
Financial Goal Plan

Sam and Sally Sample

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RAYMOND JAMES®

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IMPORTANT DISCLOSURE INFORMATION

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

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

Goal Planning & Monitoring results may vary with each use and over time.

Goal Planning & Monitoring Assumptions and Limitations

Information Provided by You

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

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

Assumptions and Limitations

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

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

Goal Planning & Monitoring does not provide recommendations for any products or securities.

IMPORTANT DISCLOSURE INFORMATION

Asset Class Name	Projected Return Assumption	Projected Standard Deviation
Cash & Cash Alternatives	2.50%	2.00%
Cash & Cash Alternatives (Tax-Free)	2.50%	2.00%
Investment Grade Long Maturity Fixed Income	4.00%	9.63%
Investment Grade Long Maturity Fixed Income (Tax-Free)	4.00%	9.63%
Investment Grade Intermediate Maturity Fixed Inc	3.75%	5.27%
Investment Grade Intermediate Maturity Fixed Inc (Tax-Free)	3.75%	5.27%
Investment Grade Short Maturity Fixed Income	3.00%	4.49%
Investment Grade Short Maturity Fixed Income (Tax-Free)	3.00%	4.49%
Non-Investment Grade Fixed Income	6.12%	10.01%
Non-Investment Grade Fixed Income (Tax-Free)	6.12%	10.01%
Non-U.S. Fixed Income	3.58%	9.83%
Non-U.S. Fixed Income (Tax-Free)	3.58%	9.83%
Global Fixed Income Strategies	3.91%	6.50%
Global Fixed Income Strategies (Tax-Free)	3.91%	6.50%
Multi-Sector Fixed Income Strategies	4.87%	7.33%
Multi-Sector Fixed Income Strategies (Tax-Free)	4.87%	7.33%
Fixed Income Other	3.85%	4.98%
Fixed Income Other (Tax-Free)	3.85%	4.98%
U.S. Large Cap Blend	6.61%	18.03%

Asset Class Name	Projected Return Assumption	Projected Standard Deviation
U.S. Large Cap Blend (Tax-Free)	6.61%	18.03%
U.S. Large Cap Value	6.61%	18.03%
U.S. Large Cap Value (Tax-Free)	6.61%	18.03%
U.S. Large Cap Growth	6.61%	18.03%
U.S. Large Cap Growth (Tax-Free)	6.61%	18.03%
U.S. Mid Cap Equity	6.84%	19.64%
U.S. Mid Cap Equity (Tax-Free)	6.84%	19.64%
U.S. Small Cap Equity	7.07%	22.15%
U.S. Small Cap Equity (Tax-Free)	7.07%	22.15%
Non-U.S. Developed Market Equity	6.64%	20.38%
Non-U.S. Developed Market Equity (Tax-Free)	6.64%	20.38%
Non-U.S. Emerging Market Equity	7.69%	26.54%
Non-U.S. Emerging Market Equity (Tax-Free)	7.69%	26.54%
Global Equity Strategies	6.81%	18.50%
Global Equity Strategies (Tax-Free)	6.81%	18.50%
Equity Sector Strategies	6.61%	18.03%
Equity Sector Strategies (Tax-Free)	6.61%	18.03%
Real Estate	6.50%	21.20%
Real Estate (Tax-Free)	6.50%	21.20%
Equity Other	6.68%	19.90%
Equity Other (Tax-Free)	6.68%	19.90%
Alternative Strategies	4.75%	7.27%
Alternative Strategies (Tax-Free)	4.75%	7.27%

IMPORTANT DISCLOSURE INFORMATION

Asset Class Name	Projected Return Assumption	Projected Standard Deviation
Commodities	3.47%	17.28%
Commodities (Tax-Free)	3.47%	17.28%
Private Market Strategies	9.71%	24.43%
Private Market Strategies (Tax-Free)	9.71%	24.43%
Allocation Strategies (Equity Weighted)	5.80%	12.63%
Allocation Strategies (Equity Weighted) (Tax-Free)	5.80%	12.63%
Allocation Strategies (Fixed Income Weighted)	4.93%	8.35%
Allocation Strategies (Fixed Income Weighted) (Tax-Free)	4.93%	8.35%
World Allocation Strategies	6.35%	9.97%
World Allocation Strategies (Tax-Free)	6.35%	9.97%
Conservative Strategies	4.52%	7.05%
Conservative Strategies (Tax-Free)	4.52%	7.05%
Moderate Conservative Strategies	5.08%	9.95%
Moderate Conservative Strategies (Tax-Free)	5.08%	9.95%
Moderate Strategies	5.62%	12.72%
Moderate Strategies (Tax-Free)	5.62%	12.72%
Moderate Aggressive Strategies	6.54%	17.98%
Moderate Aggressive Strategies (Tax-Free)	6.54%	17.98%

IMPORTANT DISCLOSURE INFORMATION

Risks Inherent in Investing

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

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

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

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

Commodities are generally considered speculative because of the significant potential for investment loss. Commodities are volatile investments and should only form a small part of a diversified portfolio. There may be sharp price fluctuations even during periods when prices overall are rising.

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

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

This information is provided for your convenience, but should not be used as a substitute for your account's monthly statements and trade confirmations. It has been gathered from information provided by you and other sources believed to be reliable.

Goal Planning & Monitoring Methodology

Goal Planning & Monitoring offers several methods of calculating results, each of which provides one outcome from a wide range of possible outcomes. The methods used are: "Average Returns," "Bad Timing," "Class Sensitivity," and "Monte Carlo Simulations."

Results Using Average Returns

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

Results with Bad Timing

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

The default for the first year of low returns is two standard deviations less than the average return, and the default for the second year is one standard deviation less than the average return.

IMPORTANT DISCLOSURE INFORMATION

Results Using Class Sensitivity

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

Results Using Monte Carlo Simulations

Monte Carlo simulations are used to show how variations in rates of return each year can affect your results. A Monte Carlo simulation calculates the results of your Plan by running it many times, each time using a different sequence of returns. Some sequences of returns will give you better results, and some will give you worse results. These multiple trials provide a range of possible results, some successful (you would have met all your goals) and some unsuccessful (you would not have met all your goals). The percentage of trials that were successful is the probability that your Plan, with all its underlying assumptions, could be successful. In Goal Planning & Monitoring, this is the Probability of Success.

Analogously, the percentage of trials that were unsuccessful is the Probability of Failure. The Results Using Monte Carlo Simulations indicate the likelihood that an event may occur as well as the likelihood that it may not occur. In analyzing this information, please note that the analysis does not take into account actual market conditions, which may severely affect the outcome of your goals over the long-term.

Goal Planning & Monitoring Presentation of Results

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

Estimated % of Goal Funded

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

Safety Margin

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

Bear Market Loss and Bear Market Test

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

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

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

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

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

IMPORTANT DISCLOSURE INFORMATION

Even though you are using projected returns for all other Goal Planning & Monitoring results, the Bear Market Loss and Bear Market Test use returns calculated from historical indices. These results are calculated using only three asset classes – Cash, Bonds, and Stocks. Alternative asset classes (e.g., real estate, commodities) are included in the Stocks asset class. The indices and the resulting returns for the Great Recession and the Bond Bear Market are:

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

*Hedge Fund Research Indices Fund of Funds

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

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

Goal Planning & Monitoring Risk Assessment

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

Based on your specific circumstances, you must decide the appropriate balance between potential risks and potential returns. Goal Planning & Monitoring does not and cannot adequately understand or assess the appropriate risk/return balance for you. Goal Planning & Monitoring requires you to select a risk score. Once selected, two important pieces of information are available to help you determine the appropriateness of your score: an appropriate portfolio for your score and the impact of a Bear Market Loss (either the Great Recession or the Bond Bear Market, whichever is lower) on this portfolio.

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

Expectations and Concerns

Owner	Concern	What Would Help
High		
Sam	Cost of Health Care or Long-Term Care	Include a Goal for Health Care and test to see the impact of a potential Long Term Care expense in the future.
Joint	Getting Alzheimer's (or other illness)	We'll consider Long-Term Care insurance & discuss Medical Directives & Power of Attorney.
Medium		
Joint	Sam dying early	Test how an early death will impact your family's future.

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

Summary of Goals and Resources

Personal Information and Summary of Financial Goals

Sam and Sally Sample

Needs		
10	Retirement - Basic Living Expense	
	Sam (2021)	67
	Sally (2021)	67
	Both Retired (2021-2044)	\$130,196
	Sam Alone Retired (2045-2047)	\$118,357
	Move to Florida in 2025	Base Inflation Rate (2.20%)
10	Health Care	
	Both Medicare (2021-2044)	\$14,507
	Sam Alone Medicare (2045-2047)	\$8,252
		Base Inflation Rate plus 2.90% (5.10%)
10	Mortgage	
	When both are retired	\$18,000
	Recurring every year for a total of 3 times	No Inflation
Wants		
7	Travel	
	When both are retired	\$5,000
	Recurring every year for a total of 20 times	Base Inflation Rate (2.20%)
7	Family Car	
	When both are retired	\$20,000
	Recurring every 7 years for a total of 3 times	Base Inflation Rate (2.20%)

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

Personal Information and Summary of Financial Goals

Sam and Sally Sample

7	Property Management Expense		
	In 2025	\$3,500	
	Recurring every year until End of Plan	Base Inflation Rate (2.20%)	
7	Insurance Policy Premium		
	In 2020	\$0	
	Recurring every year for a total of 1 times	No Inflation	
7	Sally Assisted Living		
	In 2039	\$0	
	Recurring every year for a total of 4 times	No Inflation	
7	Sally - LTC		
	In 2042	\$0	
	Recurring every year until End of Sally's Plan	No Inflation	
Wishes			
3	Sam's Dream Car		
	When Sam retires	\$40,000	
		Base Inflation Rate (2.20%)	
3	Justin's New Baby College Savings		
	In 2019	\$2,500	
	Recurring every year for a total of 18 times	Base Inflation Rate (2.20%)	

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

Personal Information and Summary of Financial Goals

Sam and Sally Sample

3	Hailey's College Savings		
	In 2018	\$2,500	
	Recurring every year for a total of 15 times	Base Inflation Rate (2.20%)	
3	Heather's New Baby College Savings		
	In 2019	\$2,500	
	Recurring every year for a total of 18 times	Base Inflation Rate (2.20%)	
3	New Home in FL		
	In 2025	\$350,000	
		Base Inflation Rate (2.20%)	

