Wealthcare Financial Plan™

PREPARED FOR:
Mr. and Mrs. Client
August 09, 2014

PREPARED BY:
Martin A. Smith, CRPC®, AIFA®
President, *Retirement Planning* Financial Advisor™

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WEALTHCARE FINANCIAL GROUP INCORPORATED

Together For Your Retirement™

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Financial Snapshot

Current Plan - Robert A. and Renee B. Client

Goal Coverage

Retirement	100%
College Education (Paul A.)	36%
College Education (Paula B.)	23%
Vacation Home	8%
Survivor Income - Robert A. Dies	100%
Survivor Income - Renee B. Dies	100%
Survivor Income - Both Die	100%
Disability Income - Robert A.	100%
Disability Income - Renee B.	100%
Long Term Care - Robert A.	100%
Long Term Care - Renee B.	100%
Emergency Fund	100%

Asset Allocation

Rate of Return	8.95%	
Standard Deviation	16.77%	
Asset Class	**($)**	**(%)**
Large Cap Value Equity	$810,000	44.09%
Mid Cap Equity	$538,000	29.29%
Large Cap Growth Equity	$279,000	15.19%
Cash	$210,000	11.43%
Total	**$1,837,000**	

Insurance Coverage

Robert A.	**Benefit Amount**
Term 20 Life	$350,000
Renee B.	
Term 20 Life	$350,000

Your Advisor

Martin A. Smith, CRPC, AIFA
(240) 245-3434
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Net Worth $2,191,235

Assets	$2,592,000
Liabilities	$400,765

Cash Flow ($357,939)

Inflows	$290,492
Outflows	$648,431

Assumptions

	Robert A.	**Renee B.**
Inflation Rate	3.00%	3.00%
Retire At	65	65
Life Expectancy	90	90

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Net Worth Timeline Comparison

This report displays a comparison of net worth data in all selected plan scenarios over time. These projections show end-of-year values beginning with the year of plan analysis and are projected until the death of the last surviving client. Use this report to compare the effects of different plan scenarios on net worth.

Current Plan

Proposed Plan

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Net Worth Summary

Current Plan

This report displays a summary of your net worth information as of the date of plan analysis. Net worth represents the total value of your assets (what you own) after subtracting your liabilities (what you owe). This figure allows you to get a good picture of your overall financial situation.

Your net worth for this plan is: **$2,191,235**

Net Worth Summary as of 8/9/2014				
Assets	**Robert A.**	**Renee B.**	**Joint**	**Total**
Non-Qualified Assets	$0	$0	$210,000	$210,000
Qualified Assets	$1,011,000	$616,000	$0	$1,627,000
Lifestyle Assets	$0	$0	$755,000	$755,000
Liabilities	$0	$0	$400,765	$400,765
Total	**$1,011,000**	**$616,000**	**$564,235**	**$2,191,235**

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Net Worth Statement

Current Plan

This report displays detailed net worth information as of **August 9, 2014**. This report creates a comprehensive list of all assets and liabilities that comprise net worth. Use this report to better understand the net worth situation for a single plan scenario. **Note:** Term life insurance policies and annuitized annuities do not appear on this report as they have no cash value.

Assets	Robert A.	Renee B.	Joint	Total
Non-Qualified Assets				
Checking			$178,000	$178,000
Savings			$32,000	$32,000
Total	**$0**	**$0**	**$210,000**	**$210,000**
Qualified Assets				
Robert's IRA	$279,000			$279,000
Robert's 401(K) Retirement Savings Plan	$732,000			$732,000
Renee's IRA		$78,000		$78,000
Renee's 401(K)		$538,000		$538,000
Total	**$1,011,000**	**$616,000**	**$0**	**$1,627,000**
Lifestyle Assets				
Residence			$700,000	$700,000
Personal Use Property			$55,000	$55,000
Total	**$0**	**$0**	**$755,000**	**$755,000**
Liabilities	**Robert A.**	**Renee B.**	**Joint**	**Total**
Mortgage			$358,765	$358,765
Car Loans			$42,000	$42,000
Total	**$0**	**$0**	**$400,765**	**$400,765**
Total Net Worth	**$1,011,000**	**$616,000**	**$564,235**	**$2,191,235**

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Proposed Plan

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Your net worth for this plan is: **$2,191,235**

Net Worth Summary as of 8/9/2014

	Robert A.	Renee B.	Joint	Total
Assets				
Non-Qualified Assets	$0	$0	$210,000	$210,000
Qualified Assets	$1,011,000	$616,000	$0	$1,627,000
Lifestyle Assets	$0	$0	$755,000	$755,000
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Total	**$1,011,000**	**$616,000**	**$564,235**	**$2,191,235**

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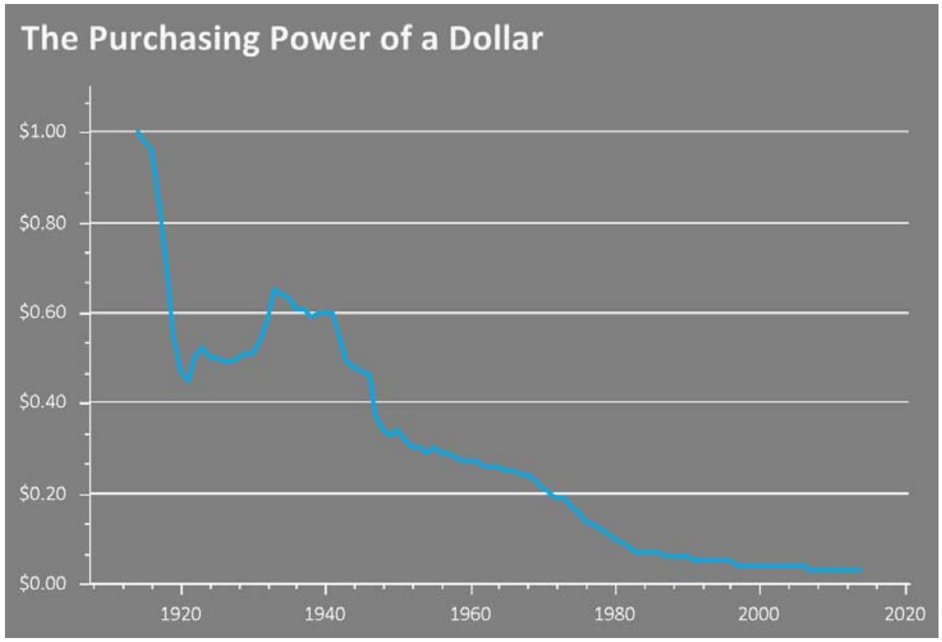
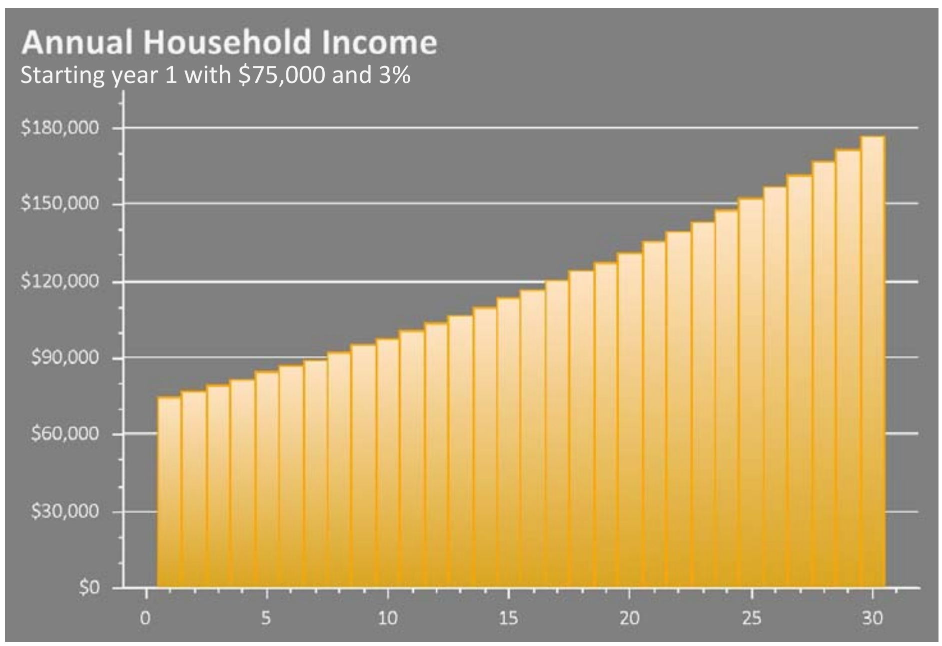
The Impact & History of Inflation

Impact

Inflation decreases the buying power of money slowly and consistently over time. As seen in the purchasing power of a dollar chart, $1 in 1914 would be able to purchase roughly $.03 worth of goods or services today. While our timeframes are generally shorter, the impact of inflation can still be highly detrimental over the course of even 30 years, which is shorter than the time period most individuals save for retirement. For example, take a family with a household income of $75,000 in today's dollars. Assuming 3.0% inflation, the family's household income would need to increase to nearly $177,000 30 years from now to maintain the same buying power. This is why investing and earning a strong rate of return are critical in saving for retirement.





Real Rate of Return

When we usually talk about return on investment, we are speaking about gross (also known as nominal) return. For instance, if you invest $100 in a stock today and that same stock is worth $110 in a year, you've received a 10% gross return. In reality, your return is generally much less. Without even taking into account the impact of trading fees, other investment expenses, and the substantial hit that taxes can take on a portfolio, inflation can dramatically reduce the buying power of that return. The inflation-adjusted gross return is known as the real rate of return. In this particular example, if there is inflation of 3%, our actual real rate of return is not 10% but 7%. Similarly, if we hold cash and do not invest it, there is in fact a real loss of 3% on this cash.

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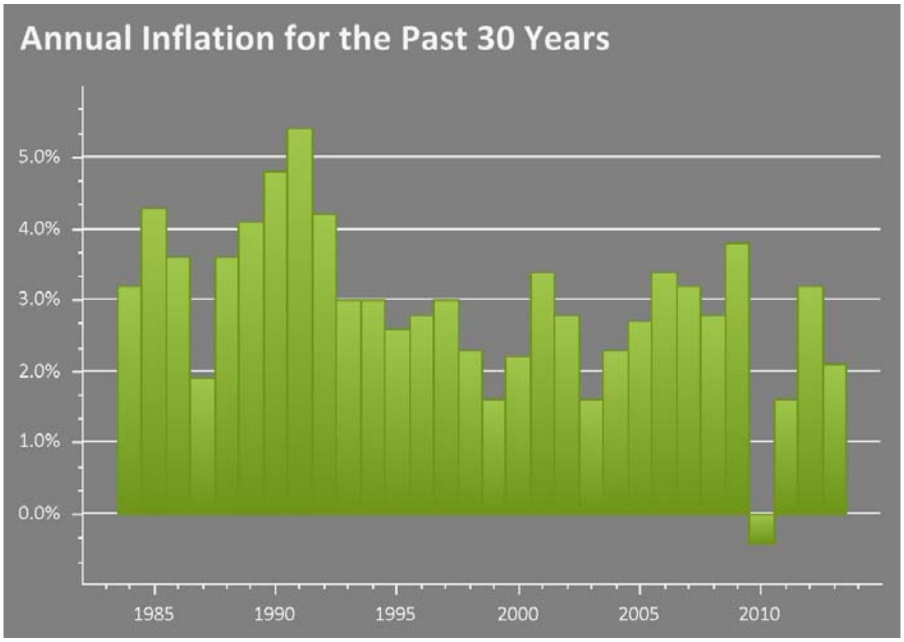
The Impact & History of Inflation Continued



Time Period	Annual Average CPI
1914-2013 (previous 100 years)	3.32%
1964-2013 (previous 50 years)	4.20%
1994-2013 (previous 20 years)	2.42%
2004-2013 (previous 10 years)	2.39%

History

Due to the impact that inflation can have on a financial plan, it is important to think about what the assumed level of inflation will have on that plan. As we can see in the attached table, inflation for the past 100 years is right around 3.3%. Therefore it may seem reasonable to use the standard 3% rate of inflation for future projections. However, we have seen inflation come down considerably in recent history, as annual inflation over the past 20 years is under 2.5%. Depending on your time horizon and preferences, you may want to stay with the standard 3% rate or alter it to demonstrate the effects that you prefer. A higher rate of inflation will be more conservative but may not be an accurate forecast of future inflation.

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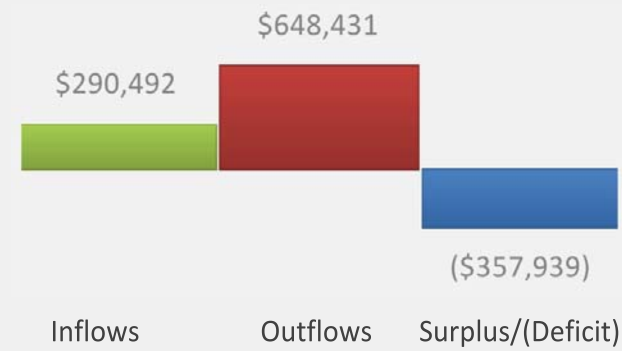
Current Year Cash Flow

Current Plan

This report displays detailed cash flow information over a single year for the selected plan scenario. Cash inflows and outflows are divided into categories to explain their source. Use this report to determine whether a cash flow surplus or deficit exists for the current year for the selected plan scenario.



Current Year Cash Flow	Robert A.	Renee B.	Total
Inflows			
Earned Income	$150,000	$94,000	$244,000
Non-Qualified Proceeds	$23,867	$22,625	$46,492
Total	**$173,867**	**$116,625**	**$290,492**
Outflows			
Lifestyle & Medical Expenses	$282,624	$282,624	$565,248
Non-Qualified Contributions	$1,488	$246	$1,734
Other Outflows	$2,400	$2,400	$4,800
Taxes	$45,655	$30,994	$76,649
Total	**$332,167**	**$316,264**	**$648,431**
Surplus/(Deficit)	**($158,300)**	**($199,639)**	**($357,939)**

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Cash Flow Outlook

Current Plan

This report projects detailed cash flow information over the next five years for the selected plan scenario. Cash inflows and outflows are organized by category and then summarized as aggregate totals; this strategy provides a holistic picture of the projected cash flow situation without sacrificing detailed information. Use this report to analyze the cash flow situation over the next five years for the selected plan scenario.

Year Age Robert A./Renee B.	2014 55/50	2015 56/51	2016 57/52	2017 58/53	2018 59/54
Cash Inflows					
Earned Income					
Salary	$125,000	$128,750	$132,613	$136,591	$140,689
Salary	$75,000	$77,250	$79,568	$81,955	$84,413
Bonus	$25,000	$25,750	$26,523	$27,318	$28,138
Bonus	$19,000	$19,570	$20,157	$20,762	$21,385
Total	**$244,000**	**$251,320**	**$258,860**	**$266,625**	**$274,624**
Non-Qualified Liquidations					
Checking	$44,547	$0	$0	$0	$0
Total	**$44,547**	**$0**	**$0**	**$0**	**$0**
Investment Income					
*Accrued Income - Interest	$1,242	$0	$0	$0	$0
Checking	$567	$1,363	$1,369	$1,375	$1,382
Savings	$136	$327	$328	$330	$331
Total	**$1,945**	**$1,689**	**$1,697**	**$1,705**	**$1,713**
Total Cash Inflows	**$290,492**	**$253,009**	**$260,557**	**$268,330**	**$276,337**
Cash Outflows					
Lifestyle Expenses					
Housing (e.g. utilities, repairs)	$54,000	$55,620	$57,289	$59,007	$60,777
Food	$6,600	$6,798	$7,002	$7,212	$7,428
Transportation (e.g. gas, insura...	$4,800	$4,944	$5,092	$5,245	$5,402
Entertainment (e.g. restaurants...	$6,000	$6,180	$6,365	$6,556	$6,753
Personal (e.g. clothing, hobbies)	$3,000	$3,090	$3,183	$3,278	$3,377
Other (e.g. child care, travel)	$3,000	$3,090	$3,183	$3,278	$3,377
Phone	$3,600	$3,708	$3,819	$3,934	$4,052
Auto Insurance	$1,800	$1,854	$1,910	$1,967	$2,026

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Year Age	Robert A./Renee B.	2014 55/50	2015 56/51	2016 57/52	2017 58/53	2018 59/54
Vacation Home		$450,000	$0	$0	$0	$0
Mortgage		$21,048	$21,048	$21,048	$21,048	$21,048
Car Loans		$11,400	$11,400	$11,400	$11,400	$10,975
Total		**$565,248**	**$117,732**	**$120,291**	**$122,926**	**$125,215**
Non-Qualified Reinvestments						
*Income already represented in...		$1,242	$0	$0	$0	$0
Checking		$397	$954	$958	$963	$967
Savings		$95	$229	$230	$231	$232
Total		**$1,734**	**$1,183**	**$1,188**	**$1,194**	**$1,199**
Miscellaneous Expenses						
Life Insurance		$2,400	$2,400	$2,400	$2,400	$2,400
Life Insurance		$2,400	$2,400	$2,400	$2,400	$2,400
Total		**$4,800**	**$4,800**	**$4,800**	**$4,800**	**$4,800**
Taxes						
Federal Income Tax		$45,608	$40,567	$41,901	$43,275	$44,692
State Income Tax		$12,863	$10,968	$11,329	$11,701	$12,085
Social Security Tax - Employment		$13,082	$13,350	$13,846	$14,459	$15,097
Medicare Tax		$5,097	$3,720	$3,898	$4,080	$4,269
Total		**$76,649**	**$68,604**	**$70,973**	**$73,516**	**$76,142**
Total Cash Outflows		**$648,431**	**$192,319**	**$197,252**	**$202,436**	**$207,357**
Surplus/(Deficit)		**($357,939)**	**$60,691**	**$63,305**	**$65,895**	**$68,981**

