



Prepared For

John and Jane Doe

Prepared on October 01, 2021

Sample Financial Goal Plan

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Private Wealth Management

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Personal Information and Summary of Financial Goals

John and Jane Doe

Needs

10 Retirement - Basic Living Expense



John (2029)	65
Both Retired (2029-2059)	\$660,000
Jane Alone Retired (2060-2063)	\$660,000
	Base Inflation Rate (3.00%)

10 Health Care



John Employed / Jane Retired Before Medicare (2021-2028)	\$11,023
John Medicare / Jane Retired Before Medicare (2029-2032)	\$19,059
Both Medicare (2033-2059)	\$9,619
Jane Alone Medicare (2060-2063)	\$6,139
	Base Inflation Rate plus 0.00% (3.00%)

Wants

7 Travel



When John retires	\$50,000
Recurring every year for a total of 20 times	No Inflation

7 Wedding



In 2024	\$250,000
	No Inflation

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

Personal Information and Summary of Financial Goals

Personal Information

John

Male - born 08/17/1964, age 57

Employed - \$1,000,000

Jane

Female - born 08/23/1968, age 53

Retired

Married, US Citizens living in IL

- 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.

Resources Summary

Investment Assets

Description	Owner	Current Value	Additions	Assign to Goal
Manually Entered				
*0525 - Joint Account - Principal Mid-Cap	Joint Survivorship	\$743,819		Fund All Goals
*0716 - Joint Account - Align Capital Growth ETF Portfolio	Joint Survivorship	\$613,684		Fund All Goals
*1663 - Joint Account - EV Muni Bond	Joint Survivorship	\$5,156,918		Fund All Goals
*4191 - Joint Account - Parametric All Cap	Joint Survivorship	\$9,287,365	\$500,000	Fund All Goals
*6743 - Jane Roth IRA - Align Capital Growth ETF Portfolio	Jane	\$21,851	\$7,000	Fund All Goals
*9075 - John Roth IRA - Align Capital Growth ETF Portfolio	John	\$20,916	\$7,000	Fund All Goals
Health Savings Account	John	\$53,215		Fund All Goals
John 401(k)	John	\$2,138,969	\$43,400	Fund All Goals
Total Manually Entered Assets		\$18,036,737		
Total :		\$18,036,737		

Social Security

Description	Value	Assign to Goal
Social Security	John will file a normal application at age 67. He will receive \$39,635 in retirement benefits at age 67.	Fund All Goals
Social Security	Jane will file a normal application at age 67. She will receive \$19,817 in spousal benefits at age 67.	Fund All Goals

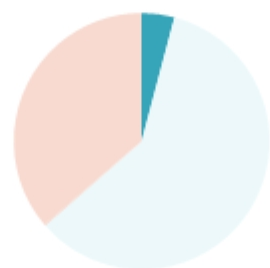
Retirement Income

Description	Owner	Value	Inflate?	Assign to Goal
Rental Property Income	Joint	\$120,000 from John's Retirement to End of Plan	Yes at 3.00%	Fund All Goals

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Current Portfolio Allocation

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



Total Stock
64%

Projected Returns

Total Return	6.33%
Base Inflation Rate	3.00%
Real Return	3.33%
Standard Deviation	8.83%

Bear Market Returns

Great Recession November 2007 thru February 2009	-27%
Bond Bear Market July 1979 thru February 1980	6%

Asset Class	Rate of Return	Investment Portfolio	
		Value	% of Total
Mid Cap Core	9.40%	\$743,819	4%
Broad Equity	8.60%	\$10,729,541	59%
Global Fixed Income	1.80%	\$21,286	0%
Broad Fixed Income	2.30%	\$6,542,091	36%
Total :		\$18,036,737	100%



Tax-Free Rates of Return

Short Term Tax-Exempt	0.65%
Intermediate Term Tax-Exempt	1.04%
Long-Term Tax-Exempt	1.37%

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What If Worksheet

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

Goals	Estimated % of Goal Funded			
	@ age 65, \$55k/mth		@ age 62, \$48k/mth	
	Average Return	Bad Timing	Average Return	Bad Timing
All Goals	100%	100%	100%	100%
Safety Margin (Value at End of Plan)				
Current dollars (in thousands) :	\$9,019	\$6,104	\$7,976	\$4,328
Future dollars (in thousands) :	\$31,211	\$21,125	\$27,602	\$14,978
Monte Carlo Results	Likelihood of Funding All Goals			
Your Confidence Zone: 70% - 90%				
	 <p>79% Probability of Success In Confidence Zone</p>		 <p>81% Probability of Success In Confidence Zone</p>	
Total Spending :	\$24,857,892		\$23,690,873	
Key Assumptions	@ age 65, \$55k/mth		@ age 62, \$48k/mth	
Stress Tests				
Method(s)	Bad Timing Program Estimate Years of bad returns: 2021: -18.38% 2022: -5.71%		Bad Timing Program Estimate Years of bad returns: 2021: -18.38% 2022: -5.71%	

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

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What If Worksheet

Key Assumptions	@ age 65, \$55k/mth	@ age 62, \$48k/mth
Hypothetical Average Rate of Return		
Before Retirement :	Capital Growth	Capital Growth
Composite Return :	6.97%	6.97%
Composite Standard Deviation :	11.79%	11.79%
Total Return Adjustment :	0.00%	0.00%
Adjusted Real Return :	3.97%	3.97%
After Retirement :	Growth w/ Inc	Growth w/ Inc
Composite Return :	5.71%	5.71%
Composite Standard Deviation :	8.92%	8.92%
Total Return Adjustment :	0.00%	0.00%
Adjusted Real Return :	2.71%	2.71%
Base inflation rate :	3.00%	3.00%

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What If Worksheet

Key Assumptions	@ age 65, \$55k/mth	@ age 62, \$48k/mth
Goals		
Basic Living Expense		
Retirement Age		
John	65	62
Planning Age		
John	95	95
Jane	95	95
One Retired		
Jane Retired and John Employed	\$0	\$0
Both Retired		
Both Retired	\$660,000	\$576,000
One Alone - Retired		
Jane Alone Retired	\$660,000	\$576,000
John Alone Retired	\$0	\$0
One Alone - Employed		
John Alone Employed	\$0	\$0
Health Care		
Percentage of costs to use :	100%	100%
Cost determined by Schedule :	See details	See details
Travel		
Year :	At John's retirement	At John's retirement
Cost :	\$50,000	\$50,000
Is recurring :	Yes	Yes
Years between occurrences :	1	1
Number of occurrences :	20	20
Wedding		
Year :	2024	2024
Cost :	\$250,000	\$250,000

