



# Customized Retirement Probability Analysis

## John and Nancy Richards

*December 11, 2018*



[info@towerpointwealth.com](mailto:info@towerpointwealth.com)  
Twitter: [@twrpointwealth](https://twitter.com/twrpointwealth)

**TOWERPOINT**  
WEALTH

500 Capitol Mall, Suite 1060  
Sacramento, California 95814

**1.916.405.9140**






---

# Table Of Contents

<b>Personal Information and Summary of Financial Goals</b>	1 - 2
<b>Net Worth Summary - All Resources</b>	3
<b>Net Worth Detail - All Resources</b>	4
<b>Goal Assignment Summary</b>	5
<b>Portfolio Detail</b>	6
<b>What If Worksheet</b>	7 - 12
<b>Worksheet Detail - Inside the Numbers Final Result</b>	13 - 16
<b>Worksheet Detail - Combined Details</b>	17 - 32

# Personal Information and Summary of Financial Goals

John and Nancy Richards

Needs		
<b>10</b>	<b>Retirement - Basic Living Expense</b>	
	John (2020) Nancy Retired and John Employed (2018-2019) Both Retired (2020-2046) Nancy Alone Retired (2047-2051)	66 \$120,000 \$120,000 \$75,000 Base Inflation Rate (2.39%)
<b>9</b>	<b>Travel</b>	
	When John retires Recurring every year for a total of 15 times	\$10,000 Base Inflation Rate (2.39%)
Wants		
<b>7</b>	<b>New Car</b>	
	When John retires Recurring every 5 years for a total of 4 times	\$40,000 Base Inflation Rate (2.39%)
<b>6</b>	<b>Donations</b>	
	When John retires Recurring every year until end of plan	\$3,000 Base Inflation Rate (2.39%)
Wishes		
<b>3</b>	<b>Remodel Master Bathroom</b>	
	In 2030	\$30,000 Base Inflation Rate (2.39%)

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

---

# Personal Information and Summary of Financial Goals

## Personal Information

---

### John

Male - born 05/17/1954, age 64  
Employed - \$150,000

### Nancy

Female - born 08/24/1957, age 61  
Retired

Married, US Citizens living in CA

- 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.

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

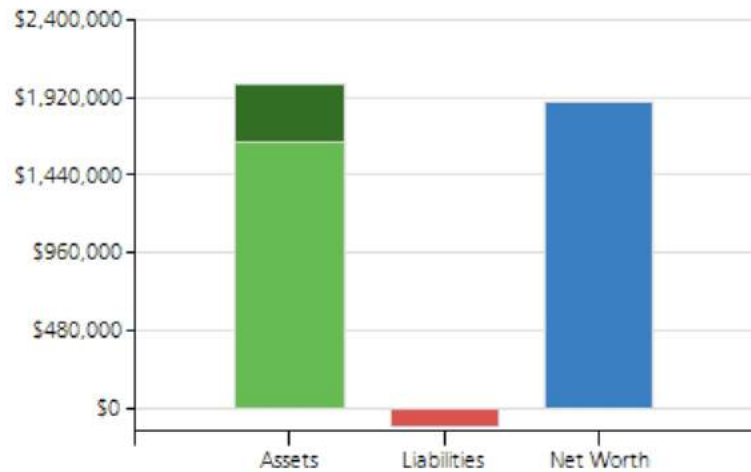
---

Stephanie	02/05/1986	32	Child
-----------	------------	----	-------

---

# Net Worth Summary - All Resources

This is your Net Worth Summary as of 12/11/2018. 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.



<span style="color: green;">■</span> Investment Assets		\$1,648,445
<span style="color: darkgreen;">■</span> Other Assets	+	\$350,000
<hr/>		
Total Assets		\$1,998,445
<span style="color: red;">■</span> Total Liabilities	-	\$110,500
<hr/>		
<span style="color: blue;">■</span> Net Worth		\$1,887,945

Description	Total
<b>Investment Assets</b>	
Employer Retirement Plans	\$786,102
Individual Retirement Accounts	\$862,343
<b>Total Investment Assets:</b>	<b>\$1,648,445</b>
<b>Other Assets</b>	
Home and Personal Assets	\$350,000
<b>Total Other Assets:</b>	<b>\$350,000</b>
<b>Liabilities</b>	
Personal Real Estate Loan:	\$102,000
Other Personal Debt:	\$8,500
<b>Total Liabilities:</b>	<b>\$110,500</b>
<b>Net Worth:</b>	<b>\$1,887,945</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 12/11/2018. 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	John	Nancy	Joint	Total
<b>Investment Assets</b>				
<b>Employer Retirement Plans</b>				
John's 401(k)	\$786,102			\$786,102
<b>Individual Retirement Accounts</b>				
John's IRA	\$502,176			\$502,176
John's Roth IRA	\$103,782			\$103,782
Nancy's IRA		\$256,385		\$256,385
<b>Total Investment Assets:</b>	<b>\$1,392,060</b>	<b>\$256,385</b>	<b>\$0</b>	<b>\$1,648,445</b>
<b>Other Assets</b>				
<b>Home and Personal Assets</b>				
634 Lake Drive Home			\$350,000	\$350,000
<b>Total Other Assets:</b>	<b>\$0</b>	<b>\$0</b>	<b>\$350,000</b>	<b>\$350,000</b>
<b>Liabilities</b>				
<b>Personal Real Estate Loan:</b>				
634 Lake Drive Home Mortgage			\$102,000	\$102,000
<b>Other Personal Debt:</b>				
Credit Card Debt			\$8,500	\$8,500
<b>Total Liabilities:</b>	<b>\$0</b>	<b>\$0</b>	<b>\$110,500</b>	<b>\$110,500</b>
<b>Net Worth:</b>				<b>\$1,887,945</b>

