

## REPORT PREPARED FOR

## John Doe

by Mark Gillett, CRPC SET Retirement Planning Solutions

Generated on 09/12/2022

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## **Important Information**

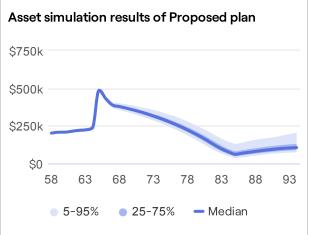
This report is intended to provide you with an analysis of your financial plan. It is based on the data and assumptions provided by you and your financial professional including but not limited to asset expected returns, volatility, and inflation assumptions. Detailed information regarding assumptions can be found on the disclosure page of this report.

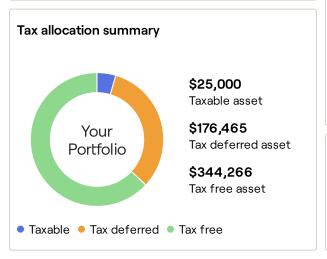
The report shows comparisons of your current plan and a proposed plan. The proposed plan is a recommendation formulated by your financial professional. The report also shows comparisons of your current asset allocation and a proposed asset allocation. The proposed asset allocation is the recommendation formulated by your financial professional.

The report shows the Probability of Success of your plan using a Monte Carlo simulation calculated by running the projection 1,000 separate times. Some sequences of returns used in the Monte Carlo simulation will give you better results, and some will give you worse results. These multiple trials provide a range of possible results. RightCapital considers a trial to be "successful" if, at the end of your planning horizon, your invested assets are greater than zero. The percentage of trials that were successful is the Probability of Success of your plan, with all its underlying assumptions. Detailed disclosure regarding the calculations can be found on the disclosure page of this report.

# **Snapshot**



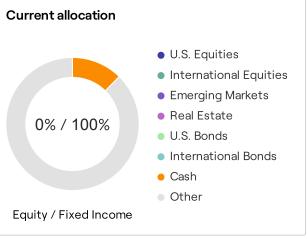








Balance Sheet	
Bank	\$28,000
Invested assets	\$176,465
Real estate assets	\$837,900
Life insurance cash value	\$344,266
Other assets	\$898,160
Credit cards	\$0
Mortgages	\$0
Home equities	\$0
Student loans	\$0
Other debts	\$45,405
Net worth	\$2,239,386





## **Balance Sheet**

Just like any well-run business, your personal balance sheet should always be in check. Your net worth is the difference between your assets and your liabilities. Assets are everything you own such as your home and investments, and liabilities are everything you owe such as the balance on your mortgage and other debt.

# Your net worth is \$2,239,386 as of 9/12/22



\$28,000
\$176,465
\$837,900
\$344,266
\$898,160
\$2,284,791

Liabilities	
Credit cards	\$0
Mortgages	\$0
Home equities	\$0
Student loans	\$0
Other debts	\$45,405
Total liabilities	\$45,405
Net Worth	\$2,239,386

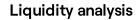
# **Balance Sheet Details**

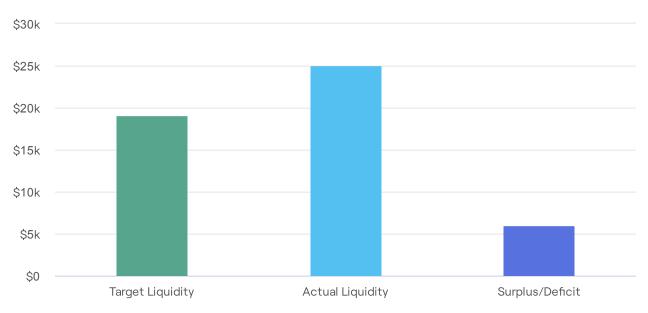
Description	John	Total
Assets		
Cash		
Checking	\$1,000	\$1,000
Savings	\$2,000	\$2,000
Savings (Reserve)	\$25,000	\$25,000
Total Cash	\$28,000	\$28,000
Invested Assets		
Non-qualified		
Allianz Life Pro+	\$344,266	\$344,266
Qualified		
Allianz 222 Annuity (2/2019)	\$176,465	\$176,465
Total Invested Assets	\$520,731	\$520,731
Real Estate Assets		
Primary Home	\$837,900	\$837,900
Total Real Estate Assets	\$837,900	\$837,900
Other Assets		
SS PIA (20 Years)	\$788,160	\$788,160
Personal Property	\$15,000	\$15,000
Auto 1 (Audi A4)	\$5,000	\$5,000
Auto 2 (Chevy C8)	\$90,000	\$90,000
Total Other Assets	\$898,160	\$898,160
Total Assets	\$2,284,791	\$2,284,791
Liabilities		

Description	John	Total
Auto 2 Loan	\$45,405	\$45,405
Total Liabilities	\$45,405	\$45,405
Net Worth		
Total Net Worth	\$2,239,386	\$2,239,386

# Liquidity

If a job loss or other financial hardship arises, a liquid emergency fund can help pay bills without dipping into savings or using high interest credit or loans. Your emergency fund should include easily accessible funds like cash and money market funds.



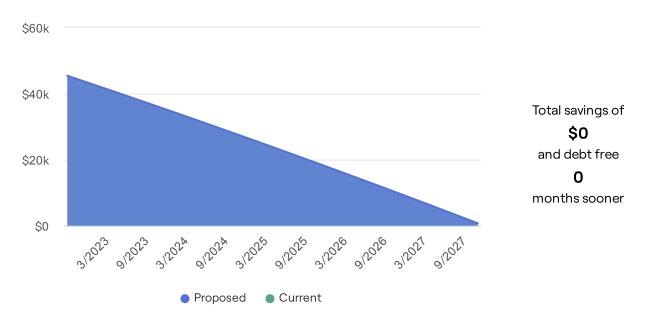


## **Your Liquidity**

Your target liquidity is 4 months of living expenses, \$19,104. Your current liquidity is \$25,000.

# **Debt Management**

### Balance of selected debt



## Proposed payment strategy

Payment priority	Same priority for all debt
Current total monthly payment	\$773
Proposed additional monthly payment	\$0
Proposed total monthly payment	\$773.00

## Individual loan strategy

Loan name	Interest rate	Balance	Strategy
John's Car Loan	2.64%	\$45,405	Use proposed payment strategy

# **Debt Management Payments**

Proposed payments for next month

Debt Name	Balance	Interest Rate	Minimum Payment	Current Payment	Proposed Payment
John's Car Loan	\$45,405	2.64%	\$0	\$773	\$773

# Tasks

Due Date	Assigned to	Task

# **Asset Allocation**

### **Current allocation**

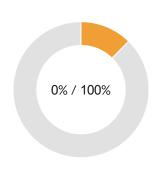
#### All Accounts



0%	•	U.S. Equities	0%
0%	•	International Equities	0%
0%	•	Emerging Markets	0%
0%	•	Real Estate	0%
0%	•	U.S. Bonds	0%
0%	•	International Bonds	0%
12.4%	•	Cash	12.4%
87.6%		Other	87.6%

## **Target allocation**

Current allocation



Equity / Fixed Income

Annual return: 9.9% Standard deviation: 14.1%

### Equity / Fixed Income

Annual return: 9.9% Standard deviation: 14.1%

## To balance back to your target portfolio:

U.S. Equities	Sell	\$0	U.S. Bonds	Sell	\$0
International Equities	Sell	\$0	International Bonds	Sell	\$0
Emerging Markets	Sell	\$0	Cash	Sell	\$0
Real Estate	Sell	\$0	Other	Sell	\$0

This page shows a need to increase or decrease the amounts currently represented in these asset classes of the current portfolio.

# **Asset Allocation Details**

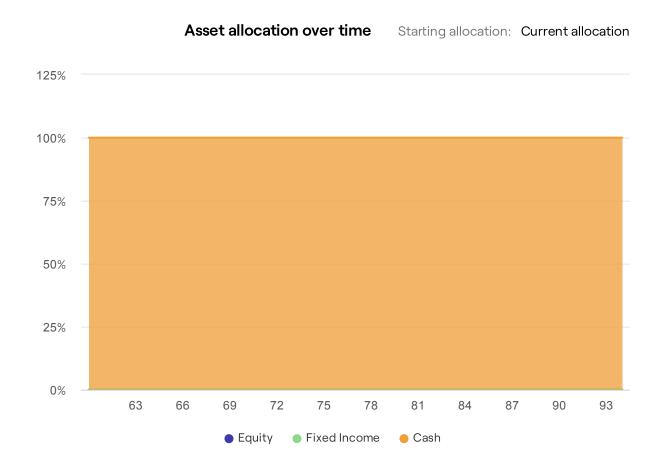
Category	Asset Class	Current	Target
	Large Growth	0%	0%
II.C. Equition	Large Value	0%	0%
U.S. Equities	Mid Cap	0%	0%
	Small Cap	0%	0%
International Equities	International Equities	0%	0%
Emerging Markets	Emerging Markets	0%	0%
Real Estate	Real Estate	0%	0%
	Government	0%	0%
U.S. Bonds	Municipal	0%	0%
U.S. BOIIGS	Corporate	0%	0%
	High Yield	0%	0%
International Bonds	International Bonds	0%	0%
Cash	Cash	12.4%	12.4%
Other	Other	87.6%	87.6%

0%

Please refer to sections 5 and 8.4 of the disclosure section for more information.