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What If Worksheet

Key Assumptions	@ age 65, \$55k/mth	@ age 62, \$48k/mth
Retirement Income		
Rental Property Income (Joint)		
Annual Income :	\$120,000	\$120,000
Start Year :	John's retirement	John's retirement
Select when income will end :	End of Plan	End of Plan
Year to end retirement income :		
Social Security		
Select Social Security Strategy	Current	Current
John		
Filing Method :	Normal	Normal
Age to File Application :	67	67
Age Retirement Benefits begin :	67	67
First Year Benefit :	\$39,635	• \$39,463
Jane		
Filing Method :	Normal	Normal
Age to File Application :	67	67
Age Retirement Benefits begin :	67	67
First Year Benefit :	\$19,817	• \$19,732
Reduce Benefits By :	0%	0%

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What If Worksheet

Key Assumptions	@ age 65, \$55k/mth	@ age 62, \$48k/mth
Asset Additions		
John 401(k)	Maximum	Maximum
Roth:	N/A	N/A
Maximum contribution each year:	Yes	Yes
% Designated as Roth:	0.00%	0.00%
Plan addition amount:	\$43,400	\$43,400
Year additions begin:	2021	2021
John - Fund All Goals		
*6743 - Jane Roth IRA - Align Capital Growth ETF Portfolio		
Roth Addition:	Maximum	Maximum
Maximum contribution each year:	Yes	Yes
Year additions begin:	2021	2021
Jane - Fund All Goals		
*9075 - John Roth IRA - Align Capital Growth ETF Portfolio		
Roth Addition:	Maximum	Maximum
Maximum contribution each year:	Yes	Yes
Year additions begin:	2021	2021
John - Fund All Goals		
*4191 - Joint Account - Parametric All Cap		
After-Tax Addition:	\$500,000	\$500,000
Tax-Free Addition:	\$0	\$0
Year additions begin:	2021	2021
Joint - Fund All Goals		

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What If Worksheet

Key Assumptions	@ age 65, \$55k/mth	@ age 62, \$48k/mth
Extra Savings by Tax Category		
John's Qualified	\$0	\$0
Jane's Qualified	\$0	\$0
John's Roth	\$0	\$0
Jane's Roth	\$0	\$0
John's Tax-Deferred	\$0	\$0
Jane's Tax-Deferred	\$0	\$0
Taxable	\$0	\$0
Cash Reserve		
Include :	No	No
Your Goal Coverage		
Needs :	3	3
Wants :	2	2
Wishes :	1	1
Minimum Amount in Cash Reserve :	\$0	\$0
Annual offset for Cash Reserve :	\$0	\$0
Selected Allocation :	Enter Own Return and Standard Deviation	Enter Own Return and Standard Deviation
Return :	0.00%	0.00%
Standard Deviation :	9.00%	9.00%
Aspirational Bucket		
Include :	No	No
Additional :	\$0	\$0
Selected Allocation :	Enter Own Return and Standard Deviation	Enter Own Return and Standard Deviation
Return :	9.00%	9.00%
Standard Deviation :	18.00%	18.00%

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What If Worksheet

Key Assumptions	@ age 65, \$55k/mth	@ age 62, \$48k/mth
Tax Options		
Include Tax Penalties :	Yes	Yes
Change Tax Rate?	No	No
Year To Change :		
Change Tax Rate by this % (+ or -) :	0.00%	0.00%

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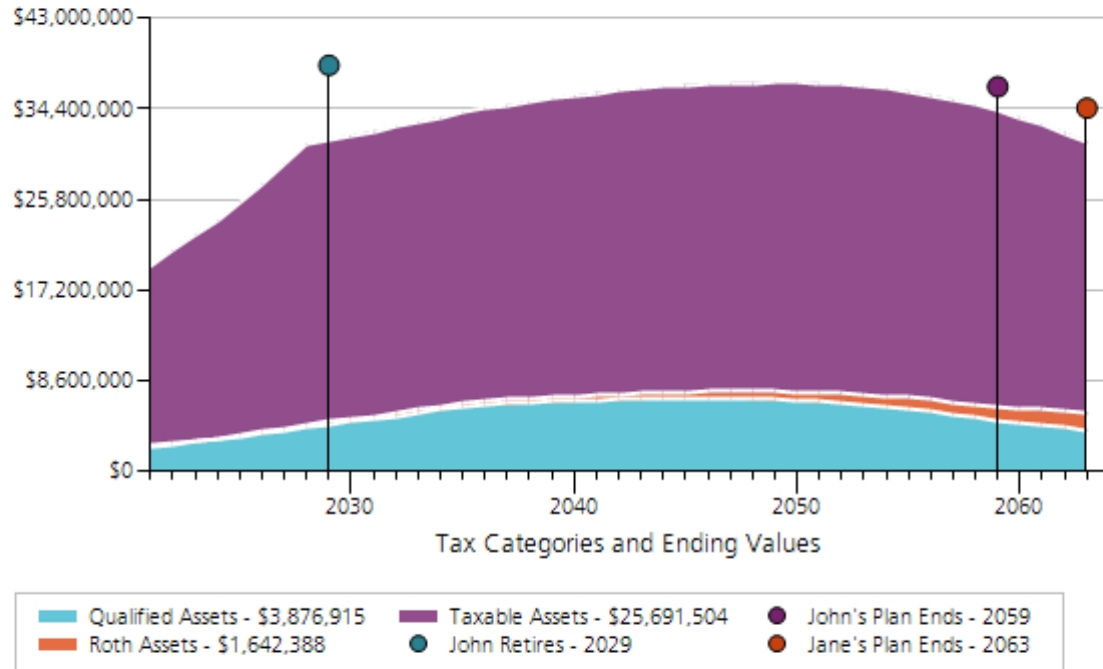
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Worksheet Detail - Combined Details

