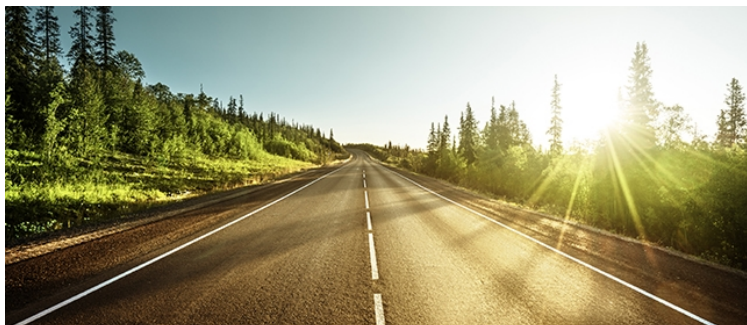


## Financial Goal Plan



### ***JOE & JANE SAMPLE***

**Prepared by:**

Ullmann/Reichel .  
Investment Executive

October 01, 2018

**Branch Address :**

1716 Briarcrest Dr., Suite 810  
Bryan, TX 77802

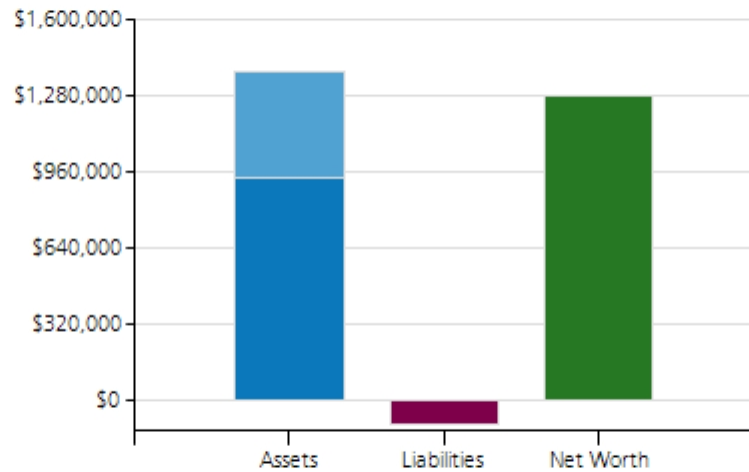
---

# Table Of Contents

<b>Net Worth Summary - All Resources</b>	1
<b>Net Worth Detail - All Resources</b>	2
<b>Personal Information and Summary of Financial Goals</b>	3
<b>Results</b>	
Results - Current and Recommended	4 - 6
What If Worksheet	7 - 11
Worksheet Detail - Inside the Numbers Final Result	12 - 13
Worksheet Detail - Sources of Income and Earnings	14 - 15
Worksheet Detail - Retirement Distribution Cash Flow Chart	16 - 33
Portfolio Table	34
Worksheet Detail - Social Security Analysis	35 - 38
Life Expectancy Table and Graph	39
A to Z Disclosure	40 - 41
IMPORTANT DISCLOSURE INFORMATION	42 - 46

# Net Worth Summary - All Resources

This is your Net Worth Summary as of 10/01/2018. 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		\$930,000
Other Assets	+	\$450,000
Total Assets		\$1,380,000
Total Liabilities	-	\$100,000
Net Worth		\$1,280,000

Description	Total
<b>Investment Assets</b>	
Employer Retirement Plans	\$450,000
Individual Retirement Accounts	\$150,000
Taxable and/or Tax-Free Accounts	\$300,000
College Saving Plans	\$30,000
<b>Total Investment Assets:</b>	<b>\$930,000</b>
<b>Other Assets</b>	
Home and Personal Assets	\$400,000
Cash Value Life	\$50,000
<b>Total Other Assets:</b>	<b>\$450,000</b>
<b>Liabilities</b>	
Personal Real Estate Loan:	\$100,000
<b>Total Liabilities:</b>	<b>\$100,000</b>
<b>Net Worth:</b>	<b>\$1,280,000</b>

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

# Net Worth Detail - All Resources

This is your Net Worth Detail as of 10/01/2018. 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	JOE	JANE	Joint	Total
<b>Investment Assets</b>				
<b>Employer Retirement Plans</b>				
401(k)	\$200,000			\$200,000
403(b)		\$250,000		\$250,000
<b>Individual Retirement Accounts</b>				
Roth IRA		\$50,000		\$50,000
Traditional IRA - Account	\$100,000			\$100,000
<b>Taxable and/or Tax-Free Accounts</b>				
Joint Account			\$300,000	\$300,000
<b>College Saving Plans</b>				
529 Savings Plan - James (child)	\$30,000			\$30,000
<b>Total Investment Assets:</b>	<b>\$330,000</b>	<b>\$300,000</b>	<b>\$300,000</b>	<b>\$930,000</b>
<b>Other Assets</b>				
<b>Home and Personal Assets</b>				
Home			\$400,000	\$400,000
<b>Cash Value Life</b>				
Universal Life Insurance	\$50,000			\$50,000
<b>Total Other Assets:</b>	<b>\$50,000</b>	<b>\$0</b>	<b>\$400,000</b>	<b>\$450,000</b>
<b>Liabilities</b>				
<b>Personal Real Estate Loan:</b>				
Home Mortgage			\$100,000	\$100,000
<b>Total Liabilities:</b>	<b>\$0</b>	<b>\$0</b>	<b>\$100,000</b>	<b>\$100,000</b>
<b>Net Worth:</b>				<b>\$1,280,000</b>

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

# Personal Information and Summary of Financial Goals

## JOE and JANE SAMPLE

### Needs

#### 10 Retirement - Basic Living Expense



JOE (2030)	65
JANE (2030)	62
Both Retired (2030-2055)	\$125,000
JANE Alone Retired (2056-2060)	\$100,000
	Base Inflation Rate (2.50%)

### Personal Information

Participant Name	Date of Birth	Age	Relationship
------------------	---------------	-----	--------------

James	01/02/2005	13	Child
-------	------------	----	-------

#### JOE

Male - born 04/02/1965, age 53

Employed - \$100,000

#### JANE

Female - born 06/05/1968, age 50

Employed - \$80,000

Married, US Citizens living in TX

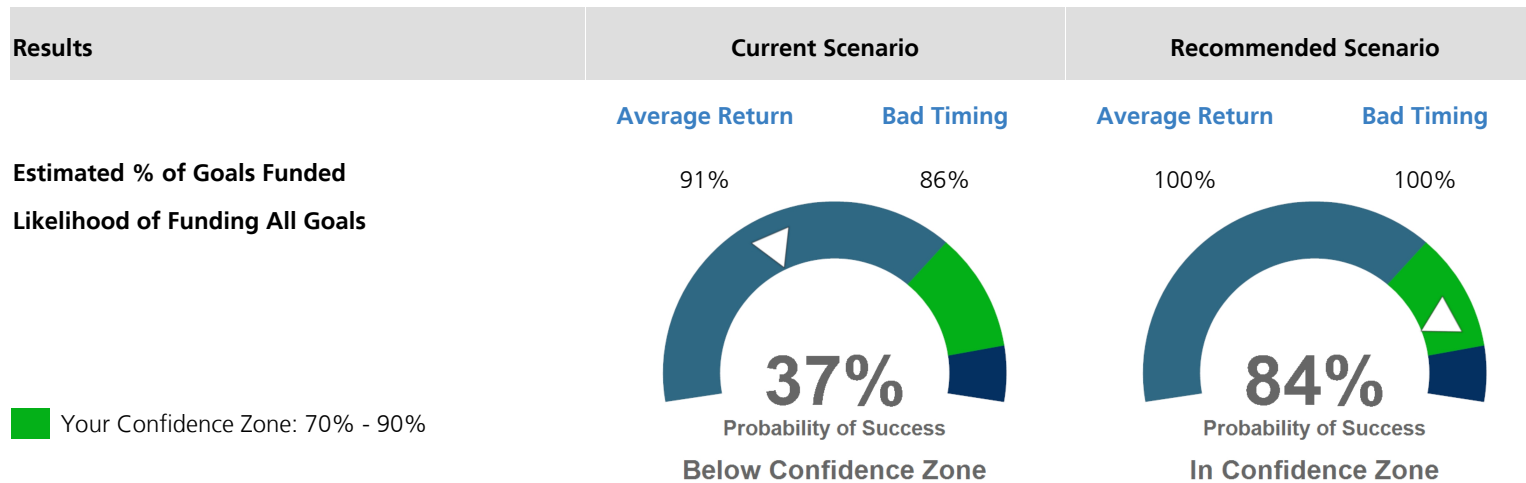
- This section lists the Personal and Financial Goal information you provided, which will be used to create your Report. It is important that it is accurate and complete.

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

## Results

---

# Results - Current and Recommended



	Current Scenario	What If Scenario 1	Changes In Value
<b>66 Retirement</b>			
<b>Retirement Age</b>			
JOE	65 in 2030	64 in 2029	1 year earlier
JANE	62 in 2030	61 in 2029	1 year earlier
<b>Planning Age</b>			
JOE	90 in 2055	90 in 2055	
JANE	92 in 2060	92 in 2060	
<b>Goals</b>			
<b>Needs</b>			
Retirement - Basic Living Expense			
Both Retired	\$125,000	\$110,000	Decreased \$15,000
JANE Alone Retired	\$100,000	\$100,000	
<b>Total Spending for Life of Plan</b>	<b>\$3,750,000</b>	<b>\$3,470,000</b>	<b>Decreased 7%</b>

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

# Results - Current and Recommended

	Current Scenario	What If Scenario 1	Changes In Value
<b>\$ Savings</b>			
Qualified	\$27,000	\$27,000	
<b>Total Savings This Year</b>	<b>\$27,000</b>	<b>\$27,000</b>	
<b>Portfolios</b>			
<b>Allocation Before Retirement</b>	<b>Current</b>	<b>Moderate</b>	<b>26% More Equities</b>
Percent Equities	30%	56%	
Total Return	5.12%	6.53%	
Standard Deviation	4.74%	9.91%	
Great Recession Return 11/07 - 2/09	-9%	-25%	
Bond Bear Market Return 7/79 - 2/80	3%	6%	
<b>Allocation During Retirement</b>	<b>Current</b>	<b>Moderate</b>	<b>26% More Equities</b>
Percent Equities	30%	56%	
Total Return	5.12%	6.53%	
Standard Deviation	4.74%	9.91%	
Great Recession Return 11/07 - 2/09	-9%	-25%	
Bond Bear Market Return 7/79 - 2/80	3%	6%	
<b>Inflation</b>	<b>2.50%</b>	<b>2.50%</b>	
<b>Investments</b>			
<b>Total Investment Portfolio</b>	<b>\$900,000</b>	<b>\$900,000</b>	
<b>Social Security</b>			
<b>Social Security Strategy</b>	<b>Current</b>	<b>JOE begins at age 70 and JANE begins at FRA</b>	

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



---

## Results - Current and Recommended

	Current Scenario	What If Scenario 1	Changes In Value
<b>JOE</b>			
Filing Method	Normal	Normal	
Age to File Application	65	70	
Age Retirement Benefits Begin	65	70	
First Year Benefit	\$26,601	\$37,948	
<b>JANE</b>			
Filing Method	Normal	Normal	
Age to File Application	63	67	
Age Retirement Benefits Begin	63	67	
First Year Benefit	\$20,985	\$27,907	

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

# What If Worksheet

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

Goals	Estimated % of Goal Funded			
	Current Scenario		What If Scenario 1	
	Average Return	Bad Timing	Average Return	Bad Timing
<b>Needs</b>	91%	86%	100%	100%
<b>10 Retirement</b>				

## Safety Margin (Value at End of Plan)

Current dollars (in thousands) :	\$0	\$0	\$1,417	\$783
Future dollars (in thousands) :	\$0	\$0	\$4,096	\$2,265