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

# Goal Assignment Summary

Goal	Category	Description	Value	Annual Additions	Future Value	
Fund All Goals	Investment	John's IRA	\$502,176	\$6,500		
		John's Roth IRA	\$103,782			
		Nancy's IRA	\$256,385			
		John's 401(k)	\$786,102	\$24,500		
	Retirement Income	Social Security				John will file a normal application at age 70. He will receive \$38,400 in retirement benefits at age 70.
		Social Security				Nancy will file a normal application at age 70. She will receive \$25,200 in retirement benefits at age 70.
		Nancy's Pension				\$40,000 from Nancy's Retirement to End of Plan

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

# Portfolio Detail

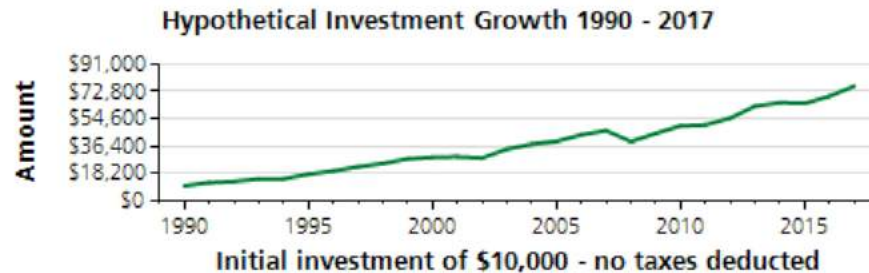
## Portfolio Detail - Cap. App. Income

While Average Historical Returns are important when selecting your Target Portfolio, it is important to remember that returns have actually varied by substantial amounts from year to year.

This graph shows the Annual Historical Returns by year for this portfolio.



This graph shows how a hypothetical investment of \$10,000 would have grown during this period.



This chart summarizes the growth and return information for the portfolio for this period.

Results for Period 1990 - 2017	
Ending Portfolio Value (Hypothetical)	\$76,331
Average Total Return	6.80%
Inflation	2.39%
Average Real Return	4.41%
Standard Deviation	7.92%

\*\* The Investment Assets allocated to Asset Class 'Unclassified' are not included in the calculation of the Portfolio Total Return and Standard Deviation.

**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							
	Baseline Scenario		John Retires Later		Decrease Spending		Decrease Return	
	Average Return	Bad Timing	Average Return	Bad Timing	Average Return	Bad Timing	Average Return	Bad Timing
<b>Need</b>	100%	99%	100%	100%	100%	100%	100%	98%
<b>10 Basic Living Expense</b>								
<b>9 Travel</b>								
<b>Want</b>	100%	0%	100%	11%	100%	32%	57%	0%
<b>7 New Car</b>								
<b>6 Donations</b>								
<b>Wish</b>	100%	0%	100%	0%	100%	0%	0%	0%
<b>3 Remodel Master Bathroom</b>								
<b>Safety Margin (Value at End of Plan)</b>								
Current dollars (in thousands) :	\$13	\$0	\$272	\$0	\$395	\$0	\$0	\$0
Future dollars (in thousands) :	\$28	\$0	\$593	\$0	\$862	\$0	\$0	\$0



Total Spending :	\$4,291,000	\$4,282,000	\$4,121,000	\$4,291,000
------------------	-------------	-------------	-------------	-------------

● 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	Baseline Scenario	John Retires Later	Decrease Spending	Decrease Return
<b>Stress Tests</b>				
Method(s)	Bad Timing Program Estimate Years of bad returns: 2018: -1.62% 2019: -19.14%	Bad Timing Program Estimate Years of bad returns: 2018: -1.62% 2019: -19.14%	Bad Timing Program Estimate Years of bad returns: 2018: -1.62% 2019: -19.14%	Bad Timing Program Estimate Years of bad returns: 2018: -1.62% 2019: -19.14%
<b>Hypothetical Average Rate of Return</b>				
Before Retirement :	Cap. App. Income	Cap. App. Income	Cap. App. Income	Cap. App. Income
Entered Return ::	N/A	N/A	N/A	N/A
Composite Return :	6.80%	6.80%	6.80%	6.80%
Composite Standard Deviation :	7.92%	7.92%	7.92%	7.92%
Total Return Adjustment :	0.00%	0.00%	0.00%	0.00%
Adjusted Real Return :	4.41%	4.41%	4.41%	4.41%
After Retirement :	Cap. App. Income	Cap. App. Income	Cap. App. Income	Cap. App. Income
Entered Return ::	N/A	N/A	N/A	N/A
Composite Return :	6.80%	6.80%	6.80%	6.80%
Composite Standard Deviation :	7.92%	7.92%	7.92%	7.92%
Total Return Adjustment :	-1.41%	-1.41%	-1.41%	-2.41%
Adjusted Real Return :	3.00%	3.00%	3.00%	2.00%
Base inflation rate :	2.39%	2.39%	2.39%	2.39%