## **Allocation Path**

The allocation path chart can illustrate how your portfolio's asset allocation may change over time.



# **Equity Sector and Style**

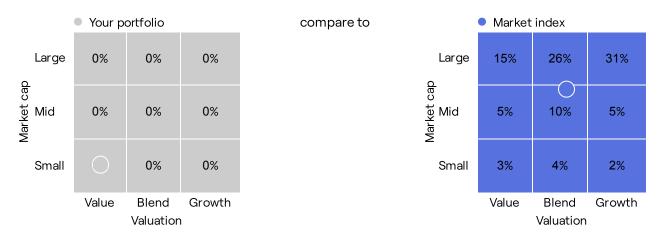
Equity investments can be categorized by sector. They are also each assigned a style based on their market cap and valuation. It is important to construct a well-diversified equity portfolio that balances risk with return, while meeting your specific financial goals. Sector and Style data is provided by Morningstar.





Amongst the equity sector, you are most overweight in Not Classified and underweight Technology.

### **Equity style comparison**



Amongst the equity styles, you are most **overweight in Small Growth and most underweight in Large Growth**.

These broad investment categories are not specific securities, funds, or investment products. The assumed rates of return of these broad categories are based on the return of indices. Please refer to section 8.4 of the disclosure section for more information.

<sup>\*</sup> Broad market index refers to the Vanguard Total Stock Market Index.

## **Concentrated Position**

A portfolio that is too heavy in just one security poses a substantial downside risk. This is often defined as "putting all your eggs in one basket." Your concentration position is identified as individual stocks that exceed 5% of the entire portfolio.



Great job! Your portfolio is not overly concentrated in any one equity or equities.

The transaction cost of liquidation is not included in the analysis. The liquidation will also result in the loss of future earnings.

## **Tax Allocation**

Tax deferred assets include 401(k)/403(b), IRAs and other tax deferred accounts. Tax free assets include Roth 401(k), Roth IRA, 529, HSA and other tax free accounts. The taxability of the accounts above are based on a variety of factors. Please consult a qualified tax professional to discuss your individual tax situation.

### Tax allocation summary



\$25,000 \$176,465 Taxable asset

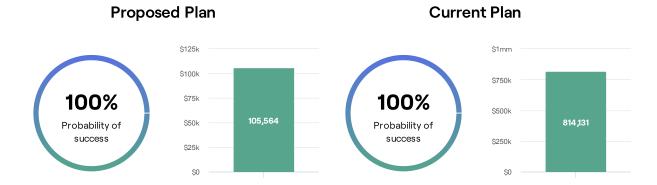
Tax deferred asset

\$344,266

Tax free asset

## **Monte Carlo Analysis**

Use of a detailed retirement analysis tool is important to help determine whether you are on track for a successful retirement. Monte Carlo simulations, stress tests, and viewing specific scenarios can help you evaluate your retirement plans and see the impact of potential changes.



#### Asset simulation results - Proposed plan



This section of the report displays the results of Monte Carlo simulations run on the current and proposed plans. The results are derived from 1000 simulations and the specified retirement cash flows. The chart of probability of success represents the overall likelihood of success in both the current and proposed plan.

# **Retirement Analysis Action Items**

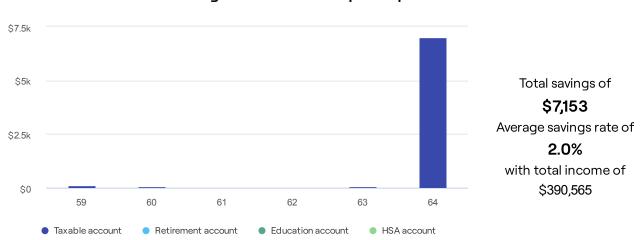
	Proposed	Current
Financial goals		
John's retirement age	65	65
John's retirement healthcare cost	\$3,299	\$3,299
John's LTC cost	\$59,488	\$59,488
John's LTC duration	0	2
John's planning horizon	94	94
Retirement Monthly Expense	\$2,000	\$2,000
IUL Premium (\$65K)	\$0	\$0
Travel	\$10,000	\$10,000
Income		
John's Salary	\$36,000	\$36,000
John's Bonus Income	\$0	\$0
Strategies		
Asset allocation	Current allocation	Current allocation
Social Security	Current strategy	Current strategy
John Doe	Full retirement age	Full retirement age
Retirement Spending	Inflation Adjusted	Inflation Adjusted
Primary home relocations		
Home Relocation	John's retirement	John's retirement
Insurance		
Allianz Life Pro+	Excluded	Included

## Saving Analysis - Proposed plan



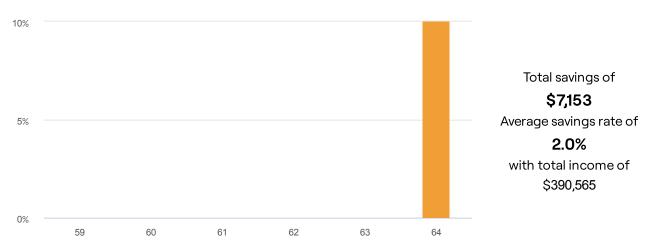


#### Savings over time of Proposed plan



## Saving Analysis - Proposed plan



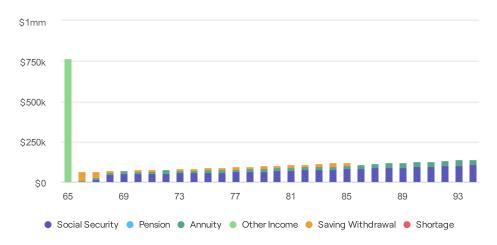


#### Total savings and returns of Proposed plan



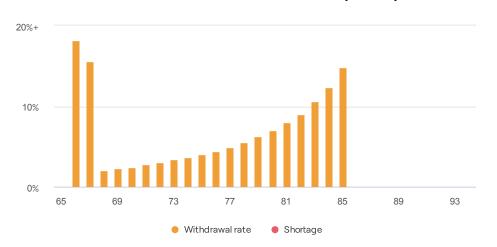
# Retirement Analysis Details - Proposed plan





\$0 income shortage 94.2% income is stable

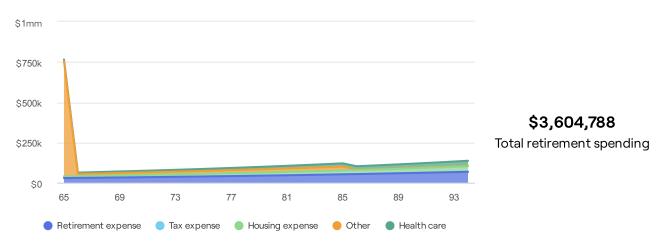
#### Withdrawal rate of Proposed plan



\$0
income shortage
94.2%
income is stable

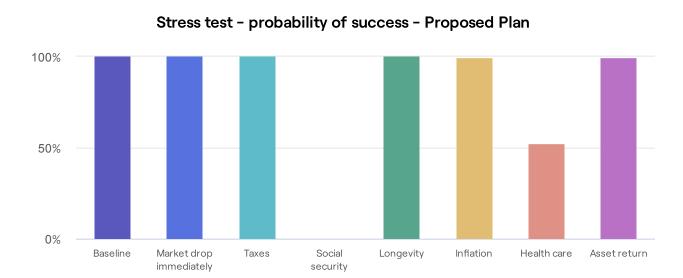
# Retirement Analysis Details - Proposed plan





## **Stress Test**

Even the best retirement plans will be exposed to various risks. These risks can include market volatility, taxation, low Social Security payments, longevity, inflation, and short and long-term health care expenses. It is important to both anticipate and plan for such risks. Doing so can substantially increase your probability of success.



### Stress Test results are based on the following assumptions:

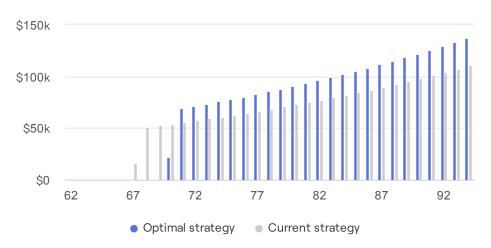
Equity markets drop immediately by	20%	Tax expense will be higher by	20%
Social Security will be reduced by	20%	You will live	5 yrs. longer
Inflation will be higher by	1%	Health care cost will be higher by	20%
Asset return will be lower by	1%		

This section of the report displays the results of Monte Carlo simulations run on various stressed tests. The results are derived from 1000 simulations and the specified retirement cash flows. The probability of success represents the overall likelihood of success in various stress tests.

# **Optimal Social Security Strategy**

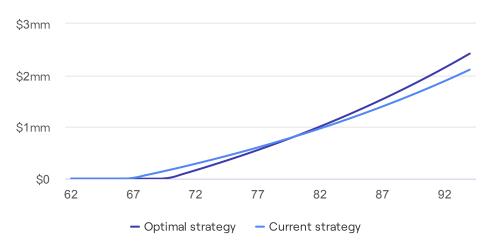
There are as many as 700 different Social Security filing strategies that can be tested in order to identify the optimal Social Security benefit for your specific retirement needs. Compare your optimal strategy to others to see the potential benefit of optimization.

### Annual cash flow comparison



\$311,209 more from the optimal Social Security filing strategy than Current strategy

### Cumulative cash flow comparison



### To obtain maximum Social Security benefit

1. John applies own retirement/spousal benefit at age 70.

# **Medicare Coverage**

It is important to select the Medicare options that meet your needs and enroll in Medicare on time. Delayed enrollment can result in penalties and coverage gaps.