Personal Information

Sam

Male - born 01/14/1954, age 66

Employed - \$125,000, Other Income - \$15,000

Sally

Female - born 09/03/1954, age 65

Employed - \$90,000, Other Income - \$15,000

Married, US Citizens living in TX

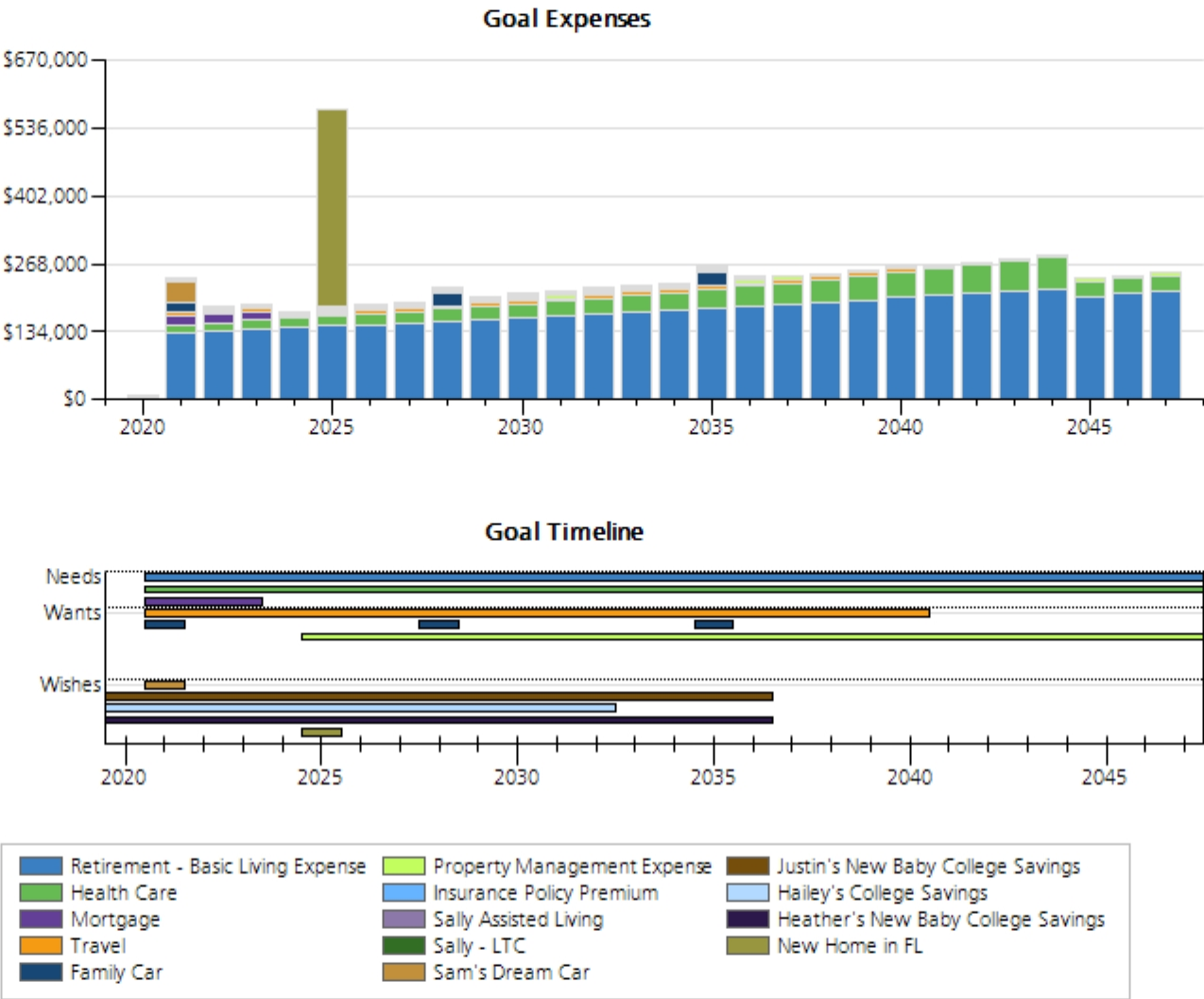
- This section lists the Personal and Financial Goal information you provided, which will be used to create your Report. It is important that it is accurate and complete.

Participant Name	Date of Birth	Age	Relationship
Heather	08/14/1990	29	Child of Both
Justin	03/12/1987	32	Child of Both
Hailey	11/17/2016	3	Grandchild of Both
Heather's Baby	12/01/2020	0	Grandchild of Both
Justin's New Baby	12/01/2020	0	Grandchild of Both

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

Current Financial Goals Graph

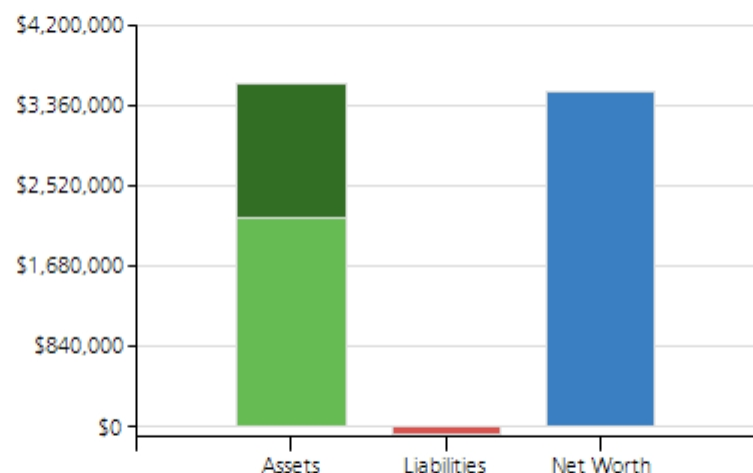
This graph shows the annual costs for your Financial Goals, as you have specified. Because these costs will be used to create your Plan, it is important that they are accurate and complete. All amounts are in after-tax, future dollars.



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

Net Worth Summary - All Resources

This is your Net Worth Summary as of 02/26/2020. Your Net Worth is the difference between what you own (your Assets) and what you owe (your Liabilities). To get an accurate Net Worth statement, make certain all of your Assets and Liabilities are entered.



■	Investment Assets		\$2,194,135
■	Other Assets	+	\$1,390,000
Total Assets			\$3,584,135
■	Total Liabilities	-	\$75,000
■	Net Worth		\$3,509,135

Description	Total
Investment Assets	
Employer Retirement Plans	\$1,128,865
Individual Retirement Accounts	\$90,249
Annuities & Tax-Deferred Products	\$100,000
Taxable and/or Tax-Free Accounts	\$875,021
Total Investment Assets:	\$2,194,135
Other Assets	
Home and Personal Assets	\$490,000
Business and Property	\$900,000
Total Other Assets:	\$1,390,000
Liabilities	
Personal Real Estate Loan:	\$75,000
Total Liabilities:	\$75,000
Net Worth:	\$3,509,135

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

Net Worth Detail - All Resources

This is your Net Worth Detail as of 02/26/2020. Your Net Worth is the difference between what you own (your Assets) and what you owe (your Liabilities). To get an accurate Net Worth statement, make certain all of your Assets and Liabilities are entered.

Description	Sam	Sally	Joint	Total
Investment Assets				
Employer Retirement Plans				
Sallys 401(k)		\$610,185		\$610,185
Sams SEP-IRA	\$518,680			\$518,680
Individual Retirement Accounts				
Sallys Rollover IRA		\$90,249		\$90,249
Annuities & Tax-Deferred Products				
Sallys Variable Annuity		\$100,000		\$100,000
Taxable and/or Tax-Free Accounts				
JTWROS Brokerage Account			\$600,562	\$600,562
Sams Stock Portfolio	\$224,459			\$224,459
Savings Account			\$50,000	\$50,000
Total Investment Assets:	\$743,139	\$800,434	\$650,562	\$2,194,135
Other Assets				
Home and Personal Assets				
Home			\$490,000	\$490,000
Business and Property				
IT Consulting Business	\$500,000			\$500,000
Rental Properties			\$400,000	\$400,000
Total Other Assets:	\$500,000	\$0	\$890,000	\$1,390,000
Liabilities				
Personal Real Estate Loan:				
TX Home			\$75,000	\$75,000
Total Liabilities:	\$0	\$0	\$75,000	\$75,000
Net Worth:				\$3,509,135

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

Resources Summary

Investment Assets

Description	Owner	Current Value	As Of Date	Additions	Assign to Goal
Imported from Raymond James - Manually Entered - HeldAway					
JTWROS Brokerage Account	Joint Survivorship	\$600,562	02/05/2020	\$10,000	Fund All Goals
Sallys 401(k)	Sally	\$610,185	02/05/2020	\$12,600	Fund All Goals
Sallys Rollover IRA	Sally	\$90,249	10/22/2019		Fund All Goals
Sallys Variable Annuity	Sally	\$100,000	02/24/2020		Fund All Goals
Sams SEP-IRA	Sam	\$518,680	01/31/2020	\$12,500	Fund All Goals
Sams Stock Portfolio	Sam	\$224,459	02/05/2020		Fund All Goals
Savings Account	Joint Survivorship	\$50,000	04/18/2018		Not Used In Plan
Total :		\$2,194,135			

Other Assets

Description	Owner	Current Value	Future Value	Assign to Goal
Imported from Raymond James - Manually Entered				
Home	Joint Survivorship	\$490,000		Fund All Goals
IT Consulting Business	Sam	\$500,000	\$485,000	Fund All Goals
Rental Properties	Joint Survivorship	\$400,000		Not Funding Goals
Total of Other Assets :		\$1,390,000		

Insurance Policies

Description	Owner	Insured	Beneficiary	Annual Premium	Cash Value	Death Benefit	Premium Paid
Manually Entered							
Insurance Policies Summary (not included in Assets)							
Software Analyst Group Term	Sally	Sally	Co-Client of Insured - 100%			\$180,000	
Total Death Benefit of All Policies :						\$180,000	

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

Resources Summary

Social Security

Description	Value	Assign to Goal
Social Security	Sam will file a normal application at age 70. He will receive \$47,233 in retirement benefits at age 70.	Fund All Goals
Social Security	Sally will file a normal application at age 70. She will receive \$42,568 in retirement benefits at age 70.	Fund All Goals

Retirement Income

Description	Owner	Value	Inflate?	Assign to Goal
Pension Income	Sam	\$12,500 from Sam's Retirement to End of Plan (75% to Survivor)	No	Fund All Goals
Rental Property Income	Joint	\$30,000 from 2020 to End of Plan	Yes at 2.20%	Fund All Goals
TX Home Rental Income	Joint	\$18,000 from Sam's Retirement to End of Plan	Yes at 2.20%	Fund All Goals

Liabilities

Type	Description/Company	Owner	Outstanding Balance	Interest Rate	Monthly Payment
Imported from Raymond James - Manually Entered					
1st Mortgage	TX Home	Joint	\$75,000	4.50%	\$1,500
Total Outstanding Balance :			\$75,000		

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

Insurance Inventory

Life

Description	Owner	Insured	Death Benefit	Cash Value	Annual Premium	Beneficiary	Policy Start Date
Software Analyst	Sally	Sally	\$180,000			Co-Client of Insured - 100%	

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

Risk and Portfolio Information

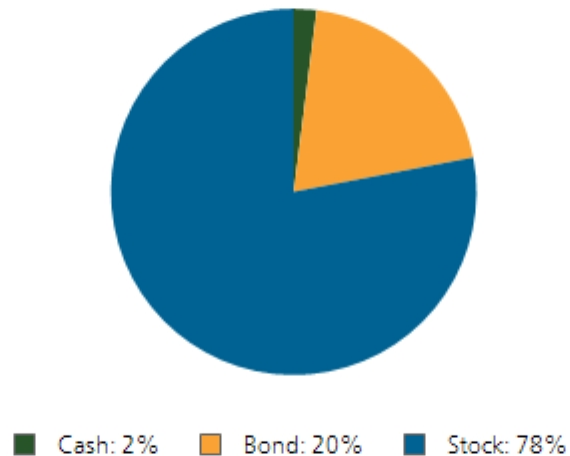
Risk Assessment

You chose a Risk Score of 60.