Scenario : @ age 65, \$55k/mth using Average Return

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

Total Portfolio Value Graph



x - denotes shortfall

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Worksheet Detail - Combined Details

Scenario : @ age 65, \$55k/mth using Average Return

Event or Ages	Year	Beginning Portfolio Value		Additions To Assets	Other Additions	Post Retirement Income	Investment Earnings	Investment Return	Taxes	Funds Used	Ending Portfolio Value
		Earmarked	Fund All Goals							All Goals	
57/53	2021	0	18,036,737	557,400	0	0	1,295,615	6.97%	439,278	11,023	19,439,450
58/54	2022	0	19,439,450	558,200	0	0	1,393,415	6.97%	471,220	11,772	20,908,073
59/55	2023	0	20,908,073	559,300	0	0	1,495,830	6.97%	504,510	12,557	22,446,137
60/56	2024	0	22,446,137	561,900	0	0	1,585,755	6.97%	532,483	263,411	23,797,898
61/57	2025	0	23,797,898	563,000	0	0	1,697,444	6.97%	568,350	14,310	25,475,682
62/58	2026	0	25,475,682	565,100	0	0	1,814,497	6.97%	605,728	15,290	27,234,262
63/59	2027	0	27,234,262	567,200	0	0	1,937,197	6.97%	644,685	16,070	29,077,903
64/60	2028	0	29,077,903	568,300	0	0	2,065,738	6.97%	685,283	17,140	31,009,519
John Retires	2029	0	31,009,519	0	0	152,012	1,725,840	5.71%	561,894	910,211	31,415,265
66/62	2030	0	31,415,265	0	0	156,573	1,747,723	5.71%	564,547	936,473	31,818,541
67/63	2031	0	31,818,541	0	0	209,585	1,771,473	5.71%	585,087	963,710	32,250,802
68/64	2032	0	32,250,802	0	0	215,389	1,794,829	5.71%	587,990	991,647	32,681,383
69/65	2033	0	32,681,383	0	0	221,358	1,818,977	5.71%	590,800	1,004,717	33,126,201
70/66	2034	0	33,126,201	0	0	227,496	1,843,015	5.71%	593,233	1,033,550	33,569,928
71/67	2035	0	33,569,928	0	0	259,957	1,868,061	5.71%	605,124	1,063,278	34,029,545
72/68	2036	0	34,029,545	0	0	266,971	1,888,485	5.71%	706,458	1,093,922	34,384,620
73/69	2037	0	34,384,620	0	0	274,180	1,907,049	5.71%	716,323	1,125,494	34,724,032
74/70	2038	0	34,724,032	0	0	281,589	1,924,639	5.71%	726,632	1,158,026	35,045,603
75/71	2039	0	35,045,603	0	0	289,204	1,941,172	5.71%	736,552	1,191,543	35,347,884
76/72	2040	0	35,347,884	0	0	297,031	1,956,541	5.71%	746,475	1,226,073	35,628,908
77/73	2041	0	35,628,908	0	0	305,076	1,970,662	5.71%	755,830	1,261,626	35,887,190
78/74	2042	0	35,887,190	0	0	313,345	1,983,393	5.71%	765,689	1,298,232	36,120,008
79/75	2043	0	36,120,008	0	0	321,844	1,994,603	5.71%	775,522	1,335,939	36,324,995
80/76	2044	0	36,324,995	0	0	330,581	2,004,155	5.71%	785,317	1,374,778	36,499,636
81/77	2045	0	36,499,636	0	0	339,560	2,011,943	5.71%	794,253	1,414,777	36,642,109
82/78	2046	0	36,642,109	0	0	348,791	2,017,783	5.71%	803,874	1,455,964	36,748,846
83/79	2047	0	36,748,846	0	0	358,279	2,021,557	5.71%	812,437	1,498,349	36,817,895
84/80	2048	0	36,817,895	0	0	368,033	2,023,055	5.71%	821,802	1,542,009	36,845,172
85/81	2049	0	36,845,172	0	0	378,059	2,025,001	5.71%	830,961	1,536,973	36,880,298
86/82	2050	0	36,880,298	0	0	388,366	2,024,467	5.71%	839,806	1,583,289	36,870,036
87/83	2051	0	36,870,036	0	0	398,961	2,021,269	5.71%	848,282	1,630,958	36,811,026
88/84	2052	0	36,811,026	0	0	409,853	2,015,288	5.71%	854,774	1,680,054	36,701,338
89/85	2053	0	36,701,338	0	0	421,050	2,006,263	5.71%	862,236	1,730,610	36,535,804

x - denotes shortfall

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Worksheet Detail - Combined Details

Scenario : @ age 65, \$55k/mth using Average Return

Event or Ages	Year	Beginning Portfolio Value		Additions To Assets	Other Additions	Post Retirement Income	Investment Earnings	Investment Return	Taxes	Funds Used	Ending Portfolio Value
		Earmarked	Fund All Goals							All Goals	
90/86	2054	0	36,535,804	0	0	432,561	1,994,063	5.71%	867,239	1,782,714	36,312,476
91/87	2055	0	36,312,476	0	0	444,395	1,978,498	5.71%	871,295	1,836,373	36,027,702
92/88	2056	0	36,027,702	0	0	456,561	1,959,361	5.71%	874,269	1,891,625	35,677,731
93/89	2057	0	35,677,731	0	0	469,069	1,936,440	5.71%	876,007	1,948,515	35,258,718
94/90	2058	0	35,258,718	0	0	481,929	1,909,647	5.71%	873,677	2,007,126	34,769,491
John's Plan Ends	2059	0	34,769,491	0	0	495,149	1,878,800	5.71%	869,481	2,067,454	34,206,506
-/92	2060	0	34,206,506	0	0	465,842	1,843,936	5.71%	821,989	2,109,680	33,584,614
-/93	2061	0	33,584,614	0	0	478,960	1,805,149	5.71%	815,782	2,173,042	32,879,899
-/94	2062	0	32,879,899	0	0	492,453	1,761,661	5.71%	805,661	2,238,284	32,090,068
Jane's Plan Ends	2063	0	32,090,068	0	0	506,334	1,713,246	5.71%	793,385	2,305,457	31,210,807