Monte Carlo Results	Likelihood of Funding All Goals	
---------------------	---------------------------------	--

Your Confidence Zone: 70% - 90%



Total Spending :	\$3,750,000	\$3,470,000
------------------	-------------	-------------

Key Assumptions	Current Scenario	What If Scenario 1
<b>Stress Tests</b>		
Method(s)	Bad Timing Program Estimate Years of bad returns: 2030: -4.36% 2031: 0.38%	Bad Timing Program Estimate Years of bad returns: 2029: -13.29% 2030: -3.38%

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

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

# What If Worksheet

Key Assumptions	Current Scenario		What If Scenario 1
<b>Funding Order</b>			
Assets - Ignore Earmarks	No		No
Retirement Income - Ignore Earmarks	No		No
<b>Hypothetical Average Rate of Return</b>			
Before Retirement :	Current	•	Moderate
Total Return :	5.12%	•	6.53%
Standard Deviation :	4.74%	•	9.91%
Total Return Adjustment :	0.00%		0.00%
Adjusted Real Return :	2.62%	•	4.03%
After Retirement :	Current	•	Moderate
Total Return :	5.12%	•	6.53%
Standard Deviation :	4.74%	•	9.91%
Total Return Adjustment :	0.00%		0.00%
Adjusted Real Return :	2.62%	•	4.03%
Base inflation rate :	2.50%		2.50%
<b>Tax-Free Options</b>			
<b>Before Retirement</b>			
Reallocate a portion of bonds to tax-free:	No		No
Percent of bond allocation to treat as tax-free:	0.00%		0.00%
<b>After Retirement</b>			
Reallocate a portion of bonds to tax-free:	No		No
Percent of bond allocation to treat as tax-free:	0.00%		0.00%

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

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

# What If Worksheet

Key Assumptions	Current Scenario		What If Scenario 1
<b>Goals</b>			
<b>Basic Living Expense</b>			
<b>Retirement Age</b>			
JOE	65	•	64
JANE	62	•	61
<b>Planning Age</b>			
JOE	90		90
JANE	92		92
<b>One Retired</b>			
JOE Retired and JANE Employed	\$0		\$0
JANE Retired and JOE Employed	\$0		\$0
<b>Both Retired</b>			
Both Retired	\$125,000	•	\$110,000
<b>One Alone - Retired</b>			
JANE Alone Retired	\$100,000		\$100,000
JOE Alone Retired	\$0		\$0
<b>One Alone - Employed</b>			
JOE Alone Employed	\$0		\$0
JANE Alone Employed	\$0		\$0

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

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

# What If Worksheet

Key Assumptions	Current Scenario	What If Scenario 1
<b>Retirement Income</b>		
<b>Pension Income (JOE)</b>		
Annual Income :	\$10,000	\$10,000
Start Year :	JOE's retirement	JOE's retirement
Select when income will end :	End of Plan	End of Plan
Year to end retirement income :		
Survivor Benefit :	100%	100%
<b>Social Security</b>		
Select Social Security Strategy	Current	• JOE begins at age 70 and JANE begins at FRA
<b>JOE</b>		
Filing Method :	Normal	Normal
Age to File Application :	65	• 70
Age Retirement Benefits begin :	65	• 70
First Year Benefit :	\$26,601	• \$37,948
<b>JANE</b>		
Filing Method :	Normal	Normal
Age to File Application :	63	• 67
Age Retirement Benefits begin :	63	• 67
First Year Benefit :	\$20,985	• \$27,907
Reduce Benefits By :	0%	0%

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

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

# What If Worksheet

Key Assumptions	Current Scenario	What If Scenario 1
<b>Asset Additions</b>		
<b>401(k)</b>	10.00%	10.00%
Roth:	0.00%	0.00%
Maximum contribution each year:	No	No
% Designated as Roth:	0.00%	0.00%
Plan addition amount:	\$15,000	\$15,000
Year additions begin:	2018	2018
JOE - Fund All Goals		
<b>403(b)</b>	10.00%	10.00%
Roth:	0.00%	0.00%
Maximum contribution each year:	No	No
% Designated as Roth:	0.00%	0.00%
Plan addition amount:	\$12,000	\$12,000
Year additions begin:	2018	2018
JANE - Fund All Goals		
<b>Extra Savings by Tax Category</b>		
JOE's Qualified		\$0
JANE's Qualified		\$0
JOE's Roth		\$0
JANE's Roth		\$0
JOE's Tax-Deferred		\$0
JANE's Tax-Deferred		\$0
Taxable		\$0
<b>Tax Options</b>		
Include Tax Penalties :	Yes	Yes
Change Tax Rate?	No	No
Year To Change :		
Change Tax Rate by this % (+ or -) :	0.00%	0.00%

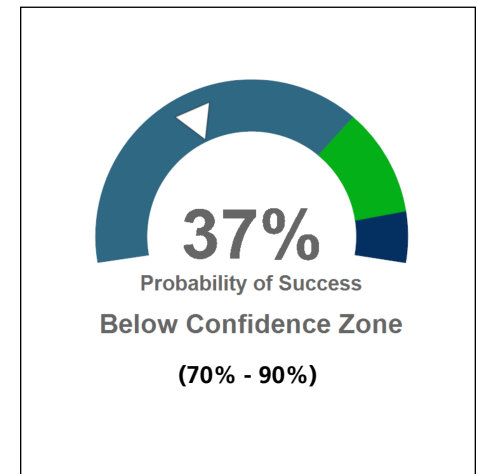
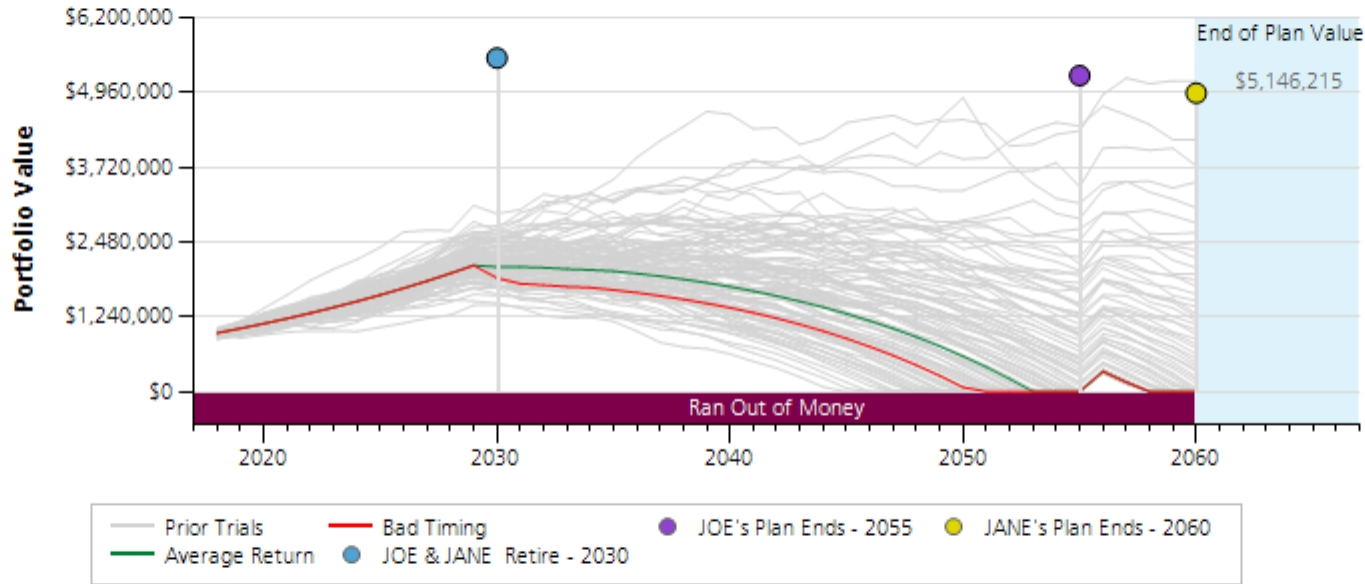
- Indicates different data between the Scenario in the first column and the Scenario in any other column.

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

# Worksheet Detail - Inside the Numbers Final Result

## Inside the Numbers - Final Result For Current Scenario

- 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 70% and 90%.



In the table below, the 99th, 75th, 50th, 25th and 1st percentile trials are shown 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.

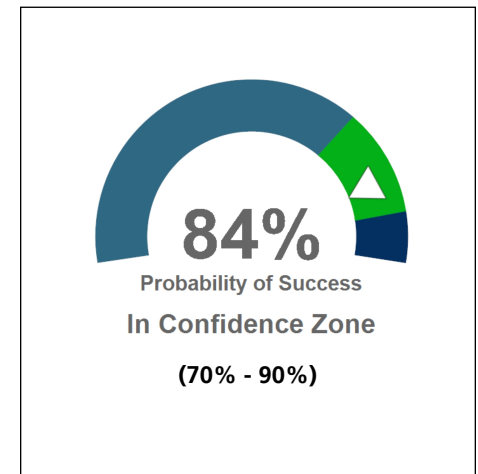
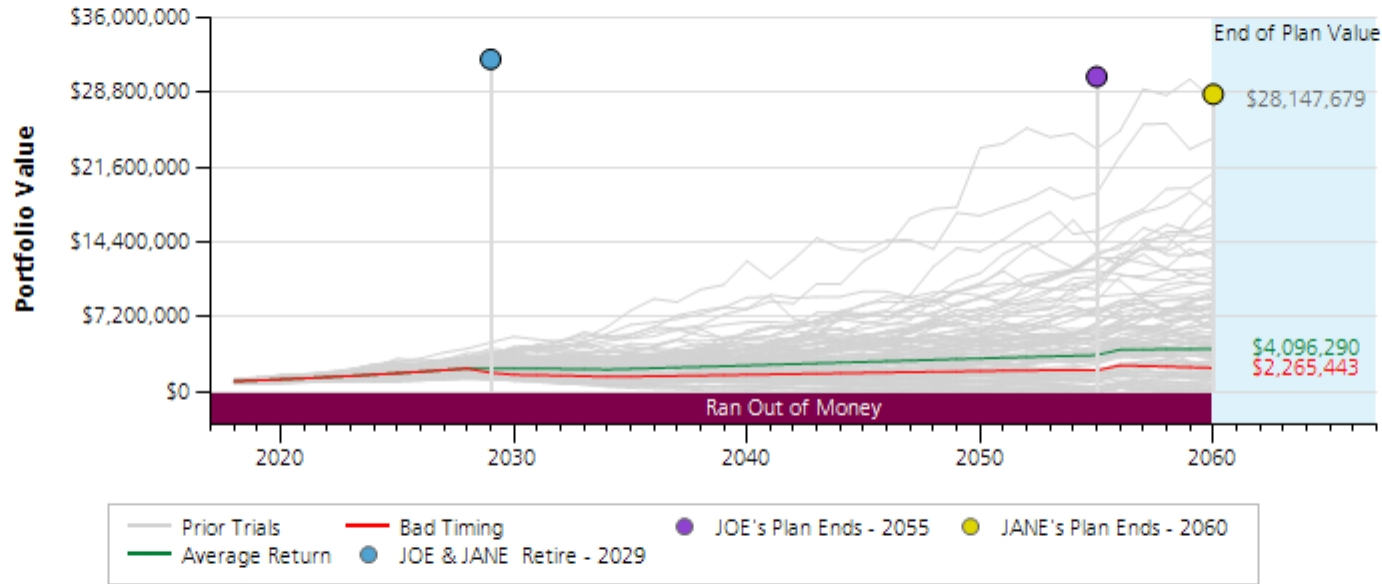
Trials	Year 5	Year 10	Year 15	Year 20	Year 25	End of Plan	Year Money Goes to \$0
10	\$1,842,912	\$2,674,442	\$3,272,278	\$3,423,794	\$3,543,881	\$5,146,215	
250	\$1,323,210	\$1,929,889	\$2,389,711	\$2,322,497	\$2,512,843	\$786,429	
500	\$1,067,195	\$1,793,672	\$2,230,002	\$2,019,325	\$1,912,977	\$0	2055
750	\$1,463,932	\$2,016,590	\$1,954,029	\$1,740,223	\$1,203,066	\$0	2051
990	\$1,322,767	\$1,525,377	\$1,259,200	\$816,121	\$388,382	\$0	2045

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

# Worksheet Detail - Inside the Numbers Final Result

## Inside the Numbers - Final Result For What If Scenario 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 70% and 90%.



