
Financial Goal Plan
DRAFT

Samuel and Susan Johnson

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Table Of Contents

DRAFT

IMPORTANT DISCLOSURE INFORMATION

Expectations and Concerns

1 - 6

7 - 8

Summary of Goals and Resources

Personal Information and Summary of Financial Goals

9 - 10

Current Financial Goals Graph

11

Net Worth Summary - All Resources

12

Net Worth Detail - All Resources

13

Resource Summary

14 - 15

Risk and Portfolio Information

Risk Assessment

16

Model Portfolio Table

17

Results

Results - Current and Recommended

18 - 20

Worksheet Detail - Combined Details

21 - 24

Worksheet Detail - Sources of Income and Earnings

25

Worksheet Detail - Inside the Numbers Final Result

26

Worksheet Detail - Allocation Comparison

27

Worksheet Detail - Allocation Detail by Asset Class by Holding

28 - 29

Worksheet Detail - Bear Market Test

30

Risk Management

Life Insurance Analysis - Results

31 - 32

Life Insurance Analysis - Input Details

33 - 34

Life Insurance Analysis - True Cost Summary

35

Long-Term Care Needs Analysis - Samuel

36

Long-Term Care Needs Analysis - Susan

37

Estate Analysis

Estate Analysis Introduction

38 - 39

Estate Analysis Options

40

Estate Analysis Current Asset Ownership Detail

41

Estate Analysis Results Combined Summary

42 - 43

Estate Analysis Results Flowchart

44 - 45

Star Track

Glossary

46 - 49

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IMPORTANT DISCLOSURE INFORMATION

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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.

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Asset Class Name	Projected Return Assumption	Projected Standard Deviation	Asset Class Name	Projected Return Assumption	Projected Standard Deviation
Cash & Cash Alternatives	2.10%	2.00%	U.S. Large Cap Blend (Tax-Free)	6.61%	18.03%
Cash & Cash Alternatives (Tax-Free)	2.10%	2.00%	U.S. Large Cap Value	6.61%	18.03%
Investment Grade Long Maturity Fixed Income	3.30%	11.14%	U.S. Large Cap Value (Tax-Free)	6.61%	18.03%
Investment Grade Long Maturity Fixed Income (Tax-Free)	3.30%	11.14%	U.S. Large Cap Growth	6.61%	18.03%
Investment Grade Intermediate Maturity Fixed Inc	3.00%	5.46%	U.S. Large Cap Growth (Tax-Free)	6.61%	18.03%
Investment Grade Intermediate Maturity Fixed Inc (Tax-Free)	3.00%	5.46%	U.S. Mid Cap Equity	6.84%	19.64%
Investment Grade Short Maturity Fixed Income	2.70%	2.60%	U.S. Mid Cap Equity (Tax-Free)	6.84%	19.64%
Investment Grade Short Maturity Fixed Income (Tax-Free)	2.70%	2.60%	U.S. Small Cap Equity	7.07%	22.15%
Non-Investment Grade Fixed Income	5.10%	11.45%	U.S. Small Cap Equity (Tax-Free)	7.07%	22.15%
Non-Investment Grade Fixed Income (Tax-Free)	5.10%	11.45%	Non-U.S. Developed Market Equity	6.55%	20.31%
Non-U.S. Fixed Income	3.58%	9.83%	Non-U.S. Developed Market Equity (Tax-Free)	6.55%	20.31%
Non-U.S. Fixed Income (Tax-Free)	3.58%	9.83%	Non-U.S. Emerging Market Equity	7.31%	26.36%
Global Fixed Income Strategies	3.91%	6.50%	Non-U.S. Emerging Market Equity (Tax-Free)	7.31%	26.36%
Global Fixed Income Strategies (Tax-Free)	3.91%	6.50%	Global Equity Strategies	6.72%	18.54%
Multi-Sector Fixed Income Strategies	4.00%	9.04%	Global Equity Strategies (Tax-Free)	6.72%	18.54%
Multi-Sector Fixed Income Strategies (Tax-Free)	4.00%	9.04%	Equity Sector Strategies	6.61%	18.03%
Fixed Income Other	2.75%	3.65%	Equity Sector Strategies (Tax-Free)	6.61%	18.03%
Fixed Income Other (Tax-Free)	2.75%	3.65%	Real Estate	6.50%	21.20%
U.S. Large Cap Blend	6.61%	18.03%	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%

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Asset Class Name	Projected Return Assumption	Projected Standard Deviation
Commodities	2.92%	16.27%
Commodities (Tax-Free)	2.92%	16.27%
Private Market Strategies	9.05%	21.86%
Private Market Strategies (Tax-Free)	9.05%	21.86%
Allocation Strategies (Equity Weighted)	5.88%	13.47%
Allocation Strategies (Equity Weighted) (Tax-Free)	5.88%	13.47%
Allocation Strategies (Fixed Income Weighted)	4.75%	7.80%
Allocation Strategies (Fixed Income Weighted) (Tax-Free)	4.75%	7.80%
World Allocation Strategies	6.35%	9.97%
World Allocation Strategies (Tax-Free)	6.35%	9.97%
Conservative Strategies	4.22%	7.69%
Conservative Strategies (Tax-Free)	4.22%	7.69%
Moderate Conservative Strategies	4.95%	10.64%
Moderate Conservative Strategies (Tax-Free)	4.95%	10.64%
Moderate Strategies	5.57%	13.45%
Moderate Strategies (Tax-Free)	5.57%	13.45%
Moderate Aggressive Strategies	6.12%	15.96%
Moderate Aggressive Strategies (Tax-Free)	6.12%	15.96%

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Additional information on Mercer's methodology for CMA's can be provided by Raymond James upon request.

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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.

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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.

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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%

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.

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.

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Expectations and Concerns

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Owner	Concern	What Would Help
Medium		
Joint	Not having a paycheck anymore	Consider strategies that create a regular source of income.
Joint	Running out of money	Make sure your plan is In the Confidence Zone so you can stop worrying.
Susan	Suffering investment Losses	Find out if you can meet your Goals with less risk.
Samuel	Leaving money to others	Your plan can include bequests and gifting Goals.
Susan	Spending too much	Test your plan to see if your money will last as long as you do, or if you may be spending too much.
Susan	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.
Susan	Current or Future Health Issues	See how health issues might affect the results of your plan
Susan	Samuel dying early	Test how an early death will impact your family's future.
Samuel	Susan dying early	Test how an early death will impact your family's future.
Joint	Getting Alzheimer's (or other illness)	We'll consider Long-Term Care insurance & discuss Medical Directives & Power of Attorney.
Joint	Going into a nursing home	We'll consider Long-Term Care insurance & discuss the risks to your plan if you have expenses related to a major health issue.
Samuel	Being bored	A good plan can make sure you have the

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

Expectations and Concerns

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Owner	Concern	What Would Help
		money for new Goals to keep you busy and engaged.
Susan	Too much time together	Planning retirement together is a great way to identify shared opportunities and avoid conflicts.
Samuel	Parents needing care	You can include a Goal for the cost of care for your parents and see its impact on your lifestyle.
Susan	Family needs financial help	We'll discuss options that can help young adults learn good money habits and provide protection for assets.
Samuel	Kids moving home	We'll discuss options that can help young adults learn good money habits and provide protection for assets.

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Summary of Goals and Resources

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Personal Information and Summary of Financial Goals

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Samuel and Susan Johnson

Needs		
10	Health Care	
	Both Medicare (2022-2045) Susan Alone Medicare (2046-2047)	\$10,530 \$6,971 Base Inflation Rate plus 2.90% (5.10%)
10	Travel	
	In 2027 Recurring every year for a total of 10 times	\$1,000 Base Inflation Rate (2.20%)
10	Boat Purchase	
	In 2025	\$10,000 Base Inflation Rate (2.20%)
10	Retirement - Basic Living Expense	
	Both Retired (2022-2045) Susan Alone Retired (2046-2047)	\$60,000 \$20,000 Base Inflation Rate (2.20%)
Wants		
7	Summer Home	
	In 2032	\$250,000 Base Inflation Rate (2.20%)
7	Home Improvement	
	In 2033	\$8,000 Base Inflation Rate (2.20%)

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Personal Information and Summary of Financial Goals

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Samuel and Susan Johnson

Wishes

3 Leave Bequest



End of Samuel's Plan

\$25,000

Base Inflation Rate (2.20%)

Personal Information

Participant Name

Date of Birth

Age

Relationship

Samuel

Male - born 01/1957, age 65

Retired

Susan

Female - born 01/1957, age 65

Retired

Married, US Citizens living in MA

- 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.