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Worksheet Detail - Combined Details

Scenario : @ age 65, \$55k/mth using Average Return

Event or Ages	Year	Funds Used				Ending Portfolio Value
		Retirement	Health Care	Travel	Wedding	
57/53	2021	0	11,023	0	0	19,439,450
58/54	2022	0	11,772	0	0	20,908,073
59/55	2023	0	12,557	0	0	22,446,137
60/56	2024	0	13,411	0	250,000	23,797,898
61/57	2025	0	14,310	0	0	25,475,682
62/58	2026	0	15,290	0	0	27,234,262
63/59	2027	0	16,070	0	0	29,077,903
64/60	2028	0	17,140	0	0	31,009,519
John Retires	2029	836,068	24,143	50,000	0	31,415,265
66/62	2030	861,150	25,323	50,000	0	31,818,541
67/63	2031	886,985	26,725	50,000	0	32,250,802
68/64	2032	913,594	28,052	50,000	0	32,681,383
69/65	2033	941,002	13,714	50,000	0	33,126,201
70/66	2034	969,232	14,318	50,000	0	33,569,928
71/67	2035	998,309	14,969	50,000	0	34,029,545
72/68	2036	1,028,258	15,664	50,000	0	34,384,620
73/69	2037	1,059,106	16,387	50,000	0	34,724,032
74/70	2038	1,090,879	17,147	50,000	0	35,045,603
75/71	2039	1,123,606	17,937	50,000	0	35,347,884
76/72	2040	1,157,314	18,759	50,000	0	35,628,908
77/73	2041	1,192,033	19,593	50,000	0	35,887,190
78/74	2042	1,227,794	20,437	50,000	0	36,120,008
79/75	2043	1,264,628	21,311	50,000	0	36,324,995
80/76	2044	1,302,567	22,211	50,000	0	36,499,636
81/77	2045	1,341,644	23,133	50,000	0	36,642,109
82/78	2046	1,381,893	24,070	50,000	0	36,748,846
83/79	2047	1,423,350	24,999	50,000	0	36,817,895
84/80	2048	1,466,051	25,958	50,000	0	36,845,172
85/81	2049	1,510,032	26,940	0	0	36,880,298
86/82	2050	1,555,333	27,956	0	0	36,870,036
87/83	2051	1,601,993	28,965	0	0	36,811,026
88/84	2052	1,650,053	30,001	0	0	36,701,338

x - denotes shortfall

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Worksheet Detail - Combined Details

Scenario : @ age 65, \$55k/mth using Average Return

Event or Ages	Year	Funds Used				Ending Portfolio Value
		Retirement	Health Care	Travel	Wedding	
89/85	2053	1,699,555	31,055	0	0	36,535,804
90/86	2054	1,750,541	32,173	0	0	36,312,476
91/87	2055	1,803,057	33,316	0	0	36,027,702
92/88	2056	1,857,149	34,475	0	0	35,677,731
93/89	2057	1,912,864	35,652	0	0	35,258,718
94/90	2058	1,970,250	36,877	0	0	34,769,491
John's Plan Ends	2059	2,029,357	38,097	0	0	34,206,506
-/92	2060	2,090,238	19,442	0	0	33,584,614
-/93	2061	2,152,945	20,097	0	0	32,879,899
-/94	2062	2,217,533	20,751	0	0	32,090,068
Jane's Plan Ends	2063	2,284,059	21,397	0	0	31,210,807

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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

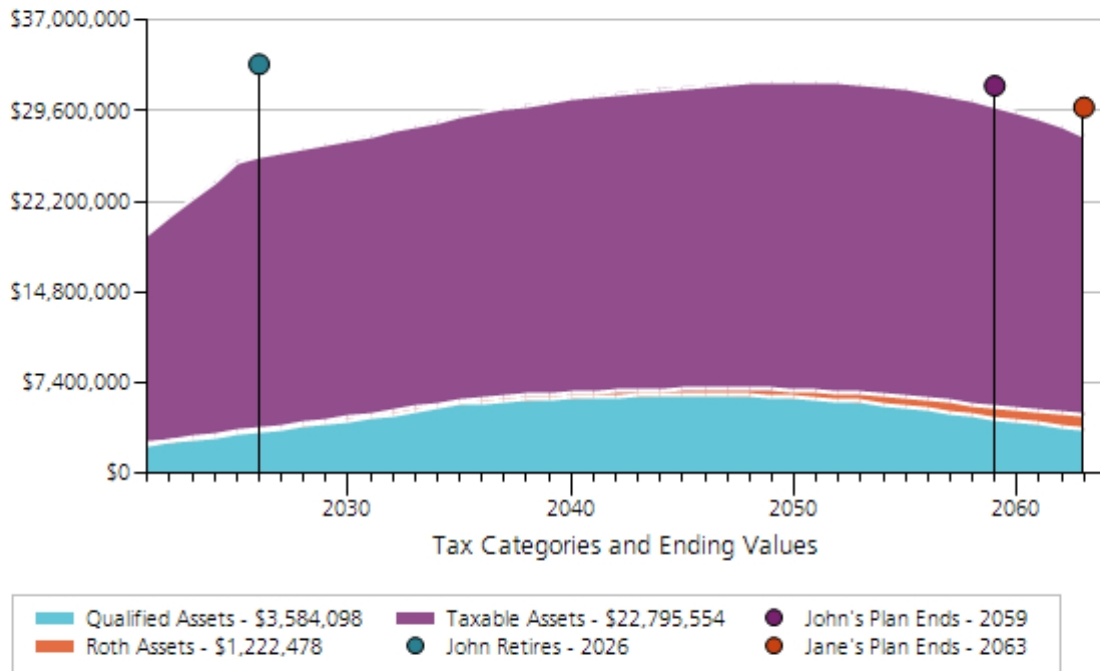
See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Worksheet Detail - Combined Details

Scenario : @ age 62, \$48k/mth 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 : @ age 62, \$48k/mth using Average Return

