non-Dedicated)

Will There Be Enough?

The chart below illustrates your available dedicated funding for this education goal. Your dedicated assets provide a funding level of **\$63,428** towards the goal. Non-dedicated assets are used to fund the remaining **\$148,895**.

Savings and Withdrawals for College for Lucas



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Options for Meeting Education Needs

Base Facts

Prepared for Frank and Joanna Miller

Based upon the assumed cost, existing funds, and future savings for **College for Mary Beth**, the education goal is projected to be fully funded.

For **College for Mary Beth**, you have defined that education begins in **2017**, lasts for **2 years (through 2018)**, and will have an annual cost of **\$50,000** in today's dollars. These costs are expected to grow at a rate of **4.00%** beginning **immediately**.

This goal is projected to be fully funded. No additional savings are required to achieve it.

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Options for Meeting Education Needs

Base Facts

Prepared for Frank and Joanna Miller

Based upon the assumed cost, existing funds, and future savings for **College for Lucas**, your education goal is not projected to be fully funded with dedicated assets. It is important to review your educational funding needs now, and implement any necessary changes. There are several options which, by themselves or in combination with each other, may help you to achieve your education funding goal. They include:

Save More Each Month

By examining your current budget and expenditures, you may be able to make changes that allow you to increase the amount you save each month for future education costs.

To cover your funding shortfall solely from dedicated assets by saving more each month, you would need to save an additional **\$3,919 per month** (or **\$47,029 per year**) through **2019**. This solution assumes that these new funds will grow at a rate of **4.93%**.

SUMMARY

Increase Savings by
\$3,919 (monthly)
\$47,029 (annually)
Total Cost of Education
\$212,323
Total Funding
\$212,323
Percent Funded
100%

Set Aside More Now

One option for making up the shortfall is to set aside an additional lump sum today.

To make up your funding shortfall solely from dedicated assets by increasing the lump sum available today, you would need to put aside **\$134,560** in addition to the **\$51,996** currently available, for a total of **\$186,556**. This solution assumes that these new funds will grow at a rate of **4.93%**.

SUMMARY

Increase Funds by
\$134,560 to a total
of **\$186,556**
Total Cost of Education
\$212,323
Total Funding
\$212,323
Percent Funded
100%

Reduce Costs

You may consider reducing the actual cost of the goal. The student might qualify for scholarships, or could attend a less expensive educational institution. In-state schools typically have lower tuition than comparable out-of-state schools.

To fully fund the goal solely from dedicated assets by reducing the expense, the annual cost would need to be reduced by **\$34,019** to **\$15,981** per year. This solution assumes that your education cost will grow at a rate of **4.00%** each year.

SUMMARY

Reduce Annual Cost by
\$34,019 to a total
of **\$15,981**
New Cost of Education
\$67,862
Total Funding
\$67,862
Percent Funded
100%

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Education – Funding and Spending Details

Base Facts

Prepared for Frank and Joanna Miller

For each year through the end of your goal, the table below displays the savings to and the withdrawals from the funds you dedicated to this goal, the amount spent on the goal, and the balance of funds at the end of each year.

College for Mary Beth

| Year | Age | Dedicated Assets (BOY) | Growth, Savings & Other Expenses | Dedicated Withdrawals for Expense | Dedicated Assets (EOY) |
|------|-------|------------------------|----------------------------------|-----------------------------------|------------------------|
| 2017 | 53/52 | \$117,610 | \$6,233 | \$50,000 | \$73,843 |
| 2018 | 54/53 | 73,843 | 3,914 | 52,000 | 25,757 |

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Education – Funding and Spending Details

Base Facts

Prepared for Frank and Joanna Miller

For each year through the end of your goal, the table below displays the savings to and the withdrawals from the funds you dedicated to this goal, the amount spent on the goal, and the balance of funds at the end of each year.

College for Lucas

| Year | Age | Dedicated Assets (BOY) | Growth, Savings & Other Expenses | Dedicated Withdrawals for Expense | Dedicated Assets (EOY) | Non-Dedicated Withdrawals |
|------|-------|------------------------|----------------------------------|-----------------------------------|------------------------|---------------------------|
| 2017 | 53/52 | \$51,996 | \$10,756 | \$50,000 | \$12,752 | \$0 |
| 2018 | 54/53 | 12,752 | 676 | 13,428 | 0 | 38,572 |
| 2019 | 55/54 | 0 | 0 | 0 | 0 | 54,080 |
| 2020 | 56/55 | 0 | 0 | 0 | 0 | 56,243 |

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Current Estate Plan

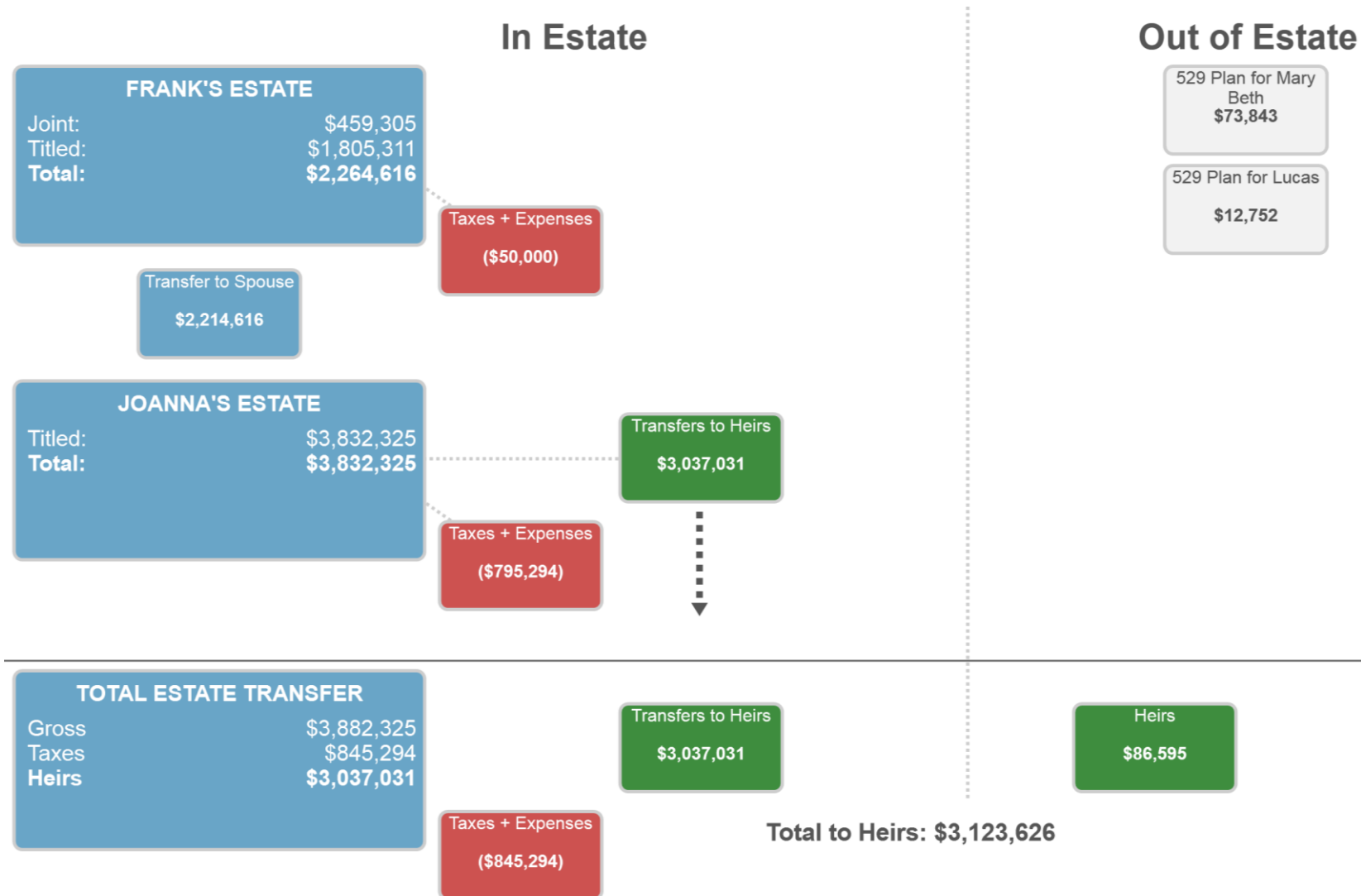
Sample

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Estate Flow Chart

Base Facts in First Year (2017)

Prepared for Frank and Joanna Miller



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Estate Flow Chart

Base Facts in First Year (2017)

Prepared for Frank and Joanna Miller

FRANK'S ESTATE

| | |
|----------------------|-----------|
| Estate Value | |
| Cash Equivalents | \$17,183 |
| Life Insurance | 1,300,000 |
| Loans | (3,458) |
| Personal Property | 30,000 |
| Qualified Retirement | 508,769 |
| Real Estate | 233,842 |
| Taxable Investments | 178,280 |

Estate Value: 2,264,616

Transfers to Spouse

| | |
|--------------------------|-----------|
| Cash Equivalents | \$17,183 |
| Life Insurance | 1,300,000 |
| Loans | (3,458) |
| Personal Property | 30,000 |
| Probate & Final Expenses | (50,000) |
| Qualified Retirement | 508,769 |
| Real Estate | 233,842 |
| Taxable Investments | 178,280 |