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Proposed Plan

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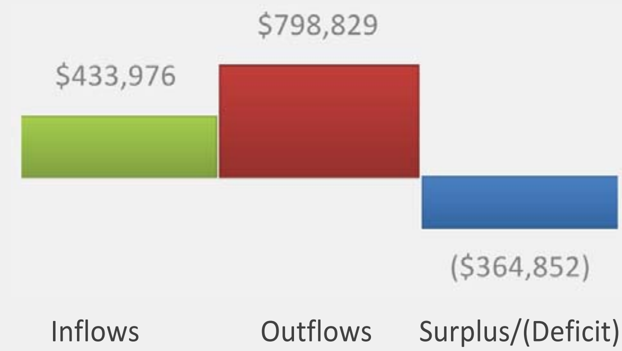

Current Year Cash Flow	Robert A.	Renee B.	Total
Inflows			
Earned Income	$150,000	$94,000	$244,000
Non-Qualified Proceeds	$95,609	$94,367	$189,976
Total	**$245,609**	**$188,367**	**$433,976**
Outflows			
Lifestyle & Medical Expenses	$282,624	$282,624	$565,248
Non-Qualified Contributions	$64,768	$63,526	$128,295
Other Outflows	$2,400	$2,400	$4,800
Taxes	$58,230	$42,256	$100,486
Total	**$408,022**	**$390,807**	**$798,829**
Surplus/(Deficit)	**($162,413)**	**($202,440)**	**($364,852)**

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Cash Flow Outlook

Proposed Plan

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Year Age Robert A./Renee B.	2014 55/50	2015 56/51	2016 57/52	2017 58/53	2018 59/54
Cash Inflows					
Earned Income					
Salary	$125,000	$128,750	$132,613	$136,591	$140,689
Salary	$75,000	$77,250	$79,568	$81,955	$84,413
Bonus	$25,000	$25,750	$26,523	$27,318	$28,138
Bonus	$19,000	$19,570	$20,157	$20,762	$21,385
Total	**$244,000**	**$251,320**	**$258,860**	**$266,625**	**$274,624**
Non-Qualified Liquidations					
Checking	$186,265	$0	$0	$0	$0
Total	**$186,265**	**$0**	**$0**	**$0**	**$0**
Investment Income					
*Accrued Income - Interest	$1,242	$0	$0	$0	$0
Checking	$2,333	$4,785	$5,016	$5,260	$5,516
Savings	$136	$327	$328	$330	$331
Total	**$3,711**	**$5,112**	**$5,345**	**$5,590**	**$5,847**
Total Cash Inflows	**$433,976**	**$256,432**	**$264,204**	**$272,215**	**$280,471**
Cash Outflows					
Lifestyle Expenses					
Housing (e.g. utilities, repairs)	$54,000	$55,620	$57,289	$59,007	$60,777
Food	$6,600	$6,798	$7,002	$7,212	$7,428
Transportation (e.g. gas, insura...	$4,800	$4,944	$5,092	$5,245	$5,402
Entertainment (e.g. restaurants...	$6,000	$6,180	$6,365	$6,556	$6,753
Personal (e.g. clothing, hobbies)	$3,000	$3,090	$3,183	$3,278	$3,377
Other (e.g. child care, travel)	$3,000	$3,090	$3,183	$3,278	$3,377
Phone	$3,600	$3,708	$3,819	$3,934	$4,052
Auto Insurance	$1,800	$1,854	$1,910	$1,967	$2,026

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Vacation Home	$450,000	$0	$0	$0	$0
Mortgage	$21,048	$21,048	$21,048	$21,048	$21,048
Car Loans	$11,400	$11,400	$11,400	$11,400	$10,975
Total	**$565,248**	**$117,732**	**$120,291**	**$122,926**	**$125,215**
Non-Qualified Savings					
Checking	$126,825	$0	$0	$0	$0
Total	**$126,825**	**$0**	**$0**	**$0**	**$0**
Non-Qualified Reinvestments					
*Income already represented in...	$1,242	$0	$0	$0	$0
Checking	$132	$3,443	$3,610	$3,785	$3,970
Savings	$95	$229	$230	$231	$232
Total	**$1,470**	**$3,672**	**$3,840**	**$4,016**	**$4,202**
Miscellaneous Expenses					
Life Insurance	$2,400	$2,400	$2,400	$2,400	$2,400
Life Insurance	$2,400	$2,400	$2,400	$2,400	$2,400
Total	**$4,800**	**$4,800**	**$4,800**	**$4,800**	**$4,800**
Taxes					
Federal Income Tax	$60,954	$41,266	$42,650	$44,077	$45,548
State Income Tax	$18,028	$11,128	$11,501	$11,885	$12,281
Social Security Tax - Employment	$13,082	$13,350	$13,846	$14,459	$15,097
Medicare Tax	$8,422	$3,850	$4,036	$4,228	$4,426
Total	**$100,486**	**$69,594**	**$72,033**	**$74,649**	**$77,352**
Total Cash Outflows	**$798,829**	**$195,798**	**$200,963**	**$206,391**	**$211,570**
Surplus/(Deficit)	**($364,852)**	**$60,634**	**$63,241**	**$65,824**	**$68,902**

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AN INTRODUCTION

Planning to Reduce Your Tax Burden

Evasion vs. Avoidance

Tax avoidance may sound suspicious, but it is simply a reference to the usage of legal methods to minimize your tax liability. In other words, it can be referred to as tax planning. It is important to segregate this from tax evasion, which is the usage of illegal methods to avoid taxes. Reducing your tax liability is not only available to the super rich. In fact, nearly all middle class individuals can take advantage of legal methods to reduce taxes, and improve their financial outlook. By finding these techniques and engaging in proper tax planning, you can maximize your financial potential.

The effect of Taxes on Your Investment Portfolio

Investment tax planning focuses on the tax implications of your investment selections. Understanding how taxes affect your investments should have an impact on your asset allocation decisions. For example, corporate and most government bonds generate ordinary income taxed at your marginal tax bracket. However, municipal bonds are generally exempt from Federal taxation. Nearly all of the largest and most established companies that are publicly traded pay dividends to their shareholders, which are generally eligible for a reduced income tax rate. The returns from high growth companies that do not pay dividends are more likely to come from capital gains, which also may be taxed at a rate lower than ordinary income if the stock has been held for more than a year (a long-term capital gain). However, for short-term gains, these returns will be taxed at ordinary gain rates.

Tax-advantaged Accounts

When saving for retirement, it may be preferable to invest in tax-advantaged vehicles such as a 401(k) through your employer, an IRA, or a Roth IRA. Which account you choose is based on a variety of details; but, in general, these accounts can help to reduce or delay payment of taxes. While investing in a 401(k) account does have tax advantages, it is primarily beneficial due to any matching provisions that your employer may offer.

Focus on the Big Picture

While the tax implications of your decisions should be taken into consideration, they should not be the sole characteristic that is considered. If your tax objective is to select tax-favorable investments, it should be consistent with your return rate expectations, risk tolerance, time horizon, and other constraints. Strategies like tax-harvesting can be helpful in reducing your tax burden, but you should not sell an asset merely because of tax considerations. You should review your goals comprehensively before significant transactions take place.

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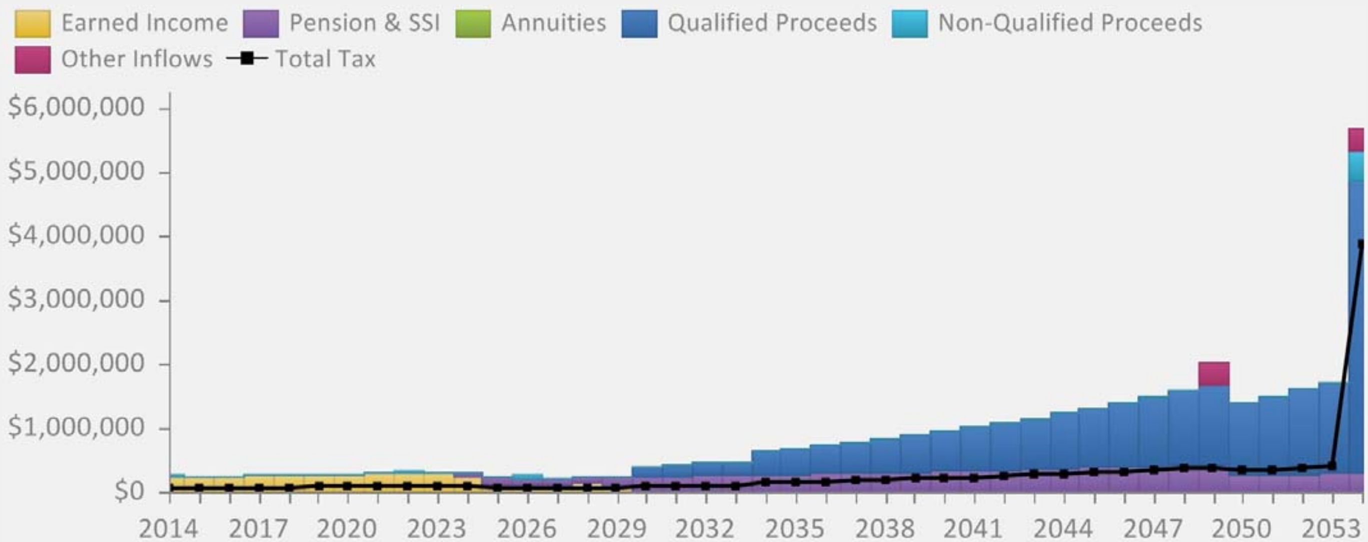
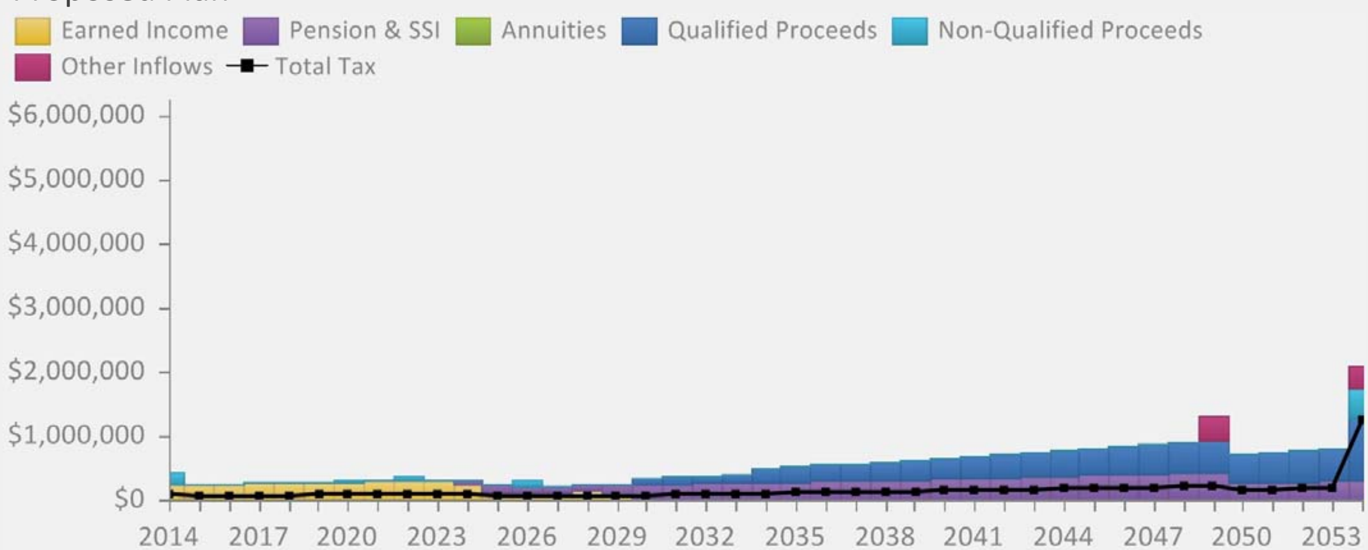
Income Sources & Total Tax

The following graphs compare your total tax liability to your income sources. This comparison demonstrates how your overall tax burden is affected by changes to your income sources. In addition to federal and state regular income tax, total tax includes Medicare, Social Security, Alternative Minimum Tax, and gifting and estate taxes. The other inflows category includes insurance benefits, lifestyle asset liquidations, and other miscellaneous income not included elsewhere.

Current Plan



Proposed Plan



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AN INTRODUCTION

Asset Allocation: Managing Your Portfolio for Success

Strategically planning how to invest each portion of your investment portfolio is important because each asset class varies in terms of its risk and return characteristics.

Suitability

Whether or not an asset is suitable for you is determined by how well it fits within your portfolio. It is important to always evaluate investments in this way; that is: from the perspective of the portfolio, not the individual investment. Even an investment with risk characteristics out-of-line with a desired outcome may still be appropriate when considered in the context of how the overall portfolio's risk and return are affected.

How you choose to construct your portfolio in light of these considerations is a personal decision based on your unique investment objectives and constraints. These often include your investment horizon, risk tolerance, liquidity needs, and tax constraints; but can also include any other factors that make your situation unique.

Put concisely, suitability is a catch-all term that references whether or not an investment is suitable for you and your portfolio.

Diversification

When constructing an investment portfolio, the best method for protecting yourself from short-term market volatility is proper diversification. Many studies have indicated that diversification (achieved through proper asset allocation) is a primary determinant of the variation of returns within a portfolio. This means that diversification is often more important that the selection of individual securities because a well-diversified portfolio is likely to protect you from volatility.

Diversification is achieved by selecting assets that, as a portfolio, are in accordance with your overall investment goals. Choosing investments that demonstrate varying performance patterns will mean that in a downturn, poor performance of one investment will not adversely affect the entire portfolio. In this way, asset allocation acts as a vehicle for diversification. Your individual needs should determine how diversified your portfolio should be, but a level of diversification that results in a portfolio at or near the efficient frontier is usually recommended.

Basic Allocation

The number of potential asset allocations is as diverse as the needs of each investor. To underline this potential for variation, consider the following example allocation: 60% stocks, 30% bonds, and 10% cash. Within each of those categories, there may be investments that perform very differently. The volatility of stocks can be wide-ranging; large cap stocks tend to be more stable than small cap stocks, whereas the stocks of growth companies (such as those developing emerging technologies) generally do not fluctuate as much as more established value-oriented stocks. Furthermore, investments held in the 'cash' asset class could be anything from a savings account, to a certificate of deposit (CD), to a money market account. In addition to these simple asset classes, you can choose to invest in a number of other asset classes.

The performance characteristics of current and potential investments should be discussed with an advisor to determine whether or not they meet your needs in light of your portfolio preferences and financial goals.

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Current Asset Mix

This report displays the current asset mix-the asset mix in use as of the plan analysis date. This report shows detailed asset information including standard deviation and rate of return for each asset class. Use this report to demonstrate the current asset mix.

Rate of Return - 8.95% **Standard Deviation - 16.77%**

Asset Class	Market Value	%
Large Cap Growth Equity	$279,000	15.19%
Large Cap Value Equity	$810,000	44.09%
Mid Cap Equity	$538,000	29.29%
Cash	$210,000	11.43%
Total	**$1,837,000**	

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Asset Allocation Portfolio Comparison - Suggested

Proposed Plan

This report compares your current asset mix to your suggested asset mix for your entire portfolio.

Current Asset Mix

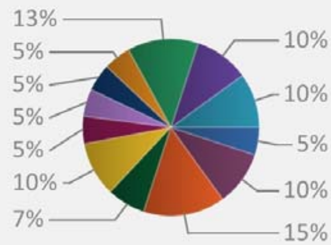
Investor Profile: Current - Rebalanced

Rate of Return - 8.95%

Standard Deviation - 16.77%

Suggested Asset Mix

Investor Profile: Moderate



Rate of Return - 7.17%

Standard Deviation - 11.14%

	Current		Suggested		
Asset Class	**Market Value**	**%**	**Market Value**	**%**	**Change**
Large Cap Growth Equity	$279,000	15.19%	$0	0.00%	-15.19%
Large Cap Value Equity	$810,000	44.09%	$183,700	10.00%	-34.09%
Mid Cap Equity	$538,000	29.29%	$183,700	10.00%	-19.29%
Small Cap Equity	$0	0.00%	$238,810	13.00%	13.00%
US REITs	$0	0.00%	$91,850	5.00%	5.00%
International Equity	$0	0.00%	$91,850	5.00%	5.00%
Emerging Markets Equity	$0	0.00%	$91,850	5.00%	5.00%
Long Term Bonds	$0	0.00%	$91,850	5.00%	5.00%
Intermediate Term Bonds	$0	0.00%	$183,700	10.00%	10.00%
Short Term Bonds	$0	0.00%	$128,590	7.00%	7.00%
High Yield Bonds	$0	0.00%	$275,550	15.00%	15.00%
International Bonds	$0	0.00%	$183,700	10.00%	10.00%
Cash	$210,000	11.43%	$91,850	5.00%	-6.43%
Total	**$1,837,000**		**$1,837,000**		

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***Note:** Modifications have been made to the suggested asset mix. As a result, the implemented asset mix will be used.