Junior

01/1987

35

Child of Both

Little

01/1989

33

Child of Both

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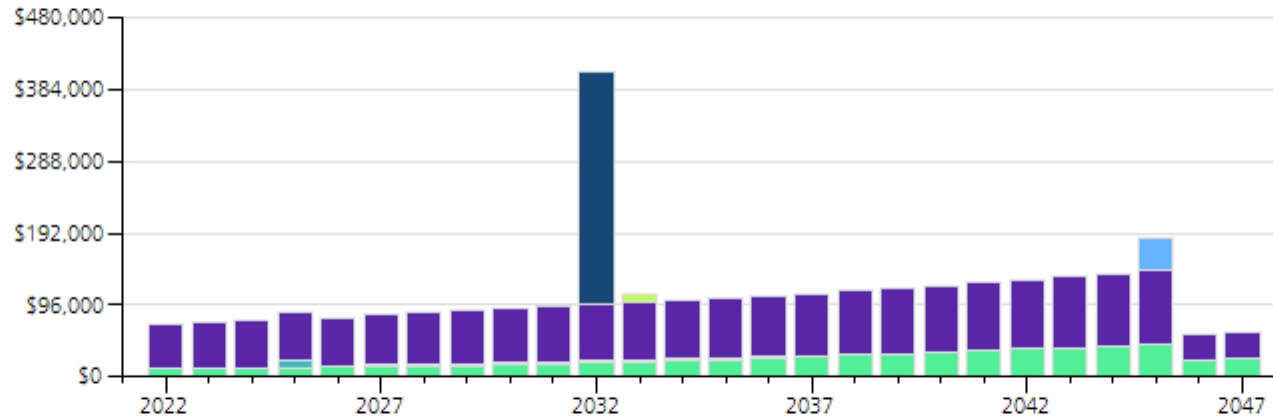
See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Current Financial Goals Graph

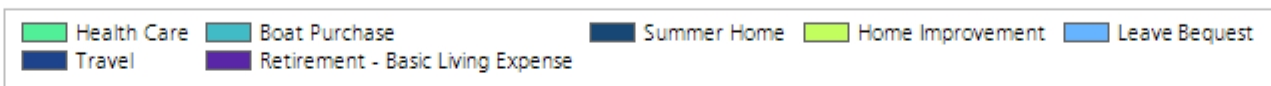
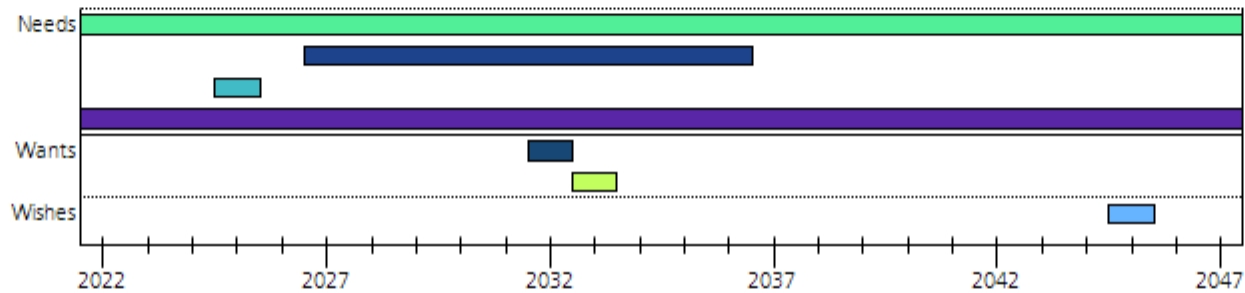
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This graph shows the annual costs for your Financial Goals, as you have specified. Because these costs will be used to create your Plan, it is important that they are accurate and complete. All amounts are in after-tax, future dollars.

Goal Expenses



Goal Timeline



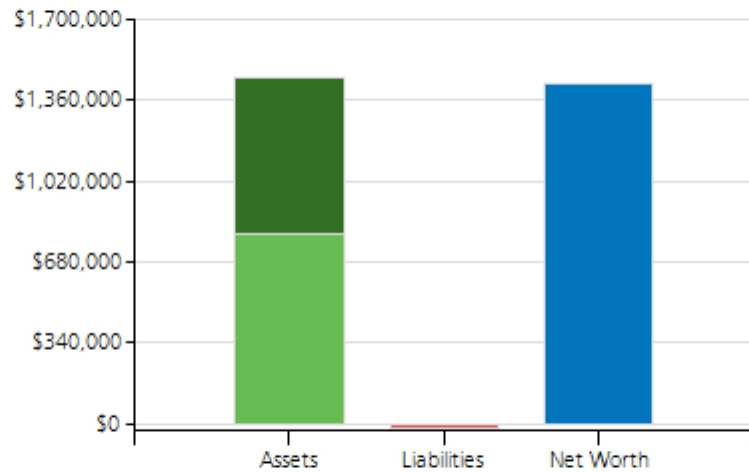
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Net Worth Summary - All Resources

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This is your Net Worth Summary as of 11/30/2022. 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		\$800,000
Other Assets	+	\$650,000
Total Assets		\$1,450,000
Total Liabilities	-	\$20,000
Net Worth		\$1,430,000

Description	Total
Investment Assets	
Employer Retirement Plans	\$500,000
Individual Retirement Accounts	\$200,000
Taxable and/or Tax-Free Accounts	\$100,000
Total Investment Assets:	\$800,000
Other Assets	
Home and Personal Assets	\$650,000
Total Other Assets:	\$650,000
Liabilities	
Personal Real Estate Loan:	\$20,000
Total Liabilities:	\$20,000
Net Worth:	\$1,430,000

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

Net Worth Detail - All Resources

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This is your Net Worth Detail as of 11/30/2022. 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	Samuel	Susan	Joint	Total
Investment Assets				
Employer Retirement Plans				
Other Employer	\$500,000			\$500,000
Individual Retirement Accounts				
Other Employer	\$200,000			\$200,000
Taxable and/or Tax-Free Accounts				
Taxable			\$100,000	\$100,000
Total Investment Assets:	\$700,000	\$0	\$100,000	\$800,000
Other Assets				
Home and Personal Assets				
Home			\$650,000	\$650,000
Total Other Assets:	\$0	\$0	\$650,000	\$650,000
Liabilities				
Personal Real Estate Loan:				
Mortgage	\$20,000			\$20,000
Total Liabilities:	\$20,000	\$0	\$0	\$20,000
Net Worth:				\$1,430,000

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

Resource Summary

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Investment Assets

Description	Owner	Current Value	As Of Date	Additions	Assign to Goal
Imported from Raymond James - Manually Entered - HeldAway					
Other Employer	Samuel	\$500,000	11/30/2022		Fund All Goals
Other Employer	Samuel	\$200,000	11/30/2022		Fund All Goals
Taxable	Joint Survivorship	\$100,000	11/30/2022		Fund All Goals
Total Imported from Raymond James - Manually Entered - HeldAway Assets		\$800,000			
Total :		\$800,000			

Other Assets

Description	Owner	Current Value	Future Value	Assign to Goal
Imported from Raymond James - Manually Entered - HeldAway				
Home	Joint Survivorship	\$650,000	\$700,000	Fund All Goals
Total of Other Assets :		\$650,000		

Social Security

Description	Value	Assign to Goal
Social Security	Samuel will file a normal application at age 66. He will receive \$38,667 in retirement benefits at age 66.	Fund All Goals
Social Security	Susan will file a normal application at age 66. She will receive \$19,333 in retirement benefits at age 66.	Fund All Goals

Retirement Income

Description	Owner	Value	Inflate?	Assign to Goal
Annuity Income	Samuel	\$1,000 from 2022 to End of Plan (50% to Spouse)	No	Fund All Goals

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Resource Summary

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Liabilities

Type	Description/Company	Owner	Outstanding Balance	Interest Rate	Monthly Payment
Imported from Raymond James - Manually Entered - HeldAway					
1st Mortgage	Mortgage	Samuel	\$20,000	3.00%	\$1,200
Total Outstanding Balance :			\$20,000		

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Risk and Portfolio Information

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Risk Assessment

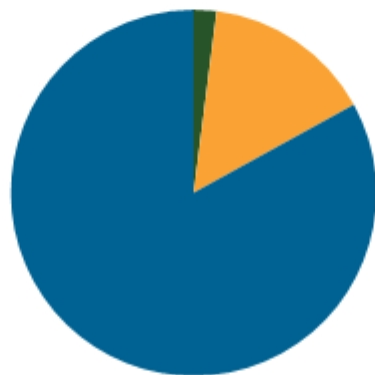
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You chose a Risk Score of 67.