Transfers to Spouse: 2,214,616

Taxes & Expenses

| | |
|--------------------------|------------|
| Probate & Final Expenses | (\$50,000) |
|--------------------------|------------|

Taxes & Expenses: (50,000)

JOANNA'S ESTATE

| | |
|--------------------------|-----------|
| Estate Value | |
| Cash Equivalents | \$34,365 |
| Life Insurance | 1,800,000 |
| Loans | (3,458) |
| Personal Property | 95,000 |
| Probate & Final Expenses | (50,000) |
| Qualified Retirement | 669,628 |
| Real Estate | 821,184 |
| Roth IRAs | 109,047 |
| Taxable Investments | 356,559 |

Estate Value: 3,832,325

Transfers to Heirs

| | |
|------------------|-------------|
| Lucas Miller | \$1,012,346 |
| Mary Beth Miller | 1,012,344 |
| Peter Miller | 1,012,341 |

Transfers to Heirs: 3,037,031

Taxes & Expenses

| | |
|--------------------------|-------------|
| Income Tax on IRD | (\$234,371) |
| Probate & Final Expenses | (177,687) |
| State Death Tax | (383,236) |

Taxes & Expenses: (795,294)

OUT OF ESTATE

| | |
|------------------------|----------|
| Out of Estate | |
| 529 Plan for Lucas | \$12,752 |
| 529 Plan for Mary Beth | 73,843 |

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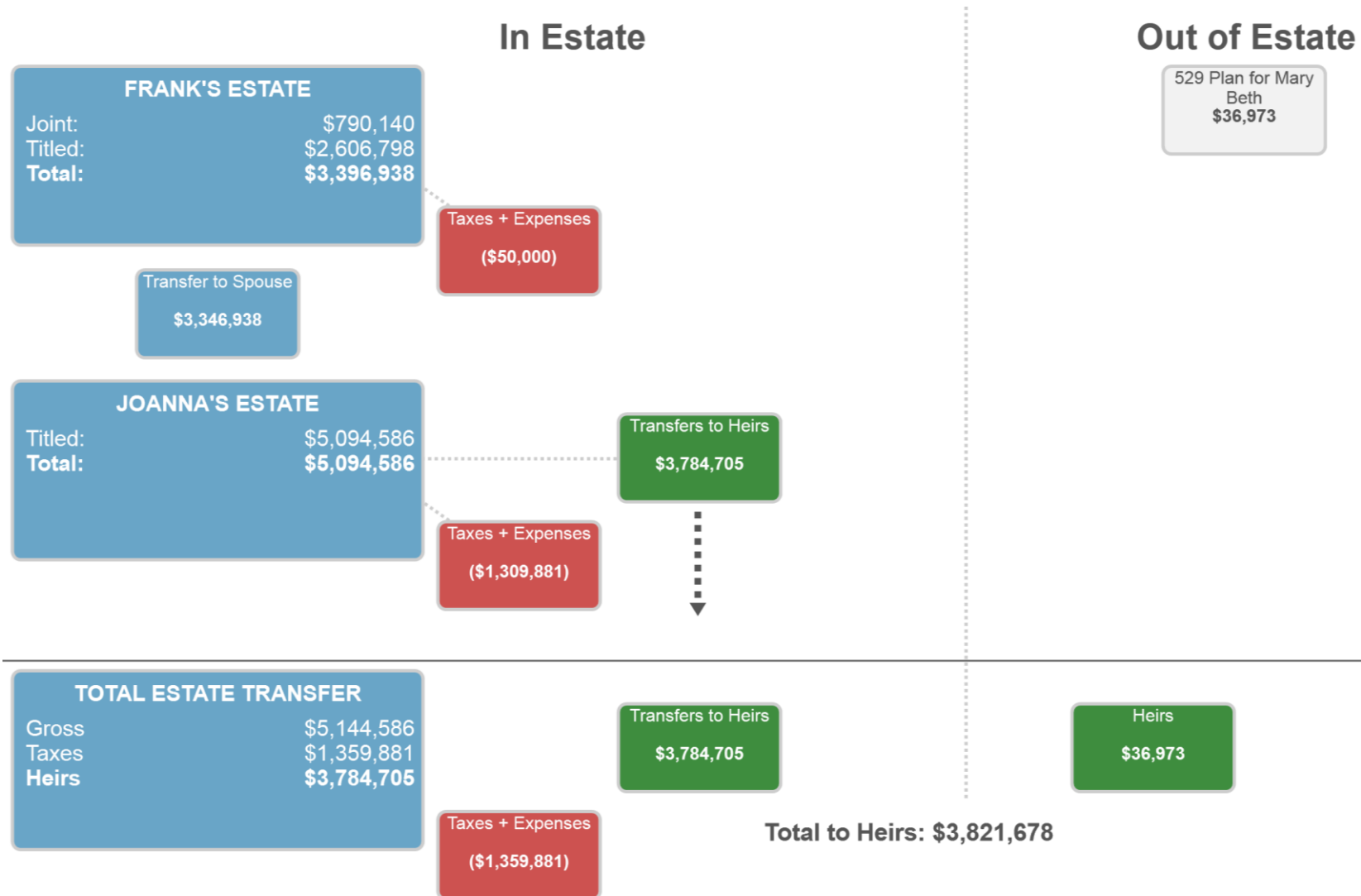
Sample

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Estate Flow Chart

Base Facts in 2025

Prepared for Frank and Joanna Miller



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Estate Flow Chart

Base Facts in 2025

Prepared for Frank and Joanna Miller

FRANK'S ESTATE

| | |
|----------------------|------------------|
| Estate Value | |
| Life Insurance | \$1,300,000 |
| Personal Property | 30,000 |
| Qualified Retirement | 1,306,798 |
| Real Estate | 507,915 |
| Taxable Investments | 252,225 |
| Estate Value: | 3,396,938 |

| | |
|-----------------------------|------------------|
| Transfers to Spouse | |
| Life Insurance | \$1,300,000 |
| Personal Property | 30,000 |
| Probate & Final Expenses | (50,000) |
| Qualified Retirement | 1,306,798 |
| Real Estate | 507,915 |
| Taxable Investments | 252,225 |
| Transfers to Spouse: | 3,346,938 |

| | |
|------------------------------|-----------------|
| Taxes & Expenses | |
| Probate & Final Expenses | (\$50,000) |
| Taxes & Expenses: | (50,000) |

JOANNA'S ESTATE

| | |
|--------------------------|------------------|
| Estate Value | |
| Life Insurance | \$1,300,000 |
| Personal Property | 95,000 |
| Probate & Final Expenses | (50,000) |
| Qualified Retirement | 1,680,052 |
| Real Estate | 1,398,618 |
| Roth IRAs | 166,467 |
| Taxable Investments | 504,449 |
| Estate Value: | 5,094,586 |

| | |
|----------------------------|------------------|
| Transfers to Heirs | |
| Lucas Miller | \$1,261,570 |
| Mary Beth Miller | 1,261,569 |
| Peter Miller | 1,261,566 |
| Transfers to Heirs: | 3,784,705 |

| | |
|------------------------------|--------------------|
| Taxes & Expenses | |
| Income Tax on IRD | (\$588,018) |
| Probate & Final Expenses | (212,403) |
| State Death Tax | (509,460) |
| Taxes & Expenses: | (1,309,881) |

OUT OF ESTATE

| | |
|------------------------|---------------|
| Out of Estate | |
| 529 Plan for Mary Beth | \$36,973 |
| Out of Estate: | 36,973 |

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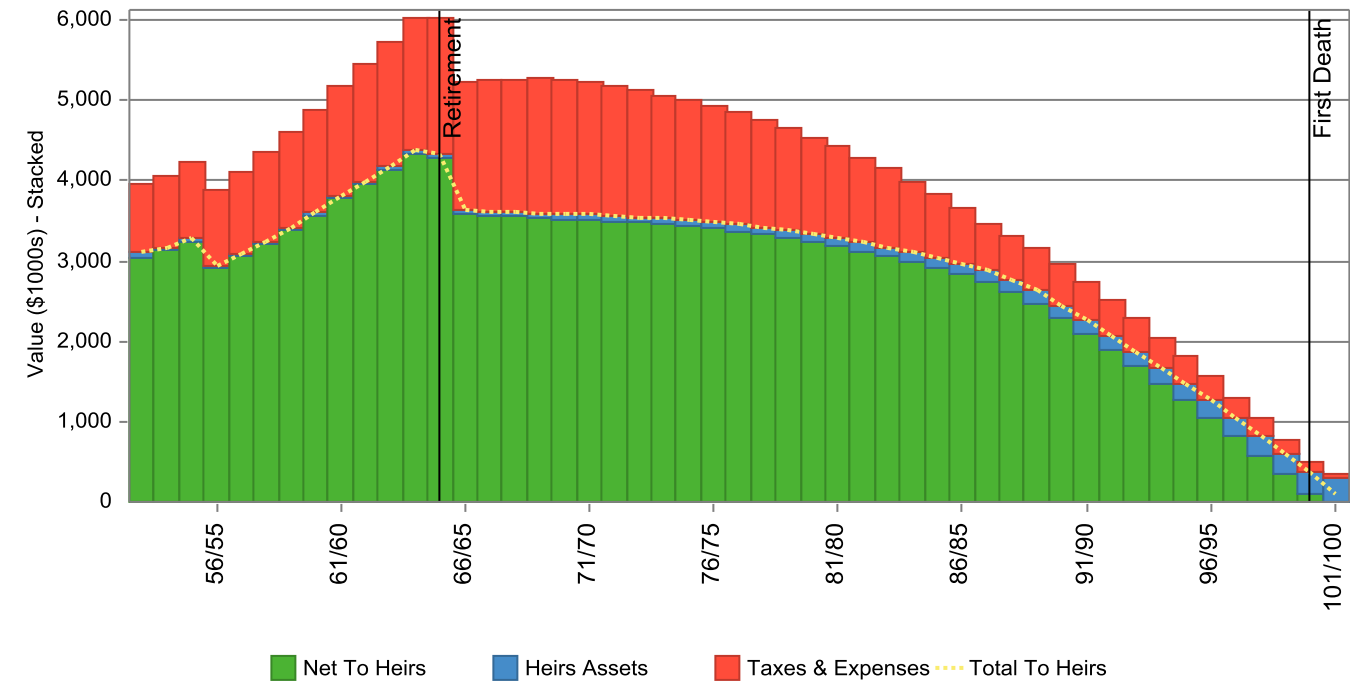
Estate Transfer