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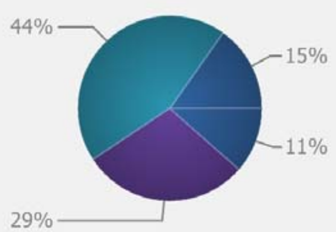
Asset Allocation Portfolio Comparison - Implemented

Proposed Plan

This report compares your current asset mix to the implemented asset mix for your entire portfolio. The implemented asset mix will be used for this plan scenario.

Current Asset Mix

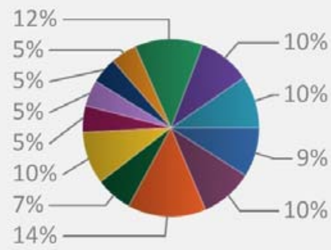
Investor Profile: Current - Rebalanced



Rate of Return - 8.95%

Standard Deviation - 16.77%

Implemented Asset Mix



Rate of Return - 6.91%

Standard Deviation - 10.68%

	Current		Implemented		
Asset Class	**Market Value**	**%**	**Market Value**	**%**	**Change**
Large Cap Growth Equity	$279,000	15.19%	$0	0.00%	-15.19%
Large Cap Value Equity	$810,000	44.09%	$176,050	9.58%	-34.51%
Mid Cap Equity	$538,000	29.29%	$176,050	9.58%	-19.70%
Small Cap Equity	$0	0.00%	$228,865	12.46%	12.46%
US REITs	$0	0.00%	$88,025	4.79%	4.79%
International Equity	$0	0.00%	$88,025	4.79%	4.79%
Emerging Markets Equity	$0	0.00%	$88,025	4.79%	4.79%
Long Term Bonds	$0	0.00%	$88,025	4.79%	4.79%
Intermediate Term Bonds	$0	0.00%	$176,050	9.58%	9.58%
Short Term Bonds	$0	0.00%	$123,235	6.71%	6.71%
High Yield Bonds	$0	0.00%	$264,075	14.38%	14.38%
International Bonds	$0	0.00%	$176,050	9.58%	9.58%
Cash	$210,000	11.43%	$164,525	8.96%	-2.48%
Total	**$1,837,000**		**$1,837,000**		

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AN INTRODUCTION

Retirement - Setting Goals & Addressing Risk

Setting Retirement Goals
Saving enough to support ourselves in retirement is often viewed as the most important financial goal. In order to determine the best method for achieving this goal, you must make several key considerations. What are your retirement goals? How do they affect the level of assets you will need? What level of risk can you tolerate? Based on your answers to these questions, a variety of responses may be appropriate; you may need to reduce expenses now or set assets aside. Whatever your best course of action is, the goals you set and the level of acceptable risk you accept are primary concerns.

Addressing Retirement Risks
The level of risk you can tolerate depends not only on your attitude toward risk, but also on your financial situation. The most critical point in determining the ability to take risk and how to allocate investments for retirement is the financial planning process. There are three primary risks that can lead to failure: financial market risk, longevity risk, and the risk of not saving enough.

Financial Market Risk
This includes the volatility of investment returns, as well as the risk to your earning power. If the value of investments allocated to retirement goals drops early in the retirement period, the portfolio may not be able to generate the income necessary for cash flow needs. Too often in the financial planning process, a constant rate of return is assumed. Protracted economic slowdowns can greatly decrease the personal earnings that fund retirement, and could all but remove the option of earning additional income from employment in retirement if necessary.

Longevity Risk
While we all generally desire to live longer, there is risk in outliving the assets saved for retirement. This is especially true for those who retire early. For individuals retiring at age 65, there is a 70% chance that they will reach age 80 if female, and 62% if male. This means that it is likely that you will need to save for at least 15 years of expenses after your work years; and potentially many more. This potential risk continues to increase alongside rising life expectancies.

Risk of Not Saving Enough
Retirees are increasingly relying on investment income from their own portfolio, employer defined contribution plans, and social security. Because of the uncertainty of returns from these income sources, it is difficult to determine exactly how much income will be available each year. Maximizing 401k contributions that are matched by employers and setting aside funds for retirement before being deposited into personal accounts are just two ways that may help you increase your savings.

By adequately identifying your retirement goals, how much risk you can tolerate, and what risks pose the greatest threat to your goals, you and your financial advisor can take steps to most efficiently and effectively increase the likelihood that you will achieve all of your objectives in retirement.

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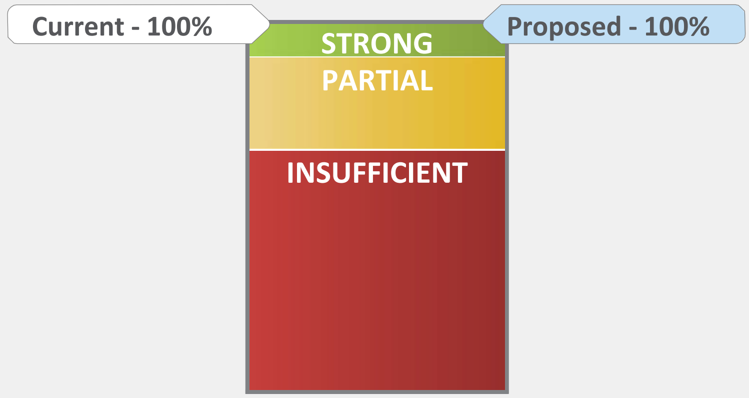
Retirement Goal Coverage

This report shows progress towards the retirement goal. That is, your ability to cover expenses, pay taxes, and maintain discretionary spending during your retirement. The chart to the right compares your current situation to the recommended plan.

The table below contains a comparison of assumptions, needs, and other goals in both the current situation and in all other situations.

RETIREMENT GOAL COVERAGE



Assumptions		Current Plan	Proposed Plan
Retirement Age -	Robert A.	65	65
Life Expectancy -	Robert A.	90	90
Retirement Age -	Renee B.	65	65
Life Expectancy -	Renee B.	90	90
Inflation Rate		3.00%	3.00%
1st Year Retirement Needs*		$18,673	$18,673
Current Year Needs		$18,673	$18,673
Assets Funding Retirement		$1,627,000	$1,627,000
Current Monthly Savings		$0	$0
Additional Monthly Savings		$0	$0
Savings Start Date		9/1/2014	9/1/2014
Savings Indexed At		0.00%	0.00%
Additional Lump Sum Savings		$0	$0
Savings Date		9/1/2014	9/1/2014
Pre-Retirement Rate of Return		9.97%	**7.17%**
Retirement Rate of Return		9.97%	**7.17%**
Plan Overview			
Net Worth at Retirement		$5,377,523	**$4,453,185**
Net Worth at Plan End		$16,756,669	**$8,123,469**
Year of First Shortfall		--	--

** = Today's Dollars*

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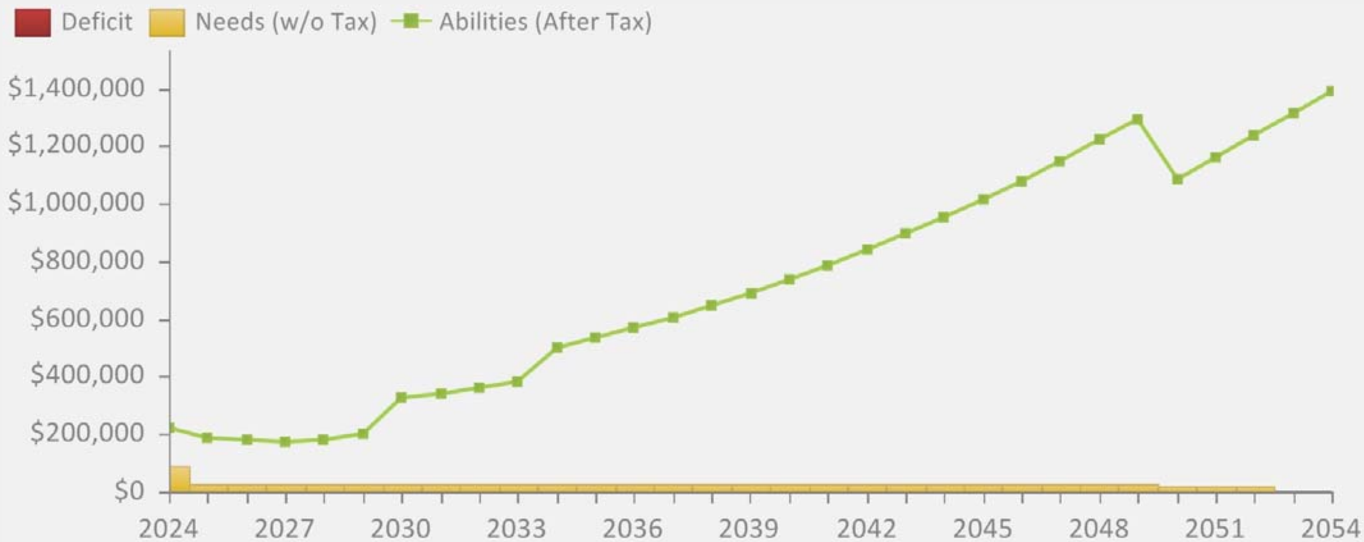
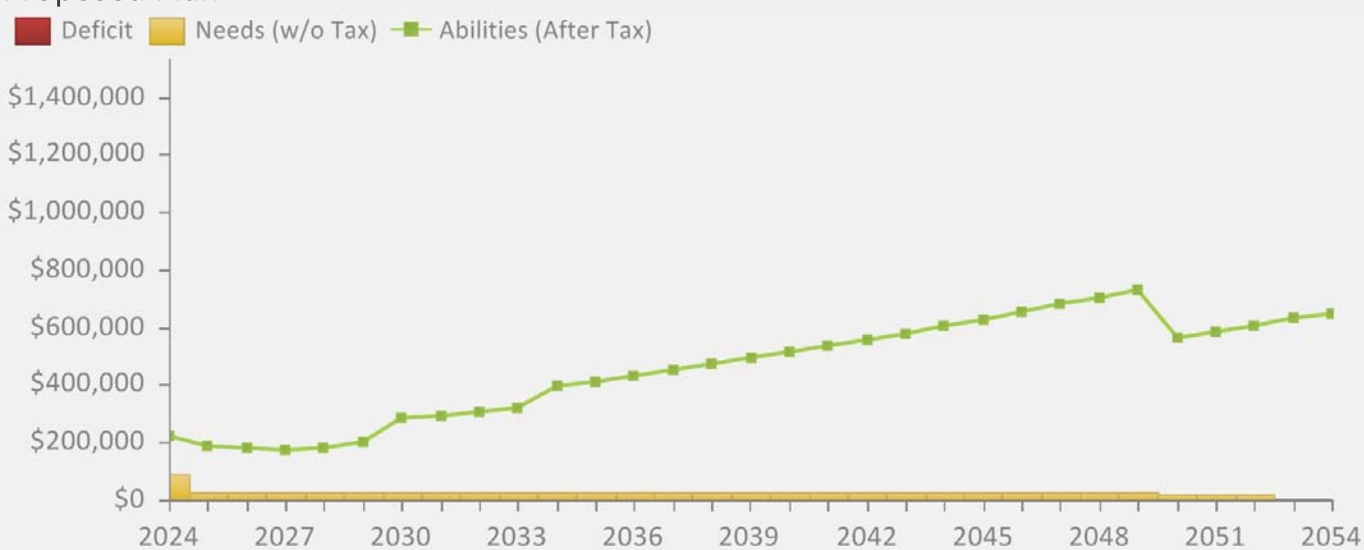
Retirement Needs vs. Abilities

This report compares retirement needs against abilities for all included plan scenarios. All values in this report are end-of-year values and all cash inflows are shown as after-tax values. Use this report to monitor a plan's ability to meet needs throughout the retirement period as well as to analyze any need for changes to the retirement goal.

Current Plan



Proposed Plan



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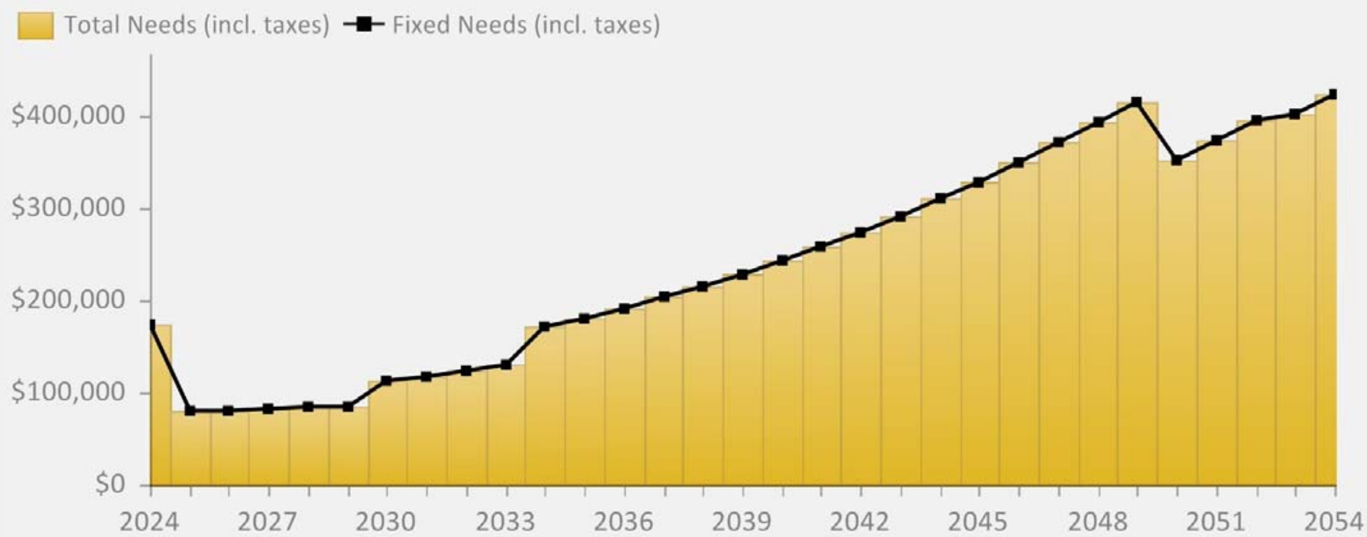
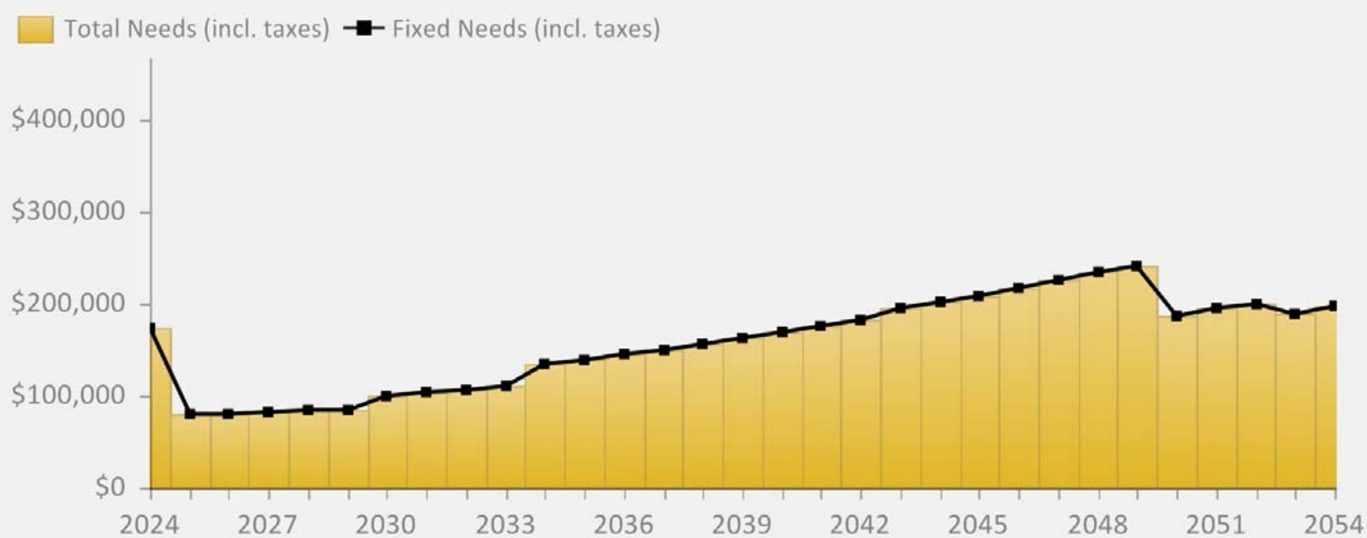
Retirement Objective Comparison

The report displayed below represents your income needs during retirement for the current and proposed plan scenarios. Use this report to compare retirement needs in the current and proposed plan scenarios.

Current Plan



Proposed Plan



Note: Some expenses in this assessment may include an annual inflation rate. This means your income needs may increase each year according to this rate.