● 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	Baseline Scenario	John Retires Later	Decrease Spending	Decrease Return
<b>Goals</b>				
<b>Basic Living Expense</b>				
<b>Retirement Age</b>				
John	66	69	66	66
<b>Planning Age</b>				
John	92	92	92	92
Nancy	94	94	94	94
<b>One Retired</b>				
Nancy Retired and John Employed	\$120,000	\$120,000	\$115,000	\$120,000
<b>Both Retired</b>				
Both Retired	\$120,000	\$120,000	\$115,000	\$120,000
<b>One Alone - Retired</b>				
Nancy Alone Retired	\$75,000	\$75,000	\$70,000	\$75,000
John Alone Retired	\$0	\$0	\$0	\$0
<b>One Alone - Employed</b>				
John Alone Employed	\$0	\$0	\$0	\$0
<b>Travel</b>				
Year :	At John's retirement	At John's retirement	At John's retirement	At John's retirement
Cost :	\$10,000	\$10,000	\$10,000	\$10,000
Is recurring :	Yes	Yes	Yes	Yes
Years between occurrences :	1	1	1	1
Number of occurrences :	15	15	15	15
<b>New Car</b>				
Year :	At John's retirement	At John's retirement	At John's retirement	At John's retirement
Cost :	\$40,000	\$40,000	\$40,000	\$40,000
Is recurring :	Yes	Yes	Yes	Yes
Years between occurrences :	5	5	5	5
Number of occurrences :	4	4	4	4
<b>Donations</b>				

• 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	Baseline Scenario	John Retires Later	Decrease Spending	Decrease Return
<b>Goals</b>				
Year :	At John's retirement	At John's retirement	At John's retirement	At John's retirement
Cost :	\$3,000	\$3,000	\$3,000	\$3,000
Is recurring :	Yes	Yes	Yes	Yes
Years between occurrences :	1	1	1	1
This goal will end at End of plan.				
<b>Remodel Master Bathroom</b>				
Year :	2030	2030	2030	2030
Cost :	\$30,000	\$30,000	\$30,000	\$30,000
<b>Retirement Income</b>				
<b>Nancy's Pension (Nancy)</b>				
Annual Income :	\$40,000	\$40,000	\$40,000	\$40,000
Start Year :	Nancy's retirement	Nancy's retirement	Nancy's retirement	Nancy's retirement
Select when income will end :	End of Plan	End of Plan	End of Plan	End of Plan
Year to end retirement income :				
Survivor Benefit :	0%	0%	0%	0%
<b>Social Security</b>				
Select Social Security Strategy	Current	Current	Current	Current
<b>John</b>				
Filing Method :	Normal	Normal	Normal	Normal
Age to File Application :	70	70	70	70
Age Retirement Benefits begin :	70	70	70	70
First Year Benefit :	\$38,400	\$38,400	\$38,400	\$38,400
<b>Nancy</b>				
Filing Method :	Normal	Normal	Normal	Normal
Age to File Application :	70	70	70	70
Age Retirement Benefits begin :	70	70	70	70
First Year Benefit :	\$25,200	\$25,200	\$25,200	\$25,200
Reduce Benefits By :	0%	0%	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	Baseline Scenario	John Retires Later	Decrease Spending	Decrease Return
<b>Asset Additions</b>				
<b>John's 401(k)</b>	Maximum	Maximum	Maximum	Maximum
Roth:	N/A	N/A	N/A	N/A
Maximum contribution each year:	Yes	Yes	Yes	Yes
% Designated as Roth:	0.00%	0.00%	0.00%	0.00%
Plan addition amount:	\$24,500	\$24,500	\$24,500	\$24,500
Year additions begin:	2018	2018	2018	2018
John - Fund All Goals				
<b>John's IRA</b>				
Pre-Tax Addition:	Maximum	Maximum	Maximum	Maximum
Maximum contribution each year:	Yes	Yes	Yes	Yes
After-Tax Addition:	\$0	\$0	\$0	\$0
Maximum contribution each year:	No	No	No	No
Year additions begin:	2018	2018	2018	2018
John - Fund All Goals				
<b>Extra Savings by Tax Category</b>				
John's Qualified	\$0	\$0	\$0	\$0
Nancy's Qualified	\$0	\$0	\$0	\$0
John's Roth	\$0	\$0	\$0	\$0
Nancy's Roth	\$0	\$0	\$0	\$0
John's Tax-Deferred	\$0	\$0	\$0	\$0
Nancy's Tax-Deferred	\$0	\$0	\$0	\$0
Taxable	\$0	\$0	\$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	Baseline Scenario	John Retires Later	Decrease Spending	Decrease Return
<b>Cash Reserve</b>				
Include :	No	No	No	No
<b>Your Goal Coverage</b>				
Needs :	3	3	3	3
Wants :	2	2	2	2
Wishes :	1	1	1	1
Minimum in Cash Reserve :	\$0	\$0	\$0	\$0
Annual offset for Cash Reserve :	\$0	\$0	\$0	\$0
Selected Allocation :	Enter Own Return and Standard Deviation	Enter Own Return and Standard Deviation	Enter Own Return and Standard Deviation	Enter Own Return and Standard Deviation
Return :	0.00%	0.00%	0.00%	0.00%
Standard Deviation :	0.00%	0.00%	0.00%	0.00%
<b>Reverse Mortgage Line of Credit Loan</b>				
<b>Aspirational Bucket</b>				
Include :	No	No	No	No
Additional :	\$0	\$0	\$0	\$0
Selected Allocation :	Enter Own Return and Standard Deviation	Enter Own Return and Standard Deviation	Enter Own Return and Standard Deviation	Enter Own Return and Standard Deviation
Return :	9.00%	9.00%	9.00%	9.00%
Standard Deviation :	18.00%	18.00%	18.00%	18.00%
<b>Tax Options</b>				
Include Tax Penalties :	Yes	Yes	Yes	Yes
Change Tax Rate?	No	No	No	No
Year To Change :				
Change Tax Rate by this % (+ or -) :	0.00%	0.00%	0.00%	0.00%