In the table below, the 99th, 75th, 50th, 25th and 1st percentile trials are shown 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.

Trials	Year 5	Year 10	Year 15	Year 20	Year 25	End of Plan	Year Money Goes to \$0
10	\$1,857,048	\$3,745,244	\$4,798,869	\$7,319,039	\$8,476,471	\$28,147,679	
250	\$1,359,409	\$2,022,280	\$2,111,324	\$2,972,335	\$3,542,028	\$8,070,227	
500	\$1,143,728	\$2,025,197	\$2,205,288	\$2,592,244	\$2,043,949	\$4,124,445	
750	\$1,048,465	\$1,843,921	\$1,870,658	\$1,909,479	\$1,623,096	\$1,184,661	
990	\$1,242,976	\$1,543,861	\$817,387	\$199,709	\$0	\$0	2040

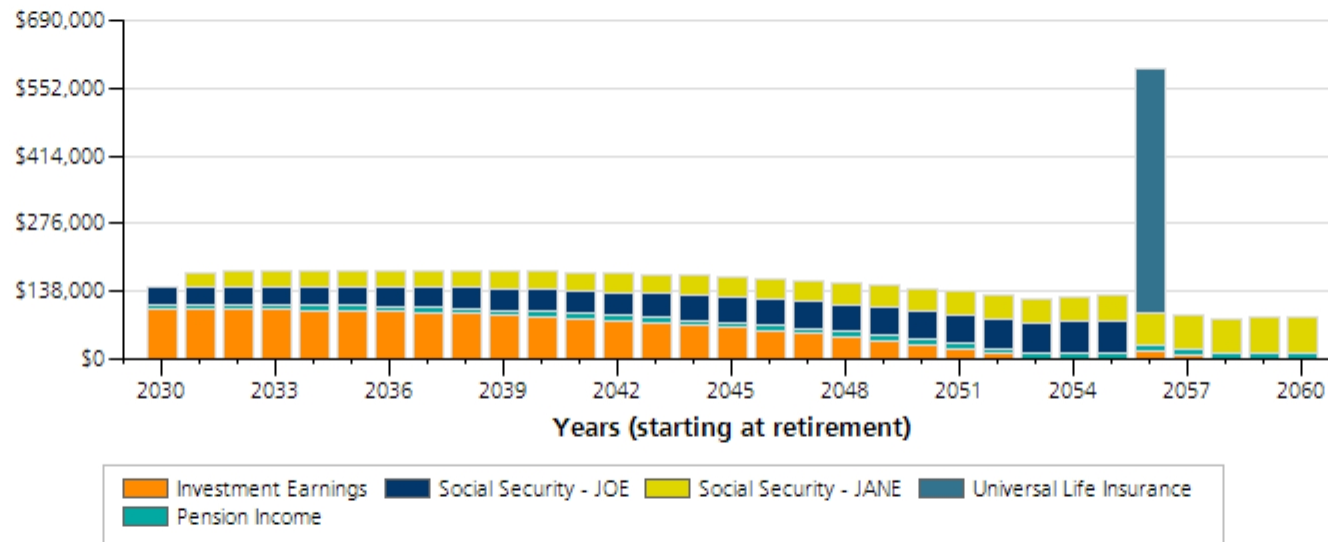
See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.



# Worksheet Detail - Sources of Income and Earnings

## Scenario : Current Scenario 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.

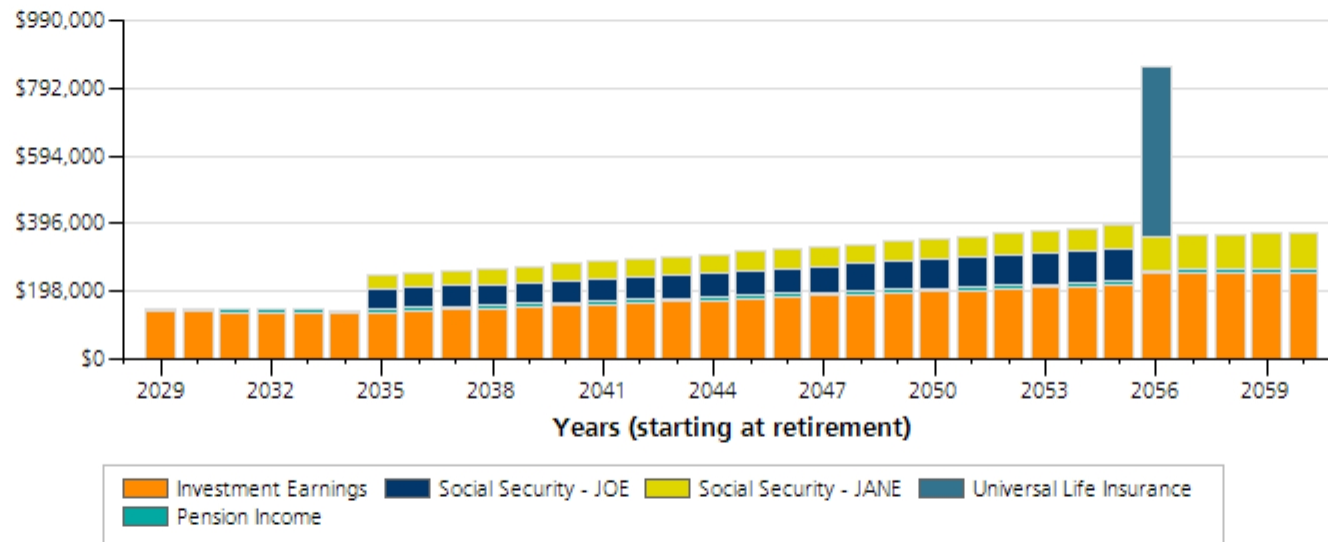
- NUA Strategy Income, Stock Options, Restricted Stock, Other Assets, and proceeds from Insurance Policies are after-tax future values.
- When married, if either Social Security Program Estimate or Use This Amount and Evaluate Annually is selected for a participant, the program will default to the greater of the selected benefit or the age adjusted spousal benefit based on the other participant's benefit.

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

# Worksheet Detail - Sources of Income and Earnings

## Scenario : What If Scenario 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.

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

# Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Current Scenario using Average Returns

Year Age (JOE / JANE)		2030 65 / 62	2031 66 / 63	2032 67 / 64	2033 68 / 65	2034 69 / 66	2035 70 / 67	2036 71 / 68	2037 72 / 69
<b>Retirement and Strategy Income Assign To</b>									
Pension Income	Fund All Goals	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Social Security - JOE	Fund All Goals	35,776	36,670	37,587	38,526	39,490	40,477	41,489	42,526
Social Security - JANE	Fund All Goals	0	28,928	29,652	30,393	31,153	31,932	32,730	33,548
<b>Total Retirement and Strategy Income</b>		<b>45,776</b>	<b>75,598</b>	<b>77,238</b>	<b>78,919</b>	<b>80,642</b>	<b>82,408</b>	<b>84,219</b>	<b>86,074</b>
<b>Other Additions Assign To</b>									
Universal Life Insurance	Fund All Goals	0	0	0	0	0	0	0	0
<b>Total Other Additions</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Investment Earnings</b>		<b>100,799</b>	<b>100,769</b>	<b>100,199</b>	<b>99,053</b>	<b>98,228</b>	<b>97,290</b>	<b>95,377</b>	<b>93,181</b>
<b>Total Income and Earnings</b>		<b>146,575</b>	<b>176,368</b>	<b>177,437</b>	<b>177,972</b>	<b>178,870</b>	<b>179,698</b>	<b>179,596</b>	<b>179,255</b>
<b>Cash Used To Fund Goals Estimated % Funded</b>									
Retirement - Basic Living Expense	91%	168,111	172,314	176,622	181,037	185,563	190,202	194,957	199,831
<b>Total Goal Funding</b>		<b>(168,111)</b>	<b>(172,314)</b>	<b>(176,622)</b>	<b>(181,037)</b>	<b>(185,563)</b>	<b>(190,202)</b>	<b>(194,957)</b>	<b>(199,831)</b>
<b>Total Taxes and Tax Penalty</b>		<b>(2,117)</b>	<b>(4,547)</b>	<b>(13,432)</b>	<b>(18,909)</b>	<b>(9,538)</b>	<b>(8,750)</b>	<b>(23,908)</b>	<b>(24,506)</b>
<b>Cash Surplus/Deficit (Net Change in Portfolio)</b>		<b>(23,653)</b>	<b>(493)</b>	<b>(12,617)</b>	<b>(21,975)</b>	<b>(16,231)</b>	<b>(19,254)</b>	<b>(39,270)</b>	<b>(45,082)</b>
<b>Portfolio Value</b>									
<b>Future Dollars</b>									
Beginning Value		2,091,704	2,068,050	2,067,557	2,054,940	2,032,965	2,016,734	1,997,481	1,958,211
Cash Surplus/Deficit		(23,653)	(493)	(12,617)	(21,975)	(16,231)	(19,254)	(39,270)	(45,082)
Investment Asset Additions		0	0	0	0	0	0	0	0
Ending Value		2,068,050	2,067,557	2,054,940	2,032,965	2,016,734	1,997,481	1,958,211	1,913,129
<b>Current Dollars</b>									
Ending Value		1,500,206	1,463,266	1,418,865	1,369,456	1,325,388	1,280,716	1,224,915	1,167,527
Cash Surplus/Deficit		(17,159)	(349)	(8,711)	(14,803)	(10,667)	(12,345)	(24,564)	(27,512)

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

# Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Current Scenario using Average Returns

Year Age (JOE / JANE)	2030 65 / 62	2031 66 / 63	2032 67 / 64	2033 68 / 65	2034 69 / 66	2035 70 / 67	2036 71 / 68	2037 72 / 69
<b>Taxes</b>								
Total Taxes	2,117	4,547	13,432	18,909	9,538	8,750	23,908	24,506
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	10.00%	12.00%	12.00%	22.00%	12.00%	12.00%	22.00%	22.00%
<b>Estimated Required Minimum Distribution (RMD)</b>								
JOE	0	0	0	0	0	39,000	40,538	38,583
JANE	0	0	0	0	0	0	0	0
<b>Adjusted Portfolio Value</b>	<b>2,091,704</b>	<b>2,068,050</b>	<b>2,067,557</b>	<b>2,054,940</b>	<b>2,032,965</b>	<b>2,016,734</b>	<b>1,997,481</b>	<b>1,958,211</b>
<b>Portfolio Withdrawal Rate</b>	<b>5.95%</b>	<b>4.90%</b>	<b>5.46%</b>	<b>5.89%</b>	<b>5.63%</b>	<b>5.78%</b>	<b>6.74%</b>	<b>7.06%</b>

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

# Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Current Scenario using Average Returns