Appropriate Portfolio: Balanced w/ Growth

Percentage Stock: 83%

Average Return: 6.05%



■ Cash: 2% ■ Bond: 15% ■ Stock: 83%

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:

-40%

If you invest \$800,000 in this portfolio and the same loss occurred again, you would lose:

-\$319,206

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Model Portfolio Table

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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.

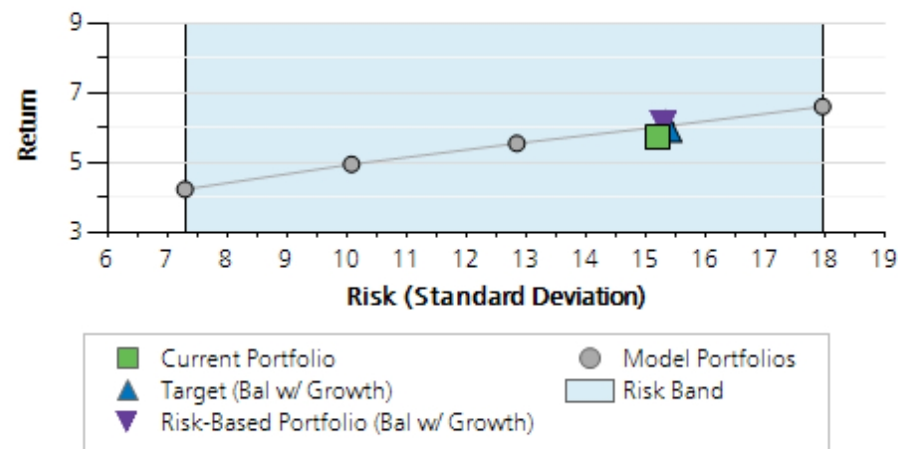
Portfolios	Name	Cash	Bond	Stock	Alternative	Unclassified	Projected Return	Standard Deviation
	Conservative	2.00%	68.00%	30.00%	0.00%	0.00%	4.23%	7.30%
	Conservative Balanced	2.00%	48.00%	50.00%	0.00%	0.00%	4.95%	10.09%
	Balanced	2.00%	31.00%	67.00%	0.00%	0.00%	5.55%	12.86%
	Current	0.00%	24.38%	75.63%	0.00%	0.00%	5.72%	15.20%
	Balanced w/ Growth	2.00%	15.00%	83.00%	0.00%	0.00%	6.05%	15.35%
	Growth	2.00%	0.00%	98.00%	0.00%	0.00%	6.61%	17.97%

■ 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.



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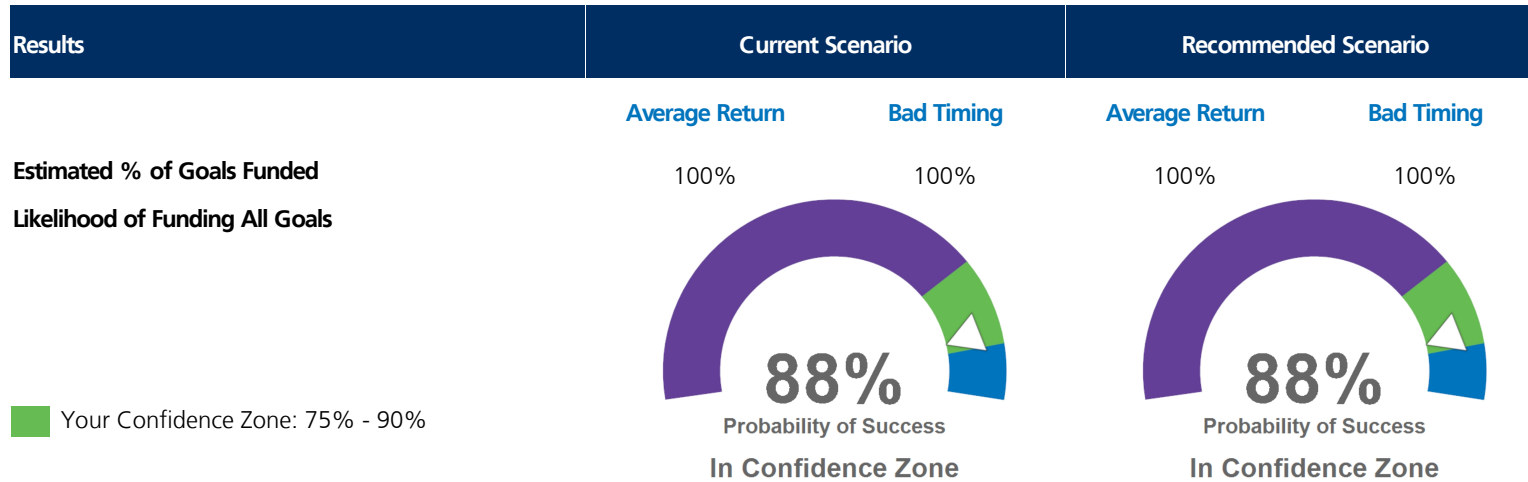
Results

DRAFT



Results - Current and Recommended

DRAFT



	Current Scenario	What If 1	Changes In Value
Retirement			
Planning Age			
Samuel	88 in 2045	88 in 2045	
Susan	90 in 2047	90 in 2047	

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Results - Current and Recommended

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	Current Scenario	What If 1	Changes In Value
Goals			
Needs			
Health Care			
Both Medicare	\$10,530	\$10,530	
Susan Alone Medicare	\$6,971	\$6,971	
Travel	\$1,000	\$1,000	
Starting	2027	2027	
Years between occurrences	1	1	
Number of occurrences	10	10	
Boat Purchase	\$10,000	\$10,000	
Starting	2025	2025	
Retirement - Basic Living Expense			
Both Retired	\$60,000	\$60,000	
Susan Alone Retired	\$20,000	\$20,000	
Wants			
Summer Home	\$250,000	\$250,000	
Starting	2032	2032	
Home Improvement	\$8,000	\$8,000	
Starting	2033	2033	
Wishes			
Leave Bequest	\$25,000	\$25,000	
Starting	End of Samuel's Plan	End of Samuel's Plan	
Total Spending for Life of Plan	\$2,096,501	\$2,096,501	
Savings			
Total Savings This Year	\$0	\$0	
Portfolios			
Allocation	CURRENT	Balanced w/ Growth	7% More Stock

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Results - Current and Recommended

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	Current Scenario	What If 1	Changes In Value
Percent Stock	76%	83%	
Composite Return	5.72%	6.05%	
Composite Standard Deviation	15.20%	15.35%	
Great Recession Return 11/07 - 2/09	-35%	-40%	
Bond Bear Market Return 7/79 - 2/80	9%	11%	
Inflation	2.20%	2.20%	
 Investments			
Total Investment Portfolio	\$800,000	\$800,000	
 Social Security			
Social Security Strategy	Current	Current	
Samuel			
Filing Method	Normal	Normal	
Age to File Application	66	66	
Age Retirement Benefits Begin	66	66	
First Year Benefit	\$38,667	\$38,667	
Susan			
Filing Method	Normal	Normal	
Age to File Application	66	66	
Age Retirement Benefits Begin	66	66	
First Year Benefit	\$19,333	\$19,333	