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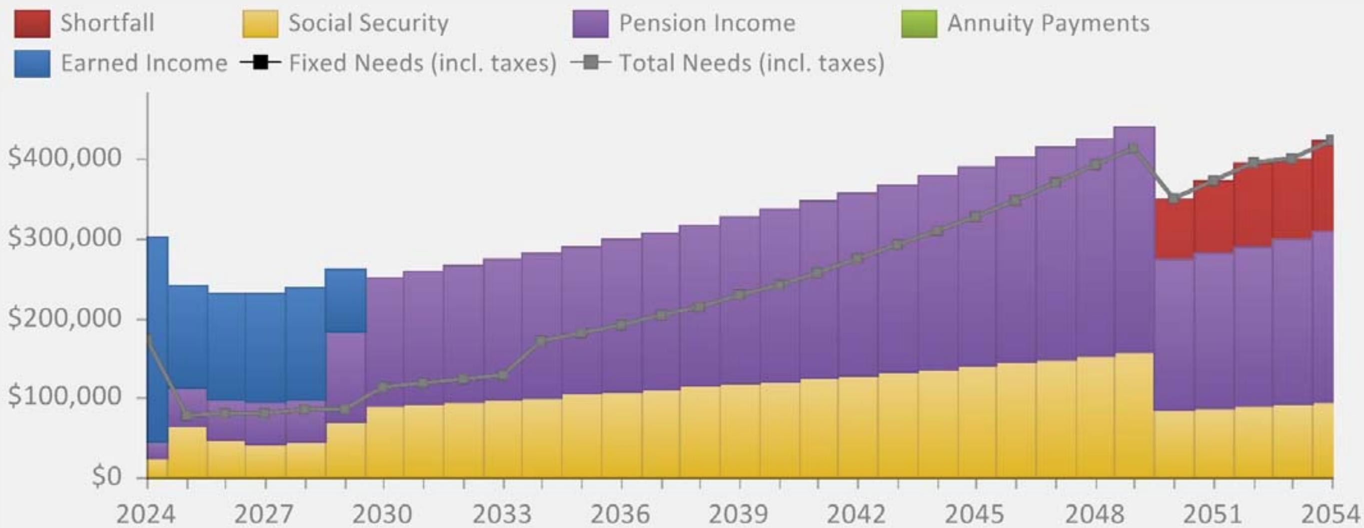
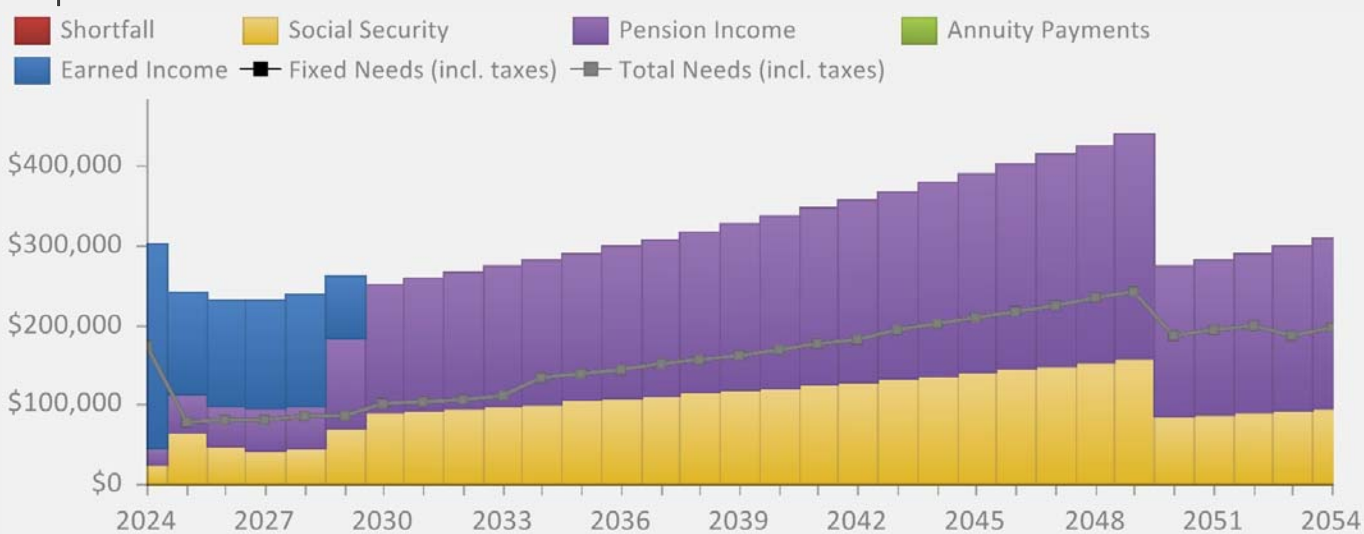
Retirement Income Comparison

The information in the following graphs compares your projected fixed income in retirement with your fixed and total needs in retirement. The shortfalls represent the inability of those income sources to cover expenses in retirement, purely from a cash flow perspective. This means that shortfalls will be reflected even if assets are available to be redeemed. You should review the availability of those assets in light of any shortfalls that occur so that you can adequately meet your financial goals.

Current Plan



Proposed Plan



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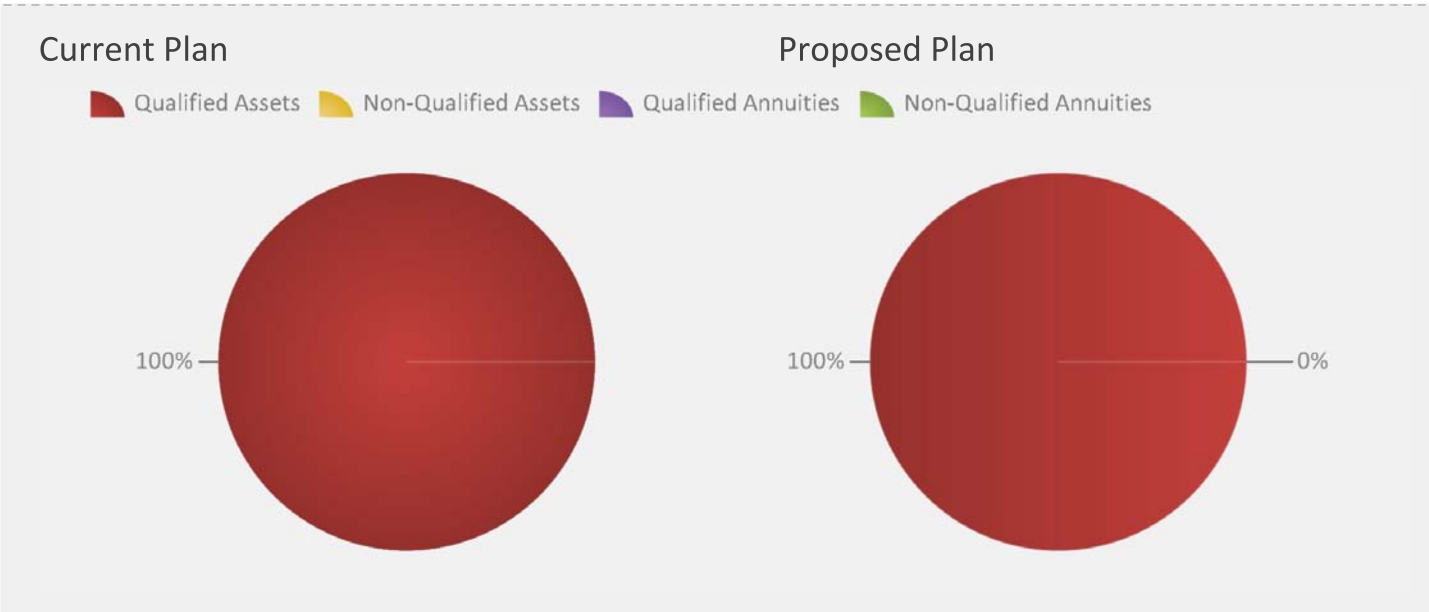
Assets at Retirement

This report displays the total assets available to fund the retirement goal-in the year of retirement-for the selected plan scenarios. The assets shown in this report include those specifically designated for the retirement goal as well as other unallocated assets (i.e. Business and Real Estate Assets). Use this report to determine the total assets available to fund retirement.



Asset Summary	Current Plan		Proposed Plan	
	Total	Funding Retirement	Total	Funding Retirement
Non-Qualified Assets	$126,937	$0	$142,276	$0
Qualified Assets	$4,113,986	$4,113,986	$3,174,310	$3,174,310
Lifestyle Assets	$1,455,123	-	$1,455,123	-
Total Assets	**$5,696,047**	**$4,113,986**	**$4,771,709**	**$3,174,310**

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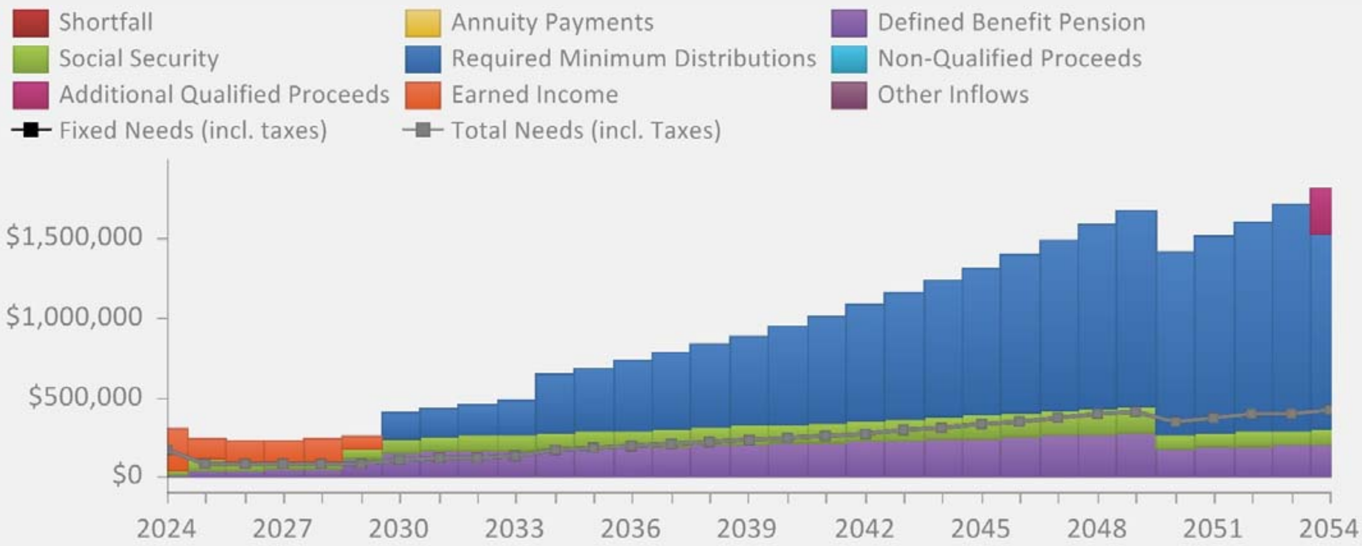
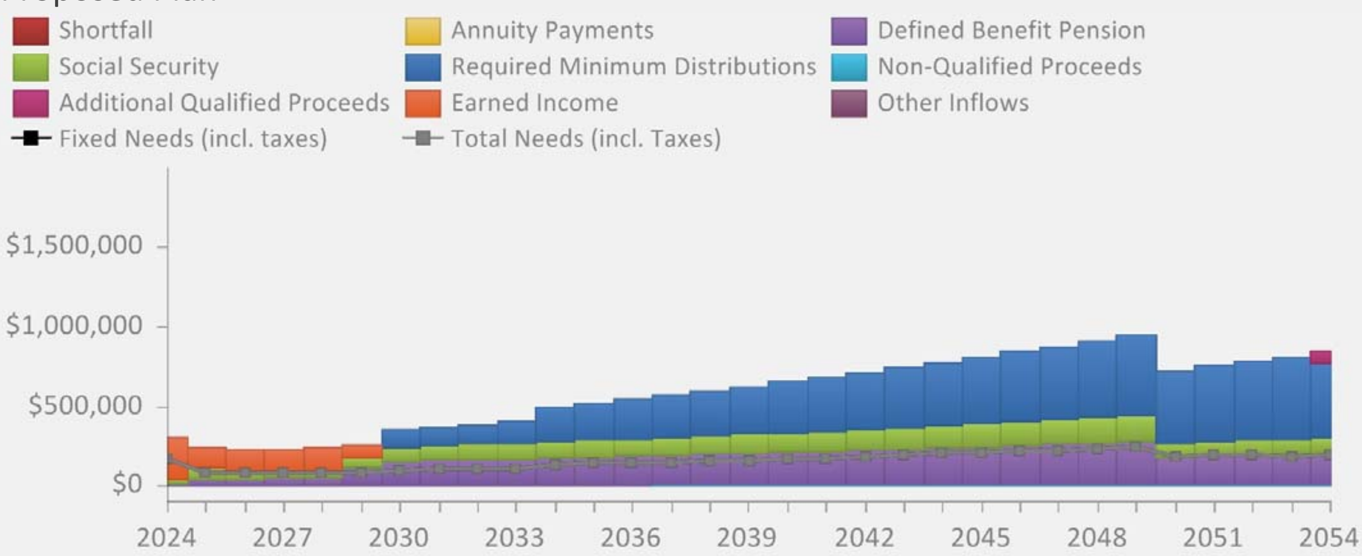
Retirement Objective Coverage

This report compares retirement income needs to retirement incomes and assets. Under the current plan, **100%** of your retirement income needs are met, under the proposed plan **100%** of these needs are met.

Current Plan



Proposed Plan



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Retirement Capital Comparison

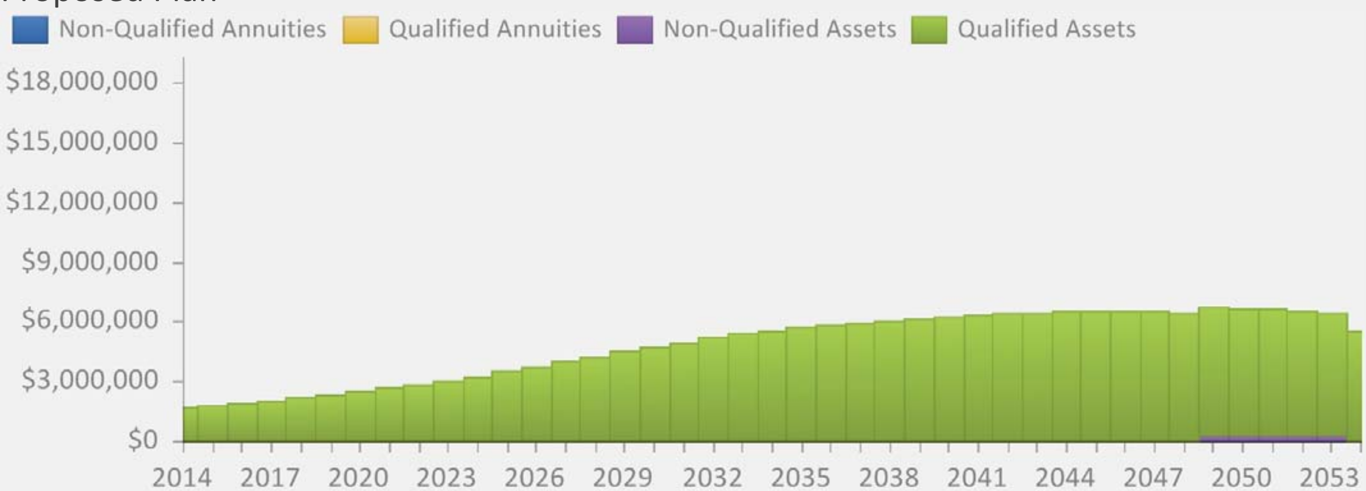
This report displays changes to the value of your retirement assets over the retirement period. These assets include all qualified and non-qualified assets allocated to fund retirement goals. A separate graph is shown for the current plan, the proposed plan, as well as for any alternative plans. This report also displays the date for major events in the plan to help better show how these events affect the value of retirement assets. **Note:** The values for retirement assets shown in this report are end-of-year values.

Current Plan

Retirement Withdrawal Rate for 2025 - 0.0%

Proposed Plan

Retirement Withdrawal Rate for 2025 - 0.0%



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Qualified Account Activity in Retirement

Current Plan

The following report illustrates the activity in your qualified accounts throughout the retirement period. Required minimum distributions and additional qualified distributions provide income that is used to cover your retirement needs. While qualified accounts may be a large part of your retirement portfolio, it is important to note that others assets dedicated to your retirement goals are not included in the table below. Managing your qualified accounts is a key part of the financial planning process and should be reviewed in detail to ensure you reach your financial goals.