Event or Ages	Year	Beginning Portfolio Value		Additions To Assets	Other Additions	Post Retirement Income	Investment Earnings	Investment Return	Taxes	Funds Used	Ending Portfolio Value
		Earmarked	Fund All Goals							All Goals	
57/53	2021	0	18,036,737	557,400	0	0	1,295,615	6.97%	439,278	11,023	19,439,450
58/54	2022	0	19,439,450	558,200	0	0	1,393,415	6.97%	471,220	11,772	20,908,073
59/55	2023	0	20,908,073	559,300	0	0	1,495,830	6.97%	504,510	12,557	22,446,137
60/56	2024	0	22,446,137	561,900	0	0	1,585,755	6.97%	532,483	263,411	23,797,898
61/57	2025	0	23,797,898	563,000	0	0	1,697,444	6.97%	568,350	14,310	25,475,682
John Retires	2026	0	25,475,682	0	0	139,113	1,418,383	5.71%	465,714	749,811	25,817,653
63/59	2027	0	25,817,653	0	0	143,286	1,436,851	5.71%	468,324	771,787	26,157,679
64/60	2028	0	26,157,679	0	0	147,585	1,455,167	5.71%	470,622	794,586	26,495,223
65/61	2029	0	26,495,223	0	0	152,012	1,474,149	5.71%	472,873	803,803	26,844,709
66/62	2030	0	26,844,709	0	0	156,573	1,493,003	5.71%	474,829	826,872	27,192,583
67/63	2031	0	27,192,583	0	0	209,375	1,513,768	5.71%	494,640	850,821	27,570,266
68/64	2032	0	27,570,266	0	0	215,176	1,534,201	5.71%	496,941	875,371	27,947,330
69/65	2033	0	27,947,330	0	0	221,140	1,555,492	5.71%	499,205	884,953	28,339,804
70/66	2034	0	28,339,804	0	0	227,274	1,576,746	5.71%	501,153	910,194	28,732,478
71/67	2035	0	28,732,478	0	0	259,617	1,599,084	5.71%	512,579	936,220	29,142,378
72/68	2036	0	29,142,378	0	0	266,624	1,617,255	5.71%	606,079	963,053	29,457,126
73/69	2037	0	29,457,126	0	0	273,827	1,633,760	5.71%	615,043	990,698	29,758,972
74/70	2038	0	29,758,972	0	0	281,229	1,649,459	5.71%	624,458	1,019,187	30,046,014
75/71	2039	0	30,046,014	0	0	288,837	1,664,279	5.71%	633,557	1,048,538	30,317,034
76/72	2040	0	30,317,034	0	0	296,656	1,678,130	5.71%	642,705	1,078,778	30,570,337
77/73	2041	0	30,570,337	0	0	304,694	1,690,942	5.71%	651,378	1,109,913	30,804,682
78/74	2042	0	30,804,682	0	0	312,955	1,702,591	5.71%	660,570	1,141,967	31,017,691
79/75	2043	0	31,017,691	0	0	321,446	1,712,964	5.71%	669,793	1,174,986	31,207,322
80/76	2044	0	31,207,322	0	0	330,175	1,721,942	5.71%	679,042	1,208,997	31,371,400
81/77	2045	0	31,371,400	0	0	339,146	1,729,435	5.71%	687,561	1,244,023	31,508,398
82/78	2046	0	31,508,398	0	0	348,369	1,738,140	5.71%	697,883	1,230,086	31,666,937
83/79	2047	0	31,666,937	0	0	357,849	1,745,200	5.71%	707,339	1,267,196	31,795,451
84/80	2048	0	31,795,451	0	0	367,593	1,750,436	5.71%	717,651	1,305,420	31,890,409
85/81	2049	0	31,890,409	0	0	377,611	1,753,741	5.71%	726,875	1,344,787	31,950,099
86/82	2050	0	31,950,099	0	0	387,909	1,754,968	5.71%	735,900	1,385,338	31,971,738
87/83	2051	0	31,971,738	0	0	398,495	1,753,961	5.71%	744,683	1,427,068	31,952,442
88/84	2052	0	31,952,442	0	0	409,377	1,750,623	5.71%	751,734	1,470,047	31,890,661
89/85	2053	0	31,890,661	0	0	420,565	1,744,725	5.71%	759,791	1,514,303	31,781,856

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 : @ age 62, \$48k/mth using Average Return

Event or Ages	Year	Beginning Portfolio Value		Additions To Assets	Other Additions	Post Retirement Income	Investment Earnings	Investment Return	Taxes	Funds Used	Ending Portfolio Value
		Earmarked	Fund All Goals							All Goals	
90/86	2054	0	31,781,856	0	0	432,066	1,736,160	5.71%	765,689	1,559,918	31,624,476
91/87	2055	0	31,624,476	0	0	443,890	1,724,767	5.71%	770,832	1,606,893	31,415,408
92/88	2056	0	31,415,408	0	0	456,047	1,710,370	5.71%	775,104	1,655,260	31,151,460
93/89	2057	0	31,151,460	0	0	468,544	1,692,788	5.71%	778,366	1,705,060	30,829,366
94/90	2058	0	30,829,366	0	0	481,393	1,671,957	5.71%	778,009	1,756,367	30,448,339
John's Plan Ends	2059	0	30,448,339	0	0	494,603	1,647,726	5.71%	776,077	1,809,172	30,005,420
-/92	2060	0	30,005,420	0	0	465,471	1,619,923	5.71%	735,649	1,843,650	29,511,515
-/93	2061	0	29,511,515	0	0	478,581	1,588,918	5.71%	732,161	1,899,031	28,947,821
-/94	2062	0	28,947,821	0	0	492,067	1,553,959	5.71%	725,228	1,956,053	28,312,567
Jane's Plan Ends	2063	0	28,312,567	0	0	505,940	1,514,861	5.71%	716,481	2,014,758	27,602,130

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Worksheet Detail - Combined Details