#### **Your Medicare Considerations**



**Location Consideration** spend most of my time at home and visit in-network Dr. in my area



**Health Consideration** I'm healthy and can work with deductible/copay/coinsurance for lower premiums



**Risk Consideration** prefer more predictable cost with an out of pocket limit

- Flexibility on doctor choices
- Deductible/copay
- No out of pocket limit

#### **Proposed Medicare Choices**

Original Medicare Part A, B, D covers Hospital insurance, Medical insurance and prescription drugs. Dental and vision is NOT included. Original medicare enables you to see Dr. in any location in U.S. Original Medicare has less predictable costs with deductibles, copays, and no out of pocket limit.

# **Medicare Coverage**

It is important to select the Medicare options that meet your needs and enroll in Medicare on time. Delayed enrollment can result in penalties and coverage gaps.

## **Coverage Analysis**

Description	Coverage			
Hospital Insurance	Ocvered in Medicare Part A			
Medical insurance	Ocvered in Medicare Part B			
Prescription drug	Ocvered in Medicare Part D			
Dental, vision and hearing	Not covered			
Long term Care	Not covered			

Proposed option

Original Medicare, Part A,

B, D

# **Medicare Enrollment**

It is important to select the Medicare options that meet your needs and enroll in Medicare on time. Delayed enrollment can result in penalties and coverage gaps.

#### John Doe

Social Security at 65	I will have received retirement benefits by age 65
Group Plan Coverage at 65	I don't have group plan coverage

### Your Enrollment Period

John will be automatically enrolled in Part A and B. John needs to enroll in Part D 3 months before John's 65th birthday, in Aug 2028.

#### **Start Enrollment**

To enroll in Medicare part A and B: www.ssa.gov

To enroll in MediGap, Medicare Advantage and Medicare Part D, you need to compare plans from private insurance companies. Start at www.medicare.gov

# **Medicare Tips**

Scenario	Tip
I'm turning 65	Medicare enrollment is NOT automatic
I have group retiree benefit or COBRA	You still need Medicare
I missed my enrollment period	You have a LIFETIME penalty of higher premiums. You are likely to have months of a coverage gap
I enrolled in Medicare	You cannot contribute to an HSA
I enrolled in Medicare Advantage	You don't need a MediGap policy
What's my total health care cost?	Varying by plan, premium plus out of pocket expenses range from \$5,000 to \$8,000 per year.

# Cash Flows - Proposed Plan

**Summary** Baseline

			Cash Inflow	S		Cash Outflows					
Year	Age	Income Inflows	Planned Distribution	Other Inflows	Total Inflows	Expenses	Goals	Tax Payment	Planned Saving	Total Outflows	Net Flows
2022	59	61,000	0	0	61,000	57,314	0	3,590	0	60,903	97
2023	60	62,580	0	0	62,580	58,835	0	3,697	0	62,532	48
2024	61	64,202	0	0	64,202	60,406	0	3,807	0	64,213	(10)
2025	62	65,868	0	0	65,868	62,028	0	3,920	0	65,948	(80)
2026	63	67,579	0	0	67,579	63,703	0	3,841	0	67,544	35
2027	64	69,336	0	0	69,336	58,407	0	3,956	0	62,363	6,973
2028	65	5,928	0	1,005,233	1,011,161	50,939	714,597	206	0	765,742	245,419
2029	66	11,226	0	0	11,226	50,423	12,299	0	0	62,721	(51,496)
2030	67	28,259	0	0	28,259	52,167	12,668	0	0	64,835	(36,576)
2031	68	63,402	0	0	63,402	53,976	13,048	405	0	67,428	(4,026)
2032	69	65,323	0	0	65,323	55,851	13,439	461	0	69,751	(4,428)
2033	70	67,301	0	0	67,301	57,795	13,842	517	0	72,154	(4,853)
2034	71	69,338	0	0	69,338	59,810	14,258	573	0	74,640	(5,302)
2035	72	71,439	0	0	71,439	61,901	14,685	628	0	77,214	(5,775)
2036	73	73,602	0	0	73,602	64,068	15,126	682	0	79,877	(6,274)
2037	74	75,831	0	0	75,831	66,317	15,580	736	0	82,633	(6,802)
2038	75	78,128	0	0	78,128	68,649	16,047	790	0	85,486	(7,358)
2039	76	80,494	0	0	80,494	71,068	16,528	842	0	88,439	(7,945)
2040	77	82,932	0	0	82,932	73,578	17,024	894	0	91,496	(8,564)
2041	78	85,444	0	0	85,444	76,182	17,535	944	0	94,661	(9,216)
2042	79	88,031	0	0	88,031	78,884	18,061	993	0	97,938	(9,906)
2043	80	90,698	0	0	90,698	81,688	18,603	1,040	0	101,331	(10,632)
2044	81	93,445	0	0	93,445	84,597	19,161	1,086	0	104,844	(11,400)
2045	82	96,275	0	0	96,275	87,617	19,736	1,129	0	108,483	(12,208)
2046	83	99,191	0	0	99,191	90,752	20,328	1,171	0	112,251	(13,060)
2047	84	102,195	0	0	102,195	94,006	20,938	1,210	0	116,155	(13,959)
2048	85	105,291	0	0	105,291	97,385	21,566	1,247	0	120,198	(14,907)
2049	86	108,481	0	0	108,481	100,892	0	1,281	0	102,173	6,307
2050	87	111,766	0	0	111,766	104,534	0	1,376	0	105,910	5,856
2051	88	115,151	0	0	115,151	108,316	0	1,470	0	109,786	5,365
2052	89	118,640	0	0	118,640	112,244	0	1,563	0	113,807	4,832
2053	90	122,233	0	0	122,233	116,324	0	1,655	0	117,979	4,254
2054	91	125,936	0	0	125,936	120,562	0	1,746	0	122,307	3,628
2055	92	129,750	0	0	129,750	124,964	0	1,834	0	126,798	2,952

		Cash Inflows					Cash Outflows				
Year	Age	Income Inflows	Planned Distribution	Other Inflows	Total Inflows	Expenses	Goals	Tax Payment	Planned Saving	Total Outflows	Net Flows
2056	93	133,681	0	0	133,681	129,537	0	1,921	0	131,458	2,222
2057	94	137,731	0	0	137,731	134,289	0	2,005	0	136,295	1,436

Year	Age	Salary	Social Security	Annuities	Other Income	Total Income Inflows
2022	59	36,000	0	0	25,000	61,000
2023	60	37,080	0	0	25,500	62,580
2024	61	38,192	0	0	26,010	64,202
2025	62	39,338	0	0	26,530	65,868
2026	63	40,518	0	0	27,061	67,579
2027	64	41,734	0	0	27,602	69,336
2028	65	3,582	0	0	2,346	5,928
2029	66	0	0	11,226	0	11,226
2030	67	0	16,640	11,619	0	28,259
2031	68	0	51,418	11,985	0	63,402
2032	69	0	52,961	12,362	0	65,323
2033	70	0	54,550	12,751	0	67,301
2034	71	0	56,185	13,153	0	69,338
2035	72	0	57,871	13,567	0	71,439
2036	73	0	59,608	13,995	0	73,602
2037	74	0	61,396	14,436	0	75,831
2038	75	0	63,238	14,890	0	78,128
2039	76	0	65,135	15,359	0	80,494
2040	77	0	67,088	15,843	0	82,932
2041	78	0	69,102	16,342	0	85,444
2042	79	0	71,174	16,857	0	88,031
2043	80	0	73,310	17,388	0	90,698
2044	81	0	75,509	17,936	0	93,445
2045	82	0	77,774	18,501	0	96,275
2046	83	0	80,107	19,084	0	99,191
2047	84	0	82,511	19,685	0	102,195
2048	85	0	84,986	20,305	0	105,291
2049	86	0	87,536	20,944	0	108,481
2050	87	0	90,162	21,604	0	111,766
2051	88	0	92,867	22,285	0	115,151
2052	89	0	95,653	22,987	0	118,640
2053	90	0	98,522	23,711	0	122,233
2054	91	0	101,478	24,458	0	125,936
2055	92	0	104,522	25,228	0	129,750
2056	93	0	107,658	26,023	0	133,681
2057	94	0	110,888	26,842	0	137,731

Year	Age	Sale of Real Estate	Total Other Inflows
2022	59	0	0
2023	60	0	0
2024	61	0	0
2025	62	0	0
2026	63	0	0
2027	64	0	0
2028	65	1,005,233	1,005,233
2029	66	0	0
2030	67	0	0
2031	68	0	0
2032	69	0	0
2032	70	0	0
2033	70	0	0
2034	71	0	0
2036	73	0	0
2037	73	0	0
2038	75	0	0
2039	76	0	0
2040	77	0	0
2040	78	0	0
2041	79	0	0
2042	80	0	0
2043	81	0	0
		0	
2045	82		0
2046	83	0	0
2047	84 85	0	0
2048			
2049	86	0	0
2050	87	0	0
2051	88	0	0
2052	89	0	0
2053	90	0	0
2054	91	0	0
2055	92	0	0
2056	93	0	0
2057	94	0	0