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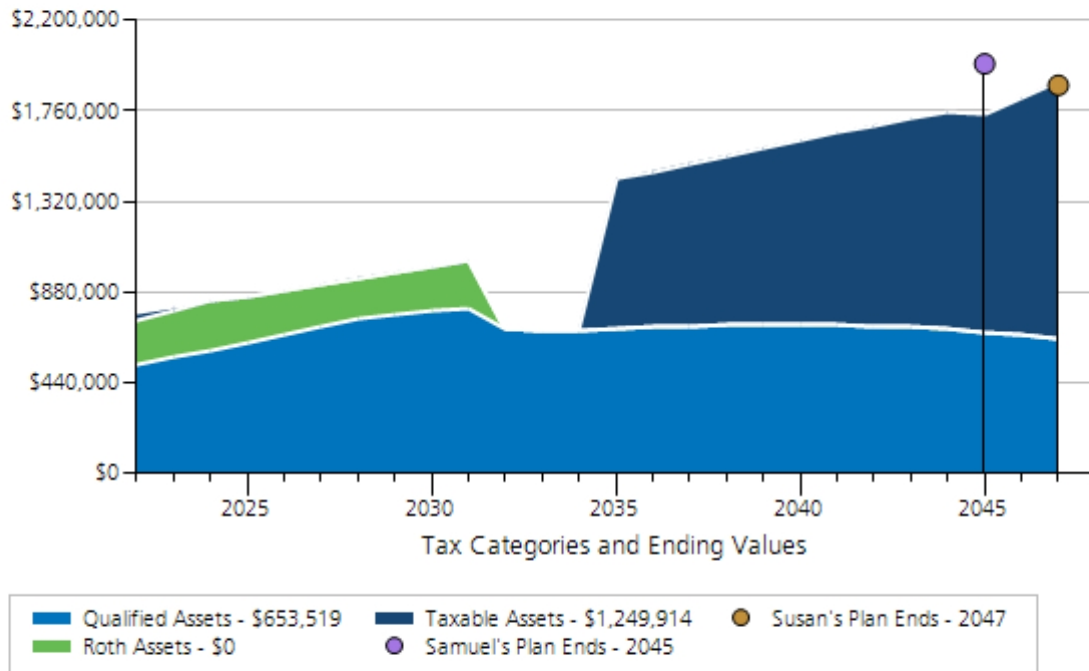
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Worksheet Detail - Combined Details DRAFT

Scenario : What If 1 using Average Return

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

Total Portfolio Value Graph



x - denotes shortfall

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Worksheet Detail - Combined Details **DRAFT**

Scenario : What If 1 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	
65/65	2022	0	800,000	0	0	1,000	44,253	6.06%	0	70,530	774,723
66/66	2023	0	774,723	0	0	60,276	45,937	6.06%	4,360	72,518	804,057
67/67	2024	0	804,057	0	0	61,580	47,661	6.06%	4,310	74,605	834,383
68/68	2025	0	834,383	0	0	62,913	48,794	6.06%	4,403	87,472	854,215
69/69	2026	0	854,215	0	0	64,275	50,580	6.06%	4,497	79,093	885,480
70/70	2027	0	885,480	0	0	65,667	52,339	6.06%	4,593	82,612	916,281
71/71	2028	0	916,281	0	0	67,090	54,132	6.06%	4,692	85,142	947,668
72/72	2029	0	947,668	0	0	68,544	55,672	6.06%	9,475	87,778	974,632
73/73	2030	0	974,632	0	0	70,030	57,209	6.06%	9,843	90,484	1,001,543
74/74	2031	0	1,001,543	0	0	71,548	58,737	6.06%	10,248	93,293	1,028,289
75/75	2032	0	1,028,289	0	0	73,100	39,877	6.06%	36,174	406,985	698,107
76/76	2033	0	698,107	0	0	74,686	39,378	6.06%	13,396	109,395	689,381
77/77	2034	0	689,381	0	0	76,308	39,472	6.06%	11,761	102,374	691,026
78/78	2035	0	691,026	0	700,000	77,964	81,943	6.06%	16,914	105,596	1,428,424
79/79	2036	0	1,428,424	0	0	79,658	84,084	6.06%	17,580	108,937	1,465,649
80/80	2037	0	1,465,649	0	0	81,388	86,292	6.06%	18,287	111,009	1,504,033
81/81	2038	0	1,504,033	0	0	83,157	88,484	6.06%	18,989	114,567	1,542,117
82/82	2039	0	1,542,117	0	0	84,964	90,650	6.06%	19,754	118,239	1,579,739
83/83	2040	0	1,579,739	0	0	86,811	92,788	6.06%	20,533	121,973	1,616,832
84/84	2041	0	1,616,832	0	0	88,699	94,885	6.06%	21,714	125,835	1,652,866
85/85	2042	0	1,652,866	0	0	90,628	96,912	6.06%	22,853	129,849	1,687,705
86/86	2043	0	1,687,705	0	0	92,600	98,860	6.06%	24,026	134,018	1,721,121
87/87	2044	0	1,721,121	0	0	94,615	100,713	6.06%	25,232	138,359	1,752,859
Samuel's Plan Ends	2045	0	1,752,859	0	0	96,675	99,962	6.06%	25,604	184,104	1,739,788
-/89	2046	0	1,739,788	0	0	65,687	104,965	6.06%	33,196	56,719	1,820,524
Susan's Plan Ends	2047	0	1,820,524	0	0	67,121	109,786	6.06%	35,222	58,776	1,903,433

x - denotes shortfall

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Worksheet Detail - Combined Details **DRAFT**

Scenario : What If 1 using Average Return

Event or Ages	Year	Funds Used							Ending Portfolio Value
		Health Care	Travel	Boat Purchase	Retirement	Summer Home	Home Improvement	Leave Bequest	
65/65	2022	10,530	0	0	60,000	0	0	0	774,723
66/66	2023	11,198	0	0	61,320	0	0	0	804,057
67/67	2024	11,936	0	0	62,669	0	0	0	834,383
68/68	2025	12,749	0	10,675	64,048	0	0	0	854,215
69/69	2026	13,636	0	0	65,457	0	0	0	885,480
70/70	2027	14,600	1,115	0	66,897	0	0	0	916,281
71/71	2028	15,634	1,139	0	68,369	0	0	0	947,668
72/72	2029	16,740	1,165	0	69,873	0	0	0	974,632
73/73	2030	17,884	1,190	0	71,410	0	0	0	1,001,543
74/74	2031	19,095	1,216	0	72,981	0	0	0	1,028,289
75/75	2032	20,378	1,243	0	74,586	310,777	0	0	698,107
76/76	2033	21,734	1,270	0	76,227	0	10,164	0	689,381
77/77	2034	23,171	1,298	0	77,904	0	0	0	691,026
78/78	2035	24,651	1,327	0	79,618	0	0	0	1,428,424
79/79	2036	26,211	1,356	0	81,370	0	0	0	1,465,649
80/80	2037	27,849	0	0	83,160	0	0	0	1,504,033
81/81	2038	29,578	0	0	84,990	0	0	0	1,542,117
82/82	2039	31,379	0	0	86,859	0	0	0	1,579,739
83/83	2040	33,203	0	0	88,770	0	0	0	1,616,832
84/84	2041	35,112	0	0	90,723	0	0	0	1,652,866
85/85	2042	37,130	0	0	92,719	0	0	0	1,687,705
86/86	2043	39,260	0	0	94,759	0	0	0	1,721,121
87/87	2044	41,516	0	0	96,844	0	0	0	1,752,859
Samuel's Plan Ends	2045	43,890	0	0	98,974	0	0	41,239	1,739,788
-/89	2046	23,002	0	0	33,717	0	0	0	1,820,524
Susan's Plan Ends	2047	24,317	0	0	34,459	0	0	0	1,903,433

x - denotes shortfall

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Worksheet Detail - Combined Details