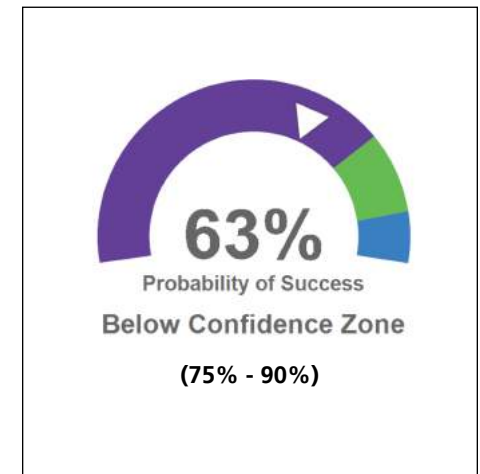
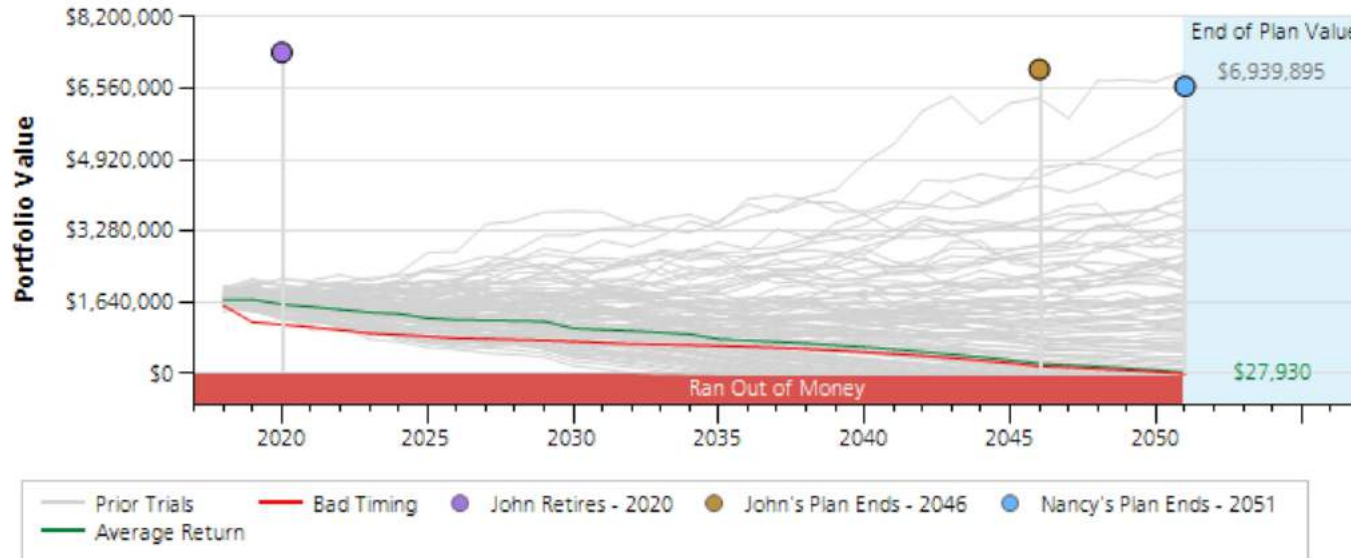
● Indicates different data between the Scenario in the first column and the Scenario in any other column.

**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 Baseline 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 75% and 90%.



In the table below, values are shown for the 99th, 75th, 50th, 25th and 1st percentile trials based on the End of Plan value. For each trial displayed, the corresponding portfolio value is illustrated for specific years of the plan. These trials serve as checkpoints to illustrate how the portfolio might perform over the life of the plan.

Although the graph and table help illustrate a general range of results you may expect, neither of them reflect the Final Result, your Probability of Success.