Year	Age	Living Expense	Housing	Debt	Health Care	Insurance Premium	Total Expense
2022	59	21,600	15,652	9,276	9,000	1,786	57,314
2023	60	22,248	16,202	9,276	9,270	1,840	58,835
2024	61	22,915	16,772	9,276	9,548	1,895	60,406
2025	62	23,603	17,363	9,276	9,835	1,952	62,028
2026	63	24,311	17,976	9,276	10,130	2,010	63,703
2027	64	25,040	18,613	2,250	10,433	2,070	58,407
2028	65	28,418	11,112	0	10,131	1,278	50,939
2029	66	29,517	11,512	0	8,078	1,316	50,423
2030	67	30,402	11,928	0	8,482	1,355	52,167
2031	68	31,315	12,359	0	8,906	1,396	53,976
2032	69	32,254	12,808	0	9,351	1,438	55,851
2033	70	33,222	13,273	0	9,818	1,481	57,795
2034	71	34,218	13,757	0	10,309	1,526	59,810
2035	72	35,245	14,260	0	10,825	1,571	61,901
2036	73	36,302	14,782	0	11,366	1,618	64,068
2037	74	37,391	15,324	0	11,934	1,667	66,317
2038	75	38,513	15,888	0	12,531	1,717	68,649
2039	76	39,668	16,474	0	13,158	1,769	71,068
2040	77	40,858	17,082	0	13,816	1,822	73,578
2041	78	42,084	17,715	0	14,506	1,876	76,182
2042	79	43,347	18,373	0	15,232	1,933	78,884
2043	80	44,647	19,057	0	15,993	1,991	81,688
2044	81	45,986	19,768	0	16,793	2,050	84,597
2045	82	47,366	20,507	0	17,633	2,112	87,617
2046	83	48,787	21,276	0	18,514	2,175	90,752
2047	84	50,251	22,075	0	19,440	2,240	94,006
2048	85	51,758	22,907	0	20,412	2,308	97,385
2049	86	53,311	23,772	0	21,432	2,377	100,892
2050	87	54,910	24,672	0	22,504	2,448	104,534
2051	88	56,558	25,608	0	23,629	2,522	108,316
2052	89	58,254	26,582	0	24,811	2,597	112,244
2053	90	60,002	27,596	0	26,051	2,675	116,324
2054	91	61,802	28,650	0	27,354	2,755	120,562
2055	92	63,656	29,748	0	28,722	2,838	124,964
2056	93	65,566	30,891	0	30,158	2,923	129,537
2057	94	67,533	32,080	0	31,665	3,011	134,289

Year	Age	Vacation	Property	Total Goals
2022	59	0	0	0
2023	60	0	0	0
2024	61	0	0	0
2025	62	0	0	0
2026	63	0	0	0
2027	64	0	0	0
2028	65	11,941	702,657	714,597
2029	66	12,299	0	12,299
2030	67	12,668	0	12,668
2031	68	13,048	0	13,048
2032	69	13,439	0	13,439
2033	70	13,842	0	13,842
2034	71	14,258	0	14,258
2035	72	14,685	0	14,685
2036	73	15,126	0	15,126
2037	74	15,580	0	15,580
2038	75	16,047	0	16,047
2039	76	16,528	0	16,528
2040	77	17,024	0	17,024
2041	78	17,535	0	17,535
2042	79	18,061	0	18,061
2043	80	18,603	0	18,603
2044	81	19,161	0	19,161
2045	82	19,736	0	19,736
2046	83	20,328	0	20,328
2047	84	20,938	0	20,938
2048	85	21,566	0	21,566
2049	86	0	0	0
2050	87	0	0	0
2051	88	0	0	0
2052	89	0	0	0
2053	90	0	0	0
2054	91	0	0	0
2055	92	0	0	0
2056	93	0	0	0
2057	94	0	0	0

Year	Ago	Federal	FICA	Total Tax Payment
	Age			
2022	59	1,524	2,066	3,590
2023	60	1,569	2,127	3,697
2024	61	1,616	2,191	3,807
2025	62	1,663	2,257	3,920
2026	63	1,517	2,325	3,841
2027	64	1,561	2,394	3,956
2028	65	0	206	206
2029	66	0	0	0
2030	67	0	0	0
2031	68	405	0	405
2032	69	461	0	461
2033	70	517	0	517
2034	71	573	0	573
2035	72	628	0	628
2036	73	682	0	682
2037	74	736	0	736
2038	75	790	0	790
2039	76	842	0	842
2040	77	894	0	894
2041	78	944	0	944
2042	79	993	0	993
2043	80	1,040	0	1,040
2044	81	1,086	0	1,086
2045	82	1,129	0	1,129
2046	83	1,171	0	1,171
2047	84	1,210	0	1,210
2048	85	1,247	0	1,247
2049	86	1,281	0	1,281
2050	87	1,376	0	1,376
2051	88	1,470	0	1,470
2052	89	1,563	0	1,563
2053	90	1,655	0	1,655
2054	91	1,746	0	1,746
2055	92	1,834	0	1,834
2056	93	1,921	0	1,921
2057	94	2,005	0	2,005

Ve - ::	Λ σ:-	Non Qualified Asset	Qualified Assets	Driman and Va tier I I	Othor At-	Othorl	No+\//
Year	Age	Non-Qualified Assets	Qualified Assets	Primary and Vacation Homes	Other Assets	Other Loans	Net Worth
2022	59	25,459	182,641	837,900	788,160	37,216	1,796,944
2023	60	25,876	189,034	879,795	788,160	28,811	1,854,054
2024	61	26,241	195,650	923,785	788,160	20,184	1,913,652
2025	62	26,542	202,498	969,974	788,160	11,329	1,975,844
2026	63	26,961	209,585	1,018,473	788,160	2,240	2,040,939
2027	64	34,325	216,921	1,069,396	788,160	0	2,108,802
2028	65	280,242	224,513	737,053	788,160	0	2,029,967
2029	66	232,810	221,145	773,905	788,160	0	2,016,020
2030	67	199,609	217,267	812,600	788,160	0	2,017,636
2031	68	198,477	212,886	853,231	788,160	0	2,052,754
2032	69	196,927	207,975	895,892	788,160	0	2,088,955
2033	70	194,930	202,503	940,687	788,160	0	2,126,280
2034	71	192,454	196,438	987,721	788,160	0	2,164,773
2035	72	189,470	189,746	1,037,107	788,160	0	2,204,482
2036	73	185,943	182,392	1,088,962	788,160	0	2,245,457
2037	74	181,837	174,340	1,143,410	788,160	0	2,287,748
2038	75	177,116	165,551	1,200,581	788,160	0	2,331,409
2039	76	171,740	155,986	1,260,610	788,160	0	2,376,496
2040	77	165,666	145,603	1,323,641	788,160	0	2,423,069
2041	78	158,852	134,356	1,389,823	788,160	0	2,471,191
2042	79	151,249	122,202	1,459,314	788,160	0	2,520,925
2043	80	142,810	109,091	1,532,279	788,160	0	2,572,340
2044	81	133,481	94,973	1,608,893	788,160	0	2,625,508
2045	82	123,209	79,796	1,689,338	788,160	0	2,680,504
2046	83	111,935	63,506	1,773,805	788,160	0	2,737,406
2047	84	99,599	46,044	1,862,495	788,160	0	2,796,298
2048	85	86,137	27,351	1,955,620	788,160	0	2,857,268
2049	86	93,693	7,364	2,053,401	788,160	0	2,942,618
2050	87	100,908	0	2,156,071	788,160	0	3,045,139
2051	88	107,736	0	2,263,875	788,160	0	3,159,771
2052	89	114,131	0	2,377,068	788,160	0	3,279,359
2053	90	120,040	0	2,495,922	788,160	0	3,404,121
2054	91	125,409	0	2,620,718	788,160	0	3,534,286
2055	92	130,179	0	2,751,754	788,160	0	3,670,093
2056	93	134,289	0	2,889,341	788,160	0	3,811,791
2057	94	137,673	0	3,033,808	788,160	0	3,959,641
2001	<b>~</b> '	107,070		0,000,000	. 50,100	<b>J</b>	-,000,011

Invested Asset

Baseline

Year	Age	Beginning Balance	Net Cash Flows	Annuity Adjustment	Portfolio Return	Ending Balance
2022	59	201,465	97	0	6,539	208,100
2023	60	208,100	48	0	6,762	214,910
2024	61	214,910	(10)	0	6,991	221,891
2025	62	221,891	(80)	0	7,228	229,039
2026	63	229,039	35	0	7,472	236,546
2027	64	236,546	6,973	0	7,726	251,246
2028	65	251,246	245,419	0	8,090	504,755
2029	66	504,755	(51,496)	(11,226)	11,921	453,955
2030	67	453,955	(36,576)	(11,619)	11,116	416,876
2031	68	416,876	(4,026)	(11,985)	10,499	411,364
2032	69	411,364	(4,428)	(12,362)	10,329	404,903
2033	70	404,903	(4,853)	(12,751)	10,135	397,433
2034	71	397,433	(5,302)	(13,153)	9,914	388,892
2035	72	388,892	(5,775)	(13,567)	9,666	379,215
2036	73	379,215	(6,274)	(13,995)	9,388	368,335
2037	74	368,335	(6,802)	(14,436)	9,080	356,177
2038	75	356,177	(7,358)	(14,890)	8,739	342,668
2039	76	342,668	(7,945)	(15,359)	8,362	327,726
2040	77	327,726	(8,564)	(15,843)	7,950	311,269
2041	78	311,269	(9,216)	(16,342)	7,498	293,208
2042	79	293,208	(9,906)	(16,857)	7,006	273,451
2043	80	273,451	(10,632)	(17,388)	6,470	251,901
2044	81	251,901	(11,400)	(17,936)	5,889	228,455
2045	82	228,455	(12,208)	(18,501)	5,260	203,006
2046	83	203,006	(13,060)	(19,084)	4,579	175,441
2047	84	175,441	(13,959)	(19,685)	3,846	145,643
2048	85	145,643	(14,907)	(20,305)	3,056	113,488
2049	86	113,488	6,307	(20,944)	2,206	101,057
2050	87	101,057	5,856	(7,621)	1,616	100,908
2051	88	100,908	5,365	0	1,463	107,736
2052	89	107,736	4,832	0	1,562	114,131
2053	90	114,131	4,254	0	1,655	120,040
2054	91	120,040	3,628	0	1,741	125,409
2055	92	125,409	2,952	0	1,818	130,179
2056	93	130,179	2,222	0	1,888	134,289
2057	94	134,289	1,436	0	1,947	137,673