Appropriate Portfolio: Balanced w/ Growth

Percentage Stock: 78%

Average Return: 6.01%



Great Recession Return Loss for this Portfolio

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

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

-37%

If you invest \$2,144,135 in this portfolio and the same loss occurred again, you would lose:

-\$784,170

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

Model Portfolio Table

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

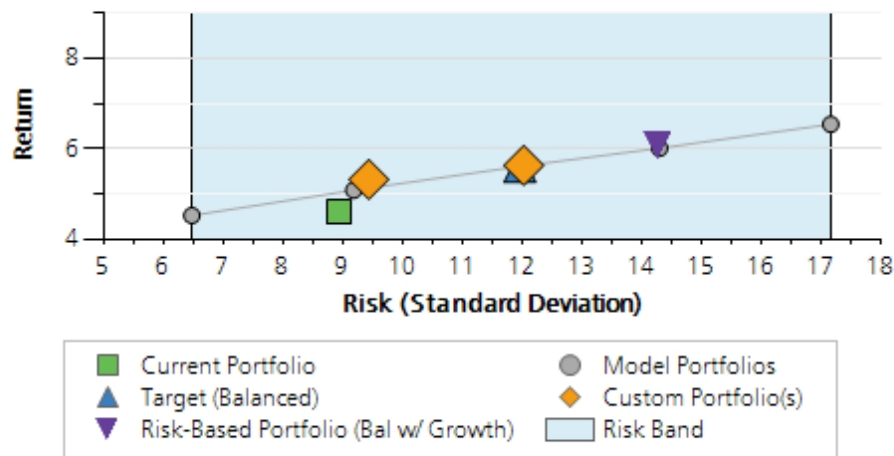
Portfolios	Name	Cash	Bond	Stock	Alternative	Unclassified	Projected Return	Standard Deviation
	Conservative	2.00%	71.00%	27.00%	0.00%	0.00%	4.52%	6.48%
■	Current	35.91%	18.43%	45.67%	0.00%	0.00%	4.62%	8.95%
	Conservative Balanced	2.00%	51.00%	47.00%	0.00%	0.00%	5.08%	9.19%
	(c) Sample Custom Part 2	2.00%	53.00%	45.00%	0.00%	0.00%	5.32%	9.44%
▲	Balanced	2.00%	34.00%	64.00%	0.00%	0.00%	5.61%	11.97%
	(c) Custom	2.00%	31.00%	64.00%	3.00%	0.00%	5.63%	12.04%
▼	Balanced w/ Growth	2.00%	20.00%	78.00%	0.00%	0.00%	6.01%	14.31%
	Growth	2.00%	0.00%	93.00%	5.00%	0.00%	6.54%	17.18%

■ Risk Band ■ Current ▼ Risk-Based ▲ Target

Return vs. Risk Graph

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

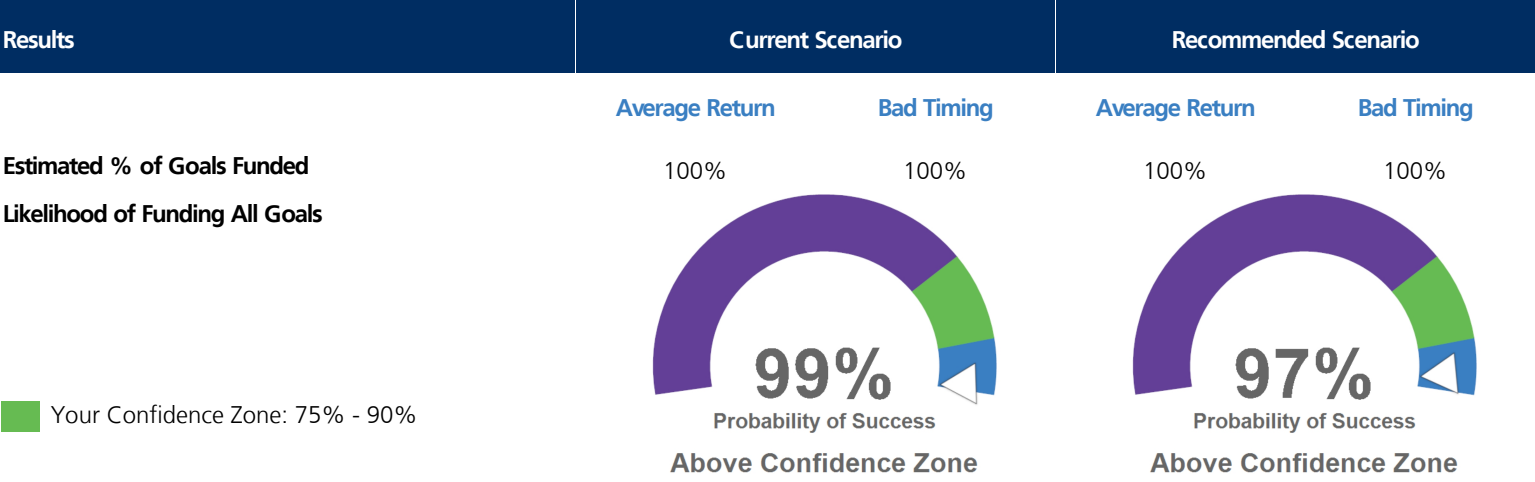
This graph shows the relationship of return and risk for each Portfolio in the chart above.



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

Results

Results - Current and Recommended



	Current Scenario	Keep TX/LTC/No Ins	Changes In Value
 Retirement			
Retirement Age			
Sam	67 in 2021	67 in 2021	
Sally	67 in 2021	67 in 2021	
Planning Age			
Sam	93 in 2047	93 in 2047	
Sally	90 in 2044	90 in 2044	

Results - Current and Recommended

	Current Scenario	Keep TX/LTC/No Ins	Changes In Value
 Goals			
Needs			
Retirement - Basic Living Expense			
Both Retired	\$130,196	\$130,196	
Sam Alone Retired	\$118,357	\$118,357	
Health Care			
Both Medicare	\$14,507	\$14,507	
Sam Alone Medicare	\$8,252	\$8,252	
Mortgage			
Starting	\$18,000	\$18,000	
Years between occurrences	When both are retired 1	When both are retired 1	
Number of occurrences	3	3	

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

Results - Current and Recommended

	Current Scenario	Keep TX/LTC/No Ins	Changes In Value
Wants			
Travel	\$5,000	\$5,000	
Starting	When both are retired	When both are retired	
Years between occurrences	1	1	
Number of occurrences	20	20	
Family Car	\$20,000	\$20,000	
Starting	When both are retired	When both are retired	
Years between occurrences	7	7	
Number of occurrences	3	3	
Property Management Expense	\$3,500	\$3,500	
Starting	2025	2025	
Years between occurrences	1	1	
Ending	End of Plan	End of Plan	
Insurance Policy Premium	\$0	\$0	
Starting	2020	2020	
Years between occurrences	1	1	
Number of occurrences	1	1	
Sally Assisted Living	\$0	\$158,568	Increased \$158,568
Starting	2039	2039	
Years between occurrences	1	1	
Number of occurrences	4	4	
Sally - LTC	\$0	\$0	
Starting	2042	2042	
Years between occurrences	1	1	
Ending	End of Sally's Plan	End of Sally's Plan	

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

Results - Current and Recommended

	Current Scenario	Keep TX/LTC/No Ins	Changes In Value
Wishes			
Sam's Dream Car	\$40,000	\$40,000	
Starting	At Sam's retirement	At Sam's retirement	
Justin's New Baby College Savings	\$2,500	\$2,500	
Starting	2019	2019	
Years between occurrences	1	1	
Number of occurrences	18	18	
Hailey's College Savings	\$2,500	\$2,500	
Starting	2018	2018	
Years between occurrences	1	1	
Number of occurrences	15	15	
Heather's New Baby College Savings	\$2,500	\$2,500	
Starting	2019	2019	
Years between occurrences	1	1	
Number of occurrences	18	18	
New Home in FL	\$350,000	\$200,000	Decreased \$150,000
Starting	2025	2025	
Total Spending for Life of Plan	\$4,710,517	\$5,194,789	Increased 10%
\$ Savings			
Qualified	\$25,100	\$25,100	
Taxable	\$10,000	\$10,000	
Total Savings This Year	\$35,100	\$35,100	
Portfolios			
Allocation Before Retirement	CURRENT	Balanced	15% More Stock
Percent Stock	46%	61%	
Composite Return	4.62%	5.48%	
Composite Standard Deviation	8.95%	11.53%	
Great Recession Return 11/07 - 2/09	-20%	-25%	
Bond Bear Market Return 7/79 - 2/80	8%	6%	

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

Results - Current and Recommended

	Current Scenario	Keep TX/LTC/No Ins	Changes In Value
Allocation During Retirement	CURRENT	Balanced	15% More Stock
Percent Stock	46%	61%	
Composite Return	4.62%	5.48%	
Composite Standard Deviation	8.95%	11.53%	
Great Recession Return 11/07 - 2/09	-20%	-25%	
Bond Bear Market Return 7/79 - 2/80	8%	6%	
Inflation	2.20%	2.20%	
 Investments			
Total Investment Portfolio	\$2,144,135	\$2,144,135	
 Social Security			
Social Security Strategy	Current	Current	
Sam			
Filing Method	Normal	Normal	
Age to File Application	70	70	
Age Retirement Benefits Begin	70	70	
First Year Benefit	\$47,233	\$47,233	
Sally			
Filing Method	Normal	Normal	
Age to File Application	70	70	
Age Retirement Benefits Begin	70	70	
First Year Benefit	\$42,568	\$42,568	

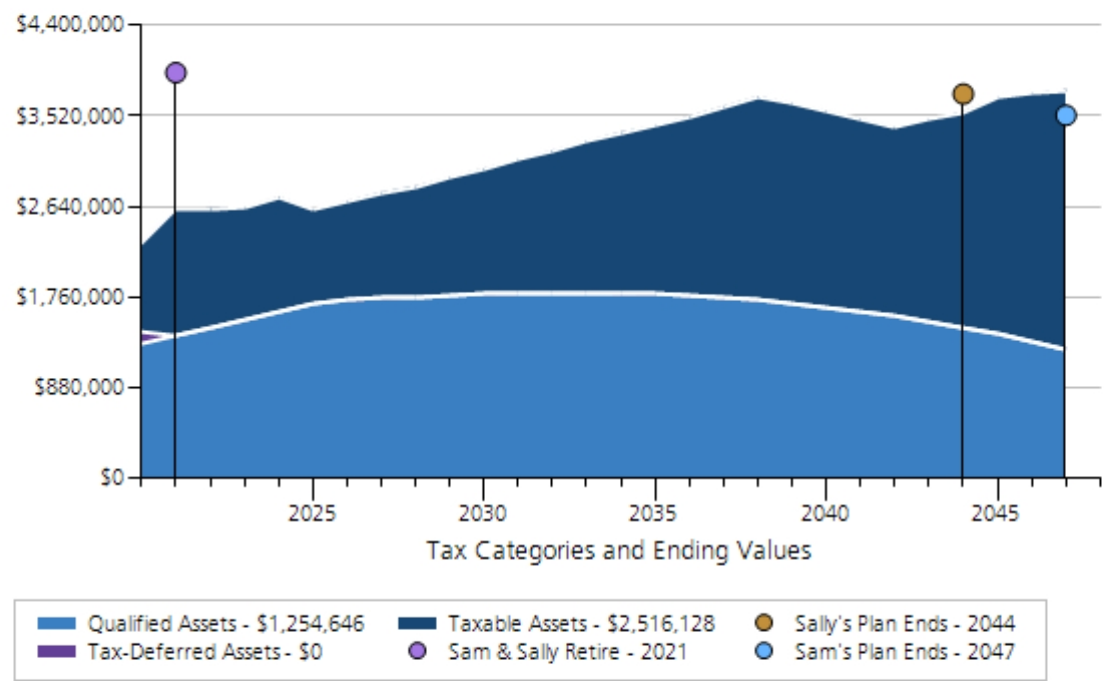
See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Worksheet Detail - Combined Details