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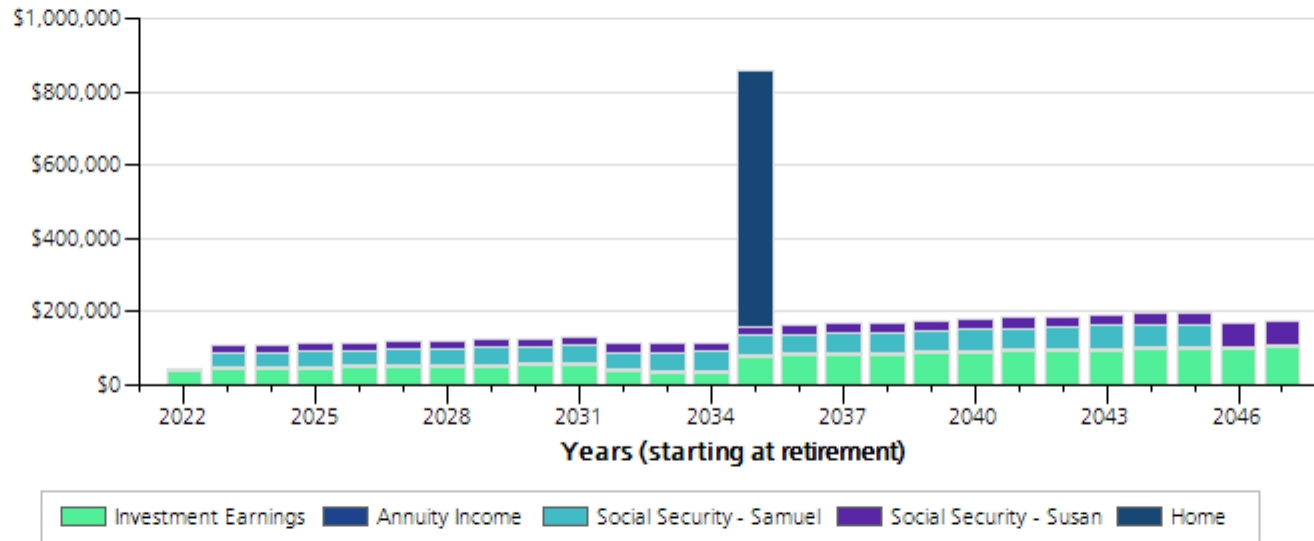
See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Worksheet Detail - Sources of Income and Earnings

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Scenario : What If 1 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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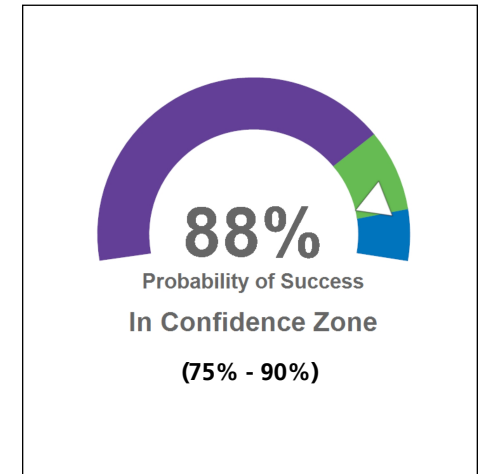
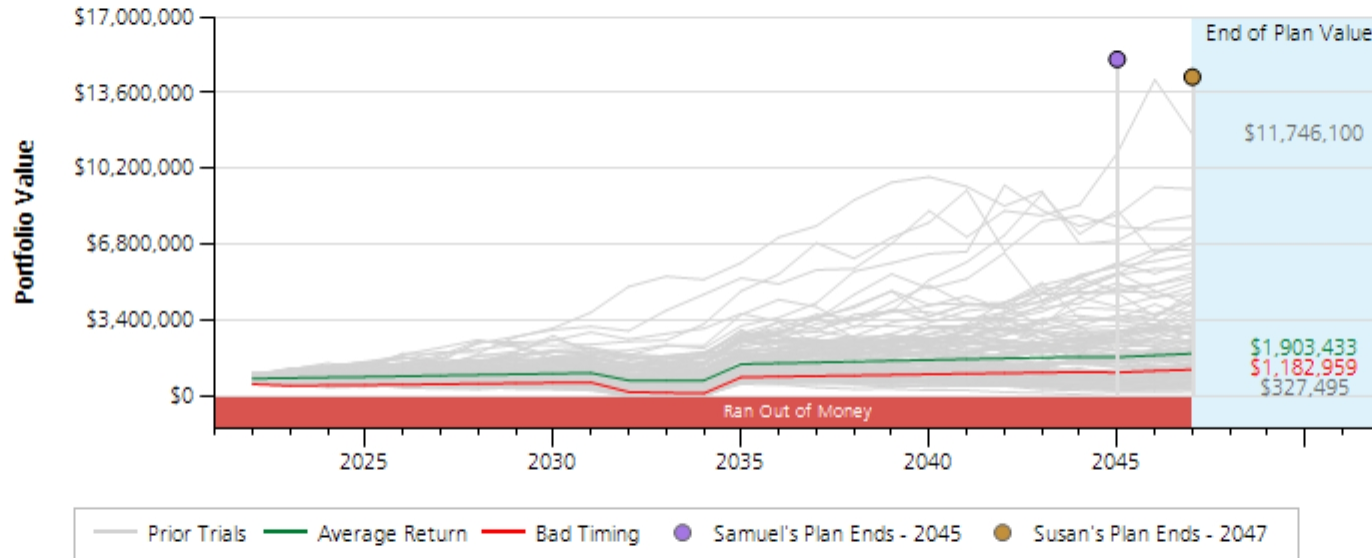
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Worksheet Detail - Inside the Numbers Final Result

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Inside the Numbers - Final Result For What If 1

- 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	\$1,302,935	\$3,113,852	\$5,027,276	\$7,132,249	\$14,198,832	\$11,746,100	\$6,817,440	
250	75th Percentile	\$712,605	\$1,030,428	\$1,565,794	\$1,637,555	\$2,918,261	\$3,422,355	\$1,986,336	
500	50th Percentile	\$929,599	\$908,154	\$970,794	\$1,094,082	\$1,751,892	\$1,859,544	\$1,079,280	
750	25th Percentile	\$835,977	\$633,223	\$973,427	\$642,986	\$854,550	\$830,818	\$482,207	
990	1st Percentile	\$353,397	\$243,192	\$607,542	\$638,663	\$300,416	\$327,495	\$190,078	2032

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Worksheet Detail - Allocation Comparison

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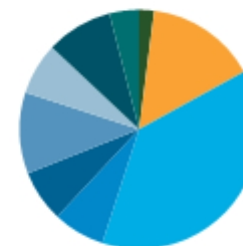
Scenario : What If 1

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

Current Portfolio



Composite Portfolio
Balanced w/ Growth



Projected Returns		
5.72%	Total Return	6.05%
2.20%	Base Inflation Rate	2.20%
3.52%	Real Return	3.85%
15.20%	Standard Deviation	15.35%
Bear Market Returns		
-35%	Great Recession	-40%
9%	Bond Bear Market	11%

Portfolio Comparison with Allocation Changes

Current Amount	% of Total	Asset Class	% of Total	Composite Amount	Increase / Decrease
\$0	0.00%	Cash & Cash Alternatives	2.00%	\$16,000	\$16,000
\$0	0.00%	Investment Grade Intermediate Maturity Fixed Inc	15.00%	\$120,000	\$120,000
\$195,000	24.38%	Fixed Income Other	0.00%	\$0	-\$195,000
\$0	0.00%	U.S. Large Cap Blend	38.00%	\$304,000	\$304,000
\$0	0.00%	U.S. Large Cap Value	7.00%	\$56,000	\$56,000
\$0	0.00%	U.S. Large Cap Growth	7.00%	\$56,000	\$56,000
\$0	0.00%	U.S. Mid Cap Equity	11.00%	\$88,000	\$88,000
\$0	0.00%	U.S. Small Cap Equity	7.00%	\$56,000	\$56,000
\$0	0.00%	Non-U.S. Developed Market Equity	9.00%	\$72,000	\$72,000
\$0	0.00%	Non-U.S. Emerging Market Equity	4.00%	\$32,000	\$32,000
\$605,000	75.63%	Equity Other	0.00%	\$0	-\$605,000
\$800,000				\$800,000	\$0