Year	Age	Taxable	Annuities	Total
2022	59	25,459	182,641	208,100
2023	60	25,876	189,034	214,910
2024	61	26,241	195,650	221,891
2025	62	26,542	202,498	229,040
2026	63	26,961	209,585	236,546
2027	64	34,325	216,921	251,246
2028	65	280,242	224,513	504,755
2029	66	232,810	221,145	453,955
2030	67	199,609	217,267	416,876
2031	68	198,477	212,886	411,363
2032	69	196,927	207,975	404,902
2033	70	194,930	202,503	397,433
2034	71	192,454	196,438	388,892
2035	72	189,470	189,746	379,216
2036	73	185,943	182,392	368,335
2037	74	181,837	174,340	356,177
2037	75	177,116	165,551	342,667
2039	76	171,740	155,986	327,726
2040	77	165,666	145,603	311,269
2041	78	158,852	134,356	293,208
2042	79	151,249	122,202	273,451
2043	80	142,810	109,091	251,901
2044	81	133,481	94,973	228,454
2045	82	123,209	79,796	203,005
2046	83	111,935	63,506	175,441
2047	84	99,599	46,044	145,643
2048	85	86,137	27,351	113,488
2049	86	93,693	7,364	101,057
2050	87	100,908	0	
2051	88	107,736	0	
2052	89	114,131	0	
2053	90	120,040	0	
2054	91	125,409	0	
2055	92	130,179	0	
2056	93	134,289	0	134,289
2057	94	137,673	0	137,673
		. ,		- ,

Year	Age	Taxable	Annuities	Total
2022	59	387	0	387
2023	60	338	0	338
2024	61	290	0	290
2025	62	290	0	290
2026	63	325	0	325
2027	64	7,263	0	7,263
2028	65	245,709	0	245,709
2029	66	290	0	290
2030	67	290	0	290
2031	68	290	0	290
2032	69	290	0	290
2033	70	290	0	290
2034	71	290	0	290
2035	72	290	0	290
2036	73	290	0	290
2037	74	290	0	290
2037	75	290	0	290
2039	76	290	0	290
2039	77	290	0	290
2040	78	290	0	290
2041	79	290	0	290
2042	80	290	0	290
2043	81	290	0	290
2045	82	290	0	290
2046	83	290	0	290
2047	84	290	0	
	85			290
2049	86	6,597	0	6,597
2050	87	6,146	0	6,146
2051	88	5,655	0	5,655
2052	89	5,122	0	5,122
2053	90	4,544	0	
2054	91	3,918	0	3,918
2055	92	3,242		3,242
2056	93	2,512	0	2,512
2057	94	1,726	0	1,726

Year	Age	Taxable	Annuities	Total
2022	59	0	0	0
2023	60	0	0	0
2024	61	0	0	0
2025	62	0	0	0
2026	63	0	0	0
2027	64	0	0	0
2028	65	0	0	0
2029	66	0	0	0
2030	67	0	0	0
2031	68	0	0	0
2032	69	0	0	0
2033	70	0	0	0
2034	71	0	0	0
2035	72	0	0	0
2036	73	0	0	0
2037	74	0	0	0
2038	75	0	0	0
2039	76	0	0	0
2040	77	0	0	0
2041	78	0	0	0
2042	79	0	0	0
2043	80	0	0	0
2044	81	0	0	0
2045	82	0	0	0
2046	83	0	0	0
2047	84	0	0	0
2048	85	0	0	0
2049	86	0	0	0
2050	87	0	0	0
2051	88	0	0	0
2052	89	0	0	0
2053	90	0	0	0
2054	91	0	0	0
2055	92	0	0	0
2056	93	0	0	0
2057	94	0	0	0

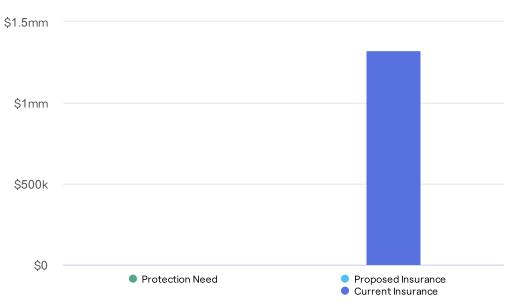
Year	Age	Taxable	Annuities	Total
2022	59	(290)	0	(290)
2023	60	(290)	0	(290)
2024	61	(300)	0	(300)
2025	62	(370)	0	(370)
2026	63	(290)	0	(290)
2027	64	(290)	0	(290)
2028	65	(290)	0	(290)
2029	66	(51,786)	(11,226)	(63,012)
2030	67	(36,866)	(11,619)	(48,485)
2031	68	(4,316)	(11,985)	(16,301)
2032	69	(4,718)	(12,362)	(17,080)
2033	70	(5,143)	(12,751)	(17,894)
2034	71	(5,592)	(13,153)	(18,745)
2035	72	(6,065)	(13,567)	(19,632)
2036	73	(6,564)	(13,995)	(20,559)
2037	74	(7,092)	(14,436)	(21,528)
2038	75	(7,648)	(14,890)	(22,538)
2039	76	(8,235)	(15,359)	(23,594)
2040	77	(8,854)	(15,843)	(24,697)
2041	78	(9,506)	(16,342)	(25,848)
2042	79	(10,196)	(16,857)	(27,053)
2043	80	(10,922)	(17,388)	(28,310)
2044	81	(11,690)	(17,936)	(29,626)
2045	82	(12,498)	(18,501)	(30,999)
2046	83	(13,350)	(19,084)	(32,434)
2047	84	(14,249)	(19,685)	(33,934)
2048	85	(15,197)	(20,305)	(35,502)
2049	86	(290)	(20,944)	(21,234)
2050	87	(290)	(7,621)	(7,911)
2051	88	(290)	0	(290)
2052	89	(290)	0	(290)
2053	90	(290)	0	(290)
2054	91	(290)	0	(290)
2055	92	(290)	0	(290)
2056	93	(290)	0	(290)
2057	94	(290)	0	(290)

	Age	Taxable	Annuities	Total	
2022	59	97	0	97	
2023	60	48	0	48	
2024	61	(10)	0	(10)	
2025	62	(80)	0	(80)	
2026	63	35	0	35	
2027	64	6,973	0	6,973	
2028	65	245,419	0	245,419	
2029	66	(51,496)	(11,226)	(62,722)	
2030	67	(36,576)	(11,619)	(48,195)	
2031	68	(4,026)	(11,985)	(16,011)	
2032	69	(4,428)	(12,362)	(16,790)	
2033	70	(4,853)	(12,751)	(17,604)	
2034	71	(5,302)	(13,153)	(18,455)	
2035	72	(5,775)	(13,567)	(19,342)	
2036	73	(6,274)	(13,995)	(20,269)	
2037	74	(6,802)	(14,436)	(21,238)	
2038	75	(7,358)	(14,890)	(22,248)	
2039	76	(7,945)	(15,359)	(23,304)	
2040	77	(8,564)	(15,843)	(24,407)	
2041	78	(9,216)	(16,342)	(25,558)	
2042	79	(9,906)	(16,857)	(26,763)	
2043	80	(10,632)	(17,388)	(28,020)	
2044	81	(11,400)	(17,936)	(29,336)	
2045	82	(12,208)	(18,501)	(30,709)	
2046	83	(13,060)	(19,084)	(32,144)	
2047	84	(13,959)	(19,685)	(33,644)	
2048	85	(14,907)	(20,305)	(35,212)	
2049	86	6,307	(20,944)	(14,637)	
2050	87	5,856	(7,621)	(1,765)	
2051	88	5,365	0	5,365	
2052	89	4,832	0	4,832	
2053	90	4,254	0	4,254	
2054	91	3,628	0	3,628	
2055	92	2,952	0	2,952	
2056	93	2,222	0	2,222	
2057	94	1,436	0	1,436	

## Life Insurance

The need for life insurance is analyzed by projecting future cash flows for an individual's survivors. This generates a proposed life insurance coverage level that helps ensure the survivors have sufficient assets to reach the end of the planning horizon.





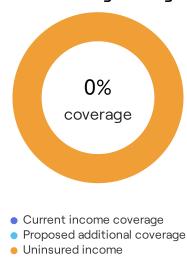
Current debt	\$ 45,405
Monthly expenses	\$0
Expense ends	2023

Current asset	\$ 201,465
Current life insurance	\$ 1,321,831
Proposed additional life insurance	\$0

# **Disability Insurance Analysis**

According to the Social Security Administration, the chance of becoming disabled before you retire is 1 in 4 - and for most people, disability will result in a lower living standard due to the loss of income. Having a disability insurance policy can replace lost earnings.