Scenario : Keep TX/LTC/No Ins using Average Return

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

Total Portfolio Value Graph



x - denotes shortfall

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

Worksheet Detail - Combined Details

Scenario : Keep TX/LTC/No Ins using Average Return

Event or Ages	Year	Beginning Portfolio Value		Additions To Assets	Other Additions	Strategy Reductions	Strategy Income	Post Retirement Income	Investment Earnings	Investment Return	Taxes	Funds Used	Ending Portfolio Value
		Earmarked	Fund All Goals									All Goals	
66/66	2020	0	2,144,135	35,100	0	100,000	100,000	0	120,051	5.53%	10,321	7,500	2,281,465
Sam & Sally Retire	2021	106,610	2,174,855	0	485,000	106,610	5,331	61,556	136,345	5.49%	13,500	240,402	2,609,184
68/68	2022	0	2,609,184	0	0	0	5,399	62,635	136,610	5.49%	12,698	183,311	2,617,818
69/69	2023	0	2,617,818	0	0	0	5,468	63,738	136,746	5.48%	11,826	187,699	2,624,246
70/70	2024	0	2,624,246	0	0	0	6,645	162,834	142,542	5.48%	30,636	174,248	2,731,384
71/71	2025	0	2,731,384	0	0	0	6,659	166,142	135,536	5.47%	28,587	405,852	2,605,281
72/72	2026	0	2,605,281	0	0	0	6,674	169,522	140,012	5.47%	45,099	187,826	2,688,564
73/73	2027	0	2,688,564	0	0	0	6,688	172,976	144,511	5.47%	46,958	192,881	2,772,900
74/74	2028	0	2,772,900	0	0	0	6,702	176,507	147,729	5.47%	48,605	221,905	2,833,328
75/75	2029	0	2,833,328	0	0	0	7,276	180,115	152,302	5.48%	50,765	203,494	2,918,762
76/76	2030	0	2,918,762	0	0	0	7,276	183,802	156,916	5.48%	52,878	209,067	3,004,812
77/77	2031	0	3,004,812	0	0	0	7,276	187,571	161,570	5.49%	54,987	214,822	3,091,419
78/78	2032	0	3,091,419	0	0	0	7,276	191,423	166,253	5.49%	57,288	220,701	3,178,382
79/79	2033	0	3,178,382	0	0	0	7,276	195,359	171,148	5.49%	59,615	223,452	3,269,097
80/80	2034	0	3,269,097	0	0	0	7,276	199,382	176,072	5.50%	62,032	229,648	3,360,147
81/81	2035	0	3,360,147	0	0	0	7,276	203,493	179,459	5.50%	64,195	263,771	3,422,409
82/82	2036	0	3,422,409	0	0	0	7,276	207,695	184,344	5.50%	66,781	242,666	3,512,277
83/83	2037	0	3,512,277	0	0	0	7,276	211,989	189,640	5.51%	69,552	242,108	3,609,522
84/84	2038	0	3,609,522	0	0	0	7,276	216,378	194,956	5.51%	72,425	248,855	3,706,853
85/85	2039	0	3,706,853	0	0	0	7,276	220,863	191,382	5.51%	73,177	414,405	3,638,793
86/86	2040	0	3,638,793	0	0	0	7,276	225,447	187,431	5.51%	73,843	421,639	3,563,465
87/87	2041	0	3,563,465	0	0	0	7,276	230,132	183,513	5.52%	74,692	421,224	3,488,471
88/88	2042	0	3,488,471	0	0	0	7,276	234,920	179,184	5.52%	75,513	428,770	3,405,569
89/89	2043	0	3,405,569	0	0	0	7,276	239,813	183,328	5.52%	78,275	277,947	3,479,765
Sally's Plan Ends	2044	0	3,479,765	0	0	0	7,276	244,814	187,397	5.53%	80,777	286,129	3,552,347
91/-	2045	0	3,552,347	0	0	0	102,281	176,582	195,699	5.54%	93,686	238,569	3,694,653
92/-	2046	0	3,694,653	0	0	0	0	180,192	197,992	5.54%	93,897	244,790	3,734,150
Sam's Plan Ends	2047	0	3,734,150	0	0	0	0	183,881	200,178	5.55%	96,261	251,174	3,770,774

x - denotes shortfall

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

Worksheet Detail - Combined Details

Scenario : Keep TX/LTC/No Ins using Average Return

Event or Ages	Year	Funds Used											Ending Portfolio Value
		Retirement	Health Care	Mortgage	Travel	Family Car	Property Management Expense	Insurance Policy Premium	Sally Assisted Living	Sally - LTC	Sam's Dream Car	Justin's New Baby College Savings	
66/66	2020	0	0	0	0	0	0	0	0	0	0	2,500	2,281,465
Sam & Sally Retire	2021	133,060	15,247	18,000	5,110	20,440	0	0	0	0	40,880	2,555	2,609,184
68/68	2022	135,988	16,267	18,000	5,222	0	0	0	0	0	0	2,611	2,617,818
69/69	2023	138,979	17,376	18,000	5,337	0	0	0	0	0	0	2,669	2,624,246
70/70	2024	142,037	18,574	0	5,455	0	0	0	0	0	0	2,727	2,731,384
71/71	2025	145,162	19,862	0	5,575	0	3,902	0	0	0	0	2,787	2,605,281
72/72	2026	148,355	21,240	0	5,697	0	3,988	0	0	0	0	2,849	2,688,564
73/73	2027	151,619	22,629	0	5,823	0	4,076	0	0	0	0	2,911	2,772,900
74/74	2028	154,955	24,104	0	5,951	23,803	4,166	0	0	0	0	2,975	2,833,328
75/75	2029	158,364	25,669	0	6,082	0	4,257	0	0	0	0	3,041	2,918,762
76/76	2030	161,848	27,330	0	6,216	0	4,351	0	0	0	0	3,108	3,004,812
77/77	2031	165,408	29,087	0	6,352	0	4,447	0	0	0	0	3,176	3,091,419
78/78	2032	169,047	30,879	0	6,492	0	4,544	0	0	0	0	3,246	3,178,382
79/79	2033	172,766	32,771	0	6,635	0	4,644	0	0	0	0	3,317	3,269,097
80/80	2034	176,567	34,773	0	6,781	0	4,747	0	0	0	0	3,390	3,360,147
81/81	2035	180,452	36,889	0	6,930	27,720	4,851	0	0	0	0	3,465	3,422,409
82/82	2036	184,422	39,121	0	7,082	0	4,958	0	0	0	0	3,541	3,512,277
83/83	2037	188,479	41,324	0	7,238	0	5,067	0	0	0	0	0	3,609,522
84/84	2038	192,625	43,654	0	7,398	0	5,178	0	0	0	0	0	3,706,853
85/85	2039	196,863	46,122	0	7,560	0	5,292	0	158,568	0	0	0	3,638,793
86/86	2040	201,194	48,742	0	7,727	0	5,409	0	158,568	0	0	0	3,563,465
87/87	2041	205,621	51,508	0	0	0	5,528	0	158,568	0	0	0	3,488,471
88/88	2042	210,144	54,408	0	0	0	5,649	0	158,568	0	0	0	3,405,569
89/89	2043	214,767	57,406	0	0	0	5,773	0	0	0	0	0	3,479,765
Sally's Plan Ends	2044	219,492	60,736	0	0	0	5,901	0	0	0	0	0	3,552,347
91/-	2045	203,923	28,616	0	0	0	6,030	0	0	0	0	0	3,694,653
92/-	2046	208,409	30,217	0	0	0	6,163	0	0	0	0	0	3,734,150
Sam's Plan Ends	2047	212,994	31,881	0	0	0	6,299	0	0	0	0	0	3,770,774

x - denotes shortfall

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Worksheet Detail - Combined Details

Scenario : Keep TX/LTC/No Ins using Average Return

Event or Ages	Year	Funds Used			Ending Portfolio Value
		Hailey's College Savings	Heather's New Baby College Savings	New Home in FL	
66/66	2020	2,500	2,500	0	2,281,465
Sam & Sally Retire	2021	2,555	2,555	0	2,609,184
68/68	2022	2,611	2,611	0	2,617,818
69/69	2023	2,669	2,669	0	2,624,246
70/70	2024	2,727	2,727	0	2,731,384
71/71	2025	2,787	2,787	222,990	2,605,281
72/72	2026	2,849	2,849	0	2,688,564
73/73	2027	2,911	2,911	0	2,772,900
74/74	2028	2,975	2,975	0	2,833,328
75/75	2029	3,041	3,041	0	2,918,762
76/76	2030	3,108	3,108	0	3,004,812
77/77	2031	3,176	3,176	0	3,091,419
78/78	2032	3,246	3,246	0	3,178,382
79/79	2033	0	3,317	0	3,269,097
80/80	2034	0	3,390	0	3,360,147
81/81	2035	0	3,465	0	3,422,409
82/82	2036	0	3,541	0	3,512,277
83/83	2037	0	0	0	3,609,522
84/84	2038	0	0	0	3,706,853
85/85	2039	0	0	0	3,638,793
86/86	2040	0	0	0	3,563,465
87/87	2041	0	0	0	3,488,471
88/88	2042	0	0	0	3,405,569
89/89	2043	0	0	0	3,479,765
Sally's Plan Ends	2044	0	0	0	3,552,347
91/-	2045	0	0	0	3,694,653
92/-	2046	0	0	0	3,734,150
Sam's Plan Ends	2047	0	0	0	3,770,774

x - denotes shortfall

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Worksheet Detail - Combined Details

Notes

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

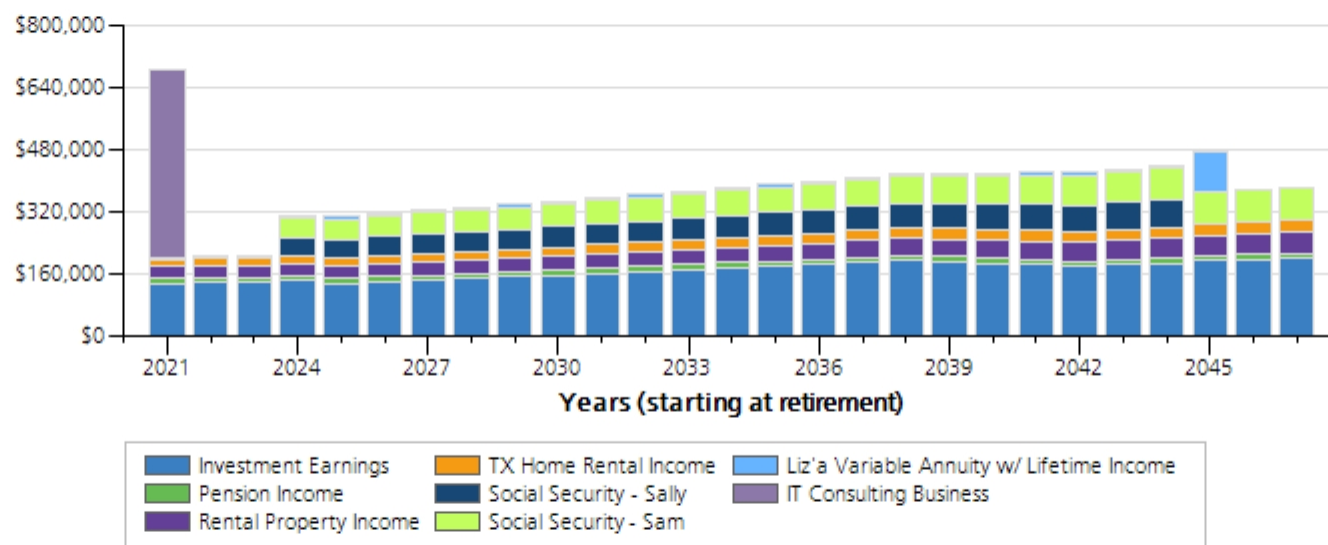
x - denotes shortfall

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Worksheet Detail - Sources of Income and Earnings

Scenario : Keep TX/LTC/No Ins using Average Returns

This graph shows the income sources and investment earnings available in each year from retirement through the End of the Plan.