Year Age (JOE / JANE)		2038 73 / 70	2039 74 / 71	2040 75 / 72	2041 76 / 73	2042 77 / 74	2043 78 / 75	2044 79 / 76	2045 80 / 77
<b>Retirement and Strategy Income Assign To</b>									
Pension Income	Fund All Goals	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Social Security - JOE	Fund All Goals	43,589	44,679	45,796	46,941	48,114	49,317	50,550	51,814
Social Security - JANE	Fund All Goals	34,387	35,247	36,128	37,031	37,957	38,906	39,878	40,875
<b>Total Retirement and Strategy Income</b>		<b>87,976</b>	<b>89,925</b>	<b>91,923</b>	<b>93,972</b>	<b>96,071</b>	<b>98,223</b>	<b>100,428</b>	<b>102,689</b>
<b>Other Additions Assign To</b>									
Universal Life Insurance	Fund All Goals	0	0	0	0	0	0	0	0
<b>Total Other Additions</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Investment Earnings</b>		<b>90,683</b>	<b>87,863</b>	<b>84,699</b>	<b>81,168</b>	<b>77,248</b>	<b>72,911</b>	<b>68,133</b>	<b>62,884</b>
<b>Total Income and Earnings</b>		<b>178,659</b>	<b>177,788</b>	<b>176,622</b>	<b>175,140</b>	<b>173,318</b>	<b>171,134</b>	<b>168,561</b>	<b>165,573</b>
<b>Cash Used To Fund Goals Estimated % Funded</b>									
Retirement - Basic Living Expense	91%	204,827	209,948	215,196	220,576	226,091	231,743	237,537	243,475
<b>Total Goal Funding</b>		<b>(204,827)</b>	<b>(209,948)</b>	<b>(215,196)</b>	<b>(220,576)</b>	<b>(226,091)</b>	<b>(231,743)</b>	<b>(237,537)</b>	<b>(243,475)</b>
<b>Total Taxes and Tax Penalty</b>		<b>(25,118)</b>	<b>(25,746)</b>	<b>(26,390)</b>	<b>(27,050)</b>	<b>(27,726)</b>	<b>(28,419)</b>	<b>(29,130)</b>	<b>(29,858)</b>
<b>Cash Surplus/Deficit (Net Change in Portfolio)</b>		<b>(51,286)</b>	<b>(57,906)</b>	<b>(64,964)</b>	<b>(72,486)</b>	<b>(80,498)</b>	<b>(89,028)</b>	<b>(98,105)</b>	<b>(107,760)</b>
<b>Portfolio Value</b>									
<b>Future Dollars</b>									
Beginning Value		1,913,129	1,861,843	1,803,937	1,738,973	1,666,487	1,585,988	1,496,960	1,398,855
Cash Surplus/Deficit		(51,286)	(57,906)	(64,964)	(72,486)	(80,498)	(89,028)	(98,105)	(107,760)
Investment Asset Additions		0	0	0	0	0	0	0	0
Ending Value		1,861,843	1,803,937	1,738,973	1,666,487	1,585,988	1,496,960	1,398,855	1,291,095
<b>Current Dollars</b>									
Ending Value		1,108,516	1,047,843	985,471	921,359	855,467	787,752	718,172	646,681
Cash Surplus/Deficit		(30,535)	(33,635)	(36,815)	(40,076)	(43,420)	(46,850)	(50,367)	(53,974)

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

# Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Current Scenario using Average Returns

Year Age (JOE / JANE)	2038 73 / 70	2039 74 / 71	2040 75 / 72	2041 76 / 73	2042 77 / 74	2043 78 / 75	2044 79 / 76	2045 80 / 77
--------------------------	-----------------	-----------------	-----------------	-----------------	-----------------	-----------------	-----------------	-----------------

## Taxes

Total Taxes	25,118	25,746	26,390	27,050	27,726	28,419	29,130	29,858
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	22.00%	22.00%	22.00%	22.00%	22.00%	22.00%	22.00%	22.00%

## Estimated Required Minimum Distribution (RMD)

JOE	36,152	34,814	33,133	31,054	28,376	25,300	21,481	16,957
JANE	37,233	38,991	40,828	42,744	44,744	46,830	49,004	51,027

<b>Adjusted Portfolio Value</b>	<b>1,913,129</b>	<b>1,861,843</b>	<b>1,803,937</b>	<b>1,738,973</b>	<b>1,666,487</b>	<b>1,585,988</b>	<b>1,496,960</b>	<b>1,398,855</b>
<b>Portfolio Withdrawal Rate</b>	<b>7.42%</b>	<b>7.83%</b>	<b>8.30%</b>	<b>8.84%</b>	<b>9.47%</b>	<b>10.21%</b>	<b>11.11%</b>	<b>12.20%</b>

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

# Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Current Scenario using Average Returns

Year Age (JOE / JANE)		2046 81 / 78	2047 82 / 79	2048 83 / 80	2049 84 / 81	2050 85 / 82	2051 86 / 83	2052 87 / 84	2053 88 / 85
<b>Retirement and Strategy Income Assign To</b>									
Pension Income	Fund All Goals	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Social Security - JOE	Fund All Goals	53,109	54,437	55,798	57,193	58,622	60,088	61,590	63,130
Social Security - JANE	Fund All Goals	41,897	42,944	44,018	45,119	46,247	47,403	48,588	49,802
<b>Total Retirement and Strategy Income</b>		<b>105,006</b>	<b>107,381</b>	<b>109,816</b>	<b>112,311</b>	<b>114,869</b>	<b>117,491</b>	<b>120,178</b>	<b>122,932</b>
<b>Other Additions Assign To</b>									
Universal Life Insurance	Fund All Goals	0	0	0	0	0	0	0	0
<b>Total Other Additions</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Investment Earnings</b>		<b>57,136</b>	<b>50,856</b>	<b>44,012</b>	<b>36,568</b>	<b>28,488</b>	<b>19,732</b>	<b>10,261</b>	<b>29</b>
<b>Total Income and Earnings</b>		<b>162,142</b>	<b>158,237</b>	<b>153,827</b>	<b>148,879</b>	<b>143,357</b>	<b>137,223</b>	<b>130,439</b>	<b>122,961</b>
<b>Cash Used To Fund Goals Estimated % Funded</b>									
Retirement - Basic Living Expense	91%	249,562	255,801	262,196	268,751	275,470	282,356	289,415	296,651
<b>Total Goal Funding</b>		<b>(249,562)</b>	<b>(255,801)</b>	<b>(262,196)</b>	<b>(268,751)</b>	<b>(275,470)</b>	<b>(282,356)</b>	<b>(289,415)</b>	<b>(296,651)</b>
<b>Total Taxes and Tax Penalty</b>		<b>(30,604)</b>	<b>(31,369)</b>	<b>(32,154)</b>	<b>(32,958)</b>	<b>(33,781)</b>	<b>(34,626)</b>	<b>(35,492)</b>	<b>(36,379)</b>
<b>Cash Surplus/Deficit (Net Change in Portfolio)</b>		<b>(118,024)</b>	<b>(128,933)</b>	<b>(140,522)</b>	<b>(152,829)</b>	<b>(165,894)</b>	<b>(179,759)</b>	<b>(194,468)</b>	<b>(210,068)</b>
<b>Portfolio Value</b>									
<b>Future Dollars</b>									
Beginning Value		1,291,095	1,173,071	1,044,138	903,615	750,786	584,892	405,133	210,664
Cash Surplus/Deficit		(118,024)	(128,933)	(140,522)	(152,829)	(165,894)	(179,759)	(194,468)	(210,068)
Investment Asset Additions		0	0	0	0	0	0	0	0
Ending Value		1,173,071	1,044,138	903,615	750,786	584,892	405,133	210,664	596
<b>Current Dollars</b>									
Ending Value		573,234	497,785	420,285	340,685	258,933	174,979	88,768	245
Cash Surplus/Deficit		(57,674)	(61,468)	(65,359)	(69,349)	(73,442)	(77,639)	(81,943)	(86,358)

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

# Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Current Scenario using Average Returns

Year Age (JOE / JANE)	2046 81 / 78	2047 82 / 79	2048 83 / 80	2049 84 / 81	2050 85 / 82	2051 86 / 83	2052 87 / 84	2053 88 / 85
<b>Taxes</b>								
Total Taxes	30,604	31,369	32,154	32,958	33,781	34,626	35,492	36,379
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	22.00%	22.00%	22.00%	22.00%	22.00%	22.00%	22.00%	22.00%
<b>Estimated Required Minimum Distribution (RMD)</b>								
JOE	11,597	5,274	0	0	0	0	0	0
JANE	53,375	55,532	55,836	50,481	43,906	35,883	26,138	14,234
<b>Adjusted Portfolio Value</b>	<b>1,291,095</b>	<b>1,173,071</b>	<b>1,044,138</b>	<b>903,615</b>	<b>750,786</b>	<b>584,892</b>	<b>405,133</b>	<b>210,664</b>
<b>Portfolio Withdrawal Rate</b>	<b>13.57%</b>	<b>15.33%</b>	<b>17.67%</b>	<b>20.96%</b>	<b>25.89%</b>	<b>34.11%</b>	<b>50.53%</b>	<b>99.73%</b>

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



# Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Current Scenario using Average Returns

Year Age (JOE / JANE)		2054 89 / 86	2055 90 / 87	2056 - / 88	2057 - / 89	2058 - / 90	2059 - / 91	2060 - / 92
<b>Retirement and Strategy Income Assign To</b>								
Pension Income	Fund All Goals	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Social Security - JOE	Fund All Goals	64,708	66,326	0	0	0	0	0
Social Security - JANE	Fund All Goals	51,047	52,324	67,984	69,684	71,426	73,211	75,042
<b>Total Retirement and Strategy Income</b>		<b>125,756</b>	<b>128,650</b>	<b>77,984</b>	<b>79,684</b>	<b>81,426</b>	<b>83,211</b>	<b>85,042</b>
<b>Other Additions Assign To</b>								
Universal Life Insurance	Fund All Goals	0	0	500,000	0	0	0	0
<b>Total Other Additions</b>		<b>0</b>	<b>0</b>	<b>500,000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Investment Earnings</b>		<b>0</b>	<b>0</b>	<b>16,330</b>	<b>7,572</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total Income and Earnings</b>		<b>125,756</b>	<b>128,650</b>	<b>594,314</b>	<b>87,256</b>	<b>81,426</b>	<b>83,211</b>	<b>85,042</b>
<b>Cash Used To Fund Goals Estimated % Funded</b>								
Retirement - Basic Living Expense	91%	x121,923	x124,197	255,568	261,957	x232,573	x79,560	x81,329
<b>Total Goal Funding</b>		<b>(121,923)</b>	<b>(124,197)</b>	<b>(255,568)</b>	<b>(261,957)</b>	<b>(232,573)</b>	<b>(79,560)</b>	<b>(81,329)</b>
<b>Total Taxes and Tax Penalty</b>		<b>(4,428)</b>	<b>(4,453)</b>	<b>(5,044)</b>	<b>(4,260)</b>	<b>(3,592)</b>	<b>(3,652)</b>	<b>(3,713)</b>
<b>Cash Surplus/Deficit (Net Change in Portfolio)</b>		<b>(596)</b>	<b>0</b>	<b>333,701</b>	<b>(178,962)</b>	<b>(154,739)</b>	<b>0</b>	<b>0</b>
<b>Portfolio Value</b>								
<b>Future Dollars</b>								
Beginning Value		596	0	0	333,701	154,739	0	0
Cash Surplus/Deficit		(596)	0	333,701	(178,962)	(154,739)	0	0
Investment Asset Additions		0	0	0	0	0	0	0
Ending Value		0	0	333,701	154,739	0	0	0
<b>Current Dollars</b>								
Ending Value		0	0	127,388	57,630	0	0	0
Cash Surplus/Deficit		(239)	0	127,388	(66,651)	(56,224)	0	0

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

# Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : Current Scenario using Average Returns