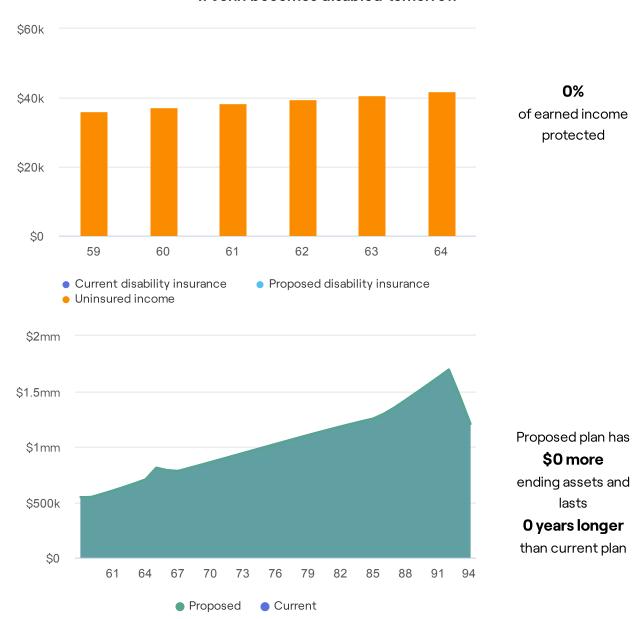




	If John becomes disabled tomorrow
Disability lasts	Until retirement
Proposed monthly coverage	\$0
Proposed benefit period	Age 65
Proposed elimination period	360 days
Proposed inflation adjustment	0%
Proposed inflation type	Compound
Proposed annual premium	\$0

# Disability Insurance Analysis For John

#### If John becomes disabled tomorrow



# **Disability Insurance Details**

### Details if John becomes disabled tomorrow

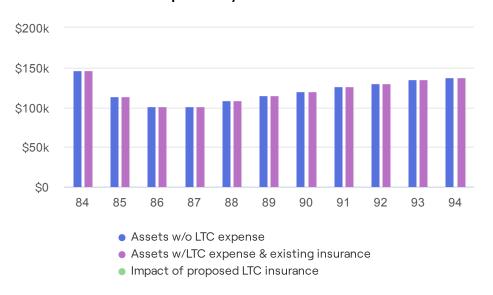
Year	Age	Income Inflows	Planned Distribution	Other Inflows	Total Inflows	Expenses	Goals	Tax Payment	Planned Saving	Total Outflows	Net Flows
2022	59	25,000	0	0	25,000	57,314	0	0	0	57,314	(32,314)
2023	60	25,500	0	0	25,500	58,835	0	0	0	58,835	(33,335)
2024	61	26,010	0	0	26,010	60,406	0	0	0	60,406	(34,396)
2025	62	26,530	0	0	26,530	62,028	0	0	0	62,028	(35,498)
2026	63	27,061	0	0	27,061	63,703	0	0	0	63,703	(36,642)
2027	64	27,602	0	0	27,602	58,407	0	0	0	58,407	(30,805)
2028	65	5,928	0	1,031,233	1,037,161	50,939	714,597	206	0	765,742	271,419
2029	66	11,226	0	26,938	38,164	50,423	12,299	0	0	62,721	(24,558)
2030	67	28,259	0	27,876	56,135	52,167	12,668	0	0	64,835	(8,700)
2031	68	63,402	0	28,815	92,217	53,976	13,048	11	0	67,034	25,183
2032	69	65,323	0	29,753	95,076	55,851	13,439	145	0	69,435	25,641
2033	70	67,301	0	30,691	97,992	57,795	13,842	283	0	71,920	26,072
2034	71	69,338	0	31,629	100,967	59,810	14,258	425	0	74,493	26,475
2035	72	71,439	0	32,567	104,006	61,901	14,685	569	0	77,155	26,850
2036	73	73,602	0	33,505	107,107	64,068	15,126	717	0	79,912	27,196
2037	74	75,831	0	34,444	110,275	66,317	15,580	868	0	82,765	27,510
2038	75	78,128	0	35,382	113,510	68,649	16,047	1,023	0	85,719	27,791
2039	76	80,494	0	36,320	116,814	71,068	16,528	1,180	0	88,776	28,038
2040	77	82,932	0	37,258	120,190	73,578	17,024	1,340	0	91,942	28,248
2041	78	85,444	0	38,196	123,640	76,182	17,535	1,503	0	95,220	28,421
2042	79	88,031	0	39,134	127,165	78,884	18,061	1,668	0	98,613	28,552
2043	80	90,698	0	40,073	130,771	81,688	18,603	1,836	0	102,127	28,645
2044	81	93,445	0	41,011	134,456	84,597	19,161	2,022	0	105,781	28,675
2045	82	96,275	0	41,949	138,224	87,617	19,736	2,252	0	109,605	28,619
2046	83	99,191	0	42,887	142,078	90,752	20,328	2,483	0	113,563	28,515
2047	84	102,195	0	43,825	146,020	94,006	20,938	2,716	0	117,660	28,360
2048	85	105,291	0	44,763	150,054	97,385	21,566	2,951	0	121,901	28,153
2049	86	108,481	0	45,702	154,183	100,892	0	3,186	0	104,078	50,104
2050	87	111,766	0	46,640	158,406	104,534	0	3,519	0	108,053	50,353
2051	88	115,151	0	47,578	162,729	108,316	0	3,855	0	112,171	50,558
2052	89	118,640	0	48,516	167,156	112,244	0	4,195	0	116,440	50,716
2053	90	122,233	0	49,454	171,687	116,324	0	4,539	0	120,863	50,824
2054	91	125,936	0	50,392	176,328	120,562	0	4,886	0	125,448	50,880
2055	92	129,750	0	51,331	181,081	124,964	0	5,236	0	130,200	50,882

Year	Age	Income Inflows	Planned Distribution	Other Inflows	Total Inflows	Expenses	Goals	Tax Payment	Planned Saving	Total Outflows	Net Flows
2056	93	133,681	0	52,269	185,950	442,048	0	0	0	442,048	(256,099)
2057	94	137,731	0	53,207	190,938	462,426	0	0	0	462,426	(271,488)

## **Long-Term Care Insurance Analysis**

U.S. Department of Health and Human Services indicates that 70% of people turning age 65 can expect to use some form of long-term care during their lives. Long-term care insurance may help you offset some of the cost.

### LTC's impact on your invested assets



Proposed coverage results in \$0 higher ending invested assets

	John's additional coverage
Current long term care daily coverage	\$0
Proposed additional daily coverage	\$0
Proposed benefit period	2 years
Proposed elimination period	None
Proposed inflation adjustment	0%
Proposed inflation type	Compound
Proposed annual premium	\$0

# **Long-Term Care Insurance Analysis**

John's total LTC cost is \$0

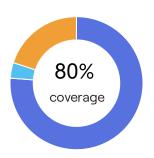
No insurance needed.

The LTC cost is calculated based on estimated LTC cost today adjusted by health inflation assumption. The LTC cost today used is documented in the Summary of User Input page. The health inflation assumption used is documented in section 7 of the disclosure page.

# Property and Casualty Insurance - Homeowner

Liabilities associated with your home, auto, or other incidents can have a significant negative impact on your finances. Ensure that your insurance coverage is up to date and sufficient.

### **Homeowners Insurance Coverage**



	Current value	Current coverage	Coverage %	Target %	Proposed addition
Primary Home	\$837,900	\$638,650	76%	80%	\$31,670

- Current coverageProposed additional
- coverageUninsured amount

Proposed homeowner insurance target %: 80%

# Property and Casualty Insurance - Auto

## **Auto Insurance Coverage**

	Annual premium	Deductible	Coverage limits	Other coverage
Auto 1 Insurance	\$716	\$500	\$ 100,000 / \$ 300,000 / \$ 100,000	Collision / comprehensive
Auto 2 Insurance	\$1,070	\$500	\$ 100,000 / \$ 300,000 / \$ 100,000	Collision / comprehensive

Auto insurance plan: Coverage appropriate

# Property and Casualty Insurance - Umbrella

## **Umbrella Insurance Coverage**



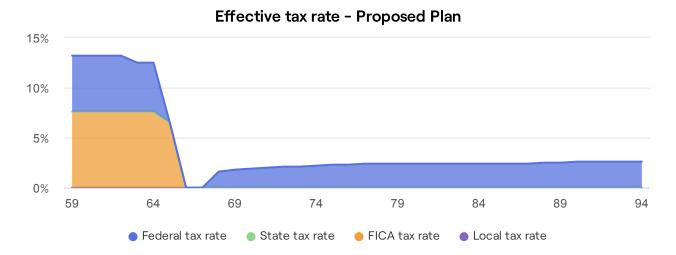
	Net worth	Current coverage	Proposed addition	Total umbrella coverage
Umbrella Insurance	\$2,126,386	\$0	\$0	\$0

- Current coverage
   Proposed addition
- Proposed additional coverage
- Uninsured amount

Proposed additional umbrella: \$0

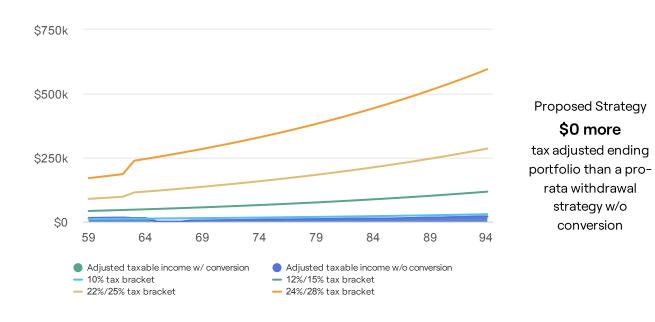
## **Tax Estimate**

Taxes can have a significant impact on your future and are an important factor in financial planning. Estimated taxes below are based on your inputs and your proposed retirement plan, using current tax rates and methodologies.