Year	Age	SOY Market Value[1]	Client's RMDs[2]	Co-Client's RMDs	Additional Distributions[3]	Contributions	Growth	EOY Market Value[4]
2014	55/50	$1,627,000	$0	$0	$0	$0	$66,538	$1,693,538
2015	56/51	$1,693,538	$0	$0	$0	$0	$164,211	$1,857,749
2016	57/52	$1,857,749	$0	$0	$0	$0	$180,134	$2,037,882
2017	58/53	$2,037,882	$0	$0	$0	$0	$197,600	$2,235,482
2018	59/54	$2,235,482	$0	$0	$0	$0	$216,760	$2,452,242
2019	60/55	$2,452,242	$0	$0	$0	$0	$237,778	$2,690,020
2020	61/56	$2,690,020	$0	$0	$0	$0	$260,833	$2,950,853
2021	62/57	$2,950,853	$0	$0	$0	$0	$286,125	$3,236,977
2022	63/58	$3,236,977	$0	$0	$0	$0	$313,868	$3,550,846
2023	64/59	$3,550,846	$0	$0	$0	$0	$344,302	$3,895,148
2024	*65/60	$3,895,148	$0	$0	$0	$0	$377,687	$4,272,834
2025	66/61	$4,272,834	$0	$0	$0	$0	$414,308	$4,687,142
2026	67/62	$4,687,142	$0	$0	$0	$0	$454,481	$5,141,624
2027	68/63	$5,141,624	$0	$0	$0	$0	$498,549	$5,640,173
2028	69/64	$5,640,173	$0	$0	$0	$0	$546,890	$6,187,063
2029	70/65*	$6,187,063	$0	$0	$0	$0	$599,918	$6,786,981
2030	71/66	$6,786,981	$159,146	$0	$0	$0	$649,778	$7,277,614
2031	72/67	$7,277,614	$174,173	$0	$0	$0	$696,567	$7,800,008

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Year	Age	SOY Market Value[1]	Client's RMDs[2]	Co-Client's RMDs	Additional Distributions[3]	Contributions	Growth	EOY Market Value[4]
2032	73/68	$7,800,008	$190,603	$0	$0	$0	$746,362	$8,355,766
2033	74/69	$8,355,766	$208,565	$0	$0	$0	$799,312	$8,946,514
2034	75/70	$8,946,514	$228,196	$135,796	$0	$0	$848,477	$9,430,998
2035	76/71	$9,430,998	$249,649	$148,631	$0	$0	$893,663	$9,926,381
2036	77/72	$9,926,381	$271,800	$162,665	$0	$0	$939,808	$10,431,724
2037	78/73	$10,431,724	$297,284	$178,010	$0	$0	$986,675	$10,943,105
2038	79/74	$10,943,105	$323,448	$194,785	$0	$0	$1,034,018	$11,458,890
2039	80/75	$11,458,890	$351,789	$213,119	$0	$0	$1,081,592	$11,975,573
2040	81/76	$11,975,573	$382,467	$233,155	$0	$0	$1,129,043	$12,488,994
2041	82/77	$12,488,994	$415,646	$253,842	$0	$0	$1,176,012	$12,995,518
2042	83/78	$12,995,518	$451,495	$277,643	$0	$0	$1,222,011	$13,488,391
2043	84/79	$13,488,391	$490,186	$302,077	$0	$0	$1,266,504	$13,962,632
2044	85/80	$13,962,632	$528,298	$328,546	$0	$0	$1,309,115	$14,414,902
2045	86/81	$14,414,902	$568,870	$357,198	$0	$0	$1,349,353	$14,838,188
2046	87/82	$14,838,188	$611,958	$388,184	$0	$0	$1,386,527	$15,224,573
2047	88/83	$15,224,573	$657,594	$421,665	$0	$0	$1,419,860	$15,565,175
2048	89/84	$15,565,175	$705,774	$457,799	$0	$0	$1,448,482	$15,850,083
2049	90/85	$15,850,083	$749,812	$493,393	$0	$0	$1,471,948	$16,078,825
2050	-/86	$16,078,825	$0	$1,140,342	$0	$0	$1,499,501	$16,437,984
2051	-/87	$16,437,984	$0	$1,226,715	$0	$0	$1,529,814	$16,741,083
2052	-/88	$16,741,083	$0	$1,318,196	$0	$0	$1,554,426	$16,977,313
2053	-/89	$16,977,313	$0	$1,414,776	$0	$0	$1,572,286	$17,134,823
2054	-/90	$17,134,823	$0	$1,503,055	$3,070,068	$0	$1,582,948	$14,144,649

[1] SOY denotes start of year. [2]RMDs are the required minimum distributions for your qualified accounts. [3]Additional distributions consist of any capital withdrawals as well as any investment income that has not been reinvested above the required minimum withdrawal amount. [4]EOY denotes end of year.

** = year of retirement*

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Retirement Income & Expenses

Proposed Plan

This report shows your annual cash flow during the retirement period, for the selected plan scenario. Positive cash flow values are shown in bold whereas negative values are shown in red and in parentheses. Use this report to show detailed cash flow information and thereby demonstrate the underlying numbers that comprise the year-over-year cash flow graphs.

Year	Age	Social Security	Defined Benefit Pension	Earned Income	Required Minimum Distributions	Additional Qualified Proceeds	Non-Qualified Proceeds	Fixed Needs (incl. taxes)	Total Needs (incl. taxes)	Shortfall
2024	*65/60	$26,153	$19,599	$257,920	$0	$0	$0	$173,349	$173,349	-
2025	66/61	$64,651	$48,448	$130,118	$0	$0	$0	$79,256	$79,256	-
2026	67/62	$48,466	$49,902	$134,022	$0	$0	$0	$80,187	$80,187	-
2027	68/63	$43,697	$51,399	$138,042	$0	$0	$0	$81,958	$81,958	-
2028	69/64	$45,008	$52,941	$142,183	$0	$0	$0	$85,219	$85,219	-
2029	70/65*	$70,651	$113,602	$78,288	$0	$0	$0	$84,708	$84,708	-
2030	71/66	$90,642	$160,471	$0	$106,819	$0	$0	$100,385	$100,385	-
2031	72/67	$93,361	$165,285	$0	$113,874	$0	$0	$103,705	$103,705	-
2032	73/68	$96,162	$170,243	$0	$121,383	$0	$0	$107,183	$107,183	-
2033	74/69	$99,047	$175,351	$0	$129,373	$0	$0	$110,827	$110,827	-
2034	75/70	$102,019	$180,611	$0	$220,073	$0	$0	$133,930	$133,930	-
2035	76/71	$105,079	$186,029	$0	$234,550	$0	$0	$139,208	$139,208	-
2036	77/72	$108,232	$191,610	$0	$249,210	$0	$0	$144,587	$144,587	-
2037	78/73	$111,478	$197,359	$0	$265,540	$0	$0	$150,419	$150,419	-
2038	79/74	$114,823	$203,279	$0	$281,994	$0	$0	$156,342	$156,342	-
2039	80/75	$118,267	$209,378	$0	$299,385	$0	$0	$162,549	$162,549	-
2040	81/76	$121,816	$215,659	$0	$317,756	$0	$0	$169,053	$169,053	-
2041	82/77	$125,470	$222,129	$0	$336,539	$0	$0	$175,722	$175,722	-

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Year	Age	Social Security	Defined Benefit Pension	Earned Income	Required Minimum Distributions	Additional Qualified Proceeds	Non-Qualified Proceeds	Fixed Needs (incl. taxes)	Total Needs (incl. taxes)	Shortfall
2042	83/78	$129,234	$228,793	$0	$356,949	$0	$0	$182,843	$182,843	-
2043	84/79	$133,111	$235,657	$0	$377,705	$0	$0	$194,486	$194,486	-
2044	85/80	$137,104	$242,726	$0	$397,796	$0	$0	$201,811	$201,811	-
2045	86/81	$141,218	$250,008	$0	$418,660	$0	$0	$209,400	$209,400	-
2046	87/82	$145,454	$257,508	$0	$440,275	$0	$0	$217,249	$217,249	-
2047	88/83	$149,818	$265,234	$0	$462,609	$0	$0	$225,354	$225,354	-
2048	89/84	$154,312	$273,191	$0	$485,611	$0	$0	$233,706	$233,706	-
2049	90/85	$158,942	$281,386	$0	$505,152	$0	$0	$241,338	$241,338	-
2050	-/86	$86,241	$188,388	$0	$451,237	$0	$0	$187,487	$187,487	-
2051	-/87	$88,828	$194,040	$0	$472,629	$0	$0	$194,490	$194,490	-
2052	-/88	$91,493	$199,861	$0	$494,474	$0	$0	$199,732	$199,732	-
2053	-/89	$94,238	$205,857	$0	$516,671	$0	$0	$187,801	$187,801	-
2054	-/90	$97,065	$212,032	$0	$462,586	$71,778	$0	$196,899	$196,899	-

** = year of retirement*

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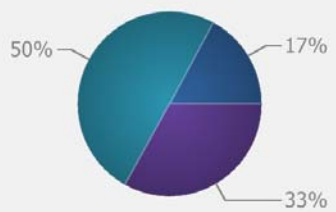
Retirement Asset Allocation Comparison - Suggested

Proposed Plan

This report compares your current asset mix to your suggested asset mix for the assets funding your retirement goal.

Current Asset Mix

Investor Profile: Current - Rebalanced

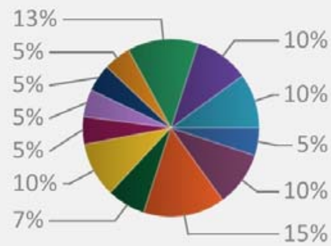


Rate of Return - 9.97%

Standard Deviation - 18.70%

*** Suggested Asset Mix**

Investor Profile: Moderate



Rate of Return - 7.17%

Standard Deviation - 11.14%

	Current		Suggested		
Asset Class	**Market Value**	**%**	**Market Value**	**%**	**Change**
Large Cap Growth Equity	$279,000	17.15%	$0	0.00%	-17.15%
Large Cap Value Equity	$810,000	49.78%	$162,700	10.00%	-39.78%
Mid Cap Equity	$538,000	33.07%	$162,700	10.00%	-23.07%
Small Cap Equity	$0	0.00%	$211,510	13.00%	13.00%
US REITs	$0	0.00%	$81,350	5.00%	5.00%
International Equity	$0	0.00%	$81,350	5.00%	5.00%
Emerging Markets Equity	$0	0.00%	$81,350	5.00%	5.00%
Long Term Bonds	$0	0.00%	$81,350	5.00%	5.00%
Intermediate Term Bonds	$0	0.00%	$162,700	10.00%	10.00%
Short Term Bonds	$0	0.00%	$113,890	7.00%	7.00%
High Yield Bonds	$0	0.00%	$244,050	15.00%	15.00%
International Bonds	$0	0.00%	$162,700	10.00%	10.00%
Cash	$0	0.00%	$81,350	5.00%	5.00%
Total	**$1,627,000**		**$1,627,000**		

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***Note:** Modifications have been made to the suggested asset mix. As a result, the implemented asset mix will be used.

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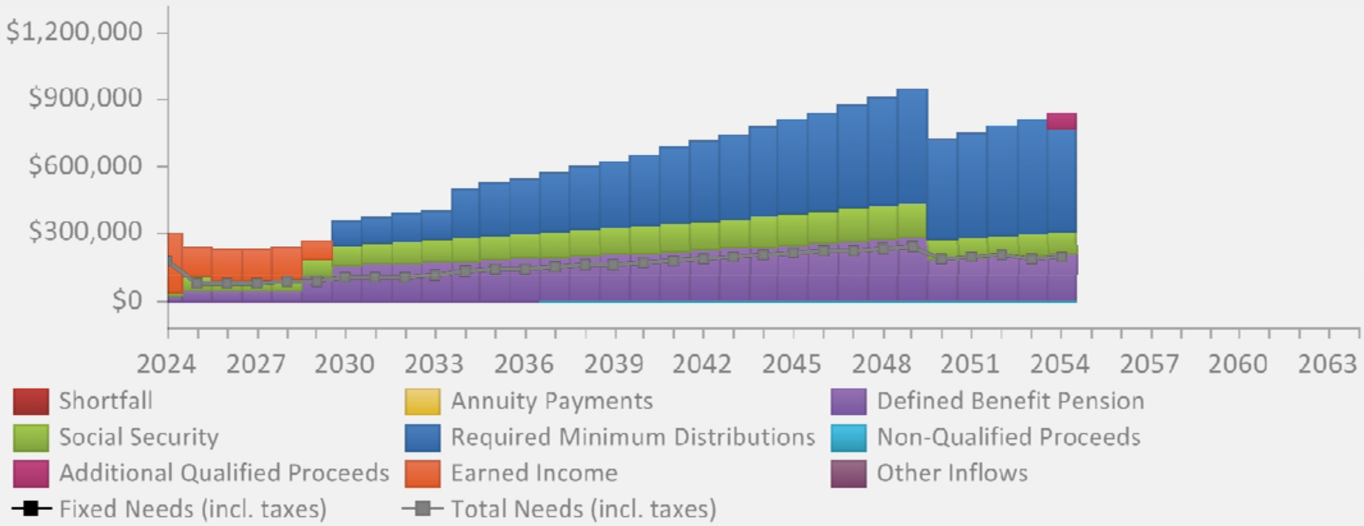
Retirement Longevity Analysis

Proposed Plan

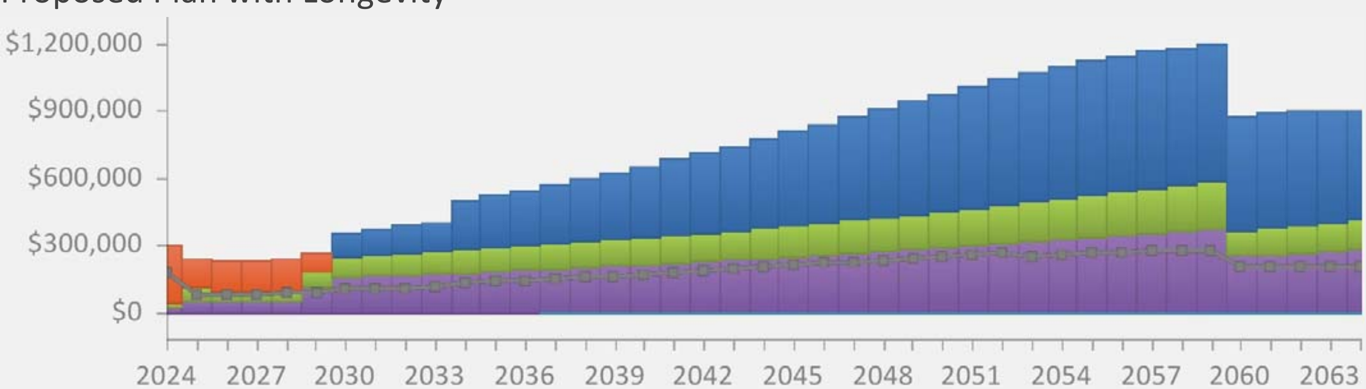
This report analyzes the ability of the selected plan scenario to cover needs in retirement if the projected life expectancy is increased by 10 years. Use this report to ensure that the selected plan scenario is capable of covering retirement needs beyond the projected life expectancy.

Scenario Name	Goal Coverage	Fixed Needs Coverage	Net Worth at Plan End	Year of 1st Cash Flow Shortfall
Proposed Plan	100%	100%	$8,123,469	--
Proposed Plan with Longevity	100%	100%	$6,016,002	--

Proposed Plan



Proposed Plan with Longevity



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Assets Dedicated to the Retirement Goal

Proposed Plan

In order to meet your retirement goal, you will need to dedicate assets to fund it. The following table reflects the accounts that you have chosen to fund these objectives. By determining which assets are available to fund your future, you will be more likely to meet your target.

Account	% Allocated to Goal	Present Market Value	Cost Basis	Return %	Value at Start of Goal
Robert's 401(K) Retirement Savings Plan	100%	$732,000	$0	7.17%	$1,428,147
Renee's 401(K)	100%	$538,000	$0	7.17%	$1,049,649
Robert's IRA	100%	$279,000	$0	7.17%	$544,335
Renee's IRA	100%	$78,000	$0	7.17%	$152,180
Life Insurance Proceeds	100%	$0	$0	0.00%	$0
Retirement Fund	100%	$0	$0	7.17%	$0

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AN INTRODUCTION

Achieving Your Educational Goals

The Cost of Education

Financial plans often account for the direct costs of attending college; such costs include: tuition, fees, and room and board. However, a more robust plan should also consider the indirect costs of standardized testing, application fees, campus visits, moving, textbooks, food, transportation, laundry, entertainment, and supplies. College costs are already difficult for many families to afford and are only becoming more expensive. Inflation can have a tremendous effect on your planned expenses, especially when your education goals are planned many years in the future. It is especially important to consider how inflation affects your education goals since education costs tend to rise much more rapidly than the general rate of inflation. According to The College Board, the annual average cost of tuition, fees, room, and board has risen by 5.4% since 1990. Conversely, the average annual inflation rate in the US has been 2.7% over the same period (source: Bureau of Labor Statistics). A well-designed financial plan can help you accurately model education expenses.

Your Educational Savings Strategy

Once you have researched the costs of education, your next step will be to formulate a savings strategy. A solid strategy will show what you are able to contribute toward your education goals and what you may need to borrow. While education goals are important, your contribution should be based on your overall financial situation and budget. When determining the strategy most likely to achieve your education goals, there are a number of tax-advantaged accounts and strategies you can use.

Consider the following

In addition to traditional educational savings accounts and strategies, there are a number of steps you can take to achieve your education goals for yourself or for your children.

- Early planning is the best planning. Set clear goals and make a plan for your children's education that is consistent with your personal goals and budget, then execute it.
- If your education goals fall short, increase your monthly savings to fund them.
- Consider allocating additional assets to meet your educational goals.
- Review opportunities and eligibility for scholarship programs and financial aid. Keep in mind that not all financial aid is based on need.
- The closer you get to the educational period, the less risky your educational accounts' investments should be.

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The Cost of Education

As the importance of higher education increases, so do the expenses associated with that education. Over the past ten years, the cost of education has grown more quickly than inflation, with no end in sight. As the level of these costs continue to grow, students are increasingly reliant on student loans to fund their education. These loans can stay with those students for many years after leaving school, leading to a financial burden well into their working years. By being aware of the magnitude of these costs, you can increase the chances that you and your family's educational goals are successfully met.