Year Age (JOE / JANE)	2054 89 / 86	2055 90 / 87	2056 - / 88	2057 - / 89	2058 - / 90	2059 - / 91	2060 - / 92
<b>Taxes</b>							
Total Taxes	4,428	4,453	5,044	4,260	3,592	3,652	3,713
Tax Penalty	0	0	0	0	0	0	0
Federal Marginal Tax Rate	10.00%	10.00%	12.00%	12.00%	12.00%	12.00%	12.00%
<b>Estimated Required Minimum Distribution (RMD)</b>							
JOE	0	0	0	0	0	0	0
JANE	42	0	0	0	0	0	0
<b>Adjusted Portfolio Value</b>	<b>596</b>	<b>0</b>	<b>500,000</b>	<b>333,701</b>	<b>154,739</b>	<b>0</b>	<b>0</b>
<b>Portfolio Withdrawal Rate</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>55.90%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

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

---

# Worksheet Detail - Retirement Distribution Cash Flow Chart

## Scenario : Current Scenario using Average Returns

### Notes

- Additions and withdrawals occur at the beginning of the year.
- The Income section includes 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.
- 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 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.
- 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.
- Stock Options and Restricted Stock values are after-tax.
- Income from Other Assets and proceeds from Insurance Policies are after-tax values. Any remaining asset value after 72(t) distributions have been completed is a pre-tax value.
- Investment Earnings are calculated on all assets after any withdrawals for funding goals, taxes on withdrawals, and tax penalties, if applicable, are subtracted.
- Shortfalls that occur in a particular year are denoted with an 'x' in the Cash Used to Fund Goals section of the chart.
- Portfolio Withdrawal Rate (%) is the percentage withdrawn from the investment portfolio to cover cash deficits.
- The Total Taxes are 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 Total Taxes do 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 row, 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.
- The Cash Surplus/Deficit is the net change in the Portfolio Value for the specified year. This value is your income and earnings minus what was spent to fund goals minus taxes.
- The Ending Value of the Portfolio in Current Dollars is calculated by discounting the Ending Value of the Portfolio in Future Dollars by the Base Inflation Rate for this Plan.
- The Cash Surplus/Deficit in Current Dollars is calculated by discounting the Cash Surplus/Deficit in Future Dollars by the Base Inflation Rate for this Plan.
- These calculations do not incorporate penalties associated with use of 529 Plan withdrawals for non-qualified expenses.
- 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.

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

# Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : What If Scenario 1 using Average Returns

Year Age (JOE / JANE)		2029 64 / 61	2030 65 / 62	2031 66 / 63	2032 67 / 64	2033 68 / 65	2034 69 / 66	2035 70 / 67	2036 71 / 68
<b>Retirement and Strategy Income Assign To</b>									
Pension Income	Fund All Goals	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Social Security - JOE	Fund All Goals	0	0	0	0	0	0	57,743	59,187
Social Security - JANE	Fund All Goals	0	0	0	0	0	0	42,464	43,526
<b>Total Retirement and Strategy Income</b>		<b>10,000</b>	<b>10,000</b>	<b>10,000</b>	<b>10,000</b>	<b>10,000</b>	<b>10,000</b>	<b>110,207</b>	<b>112,712</b>
<b>Other Additions Assign To</b>									
Universal Life Insurance	Fund All Goals	0	0	0	0	0	0	0	0
<b>Total Other Additions</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Investment Earnings</b>		<b>136,269</b>	<b>136,160</b>	<b>135,311</b>	<b>133,817</b>	<b>132,806</b>	<b>130,196</b>	<b>133,939</b>	<b>137,791</b>
<b>Total Income and Earnings</b>		<b>146,269</b>	<b>146,160</b>	<b>145,311</b>	<b>143,817</b>	<b>142,806</b>	<b>140,196</b>	<b>244,146</b>	<b>250,503</b>
<b>Cash Used To Fund Goals Estimated % Funded</b>									
Retirement - Basic Living Expense	100%	144,330	147,938	151,636	155,427	159,313	163,296	167,378	171,562
<b>Total Goal Funding</b>		<b>(144,330)</b>	<b>(147,938)</b>	<b>(151,636)</b>	<b>(155,427)</b>	<b>(159,313)</b>	<b>(163,296)</b>	<b>(167,378)</b>	<b>(171,562)</b>
<b>Total Taxes and Tax Penalty</b>		<b>0</b>	<b>0</b>	<b>(8,427)</b>	<b>(11,850)</b>	<b>0</b>	<b>(19,464)</b>	<b>(15,711)</b>	<b>(16,104)</b>
<b>Cash Surplus/Deficit (Net Change in Portfolio)</b>		<b>1,939</b>	<b>(1,778)</b>	<b>(14,752)</b>	<b>(23,459)</b>	<b>(16,507)</b>	<b>(42,563)</b>	<b>61,057</b>	<b>62,837</b>

## Portfolio Value

<b>Future Dollars</b>									
Beginning Value		2,221,138	2,223,077	2,221,299	2,206,547	2,183,088	2,166,581	2,124,017	2,185,074
Cash Surplus/Deficit		1,939	(1,778)	(14,752)	(23,459)	(16,507)	(42,563)	61,057	62,837
Investment Asset Additions		0	0	0	0	0	0	0	0
Ending Value		2,223,077	2,221,299	2,206,547	2,183,088	2,166,581	2,124,017	2,185,074	2,247,911
<b>Current Dollars</b>									
Ending Value		1,652,982	1,611,376	1,561,633	1,507,347	1,459,463	1,395,894	1,400,995	1,406,131
Cash Surplus/Deficit		1,442	(1,290)	(10,440)	(16,198)	(11,120)	(27,972)	39,148	39,306

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

# Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : What If Scenario 1 using Average Returns

Year Age (JOE / JANE)	2029 64 / 61	2030 65 / 62	2031 66 / 63	2032 67 / 64	2033 68 / 65	2034 69 / 66	2035 70 / 67	2036 71 / 68
<b>Taxes</b>								
Total Taxes	0	0	8,427	11,850	0	19,464	15,711	16,104
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	10.00%	10.00%	12.00%	12.00%	10.00%	22.00%	22.00%	22.00%
<b>Estimated Required Minimum Distribution (RMD)</b>								
JOE	0	0	0	0	0	0	39,045	40,077
JANE	0	0	0	0	0	0	0	0
<b>Adjusted Portfolio Value</b>	<b>2,221,138</b>	<b>2,223,077</b>	<b>2,221,299</b>	<b>2,206,547</b>	<b>2,183,088</b>	<b>2,166,581</b>	<b>2,124,017</b>	<b>2,185,074</b>
<b>Portfolio Withdrawal Rate</b>	<b>6.05%</b>	<b>6.20%</b>	<b>6.76%</b>	<b>7.13%</b>	<b>6.84%</b>	<b>7.97%</b>	<b>3.43%</b>	<b>3.43%</b>

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

# Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : What If Scenario 1 using Average Returns

Year Age (JOE / JANE)		2037 72 / 69	2038 73 / 70	2039 74 / 71	2040 75 / 72	2041 76 / 73	2042 77 / 74	2043 78 / 75	2044 79 / 76
<b>Retirement and Strategy Income Assign To</b>									
Pension Income	Fund All Goals	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Social Security - JOE	Fund All Goals	60,666	62,183	63,738	65,331	66,964	68,638	70,354	72,113
Social Security - JANE	Fund All Goals	44,614	45,729	46,872	48,044	49,245	50,476	51,738	53,032
<b>Total Retirement and Strategy Income</b>		<b>115,280</b>	<b>117,912</b>	<b>120,610</b>	<b>123,375</b>	<b>126,210</b>	<b>129,115</b>	<b>132,093</b>	<b>135,145</b>
<b>Other Additions Assign To</b>									
Universal Life Insurance	Fund All Goals	0	0	0	0	0	0	0	0
<b>Total Other Additions</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Investment Earnings</b>		<b>141,755</b>	<b>145,703</b>	<b>149,711</b>	<b>153,773</b>	<b>157,883</b>	<b>162,035</b>	<b>166,217</b>	<b>170,424</b>
<b>Total Income and Earnings</b>		<b>257,036</b>	<b>263,615</b>	<b>270,321</b>	<b>277,149</b>	<b>284,092</b>	<b>291,150</b>	<b>298,310</b>	<b>305,569</b>
<b>Cash Used To Fund Goals Estimated % Funded</b>									
Retirement - Basic Living Expense	100%	175,852	180,248	184,754	189,373	194,107	198,960	203,934	209,032
<b>Total Goal Funding</b>		<b>(175,852)</b>	<b>(180,248)</b>	<b>(184,754)</b>	<b>(189,373)</b>	<b>(194,107)</b>	<b>(198,960)</b>	<b>(203,934)</b>	<b>(209,032)</b>
<b>Total Taxes and Tax Penalty</b>		<b>(16,507)</b>	<b>(19,060)</b>	<b>(20,317)</b>	<b>(21,686)</b>	<b>(23,173)</b>	<b>(24,731)</b>	<b>(26,480)</b>	<b>(28,306)</b>
<b>Cash Surplus/Deficit (Net Change in Portfolio)</b>		<b>64,677</b>	<b>64,308</b>	<b>65,250</b>	<b>66,090</b>	<b>66,812</b>	<b>67,458</b>	<b>67,896</b>	<b>68,231</b>

## Portfolio Value

<b>Future Dollars</b>									
Beginning Value		2,247,911	2,312,589	2,376,896	2,442,146	2,508,236	2,575,048	2,642,507	2,710,403
Cash Surplus/Deficit		64,677	64,308	65,250	66,090	66,812	67,458	67,896	68,231
Investment Asset Additions		0	0	0	0	0	0	0	0
Ending Value		2,312,589	2,376,896	2,442,146	2,508,236	2,575,048	2,642,507	2,710,403	2,778,634
<b>Current Dollars</b>									
Ending Value		1,411,306	1,415,171	1,418,556	1,421,411	1,423,681	1,425,343	1,426,308	1,426,550
Cash Surplus/Deficit		39,471	38,288	37,901	37,453	36,939	36,386	35,729	35,030

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

# Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : What If Scenario 1 using Average Returns

Year Age (JOE / JANE)	2037 72 / 69	2038 73 / 70	2039 74 / 71	2040 75 / 72	2041 76 / 73	2042 77 / 74	2043 78 / 75	2044 79 / 76
--------------------------	-----------------	-----------------	-----------------	-----------------	-----------------	-----------------	-----------------	-----------------

## Taxes

Total Taxes	16,507	19,060	20,317	21,686	23,173	24,731	26,480	28,306
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	22.00%	22.00%	22.00%	22.00%	22.00%	22.00%	22.00%	22.00%

## Estimated Required Minimum Distribution (RMD)

JOE	41,076	42,029	44,585	47,289	50,148	52,919	56,097	59,147
JANE	0	46,514	49,364	52,382	55,577	58,957	62,533	66,314

<b>Adjusted Portfolio Value</b>	<b>2,247,911</b>	<b>2,312,589</b>	<b>2,376,896</b>	<b>2,442,146</b>	<b>2,508,236</b>	<b>2,575,048</b>	<b>2,642,507</b>	<b>2,710,403</b>
<b>Portfolio Withdrawal Rate</b>	<b>3.43%</b>	<b>3.52%</b>	<b>3.55%</b>	<b>3.59%</b>	<b>3.63%</b>	<b>3.67%</b>	<b>3.72%</b>	<b>3.77%</b>

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

# Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : What If Scenario 1 using Average Returns