Base Facts (All Years)

Prepared for Frank and Joanna Miller

The Estate Transfer report shows the projected value of assets inside and outside of your estate, the reduction in value due to transfer taxes, and the net amount to your heirs.

Estate Transfer Value and Costs



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Estate Transfer

Base Facts (All Years)

Prepared for Frank and Joanna Miller

The Estate Transfer report shows the projected value of assets inside and outside of your estate, the reduction in value due to transfer taxes, and the net amount to your heirs.

| Year | Age | Gross Estate | Taxes & Expenses | Net To Heirs | Heirs Assets | Total To Heirs |
|-------------|--------------|------------------|------------------|------------------|---------------|------------------|
| 2017 | 53/52 | \$3,882,325 | \$845,286 | \$3,037,031 | \$86,595 | \$3,123,626 |
| 2018 | 54/53 | 4,040,687 | 896,286 | 3,144,398 | 25,757 | 3,170,155 |
| 2019 | 55/54 | 4,196,734 | 949,512 | 3,247,222 | 27,122 | 3,274,344 |
| 2020 | 56/55 | 3,863,309 | 956,951 | 2,906,355 | 28,559 | 2,934,914 |
| 2021 | 57/56 | 4,080,602 | 1,024,838 | 3,055,763 | 30,073 | 3,085,836 |
| 2022 | 58/57 | 4,314,324 | 1,098,411 | 3,215,911 | 31,667 | 3,247,578 |
| 2023 | 59/58 | 4,565,258 | 1,177,897 | 3,387,360 | 33,345 | 3,420,705 |
| 2024 | 60/59 | 4,836,461 | 1,264,170 | 3,572,284 | 35,112 | 3,607,396 |
| 2025 | 61/60 | 5,144,586 | 1,359,880 | 3,784,705 | 36,973 | 3,821,678 |
| 2026 | 62/61 | 5,406,106 | 1,452,962 | 3,953,144 | 38,933 | 3,992,077 |
| 2027 | 63/62 | 5,688,786 | 1,553,930 | 4,134,855 | 40,996 | 4,175,851 |
| 2028 | 64/63 | 5,993,842 | 1,663,192 | 4,330,650 | 43,169 | 4,373,819 |
| 2029 | 65/64 | 5,967,870 | 1,684,884 | 4,282,985 | 45,457 | 4,328,442 |
| 2030 | 66/65 | 5,179,460 | 1,593,187 | 3,586,272 | 47,866 | 3,634,138 |
| 2031 | 67/66 | 5,194,476 | 1,623,015 | 3,571,460 | 50,403 | 3,621,863 |
| 2032 | 68/67 | 5,207,388 | 1,653,579 | 3,553,805 | 53,074 | 3,606,879 |
| 2033 | 69/68 | 5,217,917 | 1,684,875 | 3,533,040 | 55,887 | 3,588,927 |
| 2034 | 70/69 | 5,201,741 | 1,679,533 | 3,522,207 | 58,849 | 3,581,056 |
| 2035 | 71/70 | 5,160,026 | 1,648,966 | 3,511,058 | 61,968 | 3,573,026 |
| 2036 | 72/71 | 5,111,747 | 1,615,162 | 3,496,585 | 65,252 | 3,561,837 |
| 2037 | 73/72 | 5,056,548 | 1,577,955 | 3,478,594 | 68,710 | 3,547,304 |
| 2038 | 74/73 | 4,993,975 | 1,537,132 | 3,456,840 | 72,352 | 3,529,192 |
| 2039 | 75/74 | 4,923,814 | 1,492,585 | 3,431,226 | 76,187 | 3,507,413 |
| 2040 | 76/75 | 4,845,645 | 1,444,124 | 3,401,521 | 80,225 | 3,481,746 |
| 2041 | 77/76 | 4,759,000 | 1,391,522 | 3,367,479 | 84,477 | 3,451,956 |
| 2042 | 78/77 | 4,663,544 | 1,334,623 | 3,328,922 | 88,954 | 3,417,876 |
| 2043 | 79/78 | 4,558,664 | 1,273,142 | 3,285,518 | 93,669 | 3,379,187 |
| 2044 | 80/79 | 4,443,893 | 1,206,858 | 3,237,029 | 98,633 | 3,335,662 |
| 2045 | 81/80 | 4,318,704 | 1,135,524 | 3,183,179 | 103,861 | 3,287,040 |
| 2046 | 82/81 | 4,182,543 | 1,058,882 | 3,123,658 | 109,366 | 3,233,024 |
| 2047 | 83/82 | 4,034,763 | 976,628 | 3,058,132 | 115,162 | 3,173,294 |
| 2048 | 84/83 | 3,874,810 | 888,503 | 2,986,307 | 121,266 | 3,107,573 |
| 2049 | 85/84 | 3,705,411 | 795,724 | 2,909,685 | 127,693 | 3,037,378 |
| 2050 | 86/85 | 3,522,978 | 696,664 | 2,826,314 | 134,461 | 2,960,775 |
| 2051 | 87/86 | 3,326,847 | 591,011 | 2,735,835 | 141,587 | 2,877,422 |

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| Year | Age | Gross Estate | Taxes & Expenses | Net To Heirs | Heirs Assets | Total To Heirs |
|-------------|---------------|----------------|------------------|---------------|----------------|----------------|
| 2052 | 88/87 | 3,165,144 | 550,497 | 2,614,645 | 149,091 | 2,763,736 |
| 2053 | 89/88 | 3,012,397 | 537,208 | 2,475,189 | 156,993 | 2,632,182 |
| 2054 | 90/89 | 2,795,516 | 511,828 | 2,283,684 | 165,314 | 2,448,998 |
| 2055 | 91/90 | 2,567,328 | 477,599 | 2,089,726 | 174,076 | 2,263,802 |
| 2056 | 92/91 | 2,333,125 | 442,469 | 1,890,655 | 183,302 | 2,073,957 |
| 2057 | 93/92 | 2,092,743 | 406,411 | 1,686,328 | 193,017 | 1,879,345 |
| 2058 | 94/93 | 1,846,011 | 369,402 | 1,476,608 | 203,247 | 1,679,855 |
| 2059 | 95/94 | 1,592,758 | 331,414 | 1,261,344 | 214,019 | 1,475,363 |
| 2060 | 96/95 | 1,332,804 | 292,420 | 1,040,384 | 225,362 | 1,265,746 |
| 2061 | 97/96 | 1,065,968 | 252,395 | 813,572 | 237,306 | 1,050,878 |
| 2062 | 98/97 | 792,061 | 211,309 | 580,751 | 249,883 | 830,634 |
| 2063 | 99/98 | 510,892 | 169,134 | 341,754 | 263,127 | 604,881 |
| 2064 | 100/99 | 222,263 | 125,839 | 96,423 | 277,073 | 373,496 |
| 2065 | 101/100 | (149,063) | 50,000 | (199,063) | 291,758 | 92,695 |

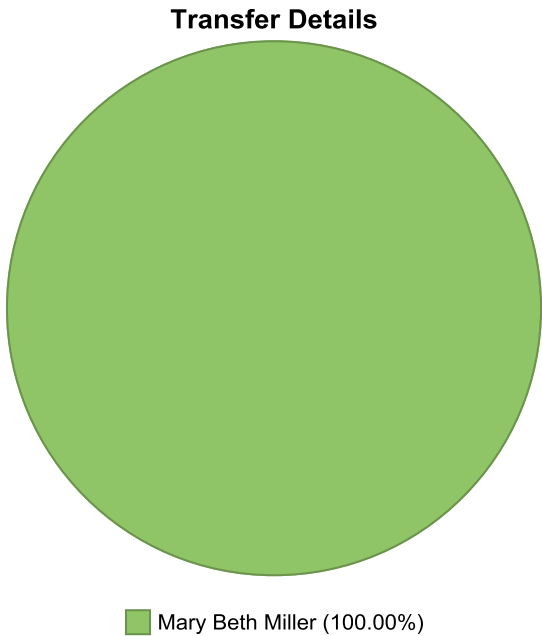
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Multi-Generational Transfer Details