Notes

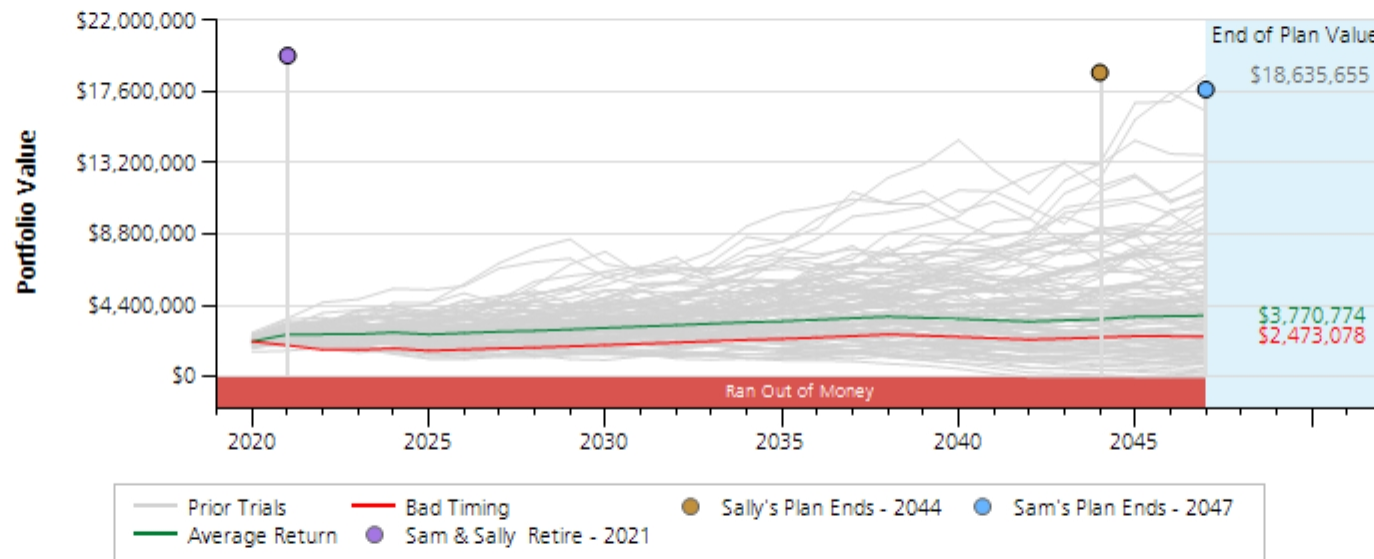
- Sources of Income can include Retirement Income, Strategy Income, Stock Options, Restricted Stock, Other Assets, proceeds from Insurance Policies, and any remaining asset value after 72(t) distributions have been completed.
- Investment Earnings are calculated on all assets after any withdrawals for funding Goals, taxes on withdrawals, and tax penalties, if applicable, are subtracted.
- All Retirement Income, Immediate Annuity Strategy Income, 72(t) Strategy Income, the remaining asset value after 72(t) distributions, Strategy income from Variable Annuities with a guaranteed minimum withdrawal benefit (GMWB), and Investment Earnings are pre-tax, future values.
- NUA Strategy Income, Stock Options, Restricted Stock, Other Assets, and proceeds from Insurance Policies are after-tax future values.
- When married, if either Social Security Program Estimate or Use This Amount and Evaluate Annually is selected for a participant, the program will default to the greater of the selected benefit or the age adjusted spousal benefit based on the other participant's benefit.

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Worksheet Detail - Inside the Numbers Final Result

Inside the Numbers - Final Result For Keep TX/LTC/No Ins

- The graph below shows the results for all 1000 Monte Carlo Trials.
- The Probability of Success meter displays the percentage of trials that were successful in funding all of your goals.
- We identify the Confidence Zone as a probability of Success between 75% and 90%.



In the table below, values are shown for the 99th, 75th, 50th, 25th and 1st percentile trials based on the End of Plan value. For each trial displayed, the corresponding portfolio value is illustrated for specific years of the plan. These trials serve as checkpoints to illustrate how the portfolio might perform over the life of the plan.

Although the graph and table help illustrate a general range of results you may expect, neither of them reflect the Final Result, your Probability of Success.

Trial Number	Percentile	Year 5	Year 10	Year 15	Year 20	Year 25	End of Plan Future Dollars	End of Plan Current Dollars	Year Money Goes to \$0
10	99th Percentile	\$3,782,226	\$5,563,638	\$9,292,489	\$11,462,496	\$13,169,946	\$18,635,655	\$10,355,486	
250	75th Percentile	\$3,702,551	\$4,858,449	\$5,903,106	\$5,035,243	\$5,416,616	\$6,748,378	\$3,749,948	
500	50th Percentile	\$2,759,891	\$3,235,825	\$2,930,853	\$2,891,229	\$3,238,624	\$4,009,595	\$2,228,057	
750	25th Percentile	\$3,266,127	\$2,578,975	\$2,307,315	\$1,954,991	\$1,675,640	\$2,086,920	\$1,159,662	
990	1st Percentile	\$1,661,023	\$1,388,562	\$1,125,958	\$679,032	\$0	\$0	\$0	2042

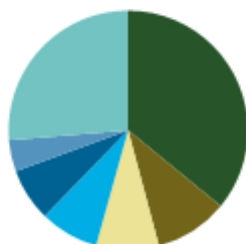
See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Worksheet Detail - Allocation Comparison

Scenario : Keep TX/LTC/No Ins

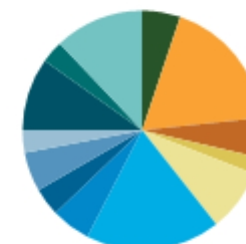
These charts compare your Current Portfolio with the Composite Portfolio you selected and show changes associated with investment strategies (if applicable) and allocation changes you should consider.

Current Portfolio



Projected Returns		
4.62%	Total Return	5.48%
2.20%	Base Inflation Rate	2.20%
2.42%	Real Return	3.28%
8.95%	Standard Deviation	11.53%
Bear Market Returns		
-20%	Great Recession	-25%
8%	Bond Bear Market	6%

Composite Portfolio
Balanced



Portfolio Comparison with Allocation Changes

Current Amount	% of Total	Asset Class	% of Total	Composite Amount	Increase / Decrease
\$769,892	35.91%	Cash & Cash Alternatives	5.14%	\$110,311	-\$659,581
\$0	0.00%	Investment Grade Intermediate Maturity Fixed Inc	18.19%	\$390,109	\$390,109
\$0	0.00%	Investment Grade Short Maturity Fixed Income	5.31%	\$113,782	\$113,782
\$213,565	9.96%	Non-U.S. Fixed Income	0.00%	\$0	-\$213,565
\$0	0.00%	Multi-Sector Fixed Income Strategies	2.27%	\$48,764	\$48,764
\$181,538	8.47%	Fixed Income Other	8.47%	\$181,538	\$0
\$169,451	7.90%	U.S. Large Cap Blend	18.19%	\$390,109	\$220,658
\$940	0.04%	U.S. Large Cap Value	5.31%	\$113,782	\$112,842
\$153,377	7.15%	U.S. Large Cap Growth	3.79%	\$81,273	-\$72,104
\$90,940	4.24%	U.S. Mid Cap Equity	5.31%	\$113,782	\$22,842
\$0	0.00%	U.S. Small Cap Equity	3.03%	\$65,018	\$65,018
\$0	0.00%	Non-U.S. Developed Market Equity	9.86%	\$211,309	\$211,309
\$0	0.00%	Non-U.S. Emerging Market Equity	3.03%	\$65,018	\$65,018

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

Worksheet Detail - Allocation Comparison

Scenario : Keep TX/LTC/No Ins

Portfolio Comparison with Allocation Changes					
Current Amount	% of Total	Asset Class	% of Total	Composite Amount	Increase / Decrease
\$564,433	26.32%	Equity Other	12.10%	\$259,340	-\$305,093
\$2,144,135				\$2,144,135	\$0

Worksheet Detail - Allocation Detail by Asset Class by Holding

Scenario: Keep TX/LTC/No Ins

Holding	Account	Current Portfolio		Composite Portfolio		Difference
		%	\$	%	\$	
Cash & Cash Alternatives		35.91%	\$769,892	5.14%	\$110,311	-\$659,581
JTWROS Brokerage Account	JTWROS Brokerage Account		\$600,562			
Lizs 401(k)	Sallys 401(k)		\$91,528			
Bruces SEP-IRA	Sams SEP-IRA		\$77,802			
Investment Grade Intermediate Maturity Fixed Inc				18.19%	\$390,109	\$390,109
No Holdings are allocated to this asset class						
Investment Grade Short Maturity Fixed Income				5.31%	\$113,782	\$113,782
No Holdings are allocated to this asset class						
Non-U.S. Fixed Income		9.96%	\$213,565	0.00%		-\$213,565
Lizs 401(k)	Sallys 401(k)		\$213,565			
Multi-Sector Fixed Income Strategies				2.27%	\$48,764	\$48,764
No Holdings are allocated to this asset class						
Fixed Income Other		8.47%	\$181,538	8.47%	\$181,538	Zero
Bruces SEP-IRA	Sams SEP-IRA		\$181,538			
U.S. Large Cap Blend		7.90%	\$169,451	18.19%	\$390,109	\$220,658
Lizs Variable Annuity	Sallys Variable Annuity		\$100,000			
Starbucks Corp	Sams Stock Portfolio		\$69,451			
U.S. Large Cap Value		0.04%	\$940	5.31%	\$113,782	\$112,842
Cisco Systems Inc	Sams Stock Portfolio		\$940			
U.S. Large Cap Growth		7.15%	\$153,377	3.79%	\$81,273	-\$72,104
Alphabet Inc	Sallys Rollover IRA		\$90,249			
Amazon.com Inc	Sams Stock Portfolio		\$63,128			
U.S. Mid Cap Equity		4.24%	\$90,940	5.31%	\$113,782	\$22,842
Raymond James Financial Inc	Sams Stock Portfolio		\$90,940			
U.S. Small Cap Equity				3.03%	\$65,018	\$65,018
No Holdings are allocated to this asset class						

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

Worksheet Detail - Allocation Detail by Asset Class by Holding

Scenario: Keep TX/LTC/No Ins

Holding	Account	Current Portfolio		Composite Portfolio		Difference
		%	\$	%	\$	
Non-U.S. Developed Market Equity				9.86%	\$211,309	\$211,309
No Holdings are allocated to this asset class						
Non-U.S. Emerging Market Equity				3.03%	\$65,018	\$65,018
No Holdings are allocated to this asset class						
Equity Other		26.32%	\$564,433	12.10%	\$259,340	-\$305,092
Lizs 401(k)	Sallys 401(k)		\$305,093			
Bruces SEP-IRA	Sams SEP-IRA		\$259,340			

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

Worksheet Detail - Bear Market Test

Bear Market Test for Keep TX/LTC/No Ins

Likelihood of Reaching Goals After Loss of 25% - Using All Assets to Fund Goals by Importance



Goals

Needs

10 - Retirement - Basic Living Expense	☒	☒	☒
10 - Health Care	☒	☒	☒
10 - Mortgage	☒	☒	☒

Wants

7 - Travel	☒	☒
7 - Family Car	☒	☒
7 - Property Management Expense	☒	☒
7 - Insurance Policy Premium	☒	☒
7 - Sally Assisted Living	☒	☒
7 - Sally - LTC	☒	☒

Wishes

3 - Sam's Dream Car	☒
3 - Justin's New Baby College Savings	☒
3 - Hailey's College Savings	☒
3 - Heather's New Baby College Savings	☒
3 - New Home in FL	☒

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

Worksheet Detail - Bear Market Test

Bear Market Test for Keep TX/LTC/No Ins

This test assumes your investment allocation matches the Balanced portfolio. If your investments suffered a loss of 25% this year, your portfolio value would be reduced by \$536,034. This is the approximate loss sustained by a portfolio with a similar percentage of stocks, bonds, cash, and alternative during the Great Recession, which lasted from November 2007 through February 2009. These results show the likelihood you would be able to fund your Needs, Wants and Wishes after experiencing this loss.