Year Age (JOE / JANE)		2045 80 / 77	2046 81 / 78	2047 82 / 79	2048 83 / 80	2049 84 / 81	2050 85 / 82	2051 86 / 83	2052 87 / 84
<b>Retirement and Strategy Income Assign To</b>									
Pension Income	Fund All Goals	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Social Security - JOE	Fund All Goals	73,916	75,764	77,658	79,599	81,589	83,629	85,720	87,863
Social Security - JANE	Fund All Goals	54,358	55,717	57,110	58,537	60,001	61,501	63,038	64,614
<b>Total Retirement and Strategy Income</b>		<b>138,274</b>	<b>141,481</b>	<b>144,768</b>	<b>148,137</b>	<b>151,590</b>	<b>155,130</b>	<b>158,758</b>	<b>162,477</b>
<b>Other Additions Assign To</b>									
Universal Life Insurance	Fund All Goals	0	0	0	0	0	0	0	0
<b>Total Other Additions</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Investment Earnings</b>		<b>174,649</b>	<b>178,877</b>	<b>183,099</b>	<b>187,302</b>	<b>191,470</b>	<b>195,596</b>	<b>199,663</b>	<b>203,653</b>
<b>Total Income and Earnings</b>		<b>312,923</b>	<b>320,357</b>	<b>327,866</b>	<b>335,438</b>	<b>343,060</b>	<b>350,726</b>	<b>358,421</b>	<b>366,130</b>
<b>Cash Used To Fund Goals Estimated % Funded</b>									
Retirement - Basic Living Expense	100%	214,258	219,614	225,105	230,732	236,501	242,413	248,474	254,685
<b>Total Goal Funding</b>		<b>(214,258)</b>	<b>(219,614)</b>	<b>(225,105)</b>	<b>(230,732)</b>	<b>(236,501)</b>	<b>(242,413)</b>	<b>(248,474)</b>	<b>(254,685)</b>
<b>Total Taxes and Tax Penalty</b>		<b>(30,201)</b>	<b>(32,318)</b>	<b>(34,505)</b>	<b>(36,847)</b>	<b>(39,350)</b>	<b>(41,896)</b>	<b>(44,595)</b>	<b>(47,449)</b>
<b>Cash Surplus/Deficit (Net Change in Portfolio)</b>		<b>68,465</b>	<b>68,425</b>	<b>68,256</b>	<b>67,859</b>	<b>67,210</b>	<b>66,417</b>	<b>65,353</b>	<b>63,995</b>
<b>Portfolio Value</b>									
<b>Future Dollars</b>									
Beginning Value		2,778,634	2,847,099	2,915,524	2,983,780	3,051,639	3,118,849	3,185,266	3,250,618
Cash Surplus/Deficit		68,465	68,425	68,256	67,859	67,210	66,417	65,353	63,995
Investment Asset Additions		0	0	0	0	0	0	0	0
Ending Value		2,847,099	2,915,524	2,983,780	3,051,639	3,118,849	3,185,266	3,250,618	3,314,613
<b>Current Dollars</b>									
Ending Value		1,426,048	1,424,703	1,422,495	1,419,363	1,415,242	1,410,127	1,403,959	1,396,682
Cash Surplus/Deficit		34,292	33,437	32,541	31,562	30,498	29,403	28,226	26,966

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



# Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : What If Scenario 1 using Average Returns

Year Age (JOE / JANE)	2045 80 / 77	2046 81 / 78	2047 82 / 79	2048 83 / 80	2049 84 / 81	2050 85 / 82	2051 86 / 83	2052 87 / 84
<b>Taxes</b>								
Total Taxes	30,201	32,318	34,505	36,847	39,350	41,896	44,595	47,449
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	22.00%	22.00%	22.00%	22.00%	22.00%	22.00%	22.00%	22.00%
<b>Estimated Required Minimum Distribution (RMD)</b>								
JOE	62,335	65,664	69,133	72,744	76,494	79,838	83,241	86,692
JANE	69,977	74,180	78,213	82,429	86,831	91,419	96,194	101,153
<b>Adjusted Portfolio Value</b>	<b>2,778,634</b>	<b>2,847,099</b>	<b>2,915,524</b>	<b>2,983,780</b>	<b>3,051,639</b>	<b>3,118,849</b>	<b>3,185,266</b>	<b>3,250,618</b>
<b>Portfolio Withdrawal Rate</b>	<b>3.82%</b>	<b>3.88%</b>	<b>3.94%</b>	<b>4.00%</b>	<b>4.07%</b>	<b>4.14%</b>	<b>4.22%</b>	<b>4.30%</b>

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

# Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : What If Scenario 1 using Average Returns

Year Age (JOE / JANE)		2053 88 / 85	2054 89 / 86	2055 90 / 87	2056 - / 88	2057 - / 89	2058 - / 90	2059 - / 91	2060 - / 92
<b>Retirement and Strategy Income Assign To</b>									
Pension Income	Fund All Goals	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Social Security - JOE	Fund All Goals	90,059	92,311	94,619	0	0	0	0	0
Social Security - JANE	Fund All Goals	66,230	67,885	69,582	96,984	99,409	101,894	104,441	107,052
<b>Total Retirement and Strategy Income</b>		<b>166,289</b>	<b>170,196</b>	<b>174,201</b>	<b>106,984</b>	<b>109,409</b>	<b>111,894</b>	<b>114,441</b>	<b>117,052</b>
<b>Other Additions Assign To</b>									
Universal Life Insurance	Fund All Goals	0	0	0	500,000	0	0	0	0
<b>Total Other Additions</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>500,000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Investment Earnings</b>		<b>207,557</b>	<b>211,359</b>	<b>215,051</b>	<b>248,141</b>	<b>249,783</b>	<b>251,103</b>	<b>252,074</b>	<b>252,667</b>
<b>Total Income and Earnings</b>		<b>373,846</b>	<b>381,555</b>	<b>389,252</b>	<b>855,125</b>	<b>359,192</b>	<b>362,997</b>	<b>366,515</b>	<b>369,720</b>
<b>Cash Used To Fund Goals Estimated % Funded</b>									
Retirement - Basic Living Expense	100%	261,053	267,579	274,268	255,568	261,957	268,506	275,219	282,100
<b>Total Goal Funding</b>		<b>(261,053)</b>	<b>(267,579)</b>	<b>(274,268)</b>	<b>(255,568)</b>	<b>(261,957)</b>	<b>(268,506)</b>	<b>(275,219)</b>	<b>(282,100)</b>
<b>Total Taxes and Tax Penalty</b>		<b>(50,296)</b>	<b>(53,272)</b>	<b>(56,177)</b>	<b>(68,641)</b>	<b>(71,622)</b>	<b>(74,196)</b>	<b>(76,765)</b>	<b>(79,307)</b>
<b>Cash Surplus/Deficit (Net Change in Portfolio)</b>		<b>62,498</b>	<b>60,704</b>	<b>58,807</b>	<b>530,916</b>	<b>25,612</b>	<b>20,295</b>	<b>14,531</b>	<b>8,314</b>
<b>Portfolio Value</b>									
<b>Future Dollars</b>									
Beginning Value		3,314,613	3,377,111	3,437,815	3,496,623	4,027,539	4,053,151	4,073,446	4,087,977
Cash Surplus/Deficit		62,498	60,704	58,807	530,916	25,612	20,295	14,531	8,314
Investment Asset Additions		0	0	0	0	0	0	0	0
Ending Value		3,377,111	3,437,815	3,496,623	4,027,539	4,053,151	4,073,446	4,087,977	4,096,290
<b>Current Dollars</b>									
Ending Value		1,388,309	1,378,794	1,368,176	1,537,478	1,509,518	1,480,074	1,449,126	1,416,656
Cash Surplus/Deficit		25,692	24,346	23,010	202,673	9,539	7,374	5,151	2,875

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

# Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : What If Scenario 1 using Average Returns

Year Age (JOE / JANE)	2053 88 / 85	2054 89 / 86	2055 90 / 87	2056 - / 88	2057 - / 89	2058 - / 90	2059 - / 91	2060 - / 92
--------------------------	-----------------	-----------------	-----------------	----------------	----------------	----------------	----------------	----------------

## Taxes

Total Taxes	50,296	53,272	56,177	68,641	71,622	74,196	76,765	79,307
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	22.00%	22.00%	22.00%	24.00%	24.00%	24.00%	24.00%	24.00%

## Estimated Required Minimum Distribution (RMD)

JOE	90,171	93,658	96,273	0	0	0	0	0
JANE	105,574	110,075	114,638	203,224	211,083	216,976	222,584	227,820

<b>Adjusted Portfolio Value</b>	<b>3,314,613</b>	<b>3,377,111</b>	<b>3,437,815</b>	<b>3,996,623</b>	<b>4,027,539</b>	<b>4,053,151</b>	<b>4,073,446</b>	<b>4,087,977</b>
<b>Portfolio Withdrawal Rate</b>	<b>4.38%</b>	<b>4.46%</b>	<b>4.54%</b>	<b>5.44%</b>	<b>5.57%</b>	<b>5.69%</b>	<b>5.83%</b>	<b>5.98%</b>

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

---

# Worksheet Detail - Retirement Distribution Cash Flow Chart

## Scenario : What If Scenario 1 using Average Returns

### Notes

- Additions and withdrawals occur at the beginning of the year.
- The Income section includes 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.
- 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 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.
- 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.
- Stock Options and Restricted Stock values are after-tax.
- Income from Other Assets and proceeds from Insurance Policies are after-tax values. Any remaining asset value after 72(t) distributions have been completed is a pre-tax value.
- Investment Earnings are calculated on all assets after any withdrawals for funding goals, taxes on withdrawals, and tax penalties, if applicable, are subtracted.
- Shortfalls that occur in a particular year are denoted with an 'x' in the Cash Used to Fund Goals section of the chart.
- Portfolio Withdrawal Rate (%) is the percentage withdrawn from the investment portfolio to cover cash deficits.
- The Total Taxes are 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 Total Taxes do 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 row, 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.
- The Cash Surplus/Deficit is the net change in the Portfolio Value for the specified year. This value is your income and earnings minus what was spent to fund goals minus taxes.
- The Ending Value of the Portfolio in Current Dollars is calculated by discounting the Ending Value of the Portfolio in Future Dollars by the Base Inflation Rate for this Plan.
- The Cash Surplus/Deficit in Current Dollars is calculated by discounting the Cash Surplus/Deficit in Future Dollars by the Base Inflation Rate for this Plan.
- These calculations do not incorporate penalties associated with use of 529 Plan withdrawals for non-qualified expenses.
- 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.

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

# Portfolio Table

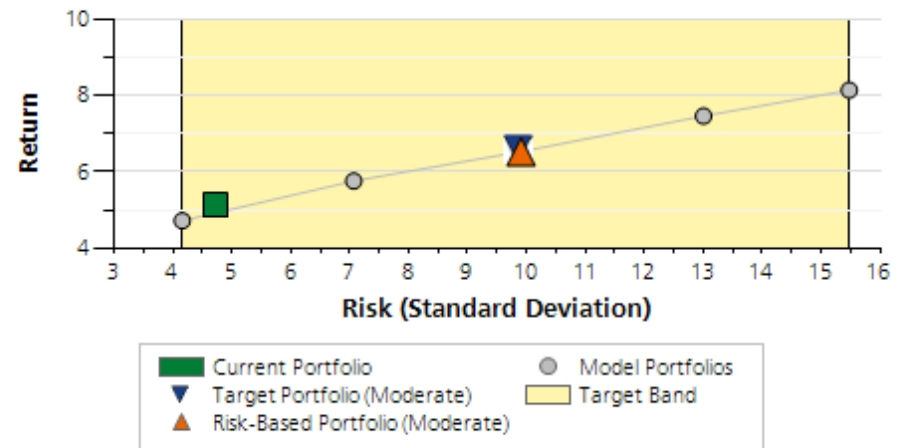
The Risk-Based Portfolio was selected from this list of Portfolios, based upon the risk assessment. The Target Band is comprised of the portfolio(s) that could be appropriate for you, based upon the Risk-Based Portfolio indicated. The Target Portfolio was selected by you. The Average Real Return is equal to the Average Total Return minus the inflation rate of 2.50%. Refer to the Standard Deviation column in the chart below to compare the relative risk of your Current Portfolio to the Target Portfolio.