Base Facts (All Years)

Prepared for Frank and Joanna Miller

The Multi-Generational Transfer Details report shows the distributions being received by specific family members, other individuals and charity.



| DETAILS | | |
|---------------------|---------------|-----------|
| Recipient | Distributions | Subtotals |
| Children | | |
| Mary Beth Miller | \$242,071 | \$242,071 |
| Total Distributions | \$242,071 | \$242,071 |

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Multi-Generational Transfer Details

Base Facts (All Years)

Prepared for Frank and Joanna Miller

The Multi-Generational Transfer Details report shows the distributions being received by specific family members, other individuals and charity.

| | | Children | Mary Beth Miller | Total Distributions |
|------|-------|----------|------------------|---------------------|
| Year | Age | | | |
| 2017 | 53/52 | | \$0 | \$0 |
| 2018 | 54/53 | | 0 | 0 |
| 2019 | 55/54 | | 0 | 0 |
| 2020 | 56/55 | | 0 | 0 |
| 2021 | 57/56 | | 0 | 0 |
| 2022 | 58/57 | | 0 | 0 |
| 2023 | 59/58 | | 0 | 0 |
| 2024 | 60/59 | | 0 | 0 |
| 2025 | 61/60 | | 0 | 0 |
| 2026 | 62/61 | | 0 | 0 |
| 2027 | 63/62 | | 0 | 0 |
| 2028 | 64/63 | | 0 | 0 |
| 2029 | 65/64 | | 0 | 0 |
| 2030 | 66/65 | | 0 | 0 |
| 2031 | 67/66 | | 0 | 0 |
| 2032 | 68/67 | | 0 | 0 |
| 2033 | 69/68 | | 0 | 0 |
| 2034 | 70/69 | | 0 | 0 |
| 2035 | 71/70 | | 0 | 0 |
| 2036 | 72/71 | | 0 | 0 |
| 2037 | 73/72 | | 0 | 0 |
| 2038 | 74/73 | | 0 | 0 |
| 2039 | 75/74 | | 0 | 0 |
| 2040 | 76/75 | | 0 | 0 |
| 2041 | 77/76 | | 0 | 0 |
| 2042 | 78/77 | | 0 | 0 |
| 2043 | 79/78 | | 0 | 0 |
| 2044 | 80/79 | | 0 | 0 |
| 2045 | 81/80 | | 0 | 0 |
| 2046 | 82/81 | | 0 | 0 |
| 2047 | 83/82 | | 0 | 0 |
| 2048 | 84/83 | | 0 | 0 |
| 2049 | 85/84 | | 0 | 0 |
| 2050 | 86/85 | | 0 | 0 |
| 2051 | 87/86 | | 0 | 0 |

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| Year | Age | Children | | Total Distributions |
|--------|---------|----------|----------------|------------------------|
| | | Mary | Beth Miller | |
| 2052 | 88/87 | 0 | | 0 |
| 2053 | 89/88 | 0 | | 0 |
| 2054 | 90/89 | 0 | | 0 |
| 2055 | 91/90 | 0 | | 0 |
| 2056 | 92/91 | 0 | | 0 |
| 2057 | 93/92 | 0 | | 0 |
| 2058 | 94/93 | 0 | | 0 |
| 2059 | 95/94 | 0 | | 0 |
| 2060 | 96/95 | 0 | | 0 |
| 2061 | 97/96 | 0 | | 0 |
| 2062 | 98/97 | 0 | | 0 |
| 2063 | 99/98 | 0 | | 0 |
| 2064 | 100/99 | 0 | | 0 |
| 2065 | 101/100 | 242,071 | | 242,071 |
| Totals | | 242,071 | | 242,071 |

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Proposed Estate Plan

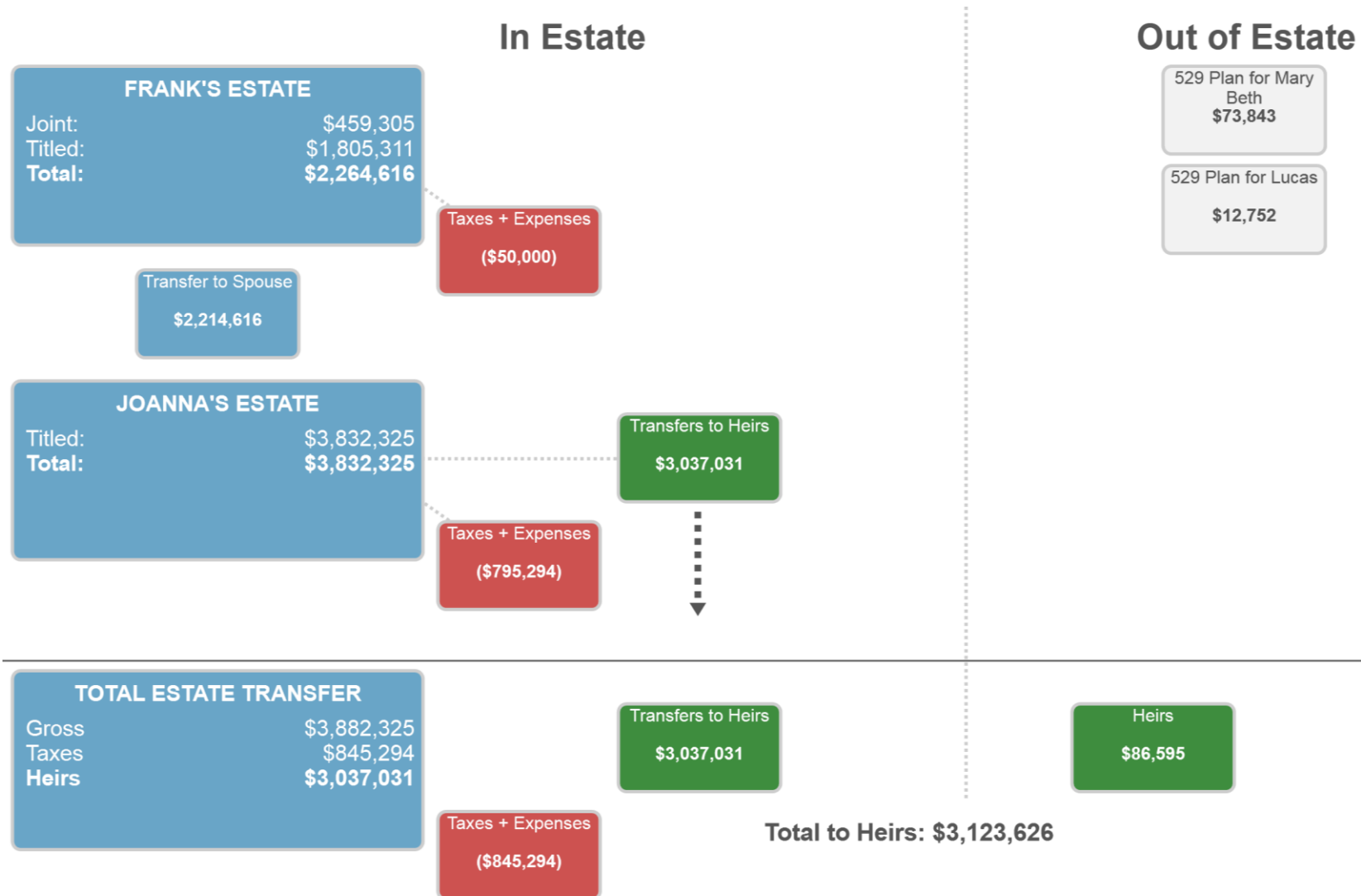
Sample

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Estate Flow Chart

Advanced Plan - Oct 2015 in First Year (2017)

Prepared for Frank and Joanna Miller



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Estate Flow Chart

Advanced Plan - Oct 2015 in First Year (2017)

Prepared for Frank and Joanna Miller

FRANK'S ESTATE

| | |
|----------------------|-----------|
| Estate Value | |
| Cash Equivalents | \$17,183 |
| Life Insurance | 1,300,000 |
| Loans | (3,458) |
| Personal Property | 30,000 |
| Qualified Retirement | 508,769 |
| Real Estate | 233,842 |
| Taxable Investments | 178,280 |

Estate Value: 2,264,616

Transfers to Spouse

| | |
|--------------------------|-----------|
| Cash Equivalents | \$17,183 |
| Life Insurance | 1,300,000 |
| Loans | (3,458) |
| Personal Property | 30,000 |
| Probate & Final Expenses | (50,000) |
| Qualified Retirement | 508,769 |
| Real Estate | 233,842 |
| Taxable Investments | 178,280 |

Transfers to Spouse: 2,214,616

Taxes & Expenses

| | |
|--------------------------|------------|
| Probate & Final Expenses | (\$50,000) |
|--------------------------|------------|

Taxes & Expenses: (50,000)

JOANNA'S ESTATE

| | |
|--------------------------|-----------|
| Estate Value | |
| Cash Equivalents | \$34,365 |
| Life Insurance | 1,800,000 |
| Loans | (3,458) |
| Personal Property | 95,000 |
| Probate & Final Expenses | (50,000) |
| Qualified Retirement | 669,628 |
| Real Estate | 821,184 |
| Roth IRAs | 109,047 |
| Taxable Investments | 356,559 |