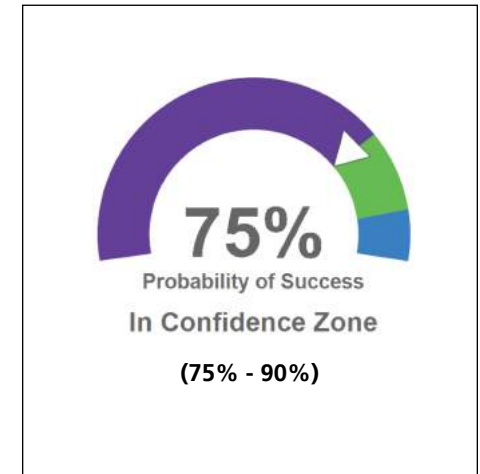
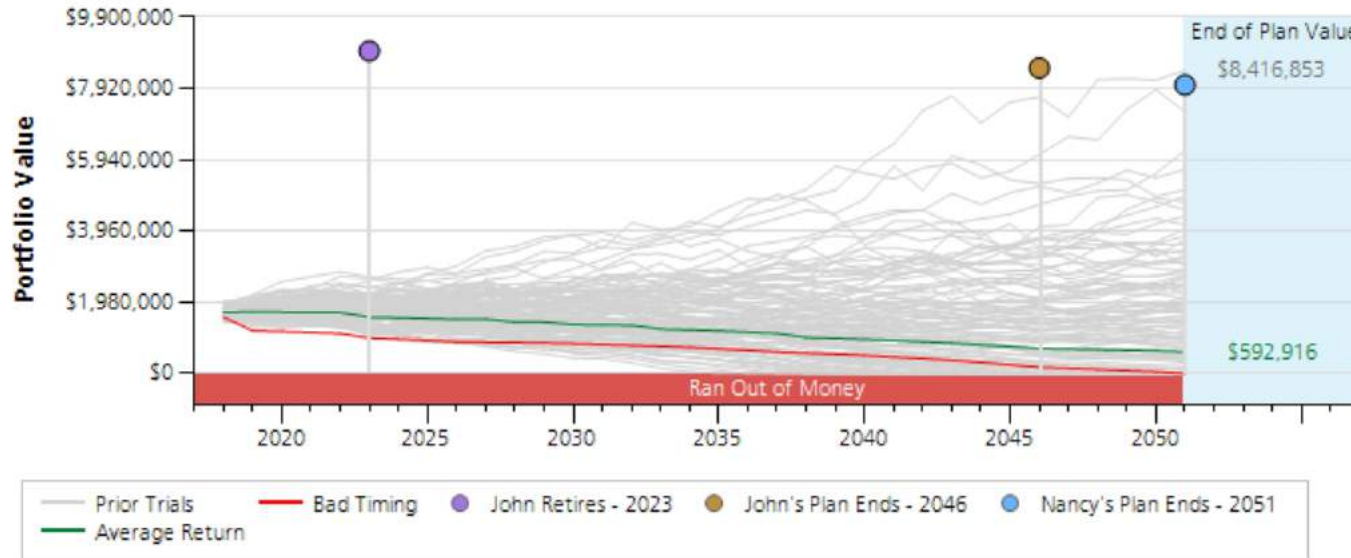
Trial Number	Percentile	Year 5	Year 10	Year 15	Year 20	Year 25	End of Plan Future Dollars	End of Plan Current Dollars	Y
10	99th Percentile	\$1,823,211	\$2,374,995	\$2,930,059	\$3,756,777	\$6,040,123	\$6,939,895	\$3,183,127	
250	75th Percentile	\$1,742,264	\$2,084,913	\$2,041,594	\$2,353,180	\$2,318,595	\$1,931,384	\$885,869	
500	50th Percentile	\$1,501,006	\$1,203,520	\$1,352,230	\$1,155,766	\$868,073	\$663,205	\$304,193	
750	25th Percentile	\$1,291,192	\$882,404	\$651,812	\$457,533	\$152,795	\$0	\$0	
990	1st Percentile	\$1,104,375	\$474,689	\$25,943	\$0	\$0	\$0	\$0	

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 John Retires Later

- The graph below shows the results for all 1000 Monte Carlo Trials.
- The Probability of Success meter displays the percentage of trials that were successful in funding all of your goals.
- We identify the Confidence Zone as a probability of Success between 75% and 90%.



In the table below, values are shown for the 99th, 75th, 50th, 25th and 1st percentile trials based on the End of Plan value. For each trial displayed, the corresponding portfolio value is illustrated for specific years of the plan. These trials serve as checkpoints to illustrate how the portfolio might perform over the life of the plan.

Although the graph and table help illustrate a general range of results you may expect, neither of them reflect the Final Result, your Probability of Success.

Trial Number	Percentile	Year 5	Year 10	Year 15	Year 20	Year 25	End of Plan Future Dollars	End of Plan Current Dollars	Y
10	99th Percentile	\$2,080,334	\$2,835,556	\$3,561,541	\$4,577,105	\$7,296,562	\$8,416,853	\$3,860,565	
250	75th Percentile	\$2,274,715	\$1,856,403	\$2,375,124	\$2,356,452	\$2,836,541	\$2,689,801	\$1,233,733	
500	50th Percentile	\$1,709,411	\$1,570,469	\$1,355,332	\$1,205,907	\$1,331,680	\$1,293,034	\$593,077	
750	25th Percentile	\$1,755,511	\$1,700,170	\$1,203,008	\$829,194	\$488,436	\$27,592	\$12,656	
990	1st Percentile	\$1,343,727	\$739,804	\$288,980	\$0	\$0	\$0	\$0	

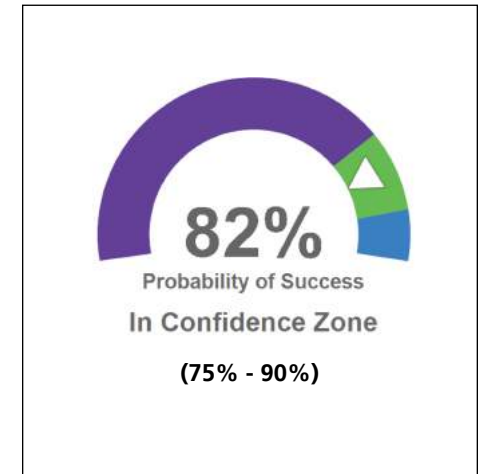
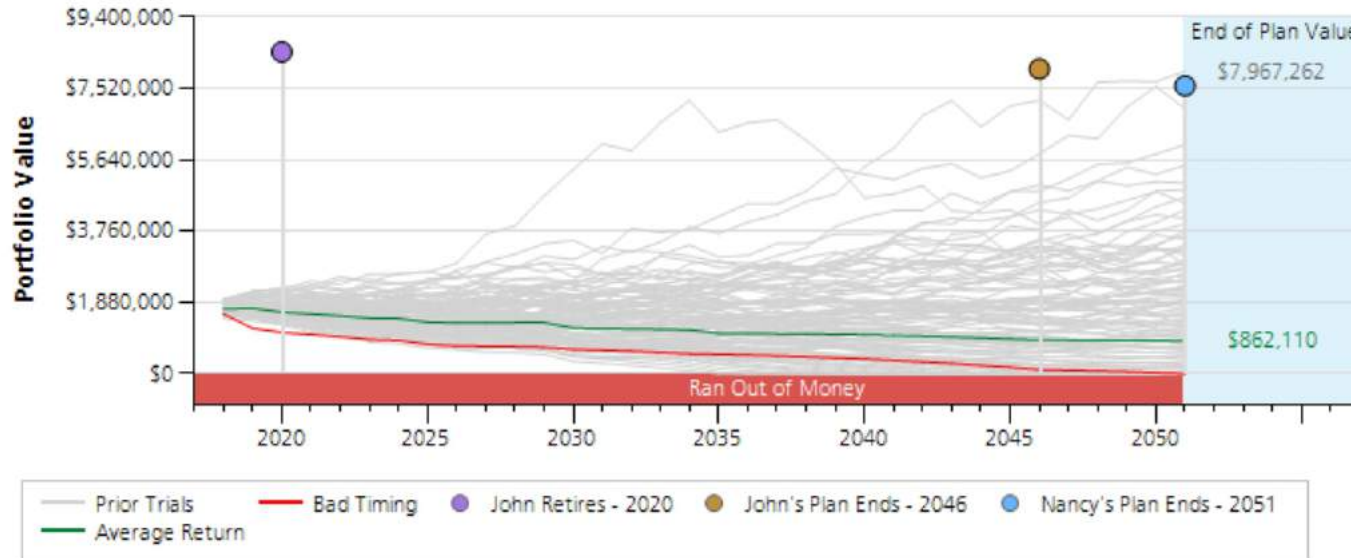
See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.