Current	Risk Based	Target Band	Name	Cash	Fixed Income	Equities	Alternative	Average Return		Standard Deviation
								Total	Real	
			Conservative	3%	77%	20%	0%	4.72%	2.22%	4.16%
→			Current	33%	37%	30%	0%	5.12%	2.62%	4.74%
			Balanced	3%	57%	38%	2%	5.76%	3.26%	7.07%
	→	→	Moderate	3%	37%	56%	4%	6.53%	4.03%	9.91%
			Growth	3%	17%	75%	5%	7.46%	4.96%	13.01%
			Aggressive	3%	0%	90%	7%	8.14%	5.64%	15.48%

## 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 Current, Target, Risk-Based, and Custom Portfolios. The positioning of these portfolios illustrates how their respective risks and returns compare to each other as well as the optimized level of risk and return represented by the Portfolios.

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



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

# Worksheet Detail - Social Security Analysis

## Social Security Analysis for Current Scenario

Social Security Strategy	Selected Strategy	As Soon As Possible	At Retirement	At FRA	At Age 70	JOE begins at age 70 and JANE begins at FRA
Start age						
JOE	65	62	65	67	70	70
JANE	63	62	62	67	70	67
First year benefit in current dollars						
JOE	\$26,601	\$0	\$26,601	\$30,694	\$38,060	\$38,060
JANE	\$20,985	\$19,586	\$19,586	\$27,980	\$34,696	\$27,980
Total lifetime benefit in current dollars	\$1,349,267	\$1,175,294	\$1,333,878	\$1,477,703	\$1,614,084	\$1,577,150
Probability of success	37%	24%	36%	42%	48%	48%
Break Even Point						
JOE	68	N/A	65	75	78	77
JANE	65	N/A	62	72	75	74

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

---

# Worksheet Detail - Social Security Analysis

## Social Security Analysis for Current Scenario

### Notes

#### Selected Strategy:

This is the strategy you selected.

#### At FRA:

You apply for and begin retirement benefits at your Full Retirement Age (FRA), which is determined by your date of birth. If the retirement age you specified is after your FRA, we assume you will begin benefits at FRA, and we will adjust the benefit for inflation until your retirement age.

#### At Retirement:

You apply for and begin retirement benefits at the retirement age shown. The benefit is automatically adjusted to account for excess earnings from part-time work and/or taking benefits prior to your FRA, if either is applicable.

#### As soon as possible:

You apply for and begin benefits at the later of your current age or age 62. The benefit is automatically adjusted to account for excess earnings from part-time work, if applicable, and taking benefits prior to your FRA. If you are age 62 or older, this option is not available.

#### At age 70:

You apply for and begin benefits at age 70.

#### (Higher Wage Earner) begins at age 70 and (Lower Wage Earner) begins at FRA:

This strategy is available only if you are married. The higher wage earner applies for and begins benefits at age 70. The lower wage earner applies for and begins benefits at his/her FRA. The higher/lower wage earners are determined based on the employment incomes you specified.

#### (Higher Wage Earner) files/suspends and (Lower Wage Earner) restricted application:

This strategy is available only if you are married and assumes that you filed for and suspended your benefits prior to April 30, 2016 and your spouse reached age 62 by January 1, 2016. The higher wage earner applies for and suspends taking benefits until age 70. The higher wage earner can file at or after his/her FRA, at which time the spouse (the lower wage earner) files for and takes spousal benefits. The spouse then files for and begins his/her own benefit at age 70, at the higher benefit amount.

The lower wage earner makes a restricted application at his/her FRA. Restricted application allows the account holder to apply only for the "spousal benefit" s/he would be due under dual entitlement rules. At any age beyond his/her FRA, the lower wage earner can apply for and receive benefits based on his/her own work history.

After April 30, 2016, you (or your spouse) can still file and suspend your benefits upon reaching your FRA; but this strategy (that allowed your spouse to receive spousal benefits for the same period that the benefits are suspended ) has been discontinued by the Social Security Administration.

#### (Lower Wage Earner) files/suspends and (Higher Wage Earner) restricted application:

This strategy is available only if you are married and assumes that you filed for and suspended your benefits prior to April 30, 2016 and your spouse reached age 62 by January 1, 2016. The lower wage earner applies for and suspends taking benefits until age 70. The lower wage earner can file at or after his/her FRA, at which time the spouse (the higher wage earner) files for and takes spousal benefits. The spouse then files for and begins his/her own benefit at age 70, at the higher benefit amount.

The higher wage earner makes a restricted application at his/her FRA. Restricted application allows the account holder to apply only for the "spousal benefit" s/he would be due under dual entitlement rules. At any age beyond his/her FRA, the higher wage earner can apply for and receive benefits based on his/her own work history.

After April 30, 2016, you (or your spouse) can still file and suspend your benefits upon reaching your FRA; but this strategy (that allowed your spouse to receive spousal benefits for the same period that the benefits are suspended ) has been discontinued by the Social Security Administration.

#### Maximized Benefits:

This is the strategy that provides the highest estimate of lifetime Social Security income, assuming you live to the age(s) shown on the Detailed Results page.

#### Total Lifetime Benefit:

The total estimate of benefits you and your co-client, if applicable, would receive in your lifetime, assuming you live to the age(s) shown on the Detailed Results page. This amount is in current (non-inflated) dollars.

#### Break Even Point:

The age(s) at which this strategy would provide benefits equivalent to the "As Soon As Possible" strategy. If you live longer than the "break even" age for a strategy, your total lifetime benefits using that strategy would be greater than the lifetime benefits of the "As Soon As Possible" strategy. If you are older than age 62 and the "As Soon As Possible" strategy is not shown, the break even comparison uses the strategy that begins at the earliest age(s) as the baseline for comparison.

---

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

# Worksheet Detail - Social Security Analysis

## Social Security Analysis for What If Scenario 1

Social Security Strategy	Selected Strategy	As Soon As Possible	At Retirement	At FRA	At Age 70	JOE begins at age 70 and JANE begins at FRA
Start age						
JOE	70	62	64	67	70	70
JANE	67	62	62	67	70	67
First year benefit in current dollars						
JOE	\$37,948	\$0	\$24,483	\$30,604	\$37,948	\$37,948
JANE	\$27,907	\$19,535	\$19,535	\$27,907	\$34,605	\$27,907
Total lifetime benefit in current dollars	\$1,572,711	\$1,193,432	\$1,291,363	\$1,473,556	\$1,609,549	\$1,572,711
Probability of success	84%	74%	78%	82%	84%	84%
Break Even Point						
JOE	77	N/A	64	76	79	77
JANE	74	N/A	61	73	76	74

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



---

# Worksheet Detail - Social Security Analysis

## Social Security Analysis for What If Scenario 1

### Notes

#### Selected Strategy:

This is the strategy you selected.

#### At FRA:

You apply for and begin retirement benefits at your Full Retirement Age (FRA), which is determined by your date of birth. If the retirement age you specified is after your FRA, we assume you will begin benefits at FRA, and we will adjust the benefit for inflation until your retirement age.

#### At Retirement:

You apply for and begin retirement benefits at the retirement age shown. The benefit is automatically adjusted to account for excess earnings from part-time work and/or taking benefits prior to your FRA, if either is applicable.

#### As soon as possible:

You apply for and begin benefits at the later of your current age or age 62. The benefit is automatically adjusted to account for excess earnings from part-time work, if applicable, and taking benefits prior to your FRA. If you are age 62 or older, this option is not available.

#### At age 70:

You apply for and begin benefits at age 70.

#### (Higher Wage Earner) begins at age 70 and (Lower Wage Earner) begins at FRA:

This strategy is available only if you are married. The higher wage earner applies for and begins benefits at age 70. The lower wage earner applies for and begins benefits at his/her FRA. The higher/lower wage earners are determined based on the employment incomes you specified.

#### (Higher Wage Earner) files/suspends and (Lower Wage Earner) restricted application:

This strategy is available only if you are married and assumes that you filed for and suspended your benefits prior to April 30, 2016 and your spouse reached age 62 by January 1, 2016. The higher wage earner applies for and suspends taking benefits until age 70. The higher wage earner can file at or after his/her FRA, at which time the spouse (the lower wage earner) files for and takes spousal benefits. The spouse then files for and begins his/her own benefit at age 70, at the higher benefit amount.

The lower wage earner makes a restricted application at his/her FRA. Restricted application allows the account holder to apply only for the "spousal benefit" s/he would be due under dual entitlement rules. At any age beyond his/her FRA, the lower wage earner can apply for and receive benefits based on his/her own work history.

After April 30, 2016, you (or your spouse) can still file and suspend your benefits upon reaching your FRA; but this strategy (that allowed your spouse to receive spousal benefits for the same period that the benefits are suspended ) has been discontinued by the Social Security Administration.

#### (Lower Wage Earner) files/suspends and (Higher Wage Earner) restricted application:

This strategy is available only if you are married and assumes that you filed for and suspended your benefits prior to April 30, 2016 and your spouse reached age 62 by January 1, 2016. The lower wage earner applies for and suspends taking benefits until age 70. The lower wage earner can file at or after his/her FRA, at which time the spouse (the higher wage earner) files for and takes spousal benefits. The spouse then files for and begins his/her own benefit at age 70, at the higher benefit amount.

The higher wage earner makes a restricted application at his/her FRA. Restricted application allows the account holder to apply only for the "spousal benefit" s/he would be due under dual entitlement rules. At any age beyond his/her FRA, the higher wage earner can apply for and receive benefits based on his/her own work history.

After April 30, 2016, you (or your spouse) can still file and suspend your benefits upon reaching your FRA; but this strategy (that allowed your spouse to receive spousal benefits for the same period that the benefits are suspended ) has been discontinued by the Social Security Administration.

#### Maximized Benefits:

This is the strategy that provides the highest estimate of lifetime Social Security income, assuming you live to the age(s) shown on the Detailed Results page.

#### Total Lifetime Benefit:

The total estimate of benefits you and your co-client, if applicable, would receive in your lifetime, assuming you live to the age(s) shown on the Detailed Results page. This amount is in current (non-inflated) dollars.

#### Break Even Point:

The age(s) at which this strategy would provide benefits equivalent to the "As Soon As Possible" strategy. If you live longer than the "break even" age for a strategy, your total lifetime benefits using that strategy would be greater than the lifetime benefits of the "As Soon As Possible" strategy. If you are older than age 62 and the "As Soon As Possible" strategy is not shown, the break even comparison uses the strategy that begins at the earliest age(s) as the baseline for comparison.