Estate Value: 3,832,325

Transfers to Heirs

| | |
|------------------|-------------|
| Lucas Miller | \$1,012,346 |
| Mary Beth Miller | 1,012,344 |
| Peter Miller | 1,012,341 |

Transfers to Heirs: 3,037,031

Taxes & Expenses

| | |
|--------------------------|-------------|
| Income Tax on IRD | (\$234,371) |
| Probate & Final Expenses | (177,687) |
| State Death Tax | (383,236) |

Taxes & Expenses: (795,294)

OUT OF ESTATE

| | |
|------------------------|----------|
| Out of Estate | |
| 529 Plan for Lucas | \$12,752 |
| 529 Plan for Mary Beth | 73,843 |

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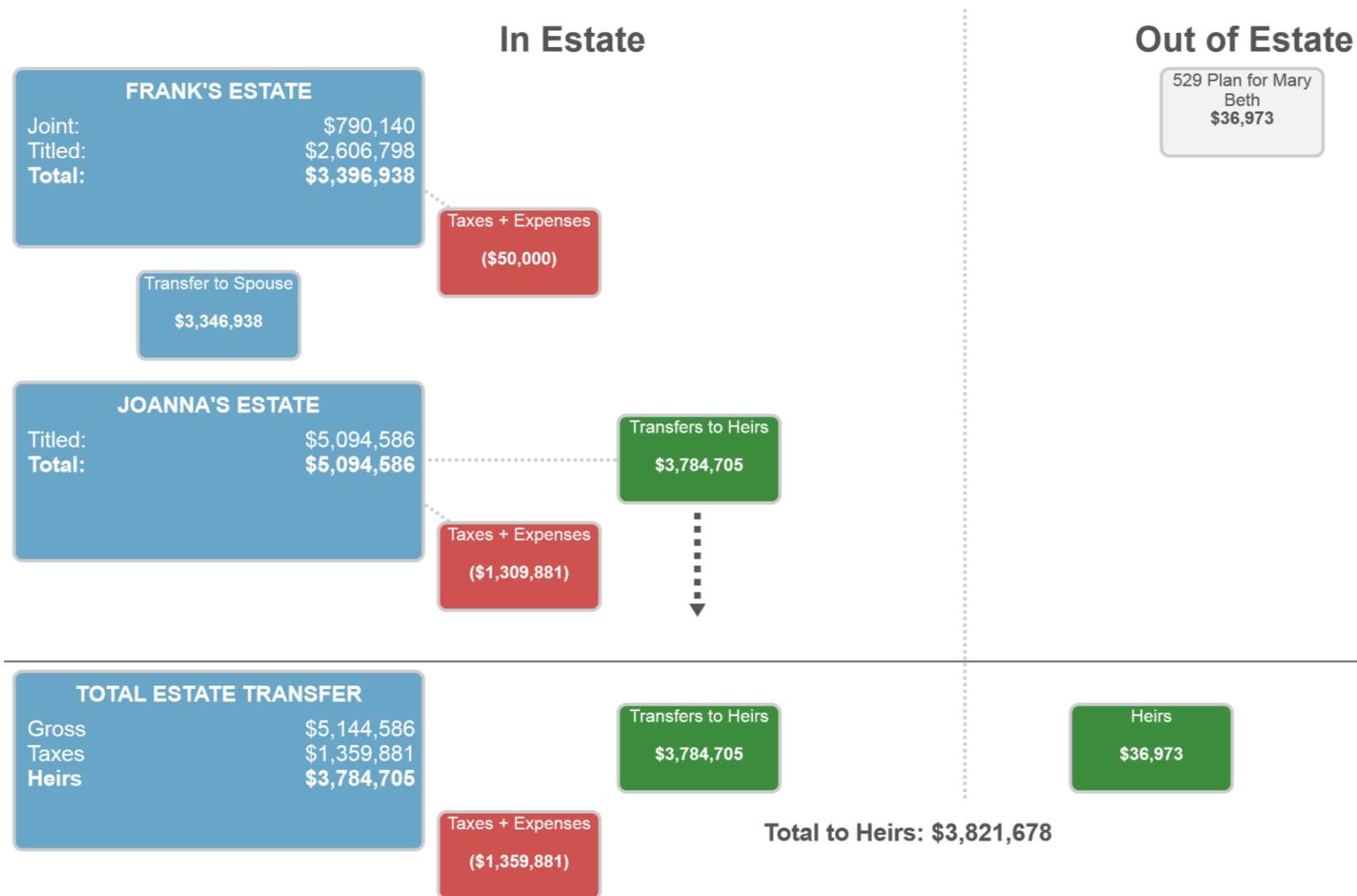
Sample

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Estate Flow Chart

Advanced Plan - Oct 2015 in 2025

Prepared for Frank and Joanna Miller



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Estate Flow Chart

Advanced Plan - Oct 2015 in 2025

Prepared for Frank and Joanna Miller

FRANK'S ESTATE

| | |
|----------------------|------------------|
| Estate Value | |
| Life Insurance | \$1,300,000 |
| Personal Property | 30,000 |
| Qualified Retirement | 1,306,798 |
| Real Estate | 507,915 |
| Taxable Investments | 252,225 |
| Estate Value: | 3,396,938 |

| | |
|-----------------------------|------------------|
| Transfers to Spouse | |
| Life Insurance | \$1,300,000 |
| Personal Property | 30,000 |
| Probate & Final Expenses | (50,000) |
| Qualified Retirement | 1,306,798 |
| Real Estate | 507,915 |
| Taxable Investments | 252,225 |
| Transfers to Spouse: | 3,346,938 |

| | |
|------------------------------|-----------------|
| Taxes & Expenses | |
| Probate & Final Expenses | (\$50,000) |
| Taxes & Expenses: | (50,000) |

JOANNA'S ESTATE

| | |
|--------------------------|------------------|
| Estate Value | |
| Life Insurance | \$1,300,000 |
| Personal Property | 95,000 |
| Probate & Final Expenses | (50,000) |
| Qualified Retirement | 1,680,052 |
| Real Estate | 1,398,618 |
| Roth IRAs | 166,467 |
| Taxable Investments | 504,449 |
| Estate Value: | 5,094,586 |

| | |
|----------------------------|------------------|
| Transfers to Heirs | |
| Lucas Miller | \$1,261,570 |
| Mary Beth Miller | 1,261,569 |
| Peter Miller | 1,261,566 |
| Transfers to Heirs: | 3,784,705 |

| | |
|------------------------------|--------------------|
| Taxes & Expenses | |
| Income Tax on IRD | (\$588,018) |
| Probate & Final Expenses | (212,403) |
| State Death Tax | (509,460) |
| Taxes & Expenses: | (1,309,881) |

OUT OF ESTATE

| | |
|------------------------|---------------|
| Out of Estate | |
| 529 Plan for Mary Beth | \$36,973 |
| Out of Estate: | 36,973 |

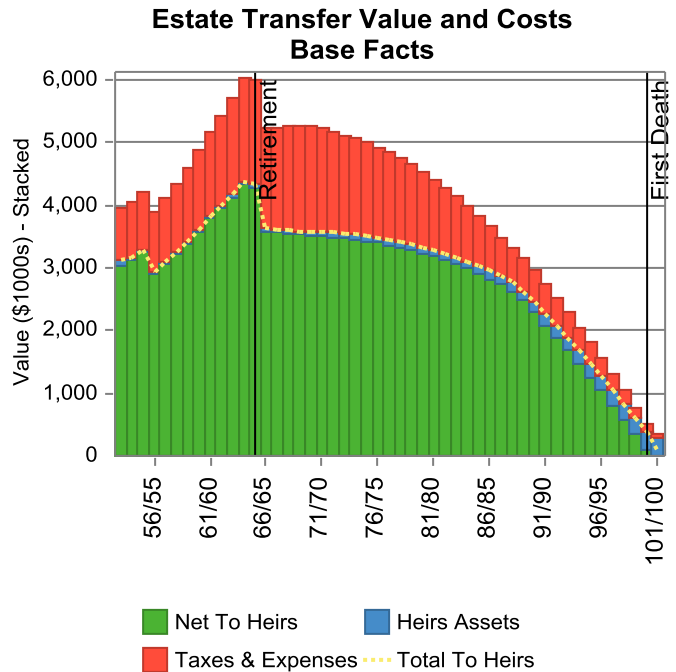
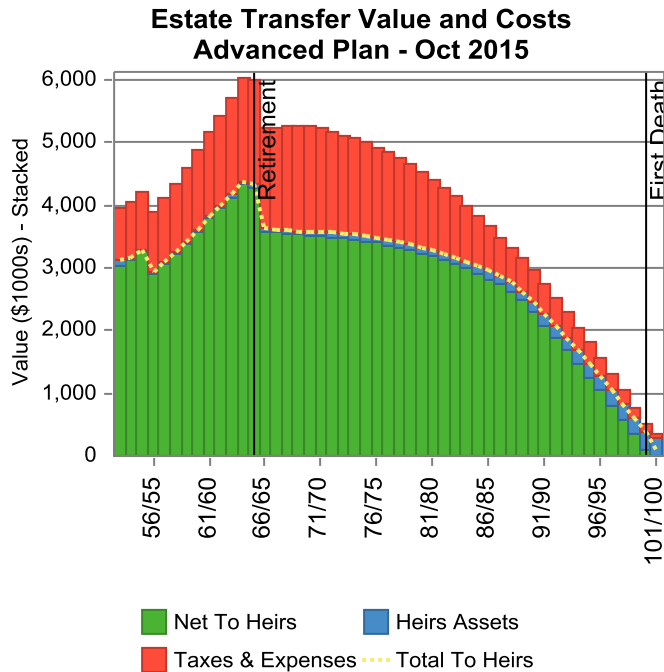
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Estate Transfer

Advanced Plan - Oct 2015 vs. Base Facts (All Years)

Prepared for Frank and Joanna Miller

The Estate Transfer report shows the projected value of assets inside and outside of your estate, the reduction in value due to transfer taxes, and the net amount to your heirs.