# Worksheet Detail - Inside the Numbers Final Result

## Inside the Numbers - Final Result For Decrease Spending

- The graph below shows the results for all 1000 Monte Carlo Trials.
- The Probability of Success meter displays the percentage of trials that were successful in funding all of your goals.
- We identify the Confidence Zone as a probability of Success between 75% and 90%.



In the table below, values are shown for the 99th, 75th, 50th, 25th and 1st percentile trials based on the End of Plan value. For each trial displayed, the corresponding portfolio value is illustrated for specific years of the plan. These trials serve as checkpoints to illustrate how the portfolio might perform over the life of the plan.

Although the graph and table help illustrate a general range of results you may expect, neither of them reflect the Final Result, your Probability of Success.

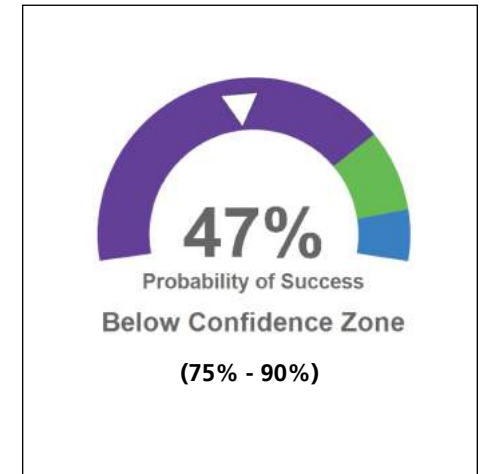
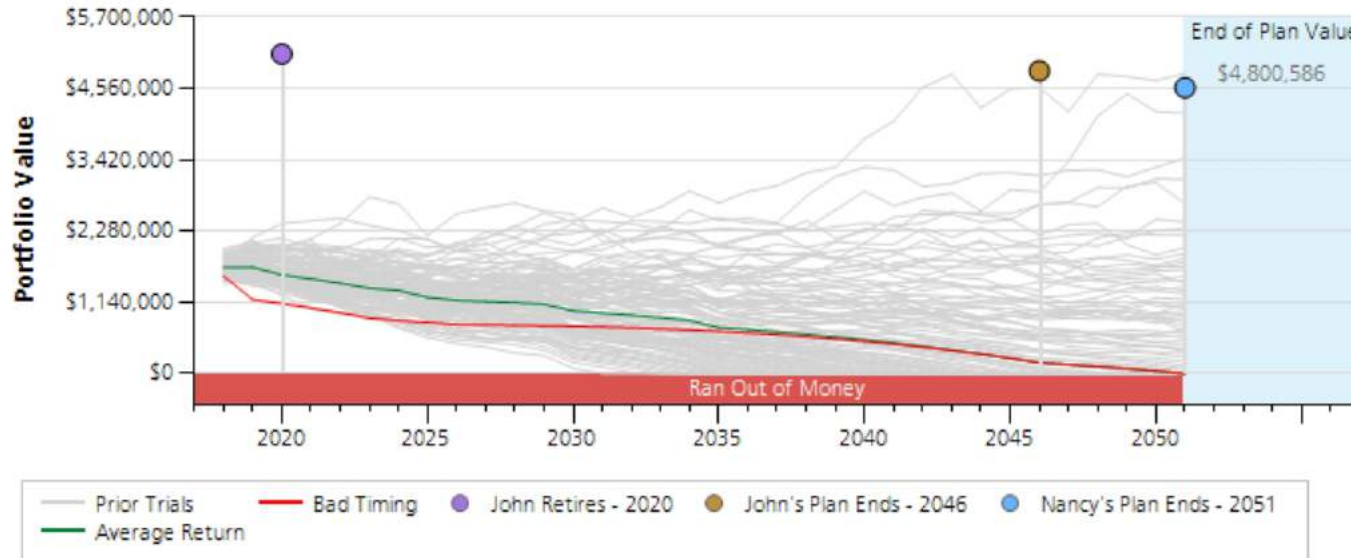
Trial Number	Percentile	Year 5	Year 10	Year 15	Year 20	Year 25	End of Plan Future Dollars	End of Plan Current Dollars	Y
10	99th Percentile	\$1,878,072	\$2,539,907	\$3,208,523	\$4,188,284	\$6,804,506	\$7,967,262	\$3,654,350	
250	75th Percentile	\$1,396,416	\$1,278,448	\$1,620,030	\$1,849,318	\$2,519,518	\$2,747,860	\$1,260,363	
500	50th Percentile	\$1,310,360	\$1,524,275	\$1,600,854	\$1,593,580	\$1,452,574	\$1,443,837	\$662,246	
750	25th Percentile	\$1,713,005	\$1,601,978	\$1,148,480	\$757,366	\$630,473	\$426,956	\$195,832	
990	1st Percentile	\$1,145,209	\$563,119	\$212,566	\$0	\$0	\$0	\$0	