In addition to tuition, it is important to not overlook the additional costs when planning for the financial impacts of education:

- Room and board
- Books and supplies
- Personal Expenses such as electronics, clothing, and more
- Transportation
- Food

Annual Cost of Education by Year

	Private Four-Year College		Public Four-Year College		
Year	Average Cost[1]	% Change	Average Cost[1]	% Change	CPI[2]
2004-05	$20,045	5.8%	$5,126	10.4%	2.5%
2005-06	$20,980	4.7%	$5,492	7.1%	4.7%
2006-07	$22,308	6.3%	$5,804	5.7%	2.1%
2007-08	$23,420	5.0%	$6,191	6.7%	2.8%
2008-09	$24,818	6.0%	$6,599	6.6%	4.9%
2009-10	$25,739	3.7%	$7,073	7.2%	-1.3%
2010-11	$26,766	4.0%	$7,629	7.9%	1.1%
2011-12	$27,883	4.2%	$8,276	8.5%	3.9%
2012-13	$28,989	4.0%	$8,646	4.5%	2.0%
2013-14	$30,094	3.8%	$8,893	2.9%	1.2%
Averages	**n/a**	**4.7%**	**n/a**	**6.7%**	**2.4%**

Sources: [1]2013 Trends in College Pricing Table 4a. Copyright© 2013 The College Board. All rights Reserved. [2]Bureau of Labor Statistics 2013 – CPI-U based on September month-end index values.

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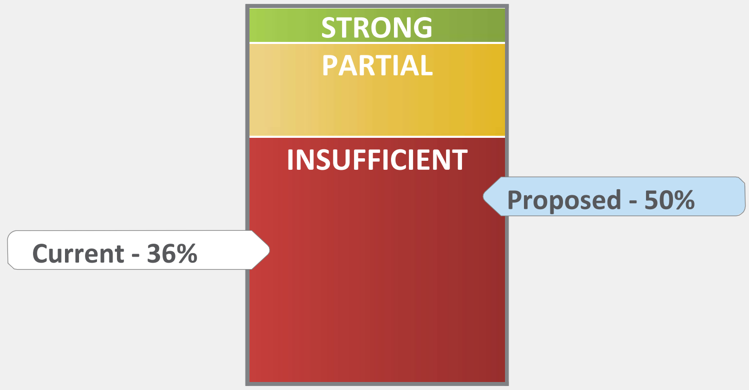
Education Goal Coverage

College Education (Paul A.)

This report reflects how successful your education goal is projected to be under the current plan and how successful you may be given other scenarios.

This education goal is for Paul A., and it begins at age 18. There are many strategies that can help achieve this education goal. Understanding where you are today is just the starting point for achieving this goal.

EDUCATION GOAL COVERAGE



Cost Details	Current Plan	Proposed Plan
Estimated Cost per Year (Today's $)	$35,000	$35,000
Annual Cost Index Rate	5.00%	5.00%
Start Year of Education	2022	2022
Duration of Goal	2	2
Expense % Coverage	100%	100%
Estimated Total Cost	$106,007	$106,007
Resources		
Assets Available Today	$44,500	$44,500
Return Rate on Assets	1.02%	**7.17%**
Year of First Shortfall	2022	**2023**
Current Monthly Savings	$0	$0
Additional Monthly Savings	$0	$0
Savings Start Date	9/1/2014	9/1/2014
Savings Indexed At	0.00%	0.00%
Additional Lump Sum Savings	$0	$0
Savings Date	9/1/2014	9/1/2014
Capital at Start of Goal	$46,068	**$53,801**

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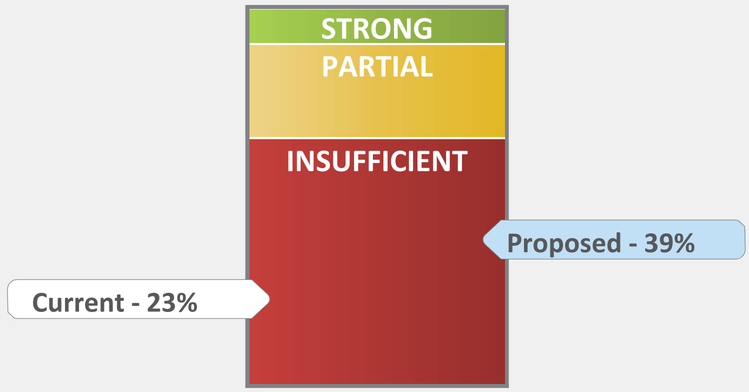
Education Goal Coverage

College Education (Paula B.)

This report reflects how successful your education goal is projected to be under the current plan and how successful you may be given other scenarios.

This education goal is for Paula B., and it begins at age 18. There are many strategies that can help achieve this education goal. Understanding where you are today is just the starting point for achieving this goal.

EDUCATION GOAL COVERAGE



Cost Details	Current Plan	Proposed Plan
Estimated Cost per Year (Today's $)	$45,000	$45,000
Annual Cost Index Rate	5.00%	5.00%
Start Year of Education	2026	2026
Duration of Goal	2	2
Expense % Coverage	100%	100%
Estimated Total Cost	$165,668	$165,668
Resources		
Assets Available Today	$44,500	$44,500
Return Rate on Assets	1.02%	**7.17%**
Year of First Shortfall	2026	2026
Current Monthly Savings	$0	$0
Additional Monthly Savings	$0	$0
Savings Start Date	9/1/2014	9/1/2014
Savings Indexed At	0.00%	0.00%
Additional Lump Sum Savings	$0	$0
Savings Date	9/1/2014	9/1/2014
Capital at Start of Goal	$46,925	**$66,124**

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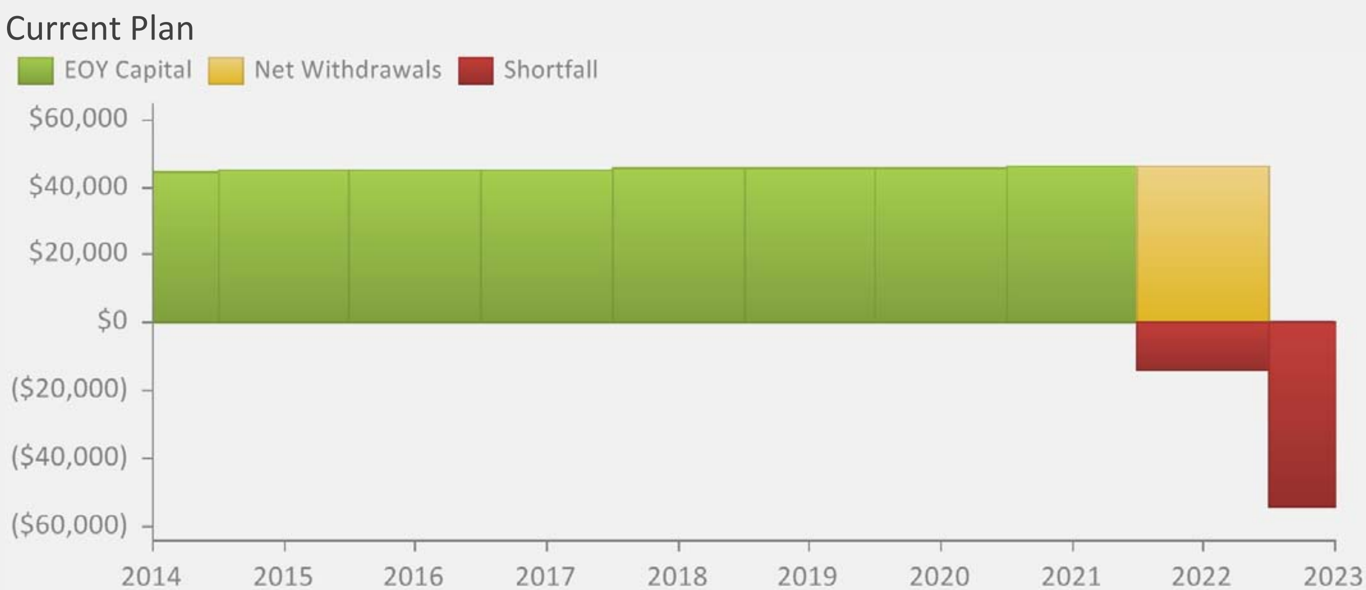
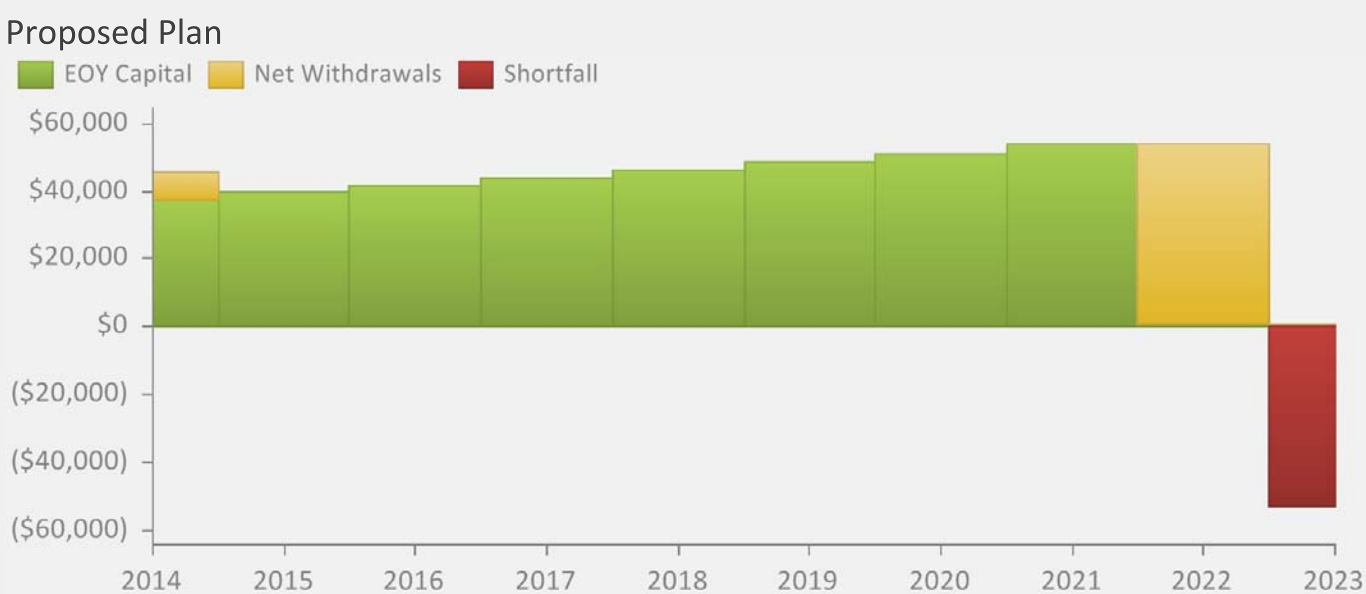
Education Annual Coverage

College Education (Paul A.)

The following report outlines the details of your ability to cover this education goal through the last year the education goal is planned to occur. By identifying shortfalls before they occur, you can more adequately plan for your future.





** Net Withdrawals = Withdrawals - Contributions (Capped at $0)*

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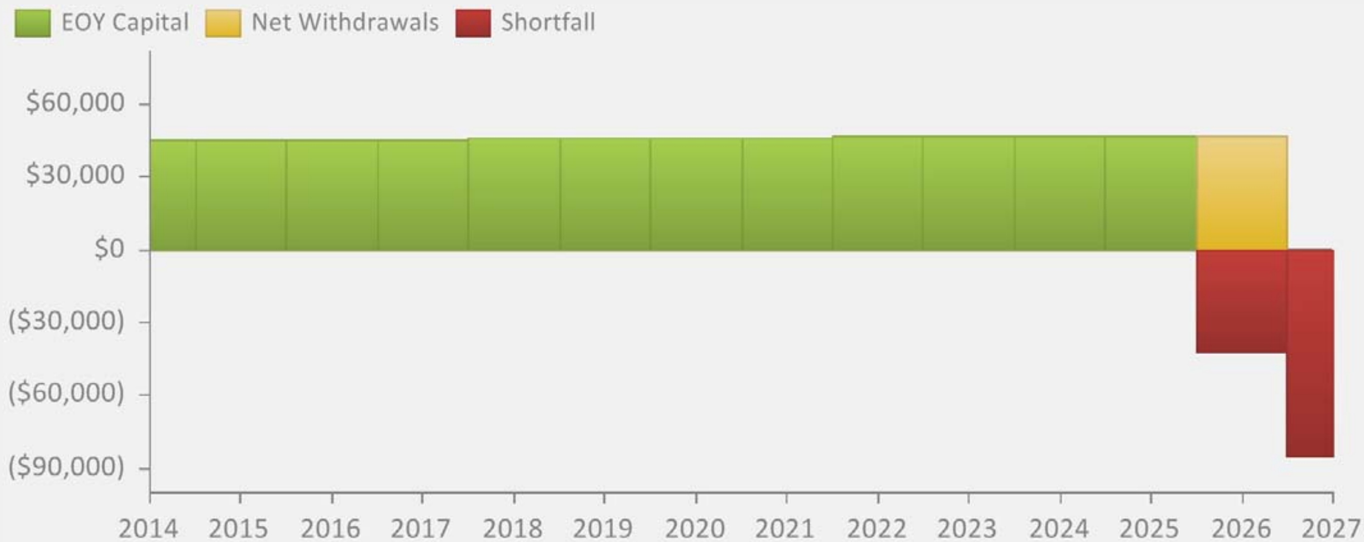
Education Annual Coverage

College Education (Paula B.)

The following report outlines the details of your ability to cover this education goal through the last year the education goal is planned to occur. By identifying shortfalls before they occur, you can more adequately plan for your future.

Current Plan



Proposed Plan

** Net Withdrawals = Withdrawals - Contributions (Capped at $0)*

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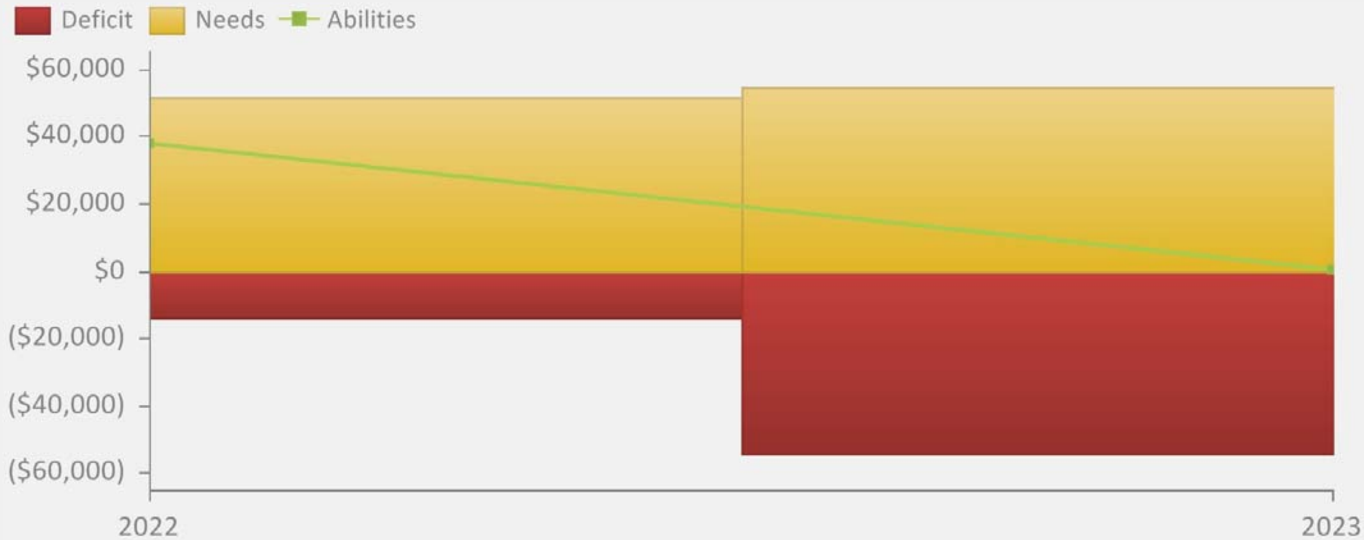
Education Needs vs. Abilities

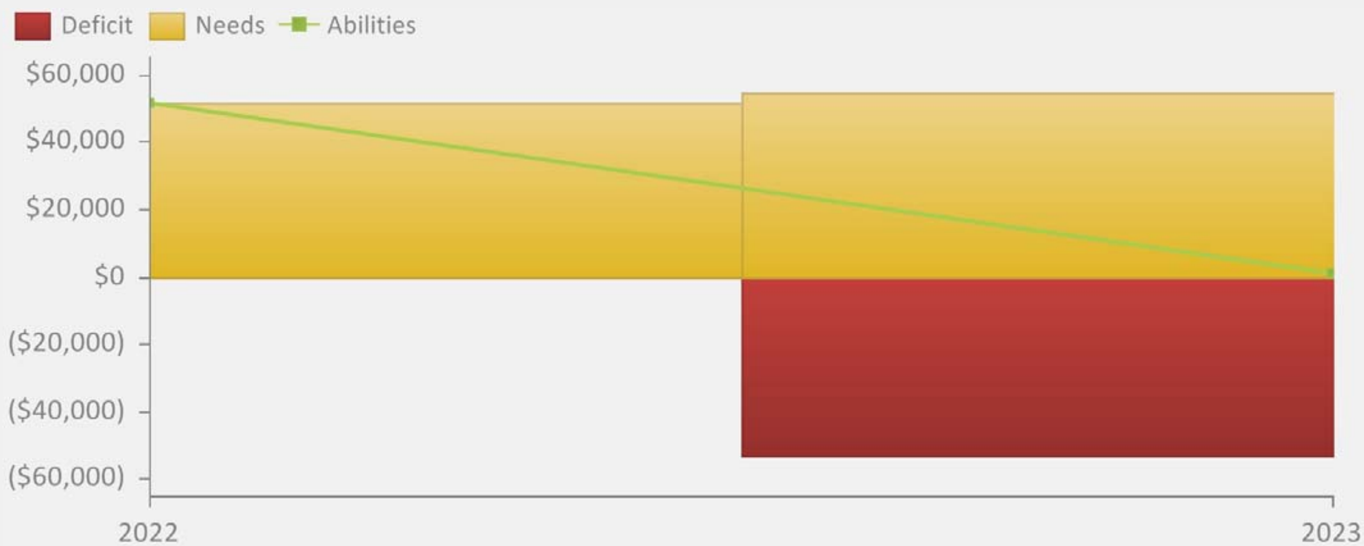
College Education (Paul A.)