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Estate Transfer

Advanced Plan - Oct 2015 vs. Base Facts (All Years)

Prepared for Frank and Joanna Miller

The Estate Transfer report shows the projected value of assets inside and outside of your estate, the reduction in value due to transfer taxes, and the net amount to your heirs.

| Year | Age | Advanced Plan - Oct 2015 | | | | Base Facts | | | |
|------|-------|--------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| | | Gross Estate | Taxes & Expenses | Net To Heirs | Total To Heirs | Gross Estate | Taxes & Expenses | Net To Heirs | Total To Heirs |
| 2017 | 53/52 | \$3,882,325 | \$845,286 | \$3,037,031 | \$3,123,626 | \$3,882,325 | \$845,286 | \$3,037,031 | \$3,123,626 |
| 2018 | 54/53 | 4,040,687 | 896,286 | 3,144,398 | 3,170,155 | 4,040,687 | 896,286 | 3,144,398 | 3,170,155 |
| 2019 | 55/54 | 4,196,734 | 949,512 | 3,247,222 | 3,274,344 | 4,196,734 | 949,512 | 3,247,222 | 3,274,344 |
| 2020 | 56/55 | 3,863,309 | 956,951 | 2,906,355 | 2,934,914 | 3,863,309 | 956,951 | 2,906,355 | 2,934,914 |
| 2021 | 57/56 | 4,080,602 | 1,024,838 | 3,055,763 | 3,085,836 | 4,080,602 | 1,024,838 | 3,055,763 | 3,085,836 |
| 2022 | 58/57 | 4,314,324 | 1,098,411 | 3,215,911 | 3,247,578 | 4,314,324 | 1,098,411 | 3,215,911 | 3,247,578 |
| 2023 | 59/58 | 4,565,258 | 1,177,897 | 3,387,360 | 3,420,705 | 4,565,258 | 1,177,897 | 3,387,360 | 3,420,705 |
| 2024 | 60/59 | 4,836,461 | 1,264,170 | 3,572,284 | 3,607,396 | 4,836,461 | 1,264,170 | 3,572,284 | 3,607,396 |
| 2025 | 61/60 | 5,144,586 | 1,359,880 | 3,784,705 | 3,821,678 | 5,144,586 | 1,359,880 | 3,784,705 | 3,821,678 |
| 2026 | 62/61 | 5,406,106 | 1,452,962 | 3,953,144 | 3,992,077 | 5,406,106 | 1,452,962 | 3,953,144 | 3,992,077 |
| 2027 | 63/62 | 5,688,786 | 1,553,930 | 4,134,855 | 4,175,851 | 5,688,786 | 1,553,930 | 4,134,855 | 4,175,851 |
| 2028 | 64/63 | 5,993,842 | 1,663,192 | 4,330,650 | 4,373,819 | 5,993,842 | 1,663,192 | 4,330,650 | 4,373,819 |
| 2029 | 65/64 | 5,967,870 | 1,684,884 | 4,282,985 | 4,328,442 | 5,967,870 | 1,684,884 | 4,282,985 | 4,328,442 |
| 2030 | 66/65 | 5,179,460 | 1,593,187 | 3,586,272 | 3,634,138 | 5,179,460 | 1,593,187 | 3,586,272 | 3,634,138 |
| 2031 | 67/66 | 5,194,476 | 1,623,015 | 3,571,460 | 3,621,863 | 5,194,476 | 1,623,015 | 3,571,460 | 3,621,863 |
| 2032 | 68/67 | 5,207,388 | 1,653,579 | 3,553,805 | 3,606,879 | 5,207,388 | 1,653,579 | 3,553,805 | 3,606,879 |
| 2033 | 69/68 | 5,217,917 | 1,684,875 | 3,533,040 | 3,588,927 | 5,217,917 | 1,684,875 | 3,533,040 | 3,588,927 |
| 2034 | 70/69 | 5,201,741 | 1,679,533 | 3,522,207 | 3,581,056 | 5,201,741 | 1,679,533 | 3,522,207 | 3,581,056 |
| 2035 | 71/70 | 5,160,026 | 1,648,966 | 3,511,058 | 3,573,026 | 5,160,026 | 1,648,966 | 3,511,058 | 3,573,026 |
| 2036 | 72/71 | 5,111,747 | 1,615,162 | 3,496,585 | 3,561,837 | 5,111,747 | 1,615,162 | 3,496,585 | 3,561,837 |
| 2037 | 73/72 | 5,056,548 | 1,577,955 | 3,478,594 | 3,547,304 | 5,056,548 | 1,577,955 | 3,478,594 | 3,547,304 |
| 2038 | 74/73 | 4,993,975 | 1,537,132 | 3,456,840 | 3,529,192 | 4,993,975 | 1,537,132 | 3,456,840 | 3,529,192 |
| 2039 | 75/74 | 4,923,814 | 1,492,585 | 3,431,226 | 3,507,413 | 4,923,814 | 1,492,585 | 3,431,226 | 3,507,413 |
| 2040 | 76/75 | 4,845,645 | 1,444,124 | 3,401,521 | 3,481,746 | 4,845,645 | 1,444,124 | 3,401,521 | 3,481,746 |
| 2041 | 77/76 | 4,759,000 | 1,391,522 | 3,367,479 | 3,451,956 | 4,759,000 | 1,391,522 | 3,367,479 | 3,451,956 |
| 2042 | 78/77 | 4,663,544 | 1,334,623 | 3,328,922 | 3,417,876 | 4,663,544 | 1,334,623 | 3,328,922 | 3,417,876 |
| 2043 | 79/78 | 4,558,664 | 1,273,142 | 3,285,518 | 3,379,187 | 4,558,664 | 1,273,142 | 3,285,518 | 3,379,187 |
| 2044 | 80/79 | 4,443,893 | 1,206,858 | 3,237,029 | 3,335,662 | 4,443,893 | 1,206,858 | 3,237,029 | 3,335,662 |
| 2045 | 81/80 | 4,318,704 | 1,135,524 | 3,183,179 | 3,287,040 | 4,318,704 | 1,135,524 | 3,183,179 | 3,287,040 |
| 2046 | 82/81 | 4,182,543 | 1,058,882 | 3,123,658 | 3,233,024 | 4,182,543 | 1,058,882 | 3,123,658 | 3,233,024 |
| 2047 | 83/82 | 4,034,763 | 976,628 | 3,058,132 | 3,173,294 | 4,034,763 | 976,628 | 3,058,132 | 3,173,294 |
| 2048 | 84/83 | 3,874,810 | 888,503 | 2,986,307 | 3,107,573 | 3,874,810 | 888,503 | 2,986,307 | 3,107,573 |
| 2049 | 85/84 | 3,705,411 | 795,724 | 2,909,685 | 3,037,378 | 3,705,411 | 795,724 | 2,909,685 | 3,037,378 |
| 2050 | 86/85 | 3,522,978 | 696,664 | 2,826,314 | 2,960,775 | 3,522,978 | 696,664 | 2,826,314 | 2,960,775 |