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 Decrease Return

- The graph below shows the results for all 1000 Monte Carlo Trials.
- The Probability of Success meter displays the percentage of trials that were successful in funding all of your goals.
- We identify the Confidence Zone as a probability of Success between 75% and 90%.



In the table below, values are shown for the 99th, 75th, 50th, 25th and 1st percentile trials based on the End of Plan value. For each trial displayed, the corresponding portfolio value is illustrated for specific years of the plan. These trials serve as checkpoints to illustrate how the portfolio might perform over the life of the plan.

Although the graph and table help illustrate a general range of results you may expect, neither of them reflect the Final Result, your Probability of Success.

Trial Number	Percentile	Year 5	Year 10	Year 15	Year 20	Year 25	End of Plan Future Dollars	End of Plan Current Dollars	Y
10	99th Percentile	\$1,771,054	\$2,167,263	\$2,498,100	\$3,005,289	\$4,576,370	\$4,800,586	\$2,201,889	
250	75th Percentile	\$1,614,052	\$1,420,623	\$1,703,641	\$1,386,568	\$1,327,497	\$994,393	\$456,099	
500	50th Percentile	\$1,681,909	\$1,267,139	\$1,021,663	\$605,000	\$369,707	\$0	\$0	
750	25th Percentile	\$1,156,331	\$846,684	\$531,516	\$196,133	\$0	\$0	\$0	
990	1st Percentile	\$1,096,171	\$420,194	\$0	\$0	\$0	\$0	\$0	

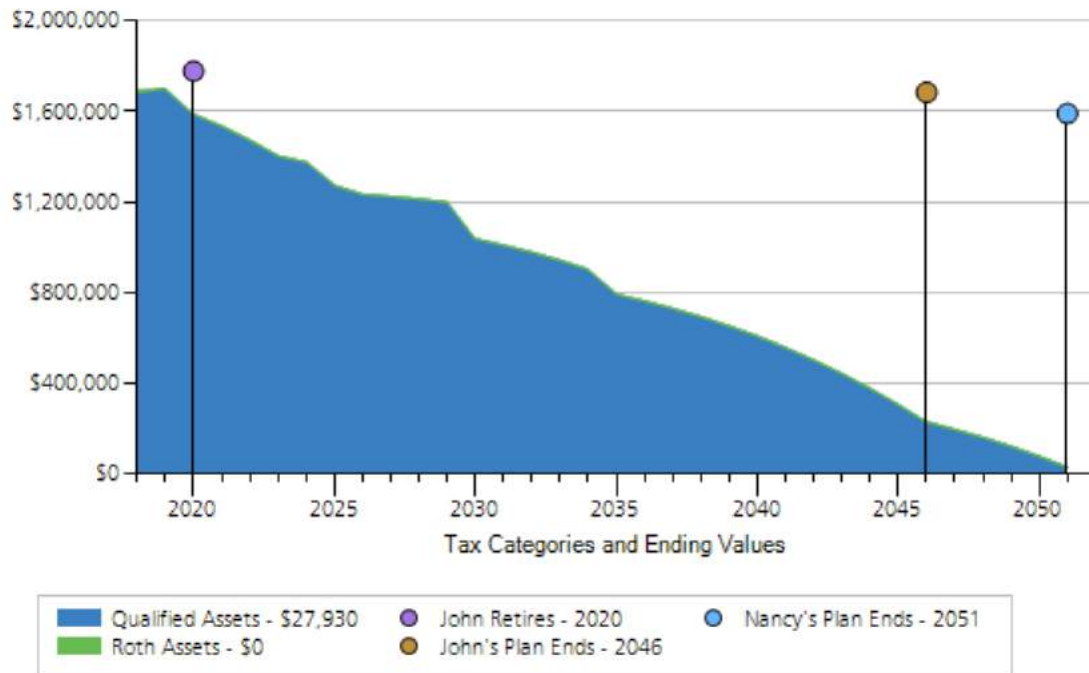
See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