## **Distribution and Conversion**

### Ordinary income tax bracket - Proposed Plan



### Proposed distribution strategy

Proposed withdrawal strategy: Standard - taxable, tax deferred, tax free

Roth IRA conversion: No conversions

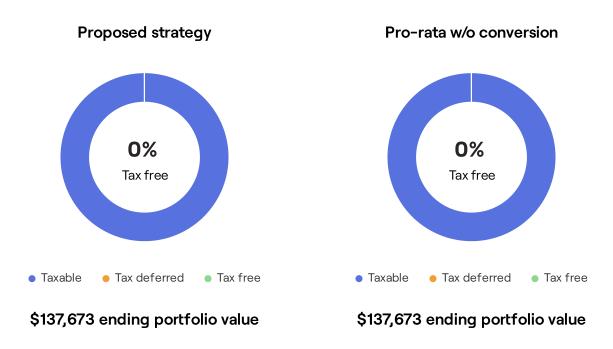
Estimated terminal tax rate: 15%

Conversion refers to a process converting assets in a Traditional IRA or 401k account to a Roth IRA account. It is important to evaluate whether a conversion is appropriate for your specific financial circumstances and evaluate any consequences and tax implications of this strategy. Tax Cuts and Jobs Act repeals the rules permitting recharacterizations of Roth conversions, effective starting in 2018.

## **Distribution and Conversion**

### Comparison to strategy w/o conversion

Tax adjusted ending wealth



# **Distribution and Conversion Details**

Year	Age	Adjusted Taxable Income	Total Federal Tax Paid	Federal Income Tax Bracket	Federal Capital Gains Tax Bracket
2022	59	14,412	1,524	12	0
2023	60	14,841	1,569	12	0
2024	61	15,281	1,616	12	0
2025	62	15,733	1,663	12	0
2026	63	13,979	1,517	15	0
2027	64	14,393	1,561	15	0
2028	65	0	0	10	0
2029	66	0	0	10	0
2030	67	0	0	10	0
2031	68	4,050	405	10	0
2032	69	4,611	461	10	0
2033	70	5,170	517	10	0
2034	71	5,725	573	10	0
2035	72	6,277	628	10	0
2036	73	6,824	682	10	0
2037	74	7,364	736	10	0
2038	75	7,897	790	10	0
2039	76	8,421	842	10	0
2040	77	8,935	894	10	0
2041	78	9,438	944	10	0
2042	79	9,926	993	10	0
2043	80	10,400	1,040	10	0
2044	81	10,857	1,086	10	0

Year	Age	Adjusted Taxable Income	Total Federal Tax Paid	Federal Income Tax Bracket	Federal Capital Gains Tax Bracket
2045	82	11,295	1,129	10	0
2046	83	11,711	1,171	10	0
2047	84	12,104	1,210	10	0
2048	85	12,472	1,247	10	0
2049	86	12,811	1,281	10	0
2050	87	13,759	1,376	10	0
2051	88	14,700	1,470	10	0
2052	89	15,632	1,563	10	0
2053	90	16,551	1,655	10	0
2054	91	17,456	1,746	10	0
2055	92	18,343	1,834	10	0
2056	93	19,210	1,921	10	0
2057	94	20,054	2,005	10	0

## **Estate Checklist**

To protect and control the financial future of your family and loved ones, keep track of your progress on creating important estate checklist documents.

### Important estate checklist tasks

	John
Will	
Document created	
Power of Attorney	
Document created	
Living Will	
Document created	
Health Care Proxy	
Document created	
Beneficiary Designations	
Created and reviewed	
Living Trust	
Document created	

## **Beneficiaries**

Life changes, it is important to review your beneficiaries periodically to ensure your money will go where you intended.

	Account Balance	Death Benefit	Primary Beneficiary	Contingent Beneficiary
Bank				
John's Accounts				
Checking	\$1,000			
Savings	\$2,000			
Savings (Reserve)	\$25,000			
Invested Assets				
John's Accounts				
Allianz 222 Annuity (2/2019)	\$176,465		Child	
Life Insurance				
John's Accounts				
Allianz Life Pro+	\$344,266	\$1,321,831	Child	

# **Estate Planning**

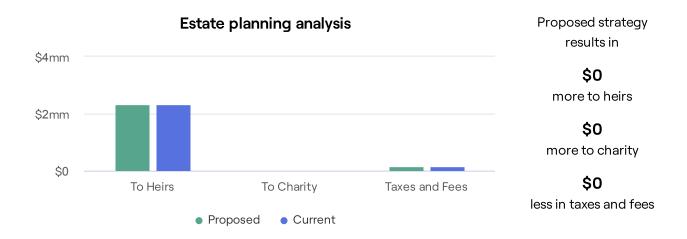
Effective use of living trust strategies can reduce taxes and expenses so that more of your assets are passed on to heirs or charity.

### **Estate flow chart**



# **Estate Planning Analysis**

The proposals listed on the following pages would result in the following impact to your estate plan projection:



### **Proposed Trust strategy**

Basic Information	
John's planning horizon	94
Funeral expense	\$10,000
Probate expense	5%
John's cumulative gift	\$0
John's gift tax paid	\$0

# **Estate Planning Retirement Income**

### Retirement income



**\$0** income shortage

94% income is stable

# **Estate Planning Details**

John's Estate	
Investment	\$137,673
Real estate	\$1,516,904
Other assets	\$788,160
Annuities	\$0
Debt	\$0
Mortgage	\$0
Insurance	\$0
Gross estate	\$2,442,737
Funeral expense	\$28,139
Probate	\$122,137
Estate tax	\$0
Total taxes & expenses	\$150,276

Net estate	\$2,292,461
To heirs	\$2,305,064
To co-client	\$0

Out of Estate	
Heirs' assets	\$0
Credit shelter trust	\$0
Charitable remainder trust	\$0
Charitable lead trust	\$0
Spousal lifetime access trust	\$0
Qualified terminable interest trust	\$0
Grantor retained annuity trust	\$0
Intentionally defective grantor trust	\$0
Qualified personal residence trust	\$0
Irrevocable grantor trust	\$0
Irrevocable grantor trust - property	\$0
Irrevocable insurance trust	\$0
Other owned insurance	\$0
Donor-advised fund	\$0
To heirs \$2,305,00	
To charity	\$0

Please refer to sections 8.6 and 8.7 of the disclosure section for more information.

## **Human Life Value**

The human life value calculator is designed to help you understand the value of your future earnings in today's dollars prior to retirement and determine the potential amount of life insurance needed for planning purposes

### Human Life Value for John



	John's Information
Annual income	\$ 36,000
Years to retirement	6
Discount rate	5%
Tax rate	25%

# **Summary of User Input**

Your financial plan is based on the following information:

### Family

Name	Date of Birth	Planning Horizon	Relationship
John	Aug 17, 1963	94	Client
Child	Sep 24, 1991		Child

### Income

Name	Annual Amount	Starting	Ending	Annual Increase
John's Salary	\$36,000	Already started	John's retirement	3%
K-1 Income	\$25,000	Already started	John's retirement	2%
John's Bonus Income	\$0	2023	John's retirement	0%
John's Social Security	\$39,408			

## Savings

Name	Annual Amount	Starting	Ending	Annual Increase

### **Expenses**

Name	Monthly Amount	Starting	Ending	Annual Increase
Pre-retirement Living Expenses	\$1,800	Already started		
John's Medical Expense	\$750	Already started	John's retirement	

### **Retirement Goals**

Name Retirement age	Annual retirement Health care	Annual retirement Long term care	Long term care duration	
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Name	Retirement	Annual retirement	Annual retirement	Long term care
	age	Health care	Long term care	duration
John	65	\$3,299	\$59,488	2

### Other Goals

Name	Amount	Starting	Ending	Frequency
Retirement Monthly Expense	\$2,000	John's retirement	John's end of plan	Every 1 year
John's Cash Reserve Goal	\$20,000	2022	John's end of plan	Every 1 year
Home Relocation	\$550,000	John's retirement		
IUL Premium (\$65K)	\$0	John's retirement	John's retirement	One time
Travel	\$10,000	John's retirement	85	Every 1 year

### Insurance

Name	Туре	Owner	Benefit
Homeowner Insurance	Homeowner Insurance	John	\$638,650
Allianz Life Pro+	Indexed Universal Life Insurance	John	\$1,321,831
Auto 1 Insurance	Auto Insurance	John	\$0
Auto 2 Insurance	Auto Insurance	John	\$0