Risk Management



Life Insurance Analysis - Results

What Happens If Sally Dies Early? It May Depend On How Early.

Existing Policies

Description	Insured	Death Benefit	Annual Cost	Cash Value	Action
Software Analyst (2 Years Remaining)	Sally	\$180,000	\$0	N/A	Cancel

Life Insurance Analysis - Results

What Happens If Sam Dies Early? It May Depend On How Early.

Life Insurance Analysis - Input Details

For Sam's Plan

Transition Money

Extra Cash	\$0
Final Expenses	\$0
New Services	\$0 per year for 1 yrs
Other	\$0

Individual Goals

Name	Amount
Family Car	\$20,000
Hailey's College Savings	\$2,500
Heather's New Baby College Savings	\$2,500
Justin's New Baby College Savings	\$2,500
Mortgage	\$18,000
New Home in FL	\$200,000
Property Management Expense	\$3,500
Sally - LTC	\$0
Sally Assisted Living	\$158,568
Sam's Dream Car	\$40,000
Travel	\$5,000

Life Insurance Analysis - Input Details

For Sam's Plan

Expense Buckets

Name	Amount
Living Expenses Before Retirement	
Employed	\$159,994
Sam Alone Employed	\$143,995
Living Expenses After Retirement	
Both Retired	\$130,196
Sam Alone Retired	\$118,357

Other Assets

Name	Amount
Home	\$490,000
IT Consulting Business	\$500,000

Life Insurance Analysis - Input Details

For Sally's Plan

Transition Money

Extra Cash	\$0
Final Expenses	\$0
New Services	\$0 per year for 1 yrs
Other	\$0

Individual Goals

Name	Amount
Family Car	\$20,000
Hailey's College Savings	\$2,500
Heather's New Baby College Savings	\$2,500
Justin's New Baby College Savings	\$2,500
Mortgage	\$18,000
New Home in FL	\$200,000
Property Management Expense	\$3,500
Sally - LTC	\$0
Sally Assisted Living	\$158,568
Sam's Dream Car	\$40,000
Travel	\$5,000

Life Insurance Analysis - Input Details

For Sally's Plan

Expense Buckets

Name	Amount
Living Expenses Before Retirement	
Employed	\$159,994
Sally Alone Employed	\$143,995
Living Expenses After Retirement	
Both Retired	\$130,196
Sally Alone Retired	\$118,357

Other Assets

Name	Amount
Home	\$490,000
IT Consulting Business	\$500,000

Life Insurance Analysis - True Cost Summary

Survivor Plans with Proposed Policies

Sam's Plan if Sally Dies In This Year



Sally's Plan if Sam Dies In This Year



Cost Summary

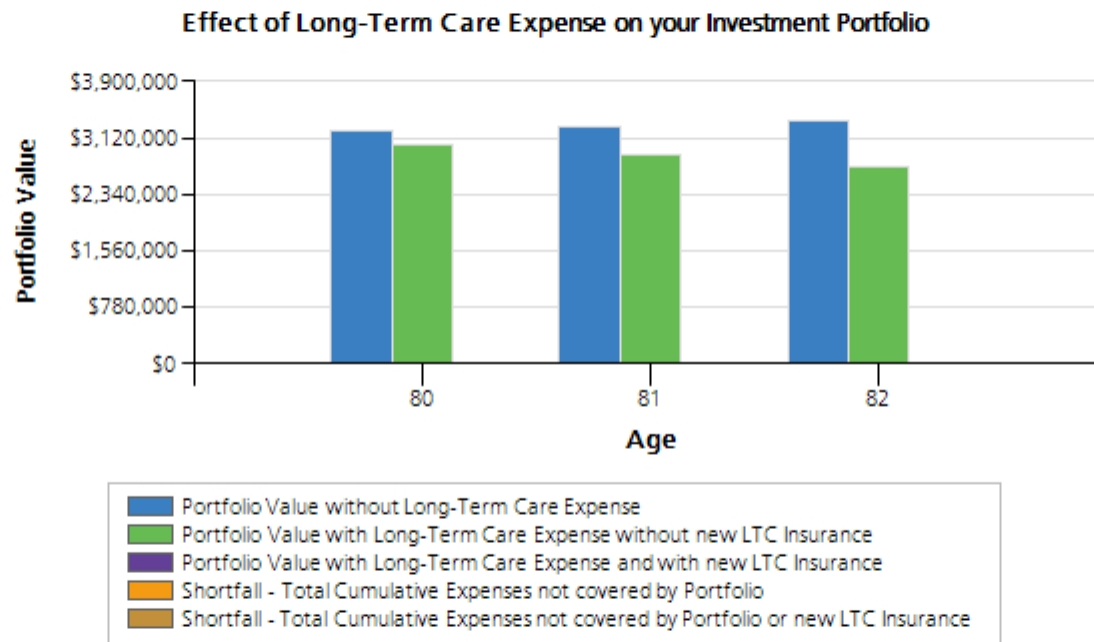
Period	Sam		Sally		Total Cost/Yr	
	Benefit	Cost/Yr	Benefit	Cost/Yr	New Policies	Increase/Decrease
2020 to Sam Dies	\$0	\$0	\$0	\$0	\$0	\$0

Long-Term Care Needs Analysis - Sam

Scenario : Keep TX Home/No LTC

One of the greatest threats to the financial well-being of many people over 50 is the possible need for an extended period of Long-Term Care, either at home, in an Assisted Living Facility or in a Nursing Home. This Section demonstrates how these expenses could adversely affect your Investment Portfolio and how you might protect it with a Long-Term Care policy.

This graph shows what would happen to your portfolio if Sam enters a Nursing Home at age 80 for 3 years at an annual cost, in Current Dollars, of \$100,375 inflating at 4.50%.



Total Cost of Long-Term Care :	\$583,138
Total of Existing Long-Term Care Policy Benefits :	\$0
Total Benefits from purchasing a new Long-Term Care Policy :	\$0
Amount offset by expense reduction during care period :	\$0
Net Cost of care to be paid from Portfolio :	\$583,138

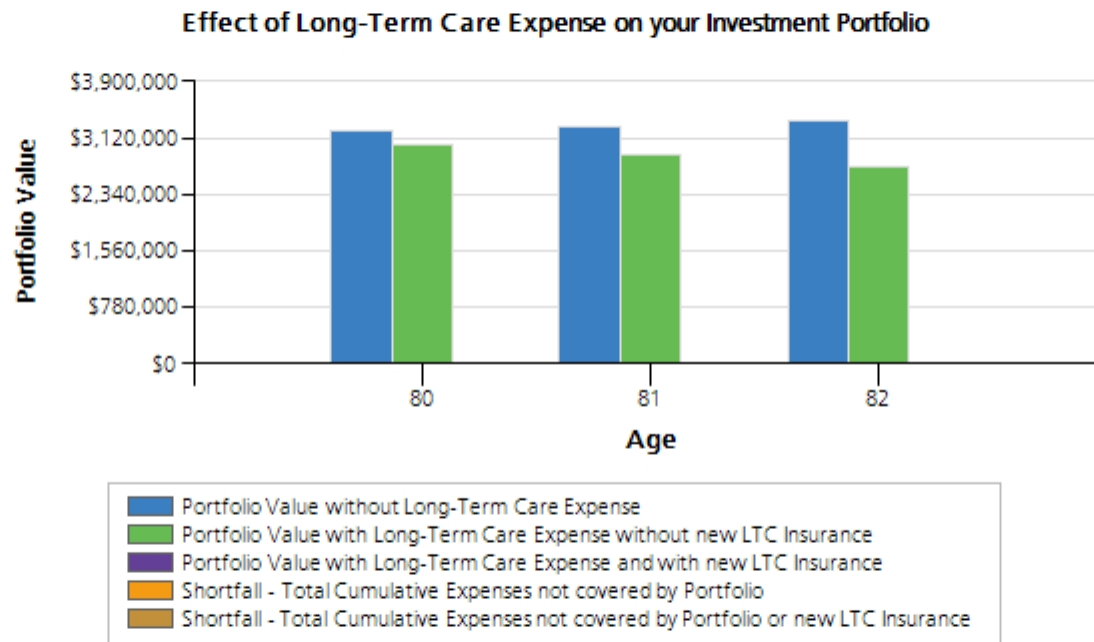
See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Long-Term Care Needs Analysis - Sally

Scenario : Keep TX Home/No LTC

One of the greatest threats to the financial well-being of many people over 50 is the possible need for an extended period of Long-Term Care, either at home, in an Assisted Living Facility or in a Nursing Home. This Section demonstrates how these expenses could adversely affect your Investment Portfolio and how you might protect it with a Long-Term Care policy.

This graph shows what would happen to your portfolio if Sally enters a Nursing Home at age 80 for 3 years at an annual cost, in Current Dollars, of \$100,375 inflating at 4.50%.



Total Cost of Long-Term Care :	\$583,138
Total of Existing Long-Term Care Policy Benefits :	\$0
Total Benefits from purchasing a new Long-Term Care Policy :	\$0
Amount offset by expense reduction during care period :	\$0
Net Cost of care to be paid from Portfolio :	\$583,138

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

Estate Analysis

Estate Analysis Introduction

This section of your report provides a general overview of your current estate situation and shows the projected value of your estate at death. It includes an estimate of Federal Estate taxes, expenses, and the amounts to be received by your beneficiaries. If appropriate, this report also illustrates one or more estate planning strategies that you may want to consider.

Important Note: This analysis is intended solely to illustrate potential estate analysis issues. Prior to taking any action, we recommend that you review the legal and/or tax implication of this analysis with your personal legal and/or tax advisor.

You have told us the following about your current Estate situation;

- Neither Sam nor Sally have a Will.
- Neither Sam nor Sally have a Medical Directive.
- Neither Sam nor Sally have a Power Of Attorney.

This Estate Analysis assumes that you both maintain valid wills that bequeath all assets to each other (Simple Will). This Estate Analysis may not accurately reflect your current estate where one or both of you does not have a Simple Will.

It is important that both of you have a Will that is valid and up-to-date. Your Wills should be periodically reviewed by your legal advisor. You should also discuss the appropriateness of a Medical Directive and Power of Attorney with your legal advisor.

You have indicated that you have not made provisions for a Bypass Trust. When this analysis illustrates the potential benefit of a Bypass Trust, it assumes that your assets will be properly titled and appropriate to fully fund the amount shown.

The Need for Estate Planning

How Will You Be Remembered?

It is often said that you cannot take your money with you; however, it is somewhat comforting to know that you can determine what happens to it after you're gone. A well-designed estate plan can not only help make sure that your assets go where you want them to, but also makes the process simpler, faster, less expensive, and less painful. Such planning followed by an orderly transition of your estate can have a positive impact on the people you care about.

Goal Planning is Important

When it comes to estate taxes, the tax law seemingly penalizes those who fail to plan properly. Failure to properly plan can sometimes lead to greater estate taxes due. A well-designed estate plan can potentially reduce taxes substantially, and leave more money for your heirs.

Probate - Expense and Delays

Probate is the legal process for settling your Estate, which basically means that all your debts and taxes are paid and remaining assets are distributed. Probate can be time consuming and expensive, and is open to public review. A well-designed estate plan can reduce the costs of probate, save time, and even avoid probate for many assets.