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| Year | Age | Advanced Plan - Oct 2015 | | | | Base Facts | | | |
|------|---------|--------------------------|------------------|---------------|----------------|----------------|------------------|---------------|----------------|
| | | Gross Estate | Taxes & Expenses | Net To Heirs | Total To Heirs | Gross Estate | Taxes & Expenses | Net To Heirs | Total To Heirs |
| 2051 | 87/86 | 3,326,847 | 591,011 | 2,735,835 | 2,877,422 | 3,326,847 | 591,011 | 2,735,835 | 2,877,422 |
| 2052 | 88/87 | 3,165,144 | 550,497 | 2,614,645 | 2,763,736 | 3,165,144 | 550,497 | 2,614,645 | 2,763,736 |
| 2053 | 89/88 | 3,012,397 | 537,208 | 2,475,189 | 2,632,182 | 3,012,397 | 537,208 | 2,475,189 | 2,632,182 |
| 2054 | 90/89 | 2,795,516 | 511,828 | 2,283,684 | 2,448,998 | 2,795,516 | 511,828 | 2,283,684 | 2,448,998 |
| 2055 | 91/90 | 2,567,328 | 477,599 | 2,089,726 | 2,263,802 | 2,567,328 | 477,599 | 2,089,726 | 2,263,802 |
| 2056 | 92/91 | 2,333,125 | 442,469 | 1,890,655 | 2,073,957 | 2,333,125 | 442,469 | 1,890,655 | 2,073,957 |
| 2057 | 93/92 | 2,092,743 | 406,411 | 1,686,328 | 1,879,345 | 2,092,743 | 406,411 | 1,686,328 | 1,879,345 |
| 2058 | 94/93 | 1,846,011 | 369,402 | 1,476,608 | 1,679,855 | 1,846,011 | 369,402 | 1,476,608 | 1,679,855 |
| 2059 | 95/94 | 1,592,758 | 331,414 | 1,261,344 | 1,475,363 | 1,592,758 | 331,414 | 1,261,344 | 1,475,363 |
| 2060 | 96/95 | 1,332,804 | 292,420 | 1,040,384 | 1,265,746 | 1,332,804 | 292,420 | 1,040,384 | 1,265,746 |
| 2061 | 97/96 | 1,065,968 | 252,395 | 813,572 | 1,050,878 | 1,065,968 | 252,395 | 813,572 | 1,050,878 |
| 2062 | 98/97 | 792,061 | 211,309 | 580,751 | 830,634 | 792,061 | 211,309 | 580,751 | 830,634 |
| 2063 | 99/98 | 510,892 | 169,134 | 341,754 | 604,881 | 510,892 | 169,134 | 341,754 | 604,881 |
| 2064 | 100/99 | 222,263 | 125,839 | 96,423 | 373,496 | 222,263 | 125,839 | 96,423 | 373,496 |
| 2065 | 101/100 | (149,063) | 50,000 | (199,063) | 92,695 | (149,063) | 50,000 | (199,063) | 92,695 |

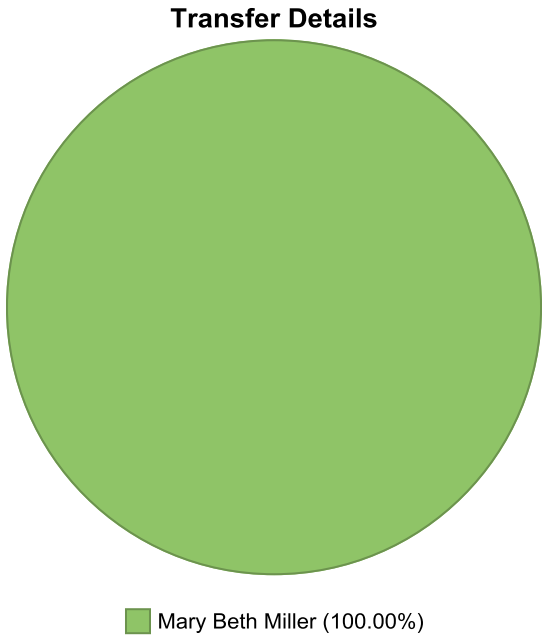
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Multi-Generational Transfer Details

Advanced Plan - Oct 2015 (All Years)

Prepared for Frank and Joanna Miller

The Multi-Generational Transfer Details report shows the distributions being received by specific family members, other individuals and charity.



| DETAILS | | |
|---------------------|---------------|-----------|
| Recipient | Distributions | Subtotals |
| Children | | |
| Mary Beth Miller | \$242,071 | \$242,071 |
| Total Distributions | \$242,071 | \$242,071 |

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Multi-Generational Transfer Details

Advanced Plan - Oct 2015 (All Years)

Prepared for Frank and Joanna Miller

The Multi-Generational Transfer Details report shows the distributions being received by specific family members, other individuals and charity.

| | | Children | | Mary Beth Miller | | Total Distributions | |
|------|-------|----------|--|------------------|--|---------------------|-----|
| Year | Age | | | | | | |
| 2017 | 53/52 | | | \$0 | | | \$0 |
| 2018 | 54/53 | | | 0 | | | 0 |
| 2019 | 55/54 | | | 0 | | | 0 |
| 2020 | 56/55 | | | 0 | | | 0 |
| 2021 | 57/56 | | | 0 | | | 0 |
| 2022 | 58/57 | | | 0 | | | 0 |
| 2023 | 59/58 | | | 0 | | | 0 |
| 2024 | 60/59 | | | 0 | | | 0 |
| 2025 | 61/60 | | | 0 | | | 0 |
| 2026 | 62/61 | | | 0 | | | 0 |
| 2027 | 63/62 | | | 0 | | | 0 |
| 2028 | 64/63 | | | 0 | | | 0 |
| 2029 | 65/64 | | | 0 | | | 0 |
| 2030 | 66/65 | | | 0 | | | 0 |
| 2031 | 67/66 | | | 0 | | | 0 |
| 2032 | 68/67 | | | 0 | | | 0 |
| 2033 | 69/68 | | | 0 | | | 0 |
| 2034 | 70/69 | | | 0 | | | 0 |
| 2035 | 71/70 | | | 0 | | | 0 |
| 2036 | 72/71 | | | 0 | | | 0 |
| 2037 | 73/72 | | | 0 | | | 0 |
| 2038 | 74/73 | | | 0 | | | 0 |
| 2039 | 75/74 | | | 0 | | | 0 |
| 2040 | 76/75 | | | 0 | | | 0 |
| 2041 | 77/76 | | | 0 | | | 0 |
| 2042 | 78/77 | | | 0 | | | 0 |
| 2043 | 79/78 | | | 0 | | | 0 |
| 2044 | 80/79 | | | 0 | | | 0 |
| 2045 | 81/80 | | | 0 | | | 0 |
| 2046 | 82/81 | | | 0 | | | 0 |
| 2047 | 83/82 | | | 0 | | | 0 |
| 2048 | 84/83 | | | 0 | | | 0 |
| 2049 | 85/84 | | | 0 | | | 0 |
| 2050 | 86/85 | | | 0 | | | 0 |
| 2051 | 87/86 | | | 0 | | | 0 |

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| Year | Age | Children | | Total Distributions |
|---------------|---------------|----------------|----------------|------------------------|
| | | Mary | Beth Miller | |
| 2052 | 88/87 | 0 | | 0 |
| 2053 | 89/88 | 0 | | 0 |
| 2054 | 90/89 | 0 | | 0 |
| 2055 | 91/90 | 0 | | 0 |
| 2056 | 92/91 | 0 | | 0 |
| 2057 | 93/92 | 0 | | 0 |
| 2058 | 94/93 | 0 | | 0 |
| 2059 | 95/94 | 0 | | 0 |
| 2060 | 96/95 | 0 | | 0 |
| 2061 | 97/96 | 0 | | 0 |
| 2062 | 98/97 | 0 | | 0 |
| 2063 | 99/98 | 0 | | 0 |
| 2064 | 100/99 | 0 | | 0 |
| 2065 | 101/100 | 242,071 | | 242,071 |
| Totals | | 242,071 | | 242,071 |

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Appendix

Sample

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Credit Shelter Trust (CST)

Prepared for Frank and Joanna Miller

A Credit Shelter Trust allows a married couple to minimize their estate taxes while still allowing the surviving spouse to have access to the entire estate.

The Credit Shelter Trust (CST) is also referred to as Bypass Trust or B Trust in an A-B Trust Plan. The CST is appropriate for clients who expect to face estate taxes, and is an alternative to using the unlimited marital deduction for all assets in order to reduce total estate taxes.

When using the unlimited marital deduction on all property of the first to die, the two estates are essentially merged into one larger estate that will be subject to estate tax at the second death. At the survivor's death, his/her estate can claim his/her unified credit to offset a portion of the taxes.

The exemption equivalent in 2017 is \$5.49 million. A couple can protect nearly \$11 million from estate taxes using a CST in 2017. The exemption amount is indexed for inflation in future years.

In order to use both unified credits, estate assets can be left to non-spousal heirs at the first death as well as the second death. The disadvantage of leaving assets directly to non-spousal heirs at the first death is that the surviving spouse does not receive that money. Many people are uncomfortable with that and fear the spouse may someday need that money. The CST solves this dilemma.

Mechanics of a CST

The CST is funded with assets from the estate of the first to die. During the surviving spouse's lifetime, he/she can receive income from the CST assets and, subject to certain limitations, even invade principal if needed. At the survivor's death, trust assets are generally not included in the survivor's estate, and are passed to the non-spousal heirs as outlined in the trust. Thus, the surviving spouse is not put at financial risk, and yet the trust assets are not counted as part of his/her estate.

The first to die typically puts an amount of assets into the CST equal to the exemption equivalent in the year of death. Any more assets than that, and estate taxes would be due although some planners recommend paying some taxes at the first death in order to avoid a higher estate tax marginal rate upon the death of the surviving spouse. By funding a CST with assets up to the exemption amount, the couple successfully uses both unified credits and minimizes total estate taxes.

A CST can only be funded with assets individually owned by the first to die. Therefore, each half of the married couple should own enough assets in his/her name to fund a CST upon death. If one person does not own enough assets to fully fund a CST, a retitling of specified assets is needed.

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Gifts

Prepared for Frank and Joanna Miller

Systematic gifting is a simple way to transfer assets to your heirs, reduce your estate, and reduce your estate taxes.

The simplest way to avoid estate taxes at death is to give assets away during your lifetime. In order to prevent people from giving away entire estates and thereby avoiding estate tax entirely, gift taxes were added to the tax code. Fortunately, gift taxes do not apply to all gifts.