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Worksheet Detail - Allocation Detail by Asset Class by Holding

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Scenario: What If 1

Holding	Account	Current Portfolio		Composite Portfolio		Difference
		%	\$	%	\$	
Cash & Cash Alternatives				2.00%	\$16,000	\$16,000
No Holdings are allocated to this asset class						
Investment Grade Intermediate Maturity Fixed Inc				15.00%	\$120,000	\$120,000
No Holdings are allocated to this asset class						
Fixed Income Other		24.38%	\$195,000	0.00%		-\$195,000
Other Employer	Other Employer		\$125,000			
Account Total	Other Employer		\$50,000			
Taxable	Taxable		\$20,000			
U.S. Large Cap Blend				38.00%	\$304,000	\$304,000
No Holdings are allocated to this asset class						
U.S. Large Cap Value				7.00%	\$56,000	\$56,000
No Holdings are allocated to this asset class						
U.S. Large Cap Growth				7.00%	\$56,000	\$56,000
No Holdings are allocated to this asset class						
U.S. Mid Cap Equity				11.00%	\$88,000	\$88,000
No Holdings are allocated to this asset class						
U.S. Small Cap Equity				7.00%	\$56,000	\$56,000
No Holdings are allocated to this asset class						
Non-U.S. Developed Market Equity				9.00%	\$72,000	\$72,000
No Holdings are allocated to this asset class						
Non-U.S. Emerging Market Equity				4.00%	\$32,000	\$32,000
No Holdings are allocated to this asset class						
Equity Other		75.63%	\$605,000	0.00%		-\$605,000
Other Employer	Other Employer		\$375,000			
Account Total	Other Employer		\$150,000			
Taxable	Taxable		\$80,000			

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Worksheet Detail - Allocation Detail by Asset Class by Holding

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Scenario: What If 1

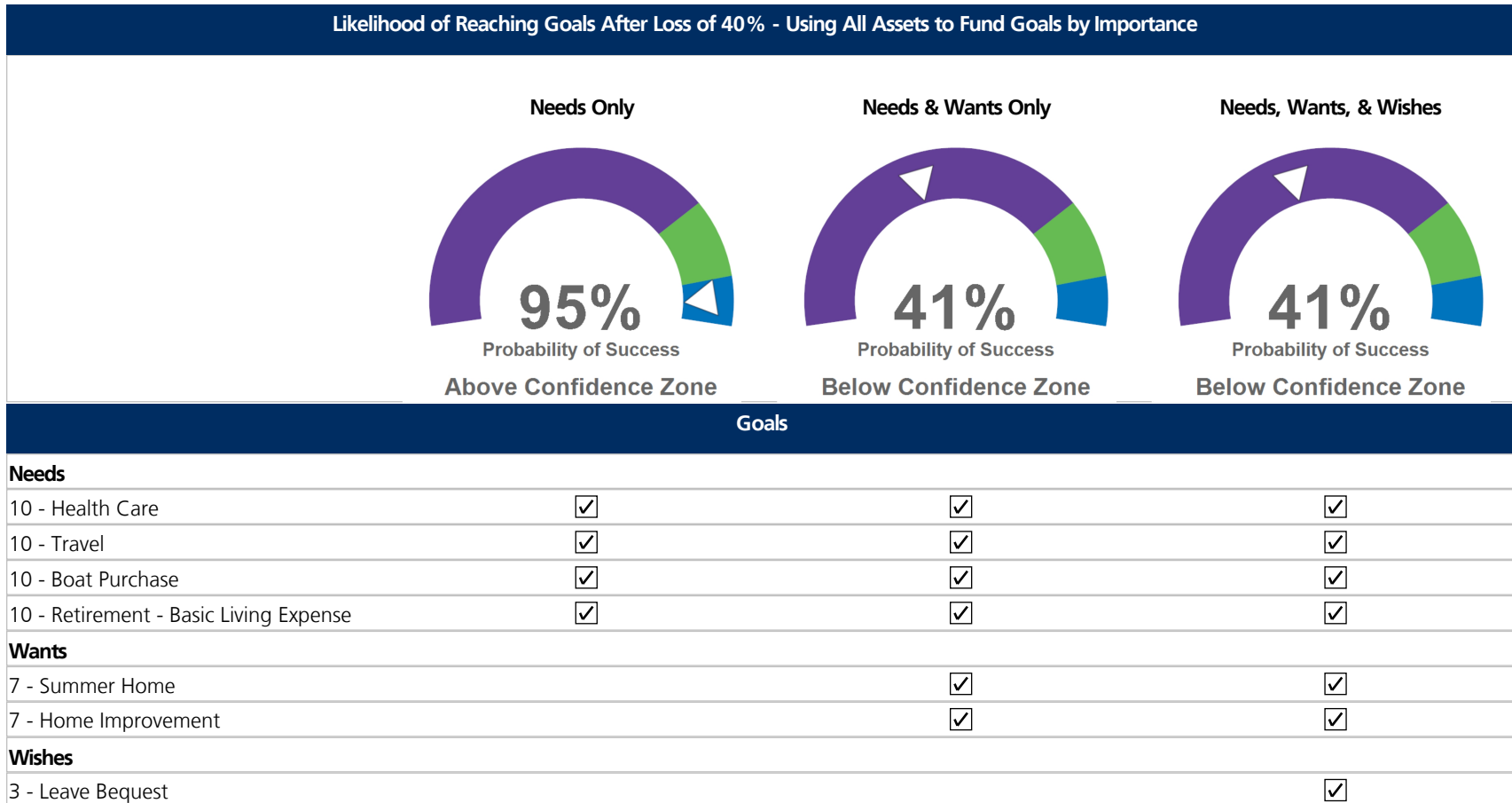
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Worksheet Detail - Bear Market Test

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Bear Market Test for What If 1



This test assumes your investment allocation matches the Balanced w/ Growth portfolio. If your investments suffered a loss of 40% this year, your portfolio value would be reduced by \$320,000. This is the approximate loss sustained by a portfolio with a similar composition of asset classes 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.

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

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Risk Management

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Life Insurance Analysis - Results

DRAFT

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

No insurance policies are being used in the selected scenario.

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Life Insurance Analysis - Results

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

No insurance policies are being used in the selected scenario.

DRAFT

Life Insurance Analysis - Input Details

DRAFT

For Samuel's Plan

Transition Money

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

Future Employment

If Susan dies, will Samuel begin employment? No

Individual Goals

Name	Amount
Boat Purchase	\$10,000
Home Improvement	\$8,000
Leave Bequest	\$25,000
Summer Home	\$250,000
Travel	\$1,000

Expense Buckets

Name	Amount
Living Expenses After Retirement	
Both Retired	\$60,000
Samuel Alone Retired	\$0

Other Assets

Name	Amount
Home	\$650,000

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Life Insurance Analysis - Input Details

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For Susan's Plan

Transition Money

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

Future Employment

If Samuel dies, will Susan begin employment? No

Individual Goals

Name	Amount
Boat Purchase	\$10,000
Home Improvement	\$8,000
Leave Bequest	\$25,000
Summer Home	\$250,000
Travel	\$1,000

Expense Buckets

Name	Amount
Living Expenses After Retirement	
Both Retired	\$60,000
Susan Alone Retired	\$20,000

Other Assets

Name	Amount
Home	\$650,000

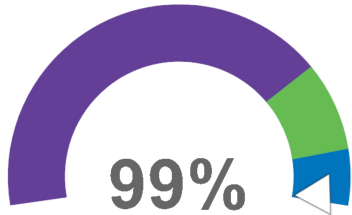
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Life Insurance Analysis - True Cost Summary

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Survivor Plans with Proposed Policies

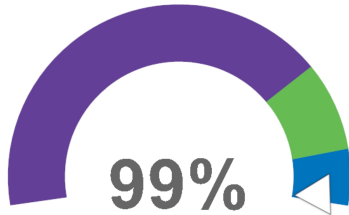
Samuel's Plan if Susan Dies In This Year