Your Beneficiaries - Leaving More

The desire to control the ultimate disposition of that which we accumulate during our lifetime and to provide for those we care about is a strong motivation in most people. In this regard, there are many questions to answer:

- Who should get the money, and how much?
- When should they get it - all at once or over time?
- Who will manage the money?
- Do you want to place restrictions on some assets such as a business or property?
- How much should go to charity?
- Who gets important tangible assets (e.g. wedding rings, family heirlooms)?
- Which assets do you want sold? Which assets should never be sold?
- Will there be enough liquidity to pay taxes?

You - Having Enough

Estate Planning focuses on what happens after you die and includes strategies you can employ to increase the amount of your assets that pass to your beneficiaries. Some of these strategies, such as gifting and purchasing life insurance, can cost you a significant amount of money during your lifetime. While this is certainly financially helpful for your heirs, is it financially sound for you? A good estate plan also considers the impact of these strategies on you, while you're alive. You want to make sure that you will have enough money to support your own lifestyle, before spending money to help your heirs.

Estate Analysis Introduction

Important Information on Assumptions

This analysis makes a number of assumptions that could significantly affect your results including, but not limited to, the following:

- Both of you are U.S. Citizens.
- For married clients, ownership of qualified assets is assumed to roll over to the surviving co-client at the death of the original owner. For domestic partners, qualified assets are assumed to be transferred as a non-spousal inheritance to the surviving co-client at the death of the original owner. In both cases, the Program assumes the surviving co-client inherits all remaining assets of the original owner.
- State inheritance or gift taxes have not been incorporated.
- Gift taxes are not calculated every year, but are totaled and settled at the death of the donor.
- Generation-skipping taxes, if applicable, have not been calculated.
- All custodial accounts (UGMA and/or UTMA) are not included in the estate calculations.
- All amounts contributed to 529 Savings Plans are treated as completed gifts and there is no recapture provision for any 5-year pre-funding contribution elections.
- Financial Goals such as "Gift or Donation" or "Leave a Bequest" are not reflected in the Estate Analysis.
- Bequests stipulated in your will, including charitable bequests, are not reflected in the Estate Analysis.
- In certain calculations, the Bypass Trust may not be fully funded to the available estate exemption equivalent amount due to prior gifts, titling of assets, insufficient resources, and/or other bequests.
- The current values of vested stock options are included in the gross estate. The current values of unvested stock options are included if you indicated, on the Stock Options page, that the options vest at death.
- In the event Other Assets, such as a Primary Residence or Personal Property, are used to fund the Bypass Trust, the program assumes these assets have a specific value and can in fact be used to fund the Bypass Trust.
- If applicable, the value of any payment that continues past death created by the Immediate Annuity Goal Strategy is not included in the estate calculations.
- When applicable a State's Estate Tax Brackets and Exclusion are used to estimate a potential State Estate Tax liability, because this is an estimate, State-specific Estate Tax Laws are not included in the estate analysis.

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

Estate Analysis Options

Liabilities

What is the remaining value of Liabilities at death?

Die Today (Liabilities in Plan = \$75,000) :	\$75,000
Die in fixed number of years :	\$0
Die at Life Expectancy (last death) :	\$0

Taxable Gifts since 1976 on which no gift tax was paid

What is the value of prior gifts in excess of the annual gift exclusion on which you did not pay taxes?	Sam	Sally
	\$0	\$0

Final Expenses

What costs do you want to include for Final Expenses?

	At 1st Death	At 2nd Death
Funeral :	\$10,000	\$10,000
Administration Fees		
Fixed Amount	\$0	\$0
Plus % of Probate assets	2.00%	5.00%

Personal Exclusion Amount

What assumption do you want to use for the amount of the Personal Exclusion?

Maximum Personal Exclusion Amount (Current Law)

Bypass Trust Funding Amount

Portability with no Bypass Trust

* Income in Respect of a Decedent (IRD) is income a decedent earned or was entitled to receive before death (e.g. retirement plan assets). IRD assets are excluded from the probate estate and non-IRD assets are included in the probate estate.

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Estate Analysis Current Asset Ownership Detail

This chart summarizes the current ownership and designated beneficiary(ies) of all of your Assets used in this Plan.

Note: All Qualified Retirement Plans, IRA and Tax-deferred Assets are assumed to have the spouse as the beneficiary if married with the estate as contingent beneficiary, or the estate as the beneficiary if single. All other Assets owned individually or jointly are assumed to operate as prescribed by applicable law. We do not provide legal or tax advice. Please consult with your tax and/or legal advisor to review the ownership and beneficiary designations and their legal and tax implications since they can have a significant impact on the distribution of assets at your death and whether or not certain basic estate strategies can be implemented.

			Joint (Sally)						
Description	Sam	Sally	Survivorship	Common	Entirety	Community Property	Joint (Other)	Total	Beneficiaries
Investment Assets									
Employer Retirement Plans									
Sallys 401(k)		\$610,185						\$610,185	
Sams SEP-IRA	\$518,680							\$518,680	
Individual Retirement Accounts									
Sallys Rollover IRA		\$90,249						\$90,249	
Annuities & Tax-Deferred Products									
Sallys Variable Annuity		\$100,000						\$100,000	
Taxable and/or Tax-Free Accounts									
JTWROS Brokerage Account			\$600,562					\$600,562	
Sams Stock Portfolio	\$224,459							\$224,459	
Savings Account			\$50,000					\$50,000	
Total Investment Assets	\$743,139	\$800,434	\$650,562	\$0	\$0	\$0	\$0	\$2,194,135	
Other Assets									
Home and Personal Assets									
Home			\$490,000					\$490,000	
Business and Property									
IT Consulting Business	\$500,000							\$500,000	
Rental Properties			\$400,000					\$400,000	
Total Other Assets	\$500,000	\$0	\$890,000	\$0	\$0	\$0	\$0	\$1,390,000	
Total Assets :	\$1,243,139	\$800,434	\$1,540,562	\$0	\$0	\$0	\$0	\$3,584,135	

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

Estate Analysis Results Combined Summary

Using Keep TX Home/No LTC - Both Die today - Sam Predeceases Sally, Both Dying in Texas

Current Estate



Federal Estate Tax :	\$0
State Estate Tax :	\$0
Estate Expenses :	-\$229,240
Amount to Heirs :	\$3,484,895

Amount to Heirs

Net Estate Value :	\$3,484,895
Bypass Trust :	\$0
Other Life Insurance :	\$0
Life Insurance To Charity :	\$0
Life Insurance in Trust :	\$0
Other Previous Gifts :	\$0

Total Transfer to Heirs : \$3,484,895

Cash Needed to Pay Tax and Expenses

Shortfall at First Death :	\$0
Shortfall at Second Death :	\$0

Notes

- Prior gifts are not included in the amount to heirs.

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

Estate Analysis Results Combined Summary

Using Keep TX Home/No LTC - Both Die today - Sally Predeceases Sam, Both Dying in Texas

Current Estate



Federal Estate Tax :	\$0
State Estate Tax :	\$0
Estate Expenses :	-\$214,751
Amount to Heirs :	\$3,499,384

Amount to Heirs

Net Estate Value :	\$3,499,384
Bypass Trust :	\$0
Other Life Insurance :	\$0
Life Insurance To Charity :	\$0
Life Insurance in Trust :	\$0
Other Previous Gifts :	\$0

Total Transfer to Heirs : \$3,499,384

Cash Needed to Pay Tax and Expenses

Shortfall at First Death :	\$0
Shortfall at Second Death :	\$0

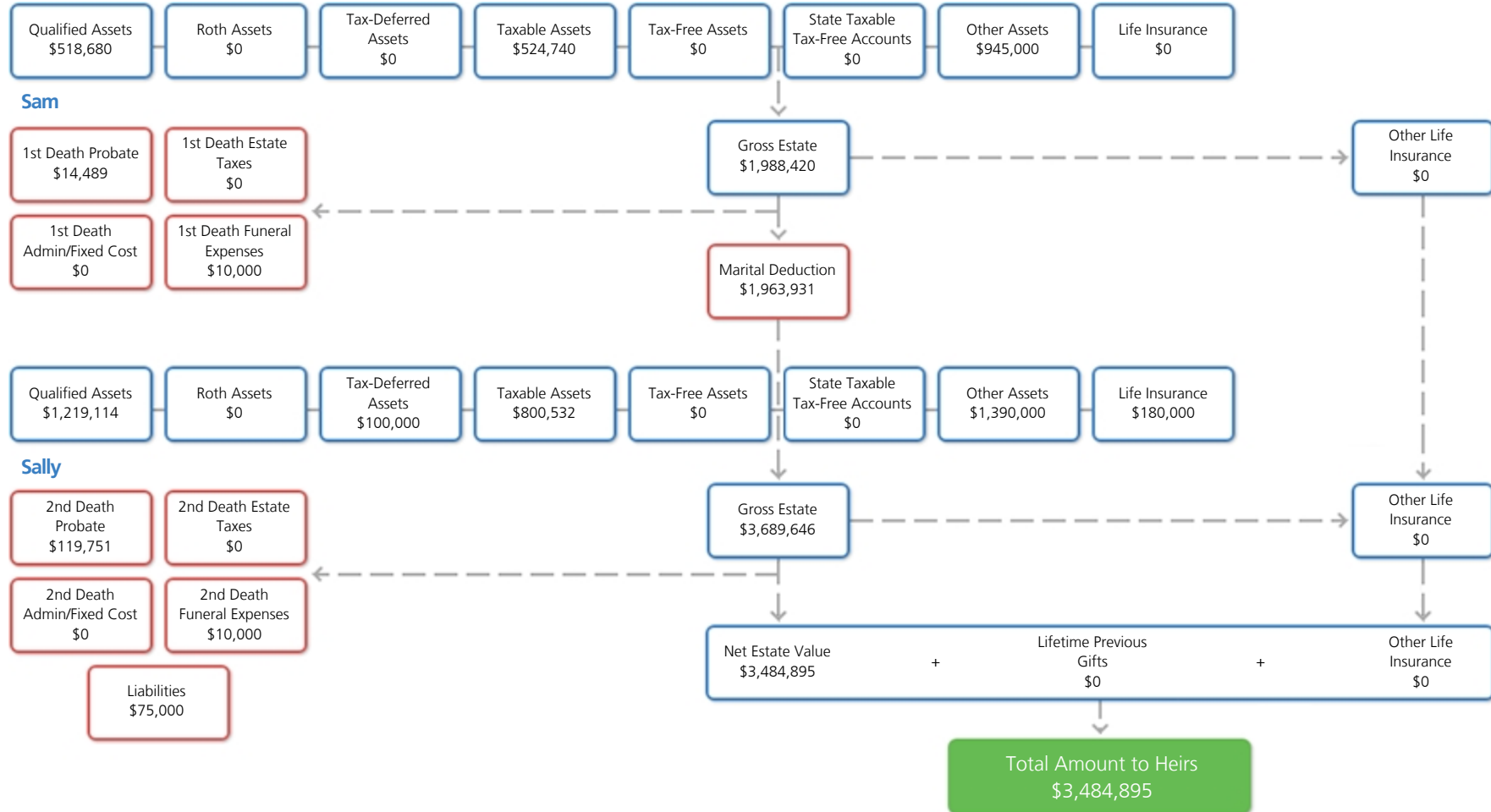
Notes

- Prior gifts are not included in the amount to heirs.