Scenario : @ age 62, \$48k/mth using Average Return

Event or Ages	Year	Funds Used				Ending Portfolio Value
		Retirement	Health Care	Travel	Wedding	
57/53	2021	0	11,023	0	0	19,439,450
58/54	2022	0	11,772	0	0	20,908,073
59/55	2023	0	12,557	0	0	22,446,137
60/56	2024	0	13,411	0	250,000	23,797,898
61/57	2025	0	14,310	0	0	25,475,682
John Retires	2026	667,742	32,069	50,000	0	25,817,653
63/59	2027	687,774	34,013	50,000	0	26,157,679
64/60	2028	708,407	36,179	50,000	0	26,495,223
65/61	2029	729,660	24,143	50,000	0	26,844,709
66/62	2030	751,549	25,323	50,000	0	27,192,583
67/63	2031	774,096	26,725	50,000	0	27,570,266
68/64	2032	797,319	28,052	50,000	0	27,947,330
69/65	2033	821,238	13,714	50,000	0	28,339,804
70/66	2034	845,875	14,318	50,000	0	28,732,478
71/67	2035	871,252	14,969	50,000	0	29,142,378
72/68	2036	897,389	15,664	50,000	0	29,457,126
73/69	2037	924,311	16,387	50,000	0	29,758,972
74/70	2038	952,040	17,147	50,000	0	30,046,014
75/71	2039	980,601	17,937	50,000	0	30,317,034
76/72	2040	1,010,019	18,759	50,000	0	30,570,337
77/73	2041	1,040,320	19,593	50,000	0	30,804,682
78/74	2042	1,071,530	20,437	50,000	0	31,017,691
79/75	2043	1,103,676	21,311	50,000	0	31,207,322
80/76	2044	1,136,786	22,211	50,000	0	31,371,400
81/77	2045	1,170,889	23,133	50,000	0	31,508,398
82/78	2046	1,206,016	24,070	0	0	31,666,937
83/79	2047	1,242,197	24,999	0	0	31,795,451
84/80	2048	1,279,462	25,958	0	0	31,890,409
85/81	2049	1,317,846	26,940	0	0	31,950,099
86/82	2050	1,357,382	27,956	0	0	31,971,738
87/83	2051	1,398,103	28,965	0	0	31,952,442
88/84	2052	1,440,046	30,001	0	0	31,890,661

x - denotes shortfall

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Worksheet Detail - Combined Details

Scenario : @ age 62, \$48k/mth using Average Return

Event or Ages	Year	Funds Used				Ending Portfolio Value
		Retirement	Health Care	Travel	Wedding	
89/85	2053	1,483,248	31,055	0	0	31,781,856
90/86	2054	1,527,745	32,173	0	0	31,624,476
91/87	2055	1,573,577	33,316	0	0	31,415,408
92/88	2056	1,620,785	34,475	0	0	31,151,460
93/89	2057	1,669,408	35,652	0	0	30,829,366
94/90	2058	1,719,491	36,877	0	0	30,448,339
John's Plan Ends	2059	1,771,075	38,097	0	0	30,005,420
-/92	2060	1,824,208	19,442	0	0	29,511,515
-/93	2061	1,878,934	20,097	0	0	28,947,821
-/94	2062	1,935,302	20,751	0	0	28,312,567
Jane's Plan Ends	2063	1,993,361	21,397	0	0	27,602,130

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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

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

IMPORTANT DISCLOSURE INFORMATION

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

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

MoneyGuidePro results may vary with each use and over time.

In consideration for the receipt of this financial report or plan (the "Report" or "Plan"), each recipient ("you"), hereby understands, acknowledges, and agrees as follows:

Important Information about Baird's Obligations To You When Providing Financial Plans and Financial Planning Services

Robert W. Baird & Co. Incorporated ("Baird") offers financial plans and financial planning services to clients in two ways: (1) as a brokerage service, provided in Baird's capacity as broker-dealer; and (2) as an investment advisory service, provided in Baird's capacity as investment advisor under the Investment Advisers Act of 1940, as amended (the "Advisers Act"). There are important differences between brokerage services and investment advisory services and Baird's obligations to clients when it provides those services. Some of those differences are described below. More specific information about those services, and the differences between them, is available on Baird's website at <http://www.rwbaird.com/about-baird/disclosures.aspx>.

Whether Baird provides financial planning services as broker-dealer or investment advisor depends upon whether or not a client has entered into a written financial planning agreement with Baird. If a client does not enter into a written financial planning agreement with Baird, then Baird acts as broker-dealer when providing those services. If a client enters into a written financial planning agreement with Baird, then Baird acts as investment advisor when providing those services.

Brokerage Services—Financial Planning Services Provided without a Written Financial Planning Agreement

If you have not entered into a written financial planning agreement with Baird for the Plan and related financial planning services, you should understand that Baird and your Baird Financial Advisor do not provide investment advisory services to you or act as a fiduciary to you under the Advisers Act. Rather, Baird is providing the Plan and related financial planning services to you in its capacity as a broker-dealer, and Baird's provision of the Plan and financial planning services to you are solely incidental to the brokerage services it provides to you. In providing services to you as a broker-dealer, Baird must have a reasonable basis for believing the recommendations made to you are suitable. Once the Plan is delivered to you, the financial planning services provided to you will be deemed to be completed, and Baird and your Baird Financial Advisor will have no obligation to update the Plan, implement the Plan or monitor the investments in your accounts.

If you would like more information about investment advisory financial planning services, or if you would like to enter into a written financial planning agreement with Baird for those services, please contact your Baird Financial Advisor. You should note that Baird generally charges a separate financial planning fee for investment advisory financial planning services.

Investment Advisory Services—Financial Planning Services Provided under a Written Financial Planning Agreement

IMPORTANT DISCLOSURE INFORMATION

If Baird is providing the Plan and related financial planning services to you under a written financial planning agreement, Baird acts as a fiduciary to you under the Advisers Act and such services constitute investment advisory services subject to the Advisers Act. The specific terms and conditions related to the Plan and financial planning services provided to you will be contained in your written financial planning agreement. Additional important information about Baird, Baird's Financial Planning Department and your Baird Financial Advisor and the advisory services they provide in connection with the Plan is contained in Baird' Form ADV Part 2A Financial Planning Services Brochure and the Form ADV Part 2B Brochure Supplements for the Financial Planning Department and your Baird Financial Advisor (collectively, the "Brochure Documents"). Unless your written financial planning agreement with Baird otherwise provides, the advisory services provided by Baird and your Baird Financial Advisor to you are limited to advice or recommendations incorporated into the Plan delivered to you and advice or recommendations made to you, if any, during a meeting relating to the contents of the Plan. Unless Baird has otherwise agreed in writing, the financial planning services provided to you and Baird's investment advisory relationship with you will be deemed to be completed when the Plan is delivered to you, and Baird and your Baird Financial Advisor will have no obligation to update the Plan, implement the Plan or monitor the investments in your accounts. You should refer to your written financial planning agreement and the Brochure Documents for more specific information.