99%
Probability of Success

Above Confidence Zone

Susan's Plan if Samuel Dies In This Year



99%
Probability of Success

Above Confidence Zone

Cost Summary

Period	Samuel		Susan		Total Cost/Yr	
	Benefit	Cost/Yr	Benefit	Cost/Yr	New Policies	Increase/Decrease
2022 to Susan Dies	\$0	\$0	\$0	\$0	\$0	\$0

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Long-Term Care Needs Analysis - Samuel

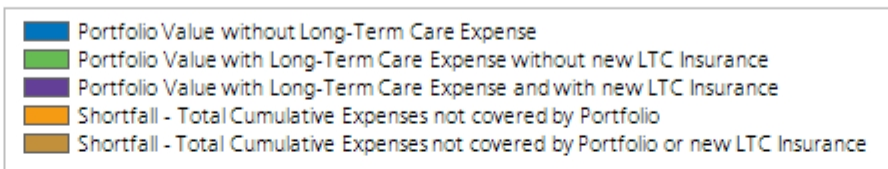
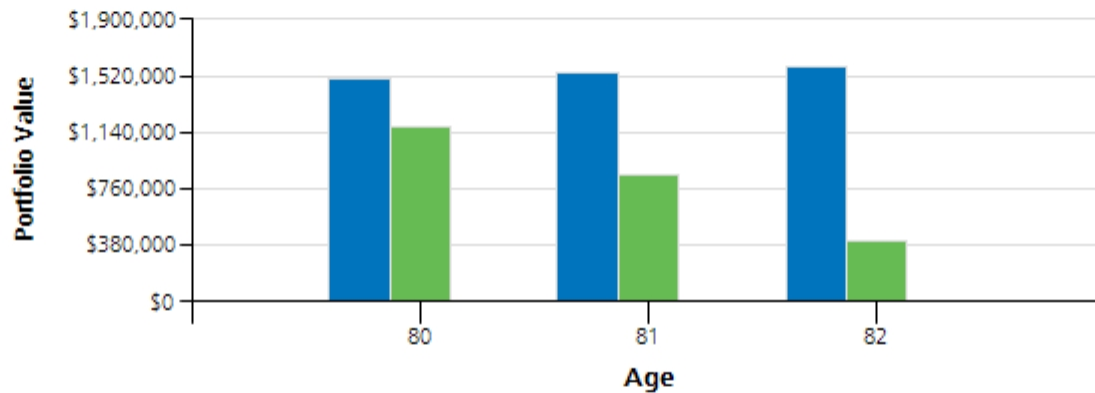
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Scenario : What If 1

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 Samuel enters a Nursing Home at age 80 for 3 years at an annual cost, in Current Dollars, of \$162,425 inflating at 4.50%.

Effect of Long-Term Care Expense on your Investment Portfolio



Total Cost of Long-Term Care :	\$986,087
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
<hr/>	
Net Cost of care to be paid from Portfolio :	\$986,087

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

Long-Term Care Needs Analysis - Susan

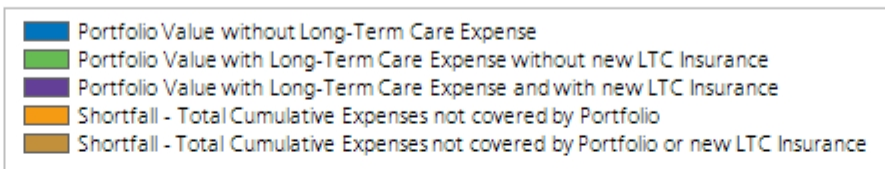
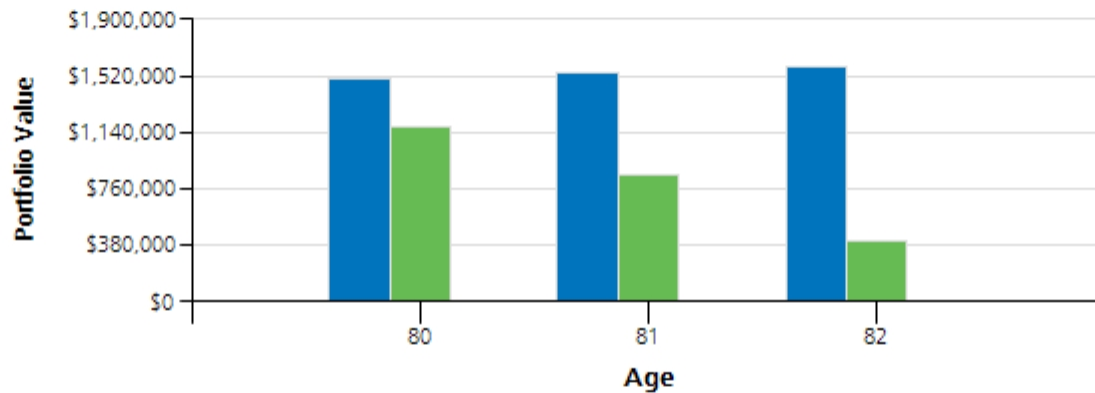
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See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

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Estate Analysis

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Estate Analysis Introduction

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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 professional.

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

- Neither Samuel nor Susan have a Will.
- Neither Samuel nor Susan have a Medical Directive.
- Neither Samuel nor Susan 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. This Estate Analysis does not include review of any estate planning documents, and is based on information provided by the client or co-client as part of their overall financial analysis.

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 professional. You should also discuss the appropriateness of a Medical Directive and Power of Attorney with your legal professional.

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.

DRAFT

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

Estate Analysis Introduction

DRAFT

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.
- 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.

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

Estate Analysis Options

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Liabilities

What is the remaining value of Liabilities at death?

Die Today (Liabilities in Plan = \$20,000) :	\$20,000
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?	Samuel	Susan
	\$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

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* 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.

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

Estate Analysis Current Asset Ownership Detail

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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 professional 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.

Description	Samuel	Susan	Joint (Susan)				Joint (Other)	Total	Beneficiaries
			Survivorship	Common	Entirety	Community Property			
Investment Assets									
Employer Retirement Plans									
Other Employer	\$500,000							\$500,000	
Individual Retirement Accounts									
Other Employer	\$200,000							\$200,000	
Taxable and/or Tax-Free Accounts									
Taxable			\$100,000					\$100,000	
<i>Total Investment Assets</i>	<i>\$700,000</i>	<i>\$0</i>	<i>\$100,000</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$800,000</i>	
Other Assets									
Home and Personal Assets									
Home			\$650,000					\$650,000	
<i>Total Other Assets</i>	<i>\$0</i>	<i>\$0</i>	<i>\$650,000</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$0</i>	<i>\$650,000</i>	
Total Assets :	\$700,000	\$0	\$750,000	\$0	\$0	\$0	\$0	\$1,450,000	

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

Estate Analysis Results Combined Summary

DRAFT

Using What If 1 - Both Die today - Samuel Predeceases Susan, Both Dying in Massachusetts

Current Estate



Federal Estate Tax :	\$0
State Estate Tax :	-\$23,520
Estate Expenses :	-\$77,500
Amount to Heirs :	\$1,348,980

Amount to Heirs

Net Estate Value :	\$1,348,980
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 : \$1,348,980

Cash Needed to Pay Tax and Expenses

Shortfall at First Death :	\$0
Shortfall at Second Death :	\$1,020

Notes

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

DRAFT

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Estate Analysis Results Combined Summary