## **Disclosure**

- 1. **No Warranties.** RightCapital makes no warranties, expressed or implied, as to accuracy, completeness, or results obtained from any information on www.rightcapital.com (the "Platform"). The Platform uses simplified assumptions derived and/or obtained from historical data that are used to create assumptions about potential investment returns.
- 2. Advice. RIGHTCAPITAL DOES NOT PROVIDE LEGAL, TAX, ACCOUNTING, INVESTMENT OR FINANCIAL ADVICE. RIGHTCAPITAL DOES NOT PROVIDE RECOMMENDATIONS FOR ANY PRODUCTS OR SECURITIES. Your financial professional may not provide tax or legal advice. The appropriate professionals should be consulted on all legal and accounting matters prior to or in conjunction with implementation of any strategy. Use prospectus for any discussions about securities.
- 3. **Data** provided by you or your financial professional for your assets, liabilities, goals, accounts, and other assumptions are key inputs for the calculations at RightCapital. The information should be reviewed periodically and updated whenever there is a change in information or circumstances.
- 4. Monte Carlo Simulation methodology. RightCapital generated Monte Carlo simulations calculating the results of your plan by running the projection 1000 times. 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. RightCapital considers a trial to be "successful" if at the end of the planning horizon your invested assets are greater than zero. The percentage of trials that were successful is the Probability of Success of your plan, with all its underlying assumptions.
- 5. Asset classes used in Monte Carlo simulation RightCapital uses only a few asset classes. The default return and volatility assumptions of the asset classes are estimated based on the historical return data of indices, which serve as proxies for their respective asset classes. They are not returns of actual investments. The historical return data used to derive returns for all asset classes are:

U.S. Large Growth, U.S Large Value and Other: S&P 500 Total Return Index - 12/1971 - 12/2021

U.S. Mid Cap: Russell Midcap total return index - 12/1995 - 12/2021

Small Cap: Russell 2000 total return index - 12/1980 - 12/2021

International Equities: EAFE Total return (USD return) - 12/1971 - 12/2021

Emerging Markets Equity: MSCI Emerging market index (USD return) - 12/1987 — 12/2021

Real Estate: MSCI US REIT Index - 12/2009 - 12/2021

U.S. Government: Treasury bonds - 12/1999 - 12/2021

Municipal: Bloomberg Barclays Muni Bond Index - 12/1999 - 12/2021

U.S. Corporate and International Bonds: Bloomberg Barclays US Aggregate Bond Index - 12/1999 — 12/2021

High Yield: ICE BofA US High Yield Index - 12/1999 - 12/2021

Cash: 3 Month Treasury returns - 12/1999 — 12/2021

Note: The S&P500 Total Return Index is made up of both large cap growth and large cap value stocks. This index return and volatility data is used for both large cap growth and large cap value asset classes in the RightCapital system as it is an appropriate benchmark for both. RightCapital uses the S&P500 total return index as the best proxy for any unclassified assets labeled as 'Other'

#### 6. Return and volatility assumptions used in Monte Carlo simulations

Asset Class	Total Return	Volatility
Large Growth	11.06%	16.1%
Large Value	11.06%	16.1%
Mid Cap	11.28%	16.1%
Small Cap	11.04%	21.9%
International Equities	8.9%	18.5%
Emerging Markets	10.43%	27.1%

Asset Class	Total Return	Volatility
Real Estate	12.4%	16.3%
Government	5%	5.1%
Municipal	4.89%	3.95%
Corporate	4.83%	5.1%
High Yield	6.89%	5.1%
International Bonds	4.83%	5.1%

Asset Class	Total Return	Volatility
Cash	1.45%	1.9%
Other	11.06%	16.1%

- 7. Tax and Inflation assumptions used in Monte Carlo simulations Starting federal and state standard deductions, exemptions and the tax brackets used in projections are as of 2022. The following inflation assumptions are used in the projection: General inflation 3%; Education inflation 5%; Tax inflation 3%; Social Security inflation 3%; Health inflation: 5%
- 8. Assumption and calculation limitations of Monte Carlo Simulations
  - 8.1 Your resources and goals may be different from the estimates that you provided: The report is intended to help you in making decisions on your financial future based, in part, on information that you have provided and reviewed including, but not limited to, your age, income, assets, liabilities, anticipated expenses and retirement age. Some of this information may change in unanticipated ways in the future and those changes may make this RightCapital projection less useful.
  - 8.2 Inherent limitations in RightCapital financial model results: Investment outcomes in the real world are the results of a near infinite set of variables, few of which can be accurately anticipated. Any financial model, such as RightCapital, can only consider a small subset of the factors that may affect investment outcomes and the ability to accurately anticipate those few factors is limited. For these reasons, investors should understand that the calculations made in this report are hypothetical, do not reflect actual investment results, and are not guarantees of future results.
  - 8.3 **Results may vary with each use and over time:** The results presented in this report are not predictions of actual results. Actual results may vary to a material degree due to external factors

beyond the scope and control of this report. As investment returns, inflation, taxes, and other economic conditions vary from the assumptions, your actual results will vary from those presented in RightCapital. Small changes in these inputs and assumptions may have a significant impact on the results.

- 8.4 RightCapital considers investments in only a few Broad Investment Categories: RightCapital utilizes U.S. Large Growth, U.S. Large Value, U.S. Mid Cap, U.S. Small Cap, Real Estate, International Equities, Emerging Markets Equity, U.S. Government, U.S. Corporate, U.S. High Yield, International Bonds and Cash. These broad investment categories are not specific securities, funds, or investment products. The assumed rates of return of these broad categories are based on the returns of indices. These indices do not include fees or operating expenses and are not available for investment. These indices are unmanaged and the returns are shown for illustrative purpose. It important to note that the broad categories that are used are not comprehensive and other investments that are not considered may have characteristics that are similar or superior to the categories that are used in RightCapital.
  - 8.4.1 Investment Risk: Clients and prospective clients should be prepared to bear investment loss including loss of original principal. Clients should assess their tolerance for risk with their financial professional and update when a change in financial status occurs. Investments are subject to many risks depending on the asset class, including but not limited to: Large Growth, Large Value, Mid Cap, Small Cap, Real Estate: Either the stock market as a whole, or the value of an individual company, may go down resulting in a decrease in the value of client investments. Common stocks are susceptible to general stock market fluctuations and to volatile increases and decreases in value as market confidence in and perceptions of their issuers change. If you held common stock, or common stock equivalents, of any given issuer, you would generally be exposed to greater risk than if you held preferred stocks and debt obligations of the issuer. Small cap stocks may be subject to risks such as but not limited to volatility, lack of available information and liquidity due to low trading volume. International Equities, Emerging Markets: Foreign investments may carry risks associated with investing outside the United States, such as currency fluctuation, economic or financial instability, lack of timely or reliable financial information or unfavorable political or legal developments. Those risks are increased for investments in emerging markets. Foreign securities can be more volatile than domestic (U.S.) securities. Government, Municipal, Corporate, High Yield, International Bonds: Investments in fixed income are subject to various risks including changes in interest rates, credit quality, inflation risk, market valuations, prepayments, corporate events, tax ramifications and other factors. Investing in securities involves risk of loss. Further, depending on the different types of investments there may be varying degrees of risk.
- 8.5 Insurance, Annuities and other related calculations. RightCapital may include Life insurance, annuity or other products in the calculation. The return or returns of any such life insurance product, annuity or other product, as may be included in the calculation, are hypothetical and shall not be used as proxy, replacement for nor construed as actual performance of the product or to predict or project investment results of those products. Product fees, expenses and detailed features may not be completely included and modeled in the calculation. This report should not be construed as an insurance policy application or pre-qualification.
- 8.6 Fees and expenses: The portfolio returns assume that the portfolio is rebalanced on an annual basis to reflect the target allocation. No portfolio rebalancing costs are deducted from the

- portfolio value. Fees and expenses are not included, and thus, are excluded, including, but not limited to, fund fees, account fees, product fees and advisor fee. Inclusion of those fees results in lower returns, which would affect the probability of achieving any particular outcome.
- 8.7 Taxes: RightCapital includes limited accounting for taxes. RightCapital calculates taxes based on your input. RightCapital estimates federal, state and local taxes based on current laws with simplified deduction, exemption, and tax bracket parameters of the current year. In the projection, tax parameters are adjusted by an inflation assumption provided by you or your financial professional. Future tax laws may be significantly different than current tax laws and may result in higher or lower taxes due than what are reflected within this report. Roth IRA distribution are tax free if made 5 years after the initial contribution to the plan and you are over 59 1/2. Before investing in a 529 plan, consider whether your state offers a 529 plan that provides residents with favorable state tax benefits. RightCapital includes limited accounting for Federal Estate Tax with simplified deduction, exemption, and tax bracket parameters of the current year. RightCapital does not include any State Estate tax.
- 8.8 **Current Dollars and Future Dollars:** The results of RightCapital calculations are in future dollars. To help you compare dollar amounts in different years, results can also be expressed in current dollars by discounting the future dollars by the inflation rate you or your financial professional provides.
- 8.9 **Current allocation and target allocation:** Current allocation is the allocation based on the current portfolio holdings entered in the system as well as asset classification data from Morningstar. The target allocation is the allocation recommended by your financial professional.
- 8.10 **Current plan and proposed plan:** Current plan is the plan based on the information you and your financial professional input in the profile section. Proposed plan is the plan recommended by your financial professional, with the plan details as shown in the retirement analysis section.
- 9. **Liquidation of holdings:** this report may include liquidation of holdings, recommended by your financial professional. The transaction cost of liquidation is not included in the analysis. The liquidation will also result in the loss of future earnings.