Date of Plan

The information contained in the Plan is provided as of the date shown on the cover page to the Plan. Baird and its Financial Advisors do not undertake to update the Plan or the information contained therein unless they specifically agree to do so in writing. However, Baird reserves the right to amend the Plan should additional information or evidence become available. Account values that are shown in the Plan are based on values provided as of a specific date. Actual account values will change on an ongoing basis, and they may be substantially different from that shown in the Plan.

Use of Third Party Software

The Plan was prepared using MoneyGuidePro Software. While Baird believes that MoneyGuidePro Software is reliable, Baird makes no representation or guarantee that the calculations made by the software or the information contained in the Plan are accurate.

Legal and Tax Advice

IMPORTANT DISCLOSURE INFORMATION

Baird and its representatives do not provide legal or tax advice to clients. You are strongly urged to consult with your legal and tax professionals prior to taking any action based upon the information contained in the Report.

Not an Official Statement of Assets, Debt or Income

The Plan is provided to you for informational purposes only and is not intended, in any manner, to be an official account statement or an official statement of your assets, debt or income.

Baird's Reliance upon Information Provided by You

Baird and your Baird Financial Advisor have prepared the Plan for you using the information that you have provided. You are solely responsible for providing information to Baird and your Baird Financial Advisor reasonably requested by them in order to provide the services selected by you and for ensuring the information in this Plan is true and complete. In providing the services and preparing the Plan, Baird and your Baird Financial Advisor have assumed that you have provided true and complete responses to the information requested by them. Baird and your Baird Financial Advisor have relied upon this information without independent verification. You are responsible for promptly informing your Baird Financial Advisor of any inaccuracies or changes in any information you provide. Neither Baird nor your Baird Financial Advisor is responsible for any errors in the Plan or any adverse consequence arising out of the failure by you to provide true and complete information or to promptly inform your Baird Financial Advisor of any such inaccuracies or changes.

Forward-Looking Projections and Certain Hypothetical Assumptions

The Report contains forward-looking projections that are based upon certain hypothetical assumptions about future events. Some of these hypothetical assumptions include, without limitation, hypothetical assumptions about future: rates of inflation, interest rates, rates of return, levels of asset appreciation, dividend rates, growth rates, your income and expenditure amounts, taxes, tax rates, tax filing status, liquidations and divisions of property, and support payments, as applicable. If you would like information about the assumptions made in connection with the preparation of the Report, you should contact your Baird Financial Advisor. Forward-looking projections illustrate the effects of using assumptions and should be used only as an aid for planning and decision making. You should not interpret forward-looking projections as an indication or guarantee of what will happen in the future. Baird and its representatives do not make any promise or guarantee that forward-looking projections or hypothetical assumptions will be realized in the future. You should note that any hypothetical assumption about future events made in the Report may not occur as is assumed by the Report. The forward-looking projections contained in the Report could be materially impacted to the extent actual future events differ from the hypothetical assumptions made in the Report. You are, therefore, cautioned against unduly relying upon the forward-looking projections contained in the Report.

You and your tax and legal professionals should carefully review the Report and consider the hypothetical assumptions made before making any decision or taking any action based upon the Report.

Asset, Debt, Income and Expense Information

If the Plan contains assets over which Baird has custody, Baird generally relies upon third party sources, such as third party pricing services, when valuing those assets. In some instances, such as when Baird is unable to obtain a price for an asset from a pricing service, Baird may obtain a price from its trading desk or it may elect to not price the asset. Obtaining a price from its trading desk may present a conflict of interest. In some cases, Baird obtains prices from the issuers or sponsors of investment products. This frequently occurs with respect to the valuation of alternative investment products. Baird does not conduct a review of valuation information provided by third party pricing services, issuers, or sponsors, and it does not verify or guarantee the accuracy of such information. Valuation data for investments, particularly alternative investment products, may not be provided to Baird in a timely manner, resulting in valuations that are not current.

IMPORTANT DISCLOSURE INFORMATION

The Plan contains assets that are not custodied with Baird. Those assets have been included in the Plan at your request and have been valued based solely upon the information that you or your agents have provided to your Baird Financial Advisor(s). Likewise, all debt, income and expense information included in the Plan has been included in the Plan at your request based solely upon the information that you or your agents have provided to your Baird Financial Advisor(s). The Plan is useful only if all asset, debt, income and expense information contained in the Plan is accurate. Therefore, you and your tax and legal professionals should carefully review the Plan and verify the accuracy of all asset, debt, income and expense information before making any decision or taking any action based upon the Plan. Baird and its Financial Advisors do not verify or guarantee the existence of assets that are not under Baird's custody or the accuracy of any information provided by you or your agents. Neither Baird nor its Financial Advisors are responsible for any adverse consequence arising out of information provided by you or your agents.

The values shown in the Plan could be materially different from prices obtained from other sources. This is especially true for certain types of assets that may be difficult to value, such as real property, automobiles, jewelry, art, antiques, coins, or other similar assets or collectibles. Values used in the Plan may vary from prices received in actual transactions and are not firm bids, offers or guarantees of any type with respect to the value of assets, and the values shown in the Plan may be greater than or less than the amount you would receive if the assets were actually sold.

Characterization and Division of Property; Support Payments

Any characterization of property in the Report as marital property or separate property and any proposed division of property contained in the Report is based solely upon information provided by you or your agents. Any proposed division of property contained in the Report are for settlement and discussion purposes only (i.e., to reflect a proposed settlement offer, possible property division scenarios, etc.). It is not a recommendation of what should be done. In addition, support calculations contained in the Report are shown for settlement and discussion purposes only. It is not a recommendation of what should be done. You and your legal professionals should carefully review any such property characterization or division or support payments to ensure that they are accurate.