The Annual Exclusion allows all citizens to give up to \$14,000 per year to any number of recipients (spouses can receive an unlimited value of gifts) without gift taxation. Any gifts over \$14,000 to any one person in any year are taxable to the donor. A married couple can give up to \$28,000 per year to any number of recipients.

Over time, the estate tax savings from a systematic gifting strategy can be tremendous.

Example

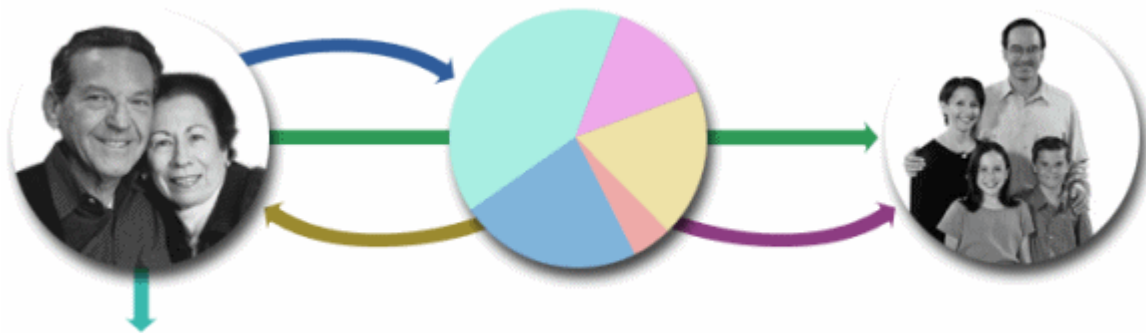
The Prescotts, both age 60, are married, have 3 children and 5 grandchildren. They have a \$15 million estate, and have no retirement or living expense worries. They know they face a potentially large estate tax bill upon their second death. Making annual exclusion gifts to just their 8 immediate heirs, the Prescotts can make total annual tax-free gifts of \$224,000. If both live 20 years, they could remove over \$4 million from their estate as well as any future growth on the gifted assets. This provides a potential estate tax savings of \$1.6 million assuming a 40% estate tax rate.

Often, gifts of cash are used to purchase life insurance inside special trusts called Irrevocable Life Insurance Trusts/Crummey Trust to help offset any remaining estate taxes. If the gifts are not to be used to purchase insurance, it is wise to gift assets that are expected to appreciate rapidly so as to remove the asset as well as its future growth from the estate.

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Charitable Gifting

Prepared for Frank and Joanna Miller



Charitable giving provides personal satisfaction to the donor along with estate and income tax deductions to reduce taxes.

From a financial planning perspective, lifetime charitable gifts are generally done to achieve income tax deductions and slow the growth of an estate. At death, if an estate plan is so arranged that the heirs will receive a satisfactory net inheritance then estate assets can also be left to charities via bequest. Charitable bequests are eligible for an estate tax deduction and must be made by the estate owner in the will.

Advantages of Charitable Giving

- * Immediate reduction in estate size
- * Income Tax Deduction if made during lifetime
- * Sense of satisfaction for good works
- * Special charitable trusts exist that offer the above benefits and still provide the donor with income from the gifted asset.

Many people prefer using charitable gifts to reduce their estate tax liability because they believe their dollars are better spent and allocated by a charity or foundation than a wasteful or inefficient government department. Additionally, and especially with a foundation, the donor can better control which people/causes the money will help.

Mechanics of Charitable Giving

Charitable gifts can take three general forms:

- * Direct gifts to a specified charity (lifetime gifts or bequests)
- * Charitable foundation created. Heirs can be employed by the foundation to help manage it and imbue a sense of community involvement in the younger generations. Foundations are only appropriate for very large donations.
- * Special charitable trusts

Charitable Gifts Using Life Insurance

As an alternative to leaving cash or other estate assets to a charity, many donors find life insurance to be a convenient charitable gift. Charities will purchase a life policy on a donor, and the donor makes annual income tax-deductible gifts each year to the charity to pay for the premiums. This is a popular technique because unlike bequests at death, the annual donation is income tax deductible, and the heirs do not resent losing part of their inheritable estate. Additionally, the fact that relatively small premium dollars can create much larger death benefits also attracts clients.

A donor could also own a policy on his/her own life and name the charity as beneficiary. Because the beneficiary could be changed before death, the donor does not receive any income tax deduction on the premiums. For this reason, many people prefer the charity own the policy, and they donate the annual premium each year.

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Income in Respect of Decedent (IRD)

Prepared for Frank and Joanna Miller

Income in Respect of Decedent (IRD) is income on which the decedent has yet to pay income tax, but which the decedent earned or had a right to receive prior to death. A simple example is a salesman earns a commission, and dies before the commission is paid. If the surviving spouse or any heir receives that commission, that is considered IRD and is taxable income to the recipient.

Another common example is a deferred compensation agreement where the recipient dies before all retirement payments are received. Any future payments to the surviving spouse or heirs are IRD and thus taxable income to the heirs when received. Perhaps the most common situation that creates IRD is tax-deferred retirement accounts (such as 401(k)s and IRAs) and tax-deferred annuities.

Most people understand that lifetime withdrawals from tax-deferred accounts are usually income taxable. Unfortunately, that rule does not change once the account owner dies. The beneficiary of the tax-deferred account must also pay income tax on any withdrawals. The Internal Revenue Code simply authorizes collection of the income tax they have been letting the owner defer - possibly for decades.

IRD And Double Taxation

So when children inherit a tax-deferred account, they inherit an asset that has a tax liability (potentially up to 40% or more) built into it.

To make matters worse, tax-deferred account balances are also included in the estate. If an estate is valued at more than the exemption equivalent amount (\$5.49 million in 2017), estate taxes will apply. Estate tax rates reach as high as 40% for estates over the exemption amount in the year 2017.

The end result is that wealthier clients will see their tax-deferred accounts subject to double taxation (estate and income), resulting in a potential reduction of over 60% before the children see a net withdrawal. There is an income tax deduction that helps to partially reduce the income tax, but the combined tax effect can still hit over 60%.

If you have sizable tax-deferred account balances and an estate over the exemption amount (potentially large enough to be subject to estate taxes), there are some estate planning strategies that may help you avoid double taxation and better transfer that wealth to your heirs.

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Revocable Living Trust (RLT)

Prepared for Frank and Joanna Miller

Revocable Trusts can offer professional asset management and avoidance of probate, while you retain full control over the assets.

Revocable Trusts, also called Living Trusts, can be used for better management and control of assets during life and at death. Because the trusts are revocable, the grantor is not committed to the trust if the situation changes.

Mechanics of Revocable Trusts

The grantor creates a revocable trust, names the trustee and the beneficiaries, and contributes property to the trust. The grantor or a third party can act as the trustee. Property can be added or removed from the trust at any time, and the terms of the trust can be amended or the trust can be terminated at any time by the grantor. Upon the grantor's death, the trust becomes irrevocable and trust assets are transferred to trust beneficiaries as defined in the trust document.

Because the grantor can revoke the trust, trust assets are included in the grantor's gross estate for estate tax purposes. Also, all income and deductions attributable to the trust property flow back to the grantor. On the other hand, retained control means that contributing assets to the trust will not trigger gift tax. However, a gift will occur if the grantor gives up power to revoke or amend the trust.

Advantages of Revocable Trusts

There are no estate or income tax advantages gained by establishing a revocable trust. However, there can be some real financial and administrative advantages, including:

- Avoiding the time and expense of probate - Probate can take several months or years.
- Avoiding probate in multiple states - Revocable trusts can be used to hold assets in multiple states and avoid probate in multiple places.
- Privacy - Probate proceedings are public record while trusts are not.
- Relief from financial responsibility - A professional trustee likely has asset management skills and tools that the grantor does not possess.
- Revocable - If grantor is unhappy, the assets can be removed from trust.

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Unlimited Marital Deduction (UMD)

Prepared for Frank and Joanna Miller

This allows a married couple to postpone all estate taxes until the second death. For larger estates this may result in higher taxes at the second death.

The U.S. tax code limits the amount of assets one can transfer to another (either during life or after death) without triggering transfer taxes. There are some exceptions to this rule - the largest being the unlimited marital deduction that allows spouses to give each other (during life or after death) an unlimited amount of assets without transfer taxation.

Consequently, many estate plans and wills specify that the first to die will leave all or nearly all of his/her assets to the surviving spouse. This way, no wealth is lost to estate taxes at the first death. Those assets, of course, will be subject to estate tax upon the death of the survivor.

The unlimited marital deduction makes estate planning rather simple for those estates that will not be subject to estate tax. But for larger estates, the unlimited marital deduction may increase taxes at the second death. Remember, the unlimited marital deduction does not avoid estate taxation; it just postpones taxation.

Larger estates should consider more advanced estate planning techniques such as creating special trusts like the Credit Shelter Trust and using the unlimited marital deduction on only a portion of all estate property. The marital deduction is limited in those cases where the surviving spouse is not a U.S. citizen.

It is wise to consult an estate attorney or advisor about the advantages and disadvantages of the unlimited marital deduction, portability, and credit shelter trusts in order to see which technique(s) might be best for any specific estate.

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