The following graphs represent your ability to cover needs during the education period on an annual basis. Yearly deficits are reflected in the red bars below and represent a year in which your abilities will not be enough to cover education needs. Proper planning can help to mitigate the risk of these shortfalls occurring.

Current Plan



Proposed Plan



Education Needs vs. Abilities

College Education (Paula B.)

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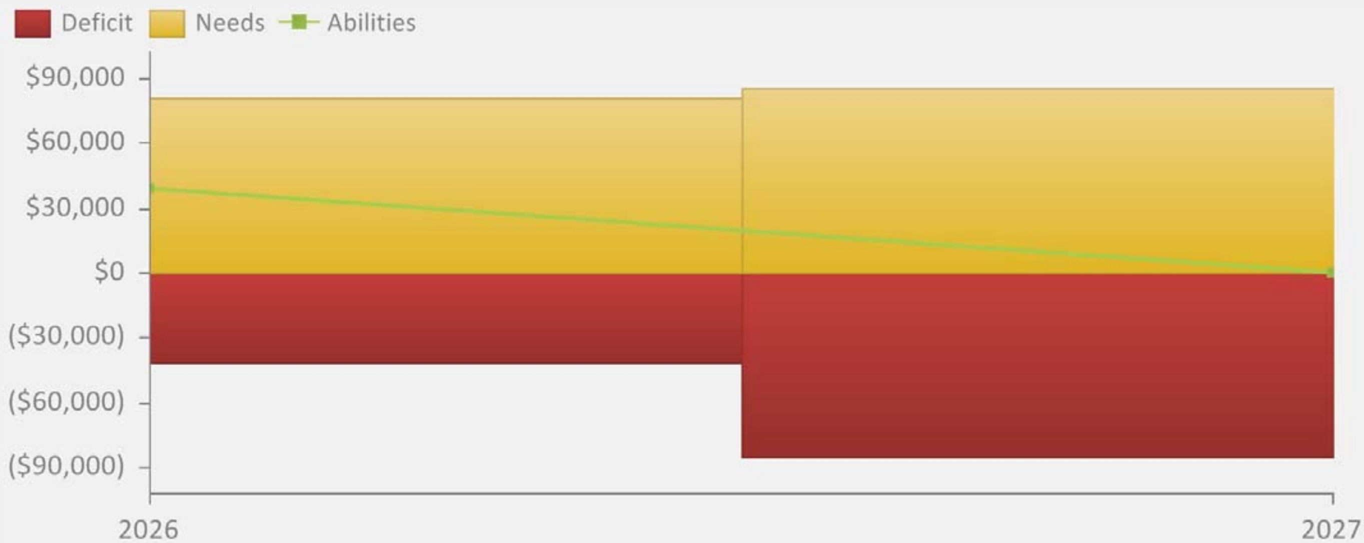
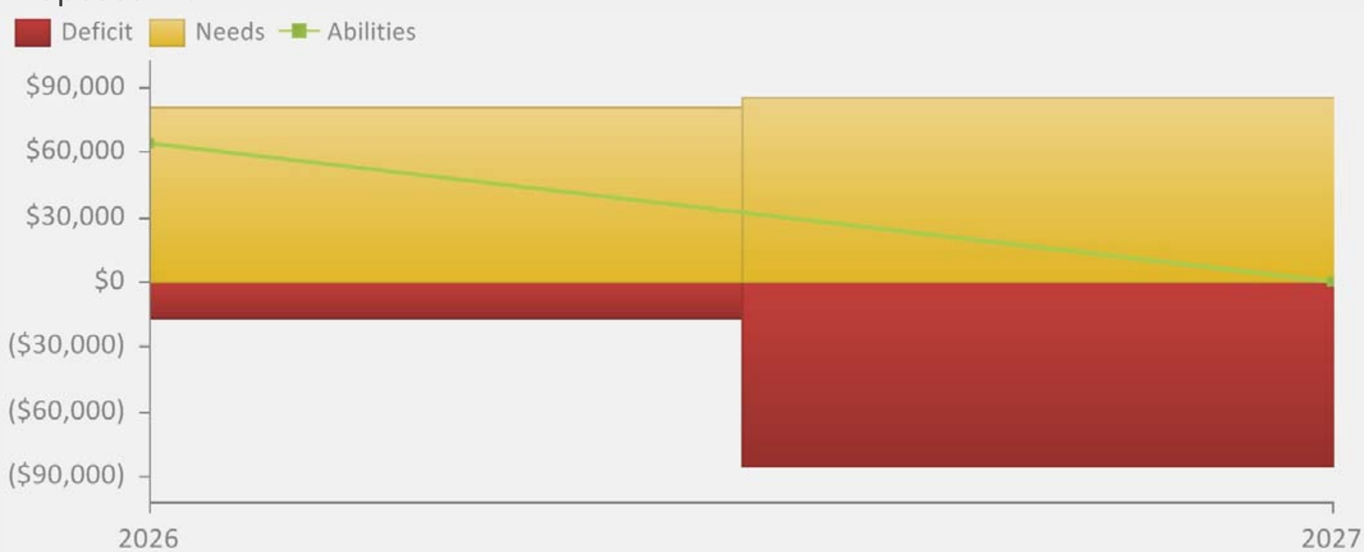


Proposed Plan

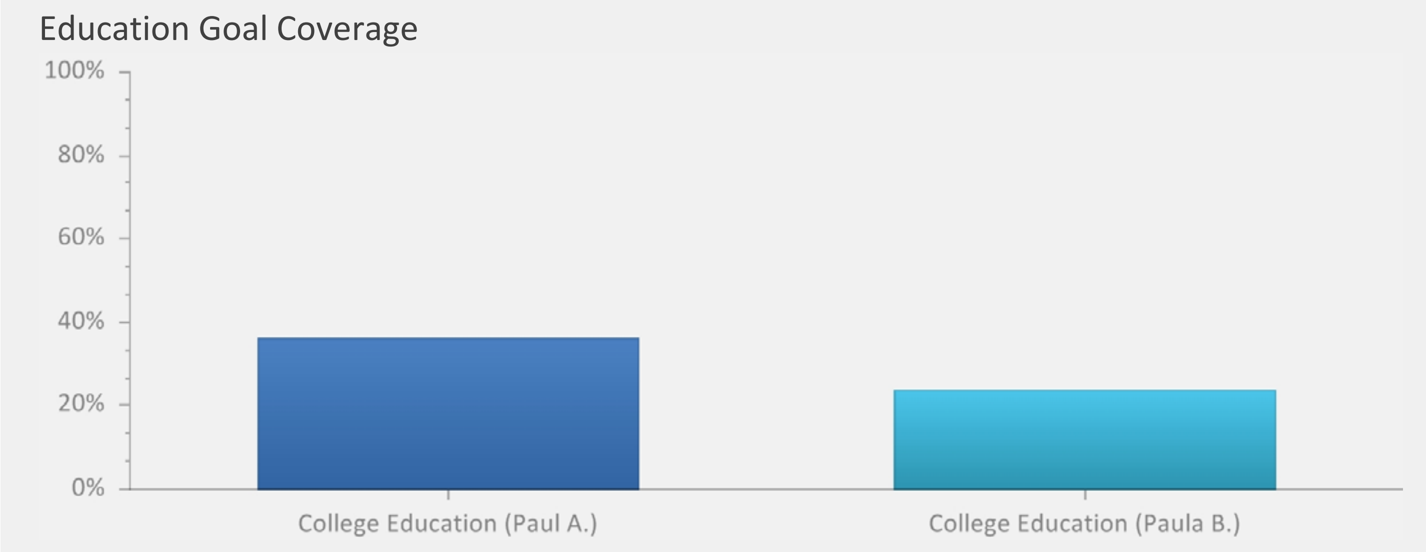


Education Goal Coverage Summary

Current Plan

An education is one of the most important things in life; unfortunately, it can be very expensive. Allocating resources to individual goals and saving adequately can help you achieve those goals and prepare your family for future success.

The following report shows your complete list of education goals and the current likelihood of achieving each goal. It is useful to compare resource allocation across goals, as sufficient capital at the end of your goal period can be used to cover other goals.



Education Goal	Projected Total Cost	Capital at Start of Goal	Capital at End of Goal	Goal Coverage %
College Education (Paul A.)	$106,007	$46,068	$0	36%
College Education (Paula B.)	$165,668	$46,925	$0	23%

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Education Goal Coverage Summary

Proposed Plan

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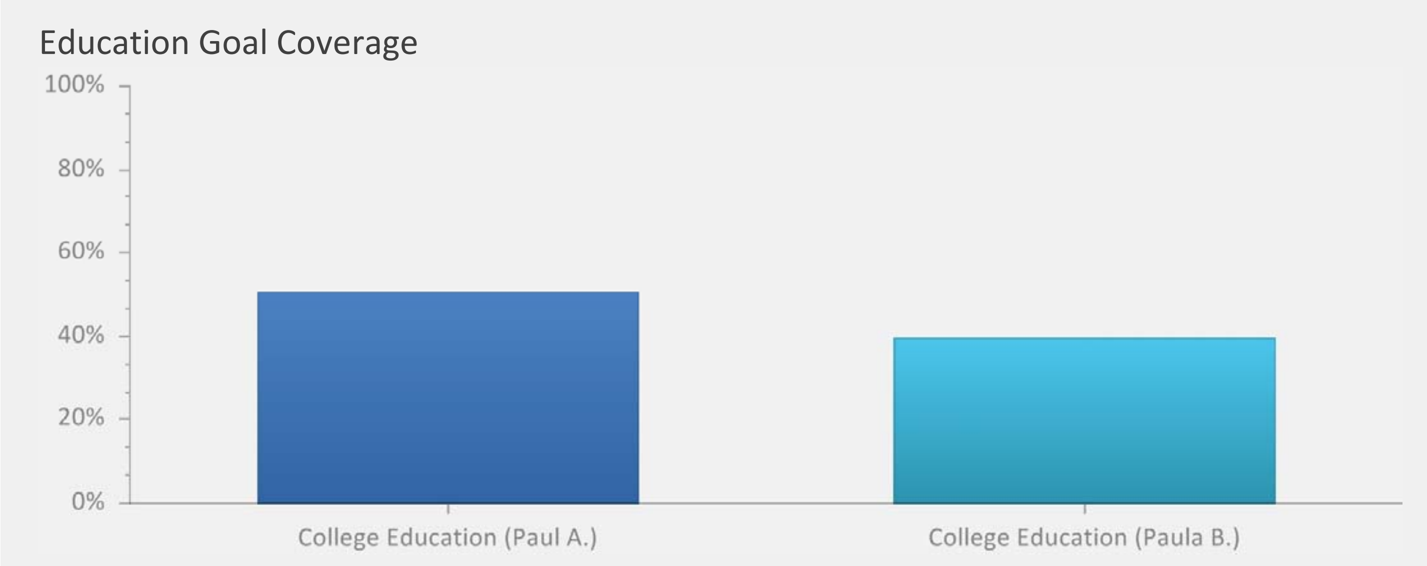

Education Goal	Projected Total Cost	Capital at Start of Goal	Capital at End of Goal	Goal Coverage %
College Education (Paul A.)	$106,007	$53,801	$0	50%
College Education (Paula B.)	$165,668	$66,124	$0	39%

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AN INTRODUCTION

Major Purchase Goal Planning

Throughout your lifetime there will be numerous occasions when you will want to make a major purchase, or incur a major expense: purchasing a second home or a vehicle, going on a vacation, paying for a child's wedding, and others. Proper planning and a regular savings strategy can make these dreams a reality.

Prioritization
However, it is important to recognize you may have multiple goals competing for the same dollar. Between day-to-day retirement expenses, college for your children, and major purchase goals, there may not be enough to cover every need. A critical piece of your analysis is to prioritize major purchase goals with other objectives to determine which ones are most important and which ones could be abandoned. To accomplish your objectives, it is important to identify and prioritize your goals before attempting to achieve them.

Set dates for your goals
Some goals may be delayed in favor of funding others; or, you may decide to reduce the cost of one goal to fund another. After determining the priority of your goals, deciding when to achieve them is the next step.

Saving toward goals
Your goals will not achieve themselves. To accomplish them, saving a consistent amount will help by gradually increasing the funds set aside for major purchases. In addition to saving, growing those funds may be necessary. As a result, it is important to thoroughly review your investments and allocations, then balance the risk and reward in those accounts. Making a specific plan that considers where you are, where you want to be, and how you will get there will increase the likelihood that you will accomplish everything you have planned.

To accomplish your objectives, it is important to identify and prioritize your goals before attempting to achieve them.

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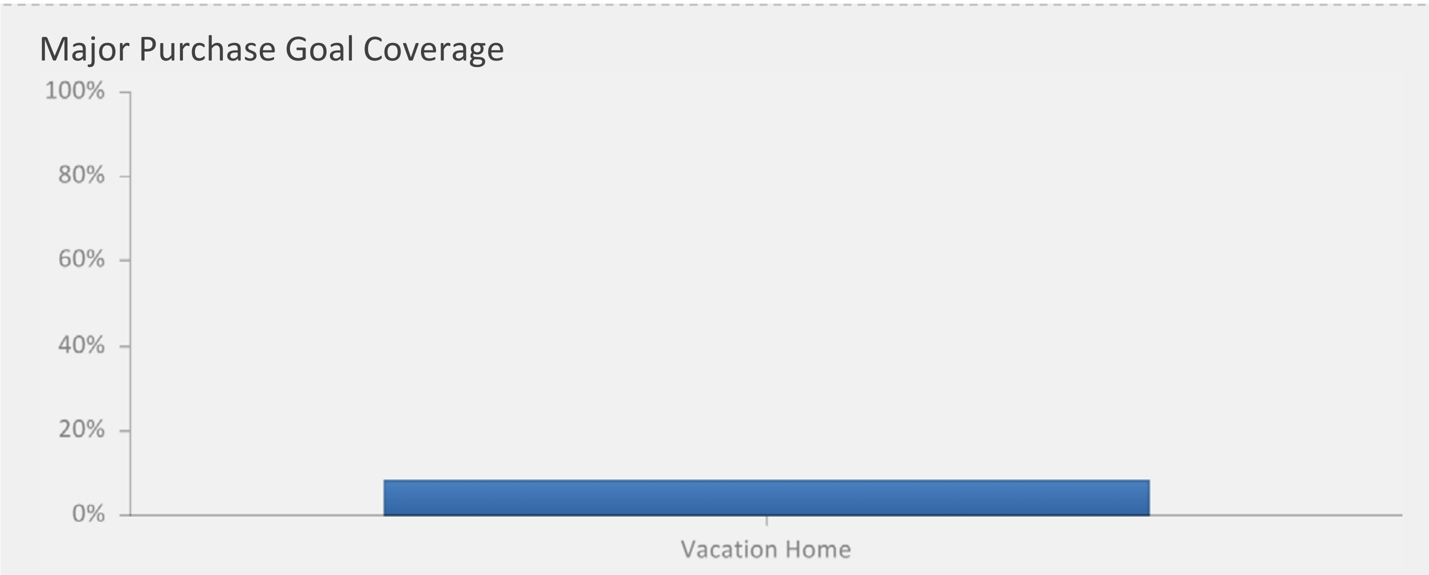
Major Purchase Goal Coverage Summary

Current Plan

Major purchases are significant life events. To maximize the likelihood that you achieve your major purchase goal(s), it is important to consider the goal's cost, the timing of the purchase, and how much capital you will have available at the time of purchase. The following chart and table demonstrate your ability to reach your major purchase goals.