MoneyGuidePro Assumptions and Limitations

Information Provided by You

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

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

Assumptions and Limitations

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

All MoneyGuidePro calculations use asset class returns, not returns of actual investments. The 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.

MoneyGuidePro does not provide recommendations for any products or securities.

IMPORTANT DISCLOSURE INFORMATION

Asset Class Name	Projected Return Assumption	Projected Standard Deviation
Large Cap Core	8.30%	13.90%
Large Cap Growth	8.50%	14.30%
Large Cap Value	7.90%	14.30%
Mid Cap Core	9.40%	15.70%
Mid Cap Growth	9.30%	15.90%
Mid Cap Value	9.40%	15.90%
Small Cap Core	9.30%	18.90%
Small Cap Growth	9.50%	19.30%
Small Cap Value	9.00%	19.10%
International Equity	7.40%	15.20%
Emerging Markets Equity	8.10%	17.80%
Broad Equity	8.60%	14.10%
Commodities	1.70%	13.70%
REITs	9.40%	15.50%
Global REITs	6.00%	15.90%
Short Term Taxable	1.00%	0.90%
Intermediate Term Taxable	1.70%	2.20%
Long Term Taxable	3.50%	8.70%
Short Term Tax-Exempt	1.00%	1.40%
Short Term Tax-Exempt (Tax-Free)	0.65%	1.40%
Intermediate Term Tax-Exempt	1.60%	3.30%
Intermediate Term Tax-Exempt (Tax-Free)	1.04%	3.30%
Long-Term Tax-Exempt	2.10%	4.00%
Long-Term Tax-Exempt (Tax-Free)	1.37%	4.00%
High Yield Fixed Income	5.70%	7.10%
Global Fixed Income	1.80%	4.40%

Asset Class Name	Projected Return Assumption	Projected Standard Deviation
Broad Fixed Income	2.30%	2.90%
Cash and Cash Equivalents	0.30%	0.20%
Hedge Funds	6.50%	7.10%
Managed Futures	4.40%	10.50%
Private Equity	13.60%	20.20%
Alternatives - Other	5.60%	6.10%
Fixed Index Annuity	3.68%	0.51%
3-Year Fixed Annuity	2.80%	0.00%
5-Year Fixed Annuity	3.25%	0.00%
7-Year Fixed Annuity	3.25%	0.00%

IMPORTANT DISCLOSURE INFORMATION

Risks Inherent in Investing

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

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

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

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

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

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

MoneyGuidePro Methodology

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

Results Using Average Returns

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

Results Using Historical Test

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

Results with Bad Timing

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

IMPORTANT DISCLOSURE INFORMATION

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

Results Using Class Sensitivity

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

Results Using Monte Carlo Simulations

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

MoneyGuidePro Presentation of Results

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

Estimated % of Goal Funded

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

Safety Margin

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

Bear Market Loss and Bear Market Test

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

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

The Bond Bear Market, from July 1979 through February 1980, was the worst bear market for bonds since the Great Depression. In MoneyGuidePro, the Bond Bear Market Return is the rate of return, for the Bond Bear Market period, for a portfolio comprised of cash, bonds, stocks, alternatives, and other classes, 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-other 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.

IMPORTANT DISCLOSURE INFORMATION

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.

Regardless of whether you are using Historical or Projected returns in your Plan, the Bear Market Loss and Bear Market Test use returns calculated from historical indices where all assets classes included in the referenced portfolio are rolled-up using only the groups below. If you are using Historical returns in your Plan, the indices in the Bear Market Loss and the Bear Market Test may be different from indices used in other calculations. The following indexes are used to calculate the return during the Great Recession and the Bond Bear Market:

Asset Class	Index	Great Recession Return 11/2007 – 02/2009	Bond Bear Market Return 07/1979 – 02/1980
Cash	Ibbotson U.S. 30-day Treasury Bills	2.31%	7.08%
Bond	Ibbotson Intermediate-Term Government Bonds – Total Return	15.61%	-8.89%
Stock	S&P 500 – Total Return	-50.95%	14.61%
Alternative	HFRI FOF: Diversified	-19.87%	N/A
	S&P GSCI Commodity - Total Return	N/A	23.21%
Fixed Index Annuity	Fixed Index Annuity	0%	0%
3-Year Fixed Annuity	3-Year Fixed Annuity	0%	0%
5-Year Fixed Annuity	5-Year Fixed Annuity	0%	0%
7-Year Fixed Annuity	7-Year Fixed Annuity	0%	0%

Notes

- HFRI FOF: Diversified stands for 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.

IMPORTANT DISCLOSURE INFORMATION

MoneyGuidePro Risk Assessment

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

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

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

Glossary

Aspirational Cash Reserve Strategy

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

Asset Allocation

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

Asset Class

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

Cash and Cash Alternatives

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

Bonds

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

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

Stocks

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

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

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

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

Glossary

Asset Mix

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

Base Inflation Rate

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

Bear Market Loss

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

Bear Market Test

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

Bond Bear Market Return

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

Cash Receipt Schedule

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

Composite Portfolio

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

Concentrated Position

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

Confidence Zone

See Monte Carlo Confidence Zone.

Current Dollars

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

Current Portfolio

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

Expense Adjustments

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

Fund All Goals

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

Future Dollars

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

Glossary

Great Recession Return

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

Inflation Rate

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

Liquidity

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

Locked Asset

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

Model Portfolio Table

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

Monte Carlo Confidence Zone

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

Monte Carlo Probability of Success / Probability of Failure

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

Monte Carlo Simulations

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

Needs / Wants / Wishes

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

Portfolio Set

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

Portfolio Total Return

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

Probability of Success / Probability of Failure

See Monte Carlo Probability of Success / Probability of Failure.

Real Return

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

Recommended Scenario

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

Glossary

Retirement Cash Reserve Strategy

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

Retirement Start Date

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

Risk

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

Risk-based Portfolio

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

Safety Margin

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

Standard Deviation

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

Star Track

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

Target Goal Amount

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

Target Portfolio

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

Target Retirement Age

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

Target Savings Amount

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

Time Horizon

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

Total Return

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

Wants

See "Needs / Wants / Wishes".

Willingness

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

Wishes

See "Needs / Wants / Wishes".

Worst One-Year Loss

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