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Estate Analysis Results Flowchart

Using Keep TX Home/No LTC - Both Die today - Sam Predeceases Sally, Current Estate - Will without Bypass Trust



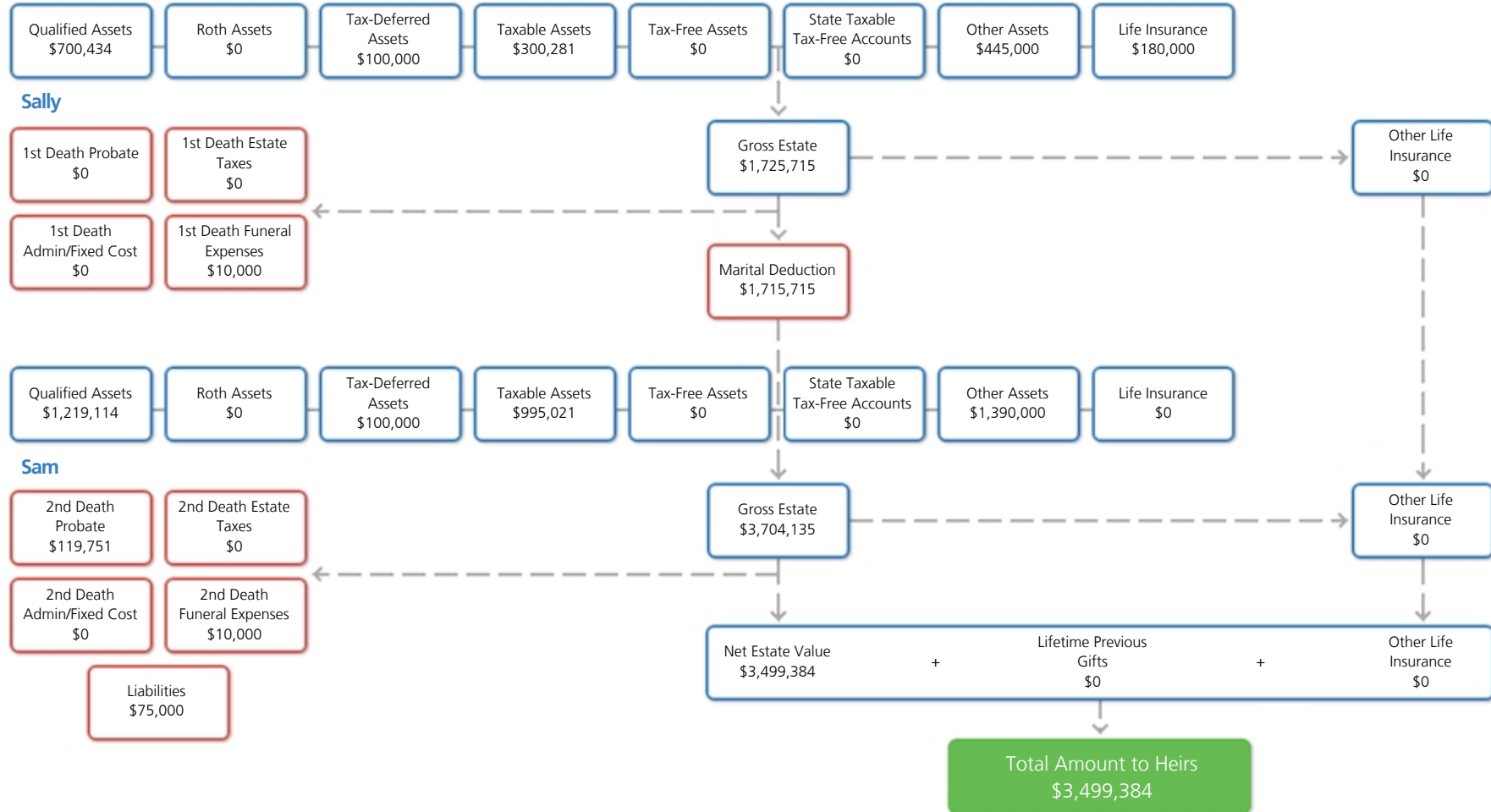
Notes

- Gross Estate amounts may include the value of reverted gifts.
- Other Life Insurance includes policies where the first person to die is the owner and insured and the beneficiary of the policy is not the co-client or estate.
- Gross Estate amounts do not include the value of prior gifts.
- The Bypass Trust may not be fully funded to the available estate exemption equivalent amount due to prior gifts, titling of assets, insufficient resources, and/or other bequests.

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

Estate Analysis Results Flowchart

Using Keep TX Home/No LTC - Both Die today - Sally Predeceases Sam, Current Estate - Will without Bypass Trust



Notes

- Gross Estate amounts may include the value of reverted gifts.
- Other Life Insurance includes policies where the first person to die is the owner and insured and the beneficiary of the policy is not the co-client or estate.
- Gross Estate amounts do not include the value of prior gifts.
- The Bypass Trust may not be fully funded to the available estate exemption equivalent amount due to prior gifts, titling of assets, insufficient resources, and/or other bequests.

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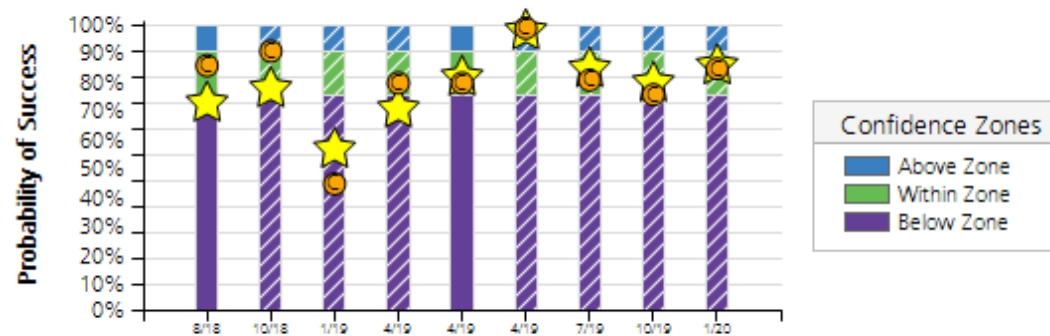
Employer Stock Plans

Star Track

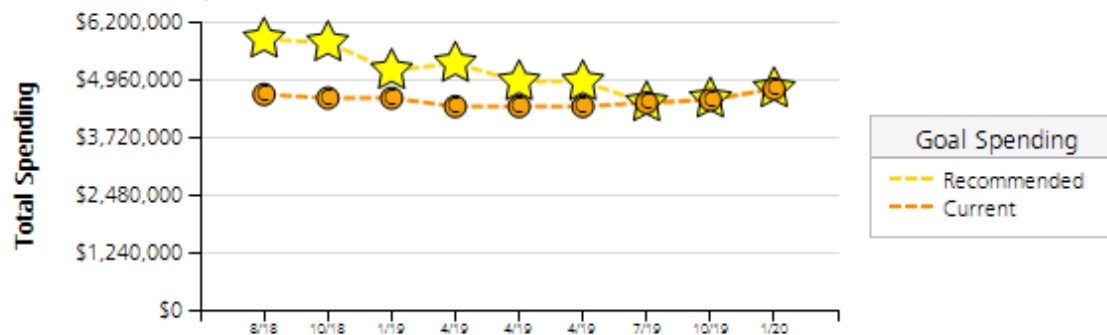


Star Track

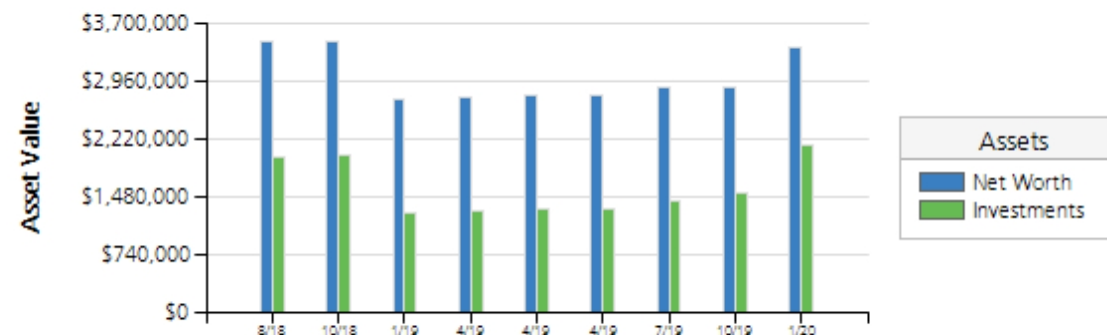
Star Track History



Total Goal Spending



Net Worth and Investment Portfolio



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

Glossary

Aspirational Cash Reserve Strategy

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

Asset Allocation

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

Asset Class

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

Cash and Cash Alternatives

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

Commodities

A commodity is food, metal, or another fixed physical substance that investors buy or sell, usually via futures contracts, and generally traded in very large quantities.

Bonds

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

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

Stocks

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

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

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

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

Glossary

Asset Mix

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

Base Inflation Rate

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

Bear Market Loss

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

Bear Market Test

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

Bond Bear Market Return

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

Bypass Trust

An estate planning device used to pass down assets after death without subjecting them to the estate tax.

Cash Receipt Schedule

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

Composite Portfolio

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

Concentrated Position

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

Confidence Zone

See Monte Carlo Confidence Zone.

Current Dollars

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

Current Portfolio

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

Fund All Goals

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

Future Dollars

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

Glossary

Great Recession Return

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

Inflation Rate

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

Irrevocable Life Insurance Trust

An irrevocable trust set up with a life insurance policy as the asset, allowing the grantor of the policy to exempt the asset away from his or her taxable estate.

Liquidity

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

Locked Asset

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

Model Portfolio Table

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

Monte Carlo Confidence Zone

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

Monte Carlo Probability of Success / Probability of Failure

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

Monte Carlo Simulations

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

Needs / Wants / Wishes

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

Portfolio Set

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

Portfolio Total Return

A Portfolio Total Return is determined by weighting the return assumption for each Asset Class according to the Asset Mix.

Probability of Success / Probability of Failure

See Monte Carlo Probability of Success / Probability of Failure.

Real Return

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

Glossary

Recommended Scenario

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

Retirement Cash Reserve Strategy

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

Retirement Start Date

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

Risk

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

Risk-based Portfolio

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

Safety Margin

The Safety Margin is the hypothetical portfolio value at the end of the Plan. A Safety Margin of zero indicates the portfolio was depleted before the Plan ended.

Standard Deviation

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

Star Track

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

Target Band

The Target Band is the portfolio(s) that could be appropriate for you, based upon the risk-based portfolio.

Target Goal Amount

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

Target Portfolio

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

Target Retirement Age

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

Target Savings Amount

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

Time Horizon

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

Total Return

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

Wants

See "Needs / Wants / Wishes".

Willingness

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

Wishes

See "Needs / Wants / Wishes".

Plan Delivery Acknowledgement

This plan should be reviewed periodically to ensure that the decisions made continue to be appropriate, particularly if there are changes in family circumstances including, but not limited to an inheritance, birth of a child, death of a family member, or material change in incomes or expenses.

We (Sam and Sally Sample) have reviewed and accept the information contained within this plan and understand the assumptions associated with it. We believe that all information provided by us is complete and accurate to the best of our knowledge. We recognize that performance is not guaranteed and that all future projections are included simply as a tool for decision making and do not represent a forecast of our financial future.

Your advisor (Financial Advisor) will review this plan with you on a periodic basis to determine whether your stated goals and assumptions in this plan are still relevant. It is not expected that the plan will change frequently. In particular, short-term changes in the financial markets should not generally require adjustments to the plan. It is your obligation to notify all interested parties of any material changes that would alter the objectives of this plan. If all interested parties are not notified of any material changes, then the current plan document would become invalid.

Client signature & date

Advisor signature & date

Delivery Date

Notes

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

Financial Advisor : Financial Advisor

Plan Name : Financial Goal Plan

Report Name : Financial Goal Plan

02/26/2020