Purchase Description	Purchase Date	Projected Cost	Capital at Start of Goal	Goal Coverage %
Vacation Home	10/1/2014	$450,000	$44,576	8%

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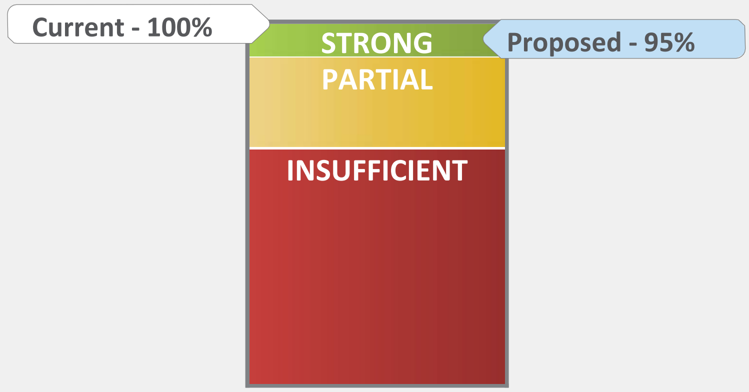
Emergency Fund Goal Coverage

A critical step in determining how to create an emergency fund is to generate an idea of what you can make available. Saving for an unfortunate event should not be a one-time thing, but should occur over a long period of time. Doing so will help you increase the likelihood of reaching your goals in case of emergency.

EMERGENCY FUND GOAL COVERAGE



Resources	Current Plan	Proposed Plan
Assets Available Today	$76,500	$76,500
Current Monthly Savings	$0	$0
Savings Period (Months)	1	**60**
Return Rate on Assets	1.02%	1.02%
Additional Monthly Savings	$0	$0
Savings Start Date	9/1/2014	9/1/2014
Savings Indexed At	0.00%	0.00%
Additional Lump Sum Savings	$0	$0
Savings Date	9/1/2014	9/1/2014
Goal Coverage Results		
Target Amount (Today's $)	$50,020	$50,020
Capital at Start of Goal	$76,630	**$78,491**
Shortfall	--	**($2,771)**

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AN INTRODUCTION

The Importance of Life Insurance

Purchasing a life insurance policy is a popular investment during the estate planning process. In the event of death, a life insurance policy is a safety net that ensures that a loved one's future financial obligations are met; covering items such as funeral costs, outstanding debt, estate taxes, and everyday living expenses. Additionally, if a stay-at-home parent passes away, expenses such as child care and other domestic items can create financial hardship as well.

There are numerous types of life insurance available to meet your specific needs. In order to determine the type and amount of life insurance that will accomplish your financial objectives, it is important to first review your current situation. Not all solutions will work for everyone, and the choices that you make should be based on your specific circumstances.

The top two reasons that people do not have life insurance are: the presence of competing financial priorities and the belief that life insurance is not affordable. Completing a comprehensive financial review can determine whether or not this is true for you, and can show how risky it is to be without life insurance.

Speaking to the realities of death can be difficult and is something that many avoid. While this topic can be a difficult to discuss, it is important to carefully consider the effects that death can have on a survivor’s financial situation.

A recent study by LIMRA revealed that "70 percent of U.S. households with children under 18 would have trouble meeting everyday living expenses within a few months if a primary wage earner were to die today. 4 in 10 households with children under [the age of] 18 say they would immediately have trouble meeting everyday living expenses."

Unfortunately, death can occur suddenly and unexpectedly. While you cannot predict when this possibility will occur, you can prepare your family for financial success even in the case of unexpected death.

The reports in the following section outline your needs in case of a survivorship situation. In the pages that follow you will find a summary of your needs and abilities, which will frame the discussion around how life insurance can help you in meeting your financial goals.

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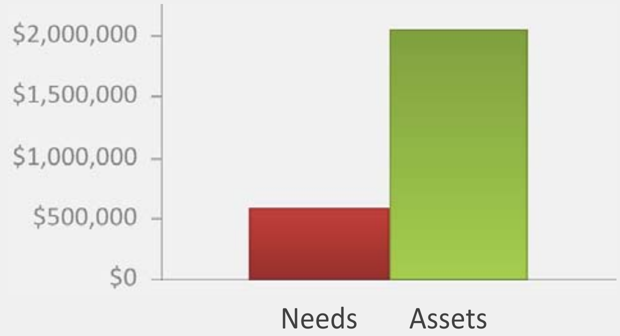
Immediate Needs vs. Available Assets

How much have we saved toward our goal if we both pass away?

When a loved one passes they often leave behind
liabilities and expenses. It is important to cover these needs in order to adequately cover future

Some or all of these needs can be offset by making assets available. Typically, life insurance is the most important of these assets, although you can make other assets available to help cover costs.

CURRENT PLAN NEEDS VS. ASSETS



Immediate Needs	Current Plan	Proposed Plan
Lump Sum Needs	$186,846	$186,846
Liabilities	$400,765	$400,765
Total Immediate Needs	**$587,611**	**$587,611**
Available Assets		
Life Insurance Held	$700,000	$700,000
Realizable Assets	$1,348,900	$1,348,900
Total Available Assets	**$2,048,900**	**$2,048,900**

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Insurance Needs in Survivorship

What will our needs be if we both pass away?

Survivorship needs represent the amount of money necessary today to cover future lost income and/or increased expenses due to the passing of a loved one. The most important factor in determining the amount of life insurance to purchase is ensuring that you will be able to reach not only your current, but also future financial goals. Therefore, it is critical to take these future cash flows into account to fully accomplish all of your goals.

The additional recommended coverage for survivorship can differ significantly from total future deficits due to tax effects, differences in future asset and liability growth rates, the impact of adding insurance, and the growth of added insurance.

Survivorship Needs	Current Plan	Proposed Plan
Future Outflows		
Non-Qualified Contributions	$598,397	$598,397
Taxes	$256,456	$256,456
Total Future Outflows	**$854,853**	**$854,853**
Future Inflows		
Non-Qualified Proceeds	$854,853	$854,853
Total Future Inflows	**$854,853**	**$854,853**
Total Future Deficits	**$0**	**$0**
Additional Recommended Coverage for Survivorship	**$0**	**$0**

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AN INTRODUCTION

Long-Term Care - The high cost of low coverage

Long-term Care (LTC) insurance protects against large, out-of-pocket medical expenses in case you (or a family member) are unable to perform daily activities due to illness, injury, or accident. LTC insurance is unique in that it will provide for your needs over a longer period of time. For example, in the case of disability insurance your lost income will only be replaced at the time of injury, not throughout the duration of your care and recovery period.

The benefits of LTC insurance increase when it is purchased earlier in life; premiums decrease progressively the earlier the policy is purchased. The annual premium for an individual purchasing LTC coverage at age 50 is roughly one quarter of the cost of the same coverage purchased at age 65.

The Big Risk

Data shows that LTC is required more often than we would like to believe. According to the Wall Street Journal, a 65 year old couple has a 75% chance that at least one member will require LTC. Unfortunately, this risk is something that many people overlook - the consequences of which can be financially overwhelming.

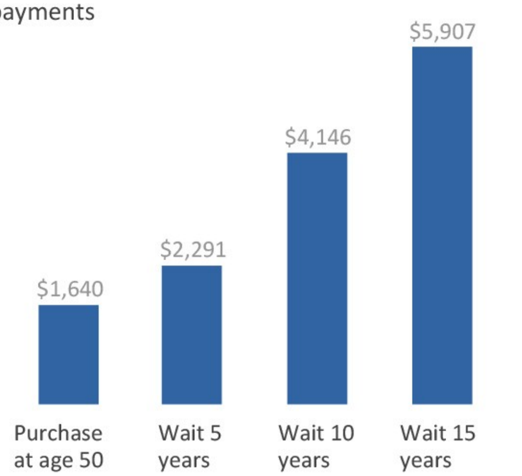
LTC can be a daunting prospect both in terms of the frequency with which it is required and its associated costs. Per LTC Tree, 75% of single peoples, and 50% of couples spend their entire savings within one year of entering a nursing home. Like other healthcare expenses, LTC costs have been growing much more quickly than the general rate of inflation, a trend that should be reflected in your financial planning.

The Little Risk

The top objection against insurance of all varieties is: “what if I buy insurance and don’t use it?” While it is natural to want something tangible in return for payments, insurance discussions should always revolve around risk. Premiums cover the risk of a future LTC need, which is substantial. The larger risk-however-is becoming disabled without a safety net. It is highly unlikely that your financial goals will be negatively impacted by paying premiums. Conversely, loss of all or even a portion of income due to medical needs is very likely to have a significant and negative impact on your goals.

Cost of Waiting

Waiting to buy long-term care insurance can greatly increase your annual premium payments



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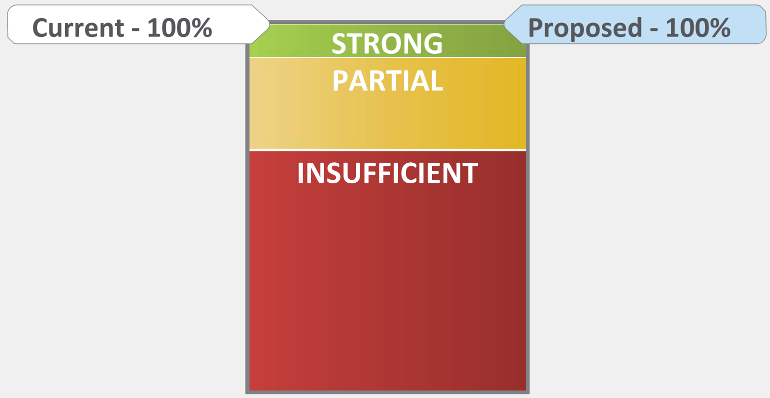
How Much Life Insurance Is Needed?

Both pass away

You may require additional life insurance
if your current level of insurance and other available assets do not meet your total life insurance needs. To increase the likelihood of reaching your financial goals, matching insurance coverage with

Your additional recommended life insurance is determined by adding any immediate needs created at the time of passing to any survivorship needs that this passing creates and subtracting any assets available to offset these needs.

SURVIVOR INCOME GOAL COVERAGE



Additional Insurance Recommended	Current Plan	Proposed Plan
Immediate Needs	$587,611	$587,611
Future Needs	$854,853	$854,853
Total Needs	**$1,442,464**	**$1,442,464**
Assets Immediately Used[1]	$2,048,900	$2,048,900
Future Inflows	$854,853	$854,853
Current Life Insurance Coverage	$700,000	$700,000
Miscellaneous[2]	($2,161,289)	($2,161,289)
Total Ability to Cover Needs	**$1,442,464**	**$1,442,464**
Additional Insurance Recommended	**$0**	**$0**

[1]Assets Immediately Used represents the non-life insurance assets that are used to offset immediate needs. [2]This amount accounts for tax effects, differences in the future growth rates of assets and liabilities, the impact of adding insurance, and the growth of added insurance.

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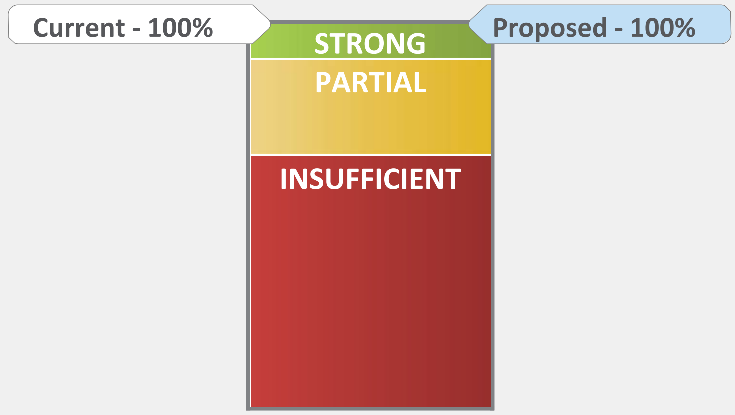
How Much LTC Insurance is Needed?

If Robert A. requires long-term care services

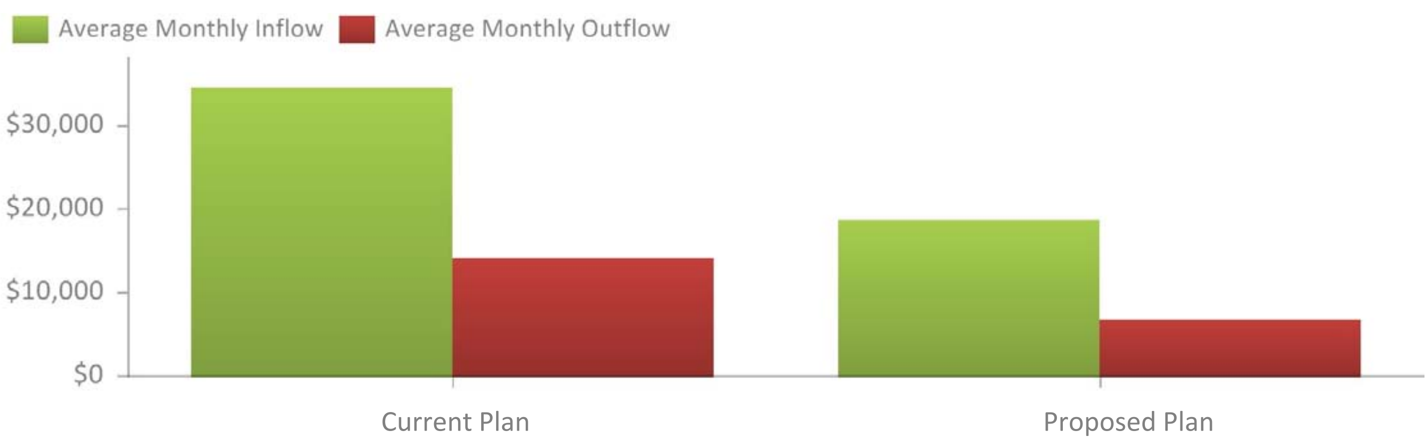
Your long-term care (LTC) goal coverage is determined by how much of your cash outflows are covered by your cash inflows. A deficit indicates that additional coverage is needed. The average monthly deficit is a present value figure based on any future deficits that occur over the long-term care coverage period.

It is important to note that because of calculation differences, the amount of coverage recommended and that you are approved for may be very different than your average monthly shortfall. Due to other planning considerations, it is possible that goal coverage is not met even though inflows are greater than outflows.

LONG-TERM CARE GOAL COVERAGE



Inflows vs. Outflows	Current Plan	Proposed Plan
Total Inflows	$36,713,645	$18,931,652
Total Outflows	$21,298,265	$11,934,790
Total Deficit	$350,000	$350,000
Average Monthly LTC Shortfall	**$0**	**$0**



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How Much LTC Insurance is Needed?

If Renee B. requires long-term care services

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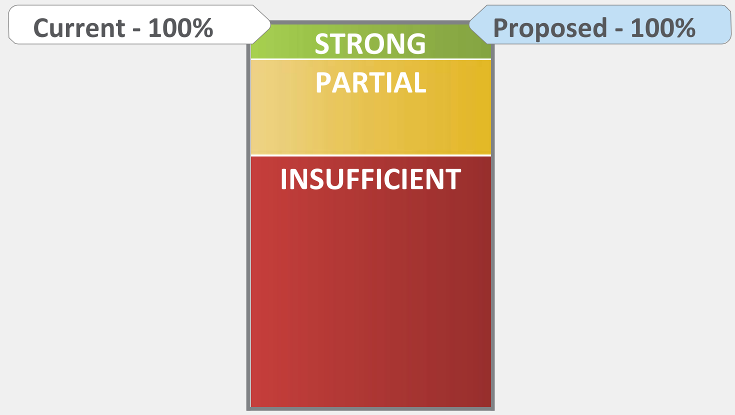
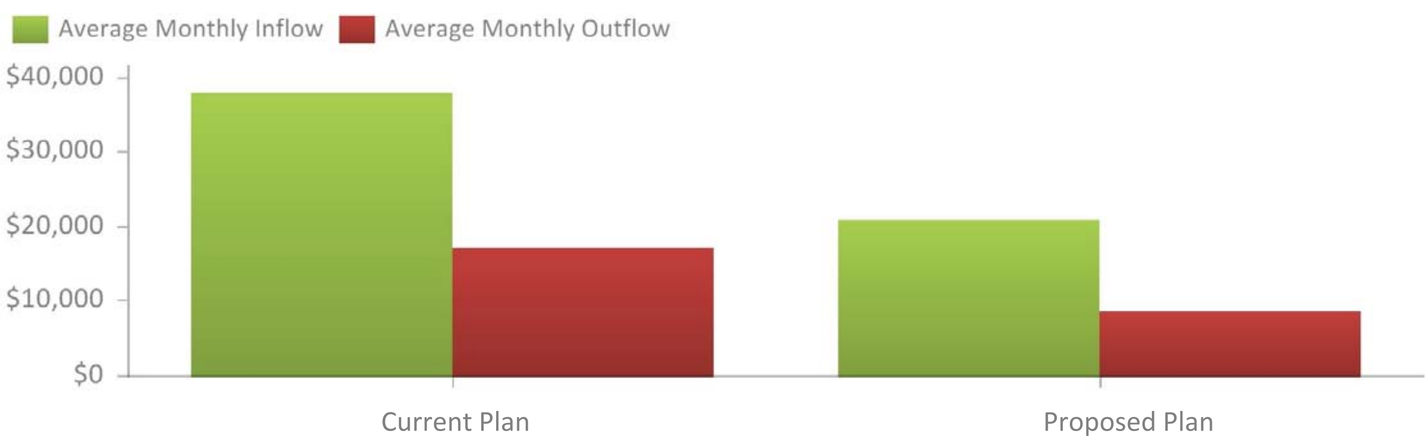
LONG-TERM CARE GOAL COVERAGE



Inflows vs. Outflows	Current Plan	Proposed Plan
Total Inflows	$13,839,349	$7,501,374
Total Outflows	$7,742,748	$4,385,863
Total Deficit	$350,000	$350,000
Average Monthly LTC Shortfall	**$0**	**$0**



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