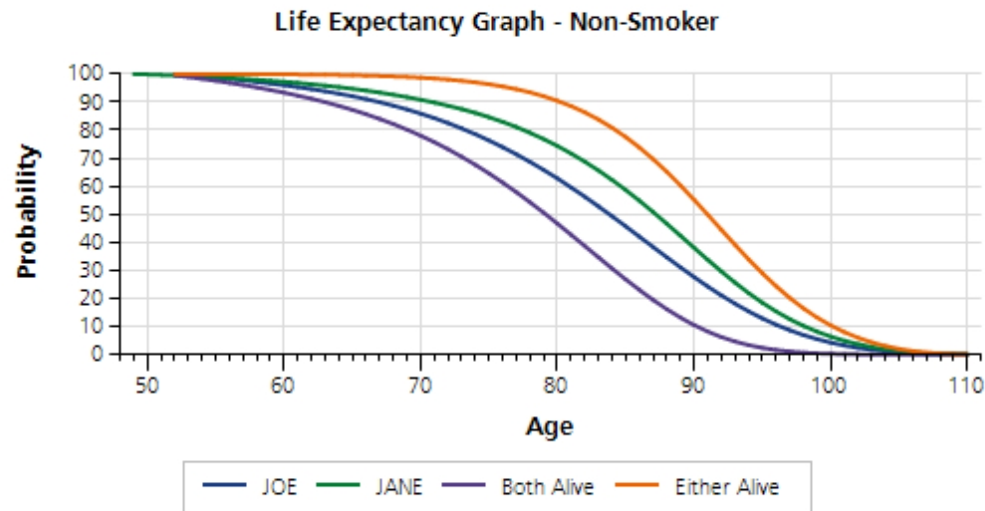
---

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

# Life Expectancy Table and Graph

How long might you live?

Chance you will live to age shown	JOE Live to Age		JANE Live to Age		Either Live to Age		Both Live to Age	
	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker	Non-Smoker	Smoker
50%	84	76	88	80	91	83	80	71
40%	87	78	90	82	93	85	82	74
30%	90	81	92	84	95	86	85	76
20%	93	83	95	87	98	88	87	79
10%	97	87	99	90	101	91	91	82



All calculations based on 2012 IAM Basic Tables.

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

---

# IMPORTANT DISCLOSURES ABOUT YOUR PLAN OR REPORT

**Your Cetera Investment Advisers LLC Representative** - Your advisory relationship with your Cetera Investment Advisers LLC (Cetera Investment Advisers) Investment Advisor Representative, for the purpose of this Plan or Report, concludes with your receipt of the plan or report. Please carefully review the attached documentation for accuracy and report any inconsistencies to your Cetera Investment Advisers Representative. The Cetera Investment Advisers Representative who prepared your plan is both a Registered Representative and Investment Advisor Representative with Cetera Investment Services LLC, a full service securities broker/dealer, and Cetera Investment Advisers LLC, a registered investment adviser. As a Registered Representative of Cetera Investment Services LLC (s)he is available to assist you in the implementation of the investment recommendations of your plan or letter and may receive the usual and customary commissions associated with individual investment products. Commission earned as a Registered Representative are in addition to any fees earned as an Investment Advisor Representative in preparation of the Plan or Recap letter. More information is contained in the Cetera Investment Advisers Disclosure Brochure or Form ADV Part 2A and 2B, provided to you by your Cetera Investment Advisers Investment Advisor Representative.

The target portfolio allocations shown here are for information purposes only and are considered accurate representations of each asset class. Allocations to your target portfolio may vary from the target portfolio allocations shown here and from those of other clients with similar financial circumstances, objectives and/or risk levels. Any variations from the target portfolios are based on your discussions with the Investment Advisor Representative.

**Cetera Investment Services, LLC had previously joined with ING Investment Management to provide Classic and Expanded asset allocation portfolio models. These are static models and the allocations do not change. TSIM models are offered through Cetera Investment Services, LLC as a service of Tower Square Investment Management.**

**Accuracy of Information** - This Financial Plan or Report was prepared to help you work toward your financial goals. The estimates, projections, and illustrations used in preparing this plan are based upon mathematical computations and information from sources believed to be reliable.

**Annuities** - Annuities are insurance contracts for the purpose of long term investing. There is a surrender charge generally imposed during the first 5 to 7 years that you own the contract. Withdrawals made prior to age 59 ½ may result in a 10% penalty, in addition to any ordinary income tax. The guarantee of the annuity is backed by the financial strength of the underlying insurance company. With variable annuities, the investment sub-account value will fluctuate with changes in market conditions.

**Certificates of Deposit (CDs)** - Traditional CDs are insured by the FDIC and offer a fixed rate of return, whereas investment securities, such as stocks, bonds, variable annuities and mutual funds will fluctuate with changes in market conditions.

**Collateralized Mortgage Obligations (CMOs)** - Although CMOs generally offer low credit risk, they are subject to market risk like all investment securities and there should be no implication otherwise. The anticipated yield and average life of a CMO is not assured. The yield and average life will fluctuate depending on the actual prepayment experience and changes in current interest rates. Upon resale, an investor may receive more or less than the original investment.

**Derivatives** - Certain mutual funds or variable annuity separate accounts may engage in derivative contracts for the purposes of hedging against loss or enhancing portfolio returns. For information about whether or not a specific fund or separate account uses derivatives, refer to the prospectus.

**Dollar Cost Averaging/Periodic Investment Plans** - A dollar cost averaging/periodic investment plan does not assure a profit and does not protect against loss in a declining market. Such a plan involves continuous investment in securities regardless of fluctuating price levels of such securities. Investors should consider their financial ability to continue their purchases.

**Held** - In this report, when [Held] appears next to an asset it is an indication that the asset was purchased through this registered representative or broker-dealer.

**Limited Partnerships** - If you own any limited partnership units, such units are generally illiquid, long-term investments. Partnership values may significantly differ from original cost. If any of your limited partnership holdings are shown without a price, accurate valuation information may not be available. In that case, please refer to reports received from the general partner with regard to the current operations and status of the investment. If any of your limited partnerships are valued, such values reflect only the general partner's evaluation. There is no assurance that this value would be realized upon the sale of these units or the conclusion of the program.

**Mortgage Backed Bonds** - The principal value will fluctuate and the income from such investments consists of both principal and interest. In some cases, you may receive all of your principal back if the loan(s) is (are) prepaid sooner than anticipated.

**Risk** - Securities do not offer a fixed rate of return or risk. The yield, share price and/or rate of return fluctuate, so when redeemed or sold, you may receive more or less than you originally invested.

**Tax free bonds/Investing** - Income may be subject to local, state and/or the alternative minimum tax.

---

# IMPORTANT DISCLOSURES ABOUT YOUR PLAN OR REPORT

**Trusts -** Trusts may be utilized to develop a vehicle for estate planning, donation to a favorite charity, etc. Use of a trust may also provide for a reduction in the tax burden of assets intended for transfer to estate heirs, etc.

**Zero Coupon Bonds -** The value of the bond is subject to market fluctuation, and the risk of the issuer not being able to pay back the principal at maturity or interest due. Because these bonds do not pay interest until maturity, the prices tend to be more volatile than bonds that pay interest regularly. The interest income from the bond may be subject to taxes on "Phantom" or imputed interest that accrues annually as ordinary income, even though the investors will receive no cash payment.

**Securities offered through Cetera Investment Services LLC, member SIPC.**

Values shown represent the most recent prices received by your financial consultant for your various position holdings using multiple data sources.

---

# IMPORTANT DISCLOSURE INFORMATION

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

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

MoneyGuidePro results may vary with each use and over time.

**Cetera Investment Services, LLC is an independent, registered broker dealer, licensed insurance agency, and Cetera Investment Advisers, LLC is the registered investment adviser.**

- **Not FDIC/NCUSIF insured.**
- **May go down in value.**
- **Not Financial Institution guaranteed.**
- **Not a deposit.**
- **Not insured by any federal government agency.**
- Investments in high yield bonds are high risk investments. High yielding fixed-income securities generally are subject to greater market fluctuations and risk of loss of income and principal than are investments in lower yielding fixed-income securities.
- Portfolio returns shown do not reflect the deduction of fees, charges, or other expenses associated with investing, which if applied would reduce the returns.

## MoneyGuidePro Assumptions and Limitations

### Information Provided by You

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

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

### Assumptions and Limitations

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

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

MoneyGuidePro does not provide recommendations for any products or securities.

# IMPORTANT DISCLOSURE INFORMATION

Asset Class Name	Projected Return Assumption	Projected Standard Deviation
Domestic Large Cap Blend	8.92%	15.09%
FI - Bank Loans	4.36%	6.92%
Domestic Large Cap Growth	8.96%	16.49%
Domestic Large Cap Value	8.64%	15.08%
Domestic Mid Cap Blend	10.80%	16.97%
Domestic Mid Cap Growth	9.64%	20.00%
Domestic Mid Cap Value	10.18%	16.53%
Domestic Small Cap Blend	9.20%	19.70%
Domestic Small Cap Growth	8.63%	22.10%
Domestic Small Cap Value	9.56%	18.41%
International Equity	7.33%	17.35%
Emerging Markets	10.04%	23.80%
Specialty - REITs	9.85%	21.50%
Specialty - Natural Resources (Commodities)	0.26%	16.38%
Specialty - TIPS	3.74%	6.14%
FI - Intermediate Govt/Corp	4.41%	3.51%
FI - Intermediate Govt/Corp (Tax-Free)	2.10%	3.51%
FI - Short Govt/Corp	2.56%	1.34%
FI - High Yield Bonds	7.55%	9.63%
FI - World Bond	3.71%	5.73%
Cash	2.64%	0.54%
Cash (Tax-Free)	2.20%	0.54%
Domestic Equities	8.85%	15.26%
Europe Stock	7.55%	18.75%
Asia Stock	7.43%	17.36%
FI - Intermediate Government	3.80%	3.10%
FI - Short Government	3.27%	1.48%

Asset Class Name	Projected Return Assumption	Projected Standard Deviation
FI - International Treasury	3.60%	8.37%
FI - Investment Grade Corporate	5.32%	5.65%
FI - Muni National Interim	4.47%	4.41%
FI - Emerging Markets Bond	7.07%	9.07%
FI - Convertible Bonds	7.72%	12.47%

---

# IMPORTANT DISCLOSURE INFORMATION

## Risks Inherent in Investing

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

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

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

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

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

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

## MoneyGuidePro Methodology

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

## Results Using Average Returns

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

## Results Using Historical Test

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

## Results Using Historical Rolling Periods

The Results Using Historical Rolling Periods is a series of Historical Tests, each of which uses the actual historical returns and inflations rates, in sequence, from a starting year to an ending year, and assumes that you would receive those returns and inflation rates, in sequence, from this year through the end of your Plan. If the historical sequence is shorter than your Plan, the average return for the historical period is used for the balance of the Plan.

Indices in Results Using Historical Rolling Periods may be different from indices used in other MoneyGuidePro calculations. Rolling Period Results are calculated using only three asset classes -- Cash, Bonds, and Stocks. The indices used as proxies for these asset classes when calculating Results Using Historical Rolling Periods are:

- Cash - Ibbotson U.S. 30-day Treasury Bills (1926-2017)
- Bonds - Ibbotson Intermediate-Term Government Bonds - Total Return (1926-2017)
- Stocks - Ibbotson Large Company Stocks - Total Return (1926-2017)

---

# IMPORTANT DISCLOSURE INFORMATION

## Results with Bad Timing

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

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

## Results Using Class Sensitivity

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

## Results Using Monte Carlo Simulations

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

## MoneyGuidePro Presentation of Results

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

### Estimated % of Goal Funded

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

### Safety Margin

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

### Bear Market Loss and Bear Market Test

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

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



# IMPORTANT DISCLOSURE INFORMATION

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

Regardless of whether you are using historical or projected returns for all other MoneyGuidePro results, the Bear Market Loss and Bear Market Test use returns calculated from historical indices. If you are using historical returns, the indices in the Bear Market Loss and the Bear Market Test may be different from indices used in other calculations. These results are calculated using only four asset classes – Cash, Bonds, Stocks, and Alternatives. 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*	-50.95%	N/A
	S&P GSCI Commodity - Total Return**	N/A	14.61%

\*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.

## MoneyGuidePro Risk Assessment

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

Based on your specific circumstances, you must decide the appropriate balance between potential risks and potential returns. MoneyGuidePro does not and cannot adequately understand or assess the appropriate risk/return balance for you. MoneyGuidePro requires you to select a risk score. Once selected, 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.

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