DRAFT

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Notes

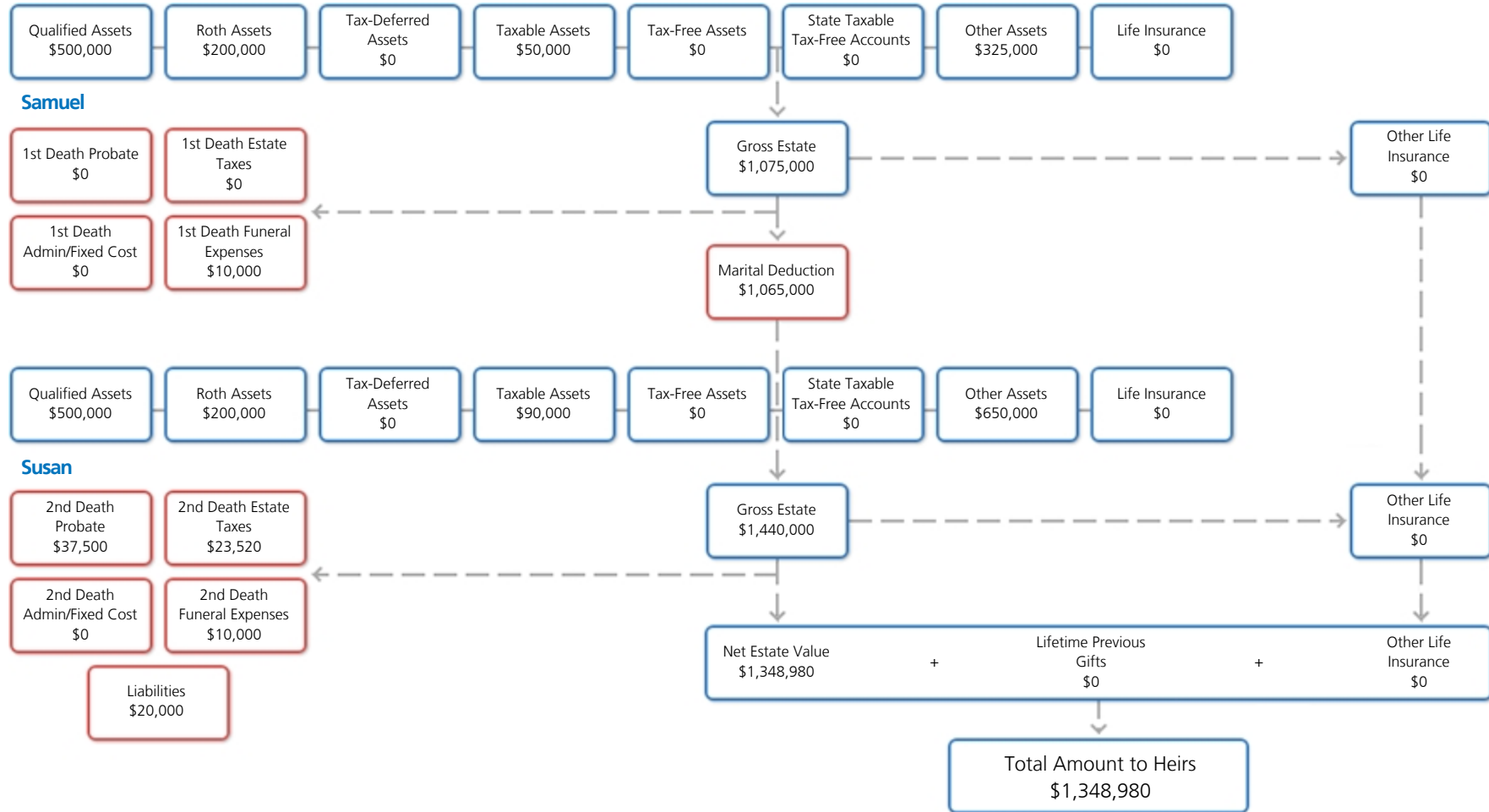
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See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Estate Analysis Results Flowchart **DRAFT**

Using What If 1 - Both Die today - Samuel Predeceases Susan, Current Estate - Will without Bypass Trust



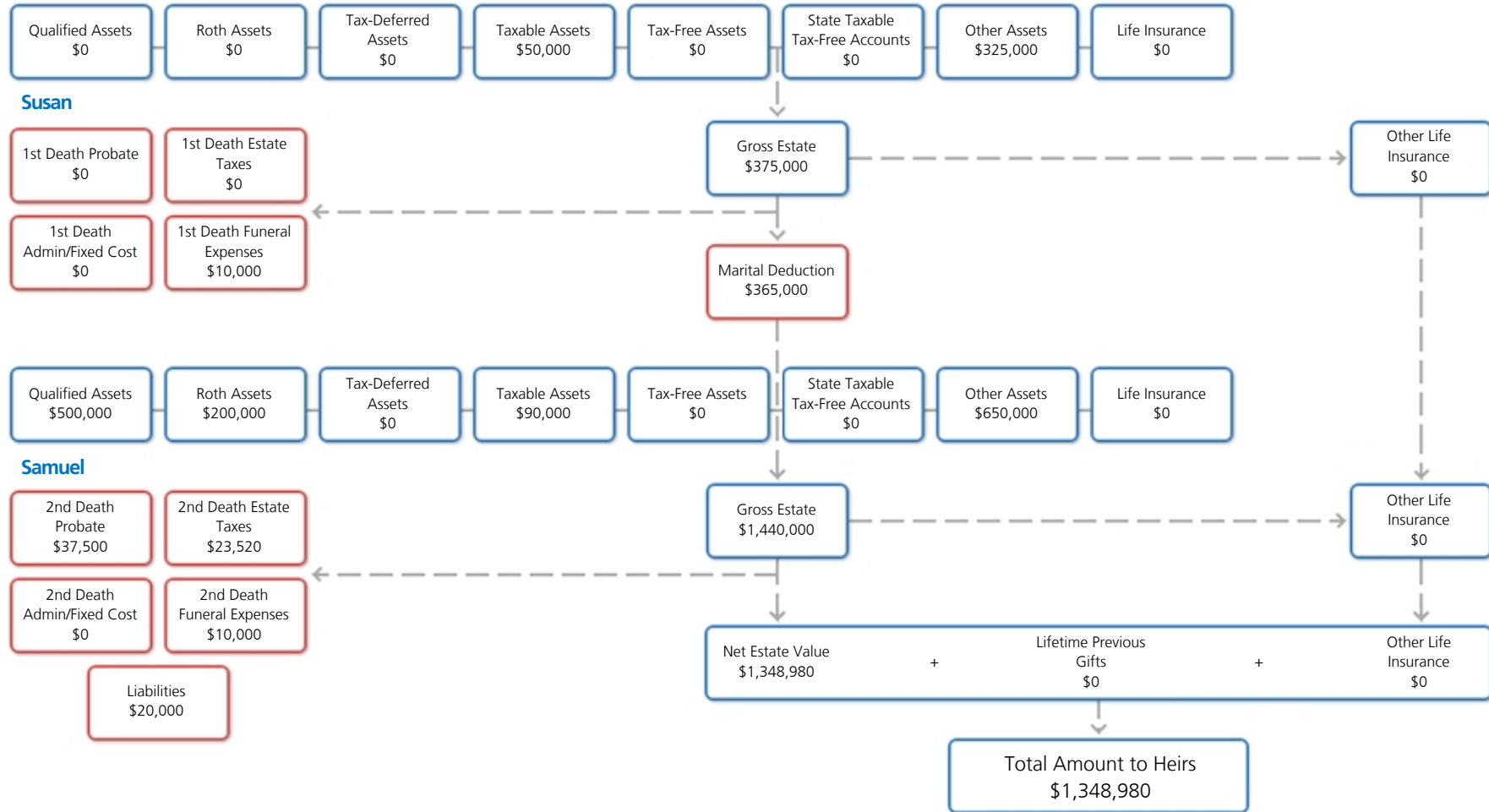
Notes

- Gross Estate amounts may include the value of reverted gifts.
- Gross Estate amounts do not include the value of prior 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.
- 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 **DRAFT**

Using What If 1 - Both Die today - Susan Predeceases Samuel, Current Estate - Will without Bypass Trust



Notes

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

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Employer Stock Plans

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Star Track

DRAFT



Glossary

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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.

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Glossary

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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.

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Glossary

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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.

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Glossary

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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".

DRAFT

Plan Delivery Acknowledgement

DRAFT

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 (Samuel and Susan Johnson) 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 (John Cahill) 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 : John Cahill

DRAFT

Plan Name : Financial Goal Plan

Report Name : Financial Goal Plan

11/30/2022