# Worksheet Detail - Combined Details

## Scenario : Baseline Scenario using Average Return

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

### Total Portfolio Value Graph



x - denotes shortfall

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

# Worksheet Detail - Combined Details

## Scenario : Baseline Scenario using Average Return

Event or Ages	Year	Beginning Portfolio Value		Additions To Assets	Other Additions	Post Retirement Income	Investment Earnings	Investment Return	Taxes	Funds Used	Ending Portfolio Value
		Earmarked	Fund All Goals							All Goals	
64/61	2018	0	1,648,445	31,000	0	40,000	108,024	6.81%	12,520	120,000	1,694,949
65/62	2019	0	1,694,949	31,000	0	40,800	108,463	6.81%	50,499	122,868	1,701,845
John Retires	2020	0	1,701,845	0	0	41,616	81,420	5.40%	53,505	181,368	1,590,008
67/64	2021	0	1,590,008	0	0	42,448	78,556	5.40%	34,167	142,766	1,534,080
68/65	2022	0	1,534,080	0	0	43,297	75,380	5.40%	34,526	146,178	1,472,053
69/66	2023	0	1,472,053	0	0	44,163	71,846	5.40%	35,351	149,672	1,403,040
70/67	2024	0	1,403,040	0	0	89,293	70,482	5.40%	33,172	153,249	1,376,393
71/68	2025	0	1,376,393	0	0	91,251	65,158	5.40%	56,267	204,103	1,272,432
72/69	2026	0	1,272,432	0	0	93,253	63,160	5.40%	34,777	160,662	1,233,406
73/70	2027	0	1,233,406	0	0	126,468	62,709	5.40%	33,478	164,501	1,224,602
74/71	2028	0	1,224,602	0	0	129,304	62,131	5.40%	34,278	168,433	1,213,326
75/72	2029	0	1,213,326	0	0	132,204	61,418	5.40%	35,097	172,459	1,199,392
76/73	2030	0	1,199,392	0	0	135,170	53,126	5.40%	80,700	269,517	1,037,470
77/74	2031	0	1,037,470	0	0	138,202	51,708	5.40%	36,795	180,801	1,009,785
78/75	2032	0	1,009,785	0	0	141,303	50,101	5.40%	37,675	185,122	978,393
79/76	2033	0	978,393	0	0	144,475	48,291	5.40%	38,575	189,546	943,038
80/77	2034	0	943,038	0	0	147,718	46,263	5.40%	39,497	194,076	903,445
81/78	2035	0	903,445	0	0	151,034	40,476	5.40%	60,979	243,537	790,440
82/79	2036	0	790,440	0	0	154,425	38,981	5.40%	34,438	188,166	761,243
83/80	2037	0	761,243	0	0	157,893	37,306	5.40%	35,261	192,663	728,518
84/81	2038	0	728,518	0	0	161,440	35,437	5.40%	36,103	197,268	692,023
85/82	2039	0	692,023	0	0	165,066	33,362	5.40%	36,966	201,982	651,503
86/83	2040	0	651,503	0	0	168,775	31,067	5.40%	37,850	206,810	606,685
87/84	2041	0	606,685	0	0	172,568	28,537	5.40%	38,754	211,753	557,283
88/85	2042	0	557,283	0	0	176,446	25,757	5.40%	39,681	216,813	502,991
89/86	2043	0	502,991	0	0	180,412	22,710	5.40%	40,629	221,995	443,489
90/87	2044	0	443,489	0	0	184,468	19,379	5.40%	41,600	227,301	378,435
91/88	2045	0	378,435	0	0	188,616	15,745	5.40%	42,594	232,733	307,468
John's Plan Ends	2046	0	307,468	0	0	192,857	11,788	5.40%	43,612	238,296	230,205
-/90	2047	0	230,205	0	0	147,207	10,067	5.40%	36,154	154,726	196,599
-/91	2048	0	196,599	0	0	150,448	8,182	5.40%	37,018	158,424	159,787
-/92	2049	0	159,787	0	0	153,761	6,122	5.40%	37,903	162,210	119,557
-/93	2050	0	119,557	0	0	157,148	3,876	5.40%	38,809	166,087	75,684
Nancy's Plan Ends	2051	0	75,684	0	0	160,609	1,430	5.40%	39,736	170,057	27,930

x - denotes shortfall

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

# Worksheet Detail - Combined Details

## Scenario : Baseline Scenario using Average Return

Event or Ages	Year	Funds Used					Ending Portfolio Value
		Retirement	Travel	New Car	Donations	Remodel Master Bathroom	
64/61	2018	120,000	0	0	0	0	1,694,949
65/62	2019	122,868	0	0	0	0	1,701,845
John Retires	2020	125,805	10,484	41,935	3,145	0	1,590,008
67/64	2021	128,811	10,734	0	3,220	0	1,534,080
68/65	2022	131,890	10,991	0	3,297	0	1,472,053
69/66	2023	135,042	11,254	0	3,376	0	1,403,040
70/67	2024	138,270	11,522	0	3,457	0	1,376,393
71/68	2025	141,574	11,798	47,191	3,539	0	1,272,432
72/69	2026	144,958	12,080	0	3,624	0	1,233,406
73/70	2027	148,422	12,369	0	3,711	0	1,224,602
74/71	2028	151,970	12,664	0	3,799	0	1,213,326
75/72	2029	155,602	12,967	0	3,890	0	1,199,392
76/73	2030	159,321	13,277	53,107	3,983	39,830	1,037,470
77/74	2031	163,128	13,594	0	4,078	0	1,009,785
78/75	2032	167,027	13,919	0	4,176	0	978,393
79/76	2033	171,019	14,252	0	4,275	0	943,038
80/77	2034	175,106	14,592	0	4,378	0	903,445
81/78	2035	179,291	0	59,764	4,482	0	790,440
82/79	2036	183,576	0	0	4,589	0	761,243
83/80	2037	187,964	0	0	4,699	0	728,518
84/81	2038	192,456	0	0	4,811	0	692,023
85/82	2039	197,056	0	0	4,926	0	651,503
86/83	2040	201,766	0	0	5,044	0	606,685
87/84	2041	206,588	0	0	5,165	0	557,283
88/85	2042	211,525	0	0	5,288	0	502,991
89/86	2043	216,581	0	0	5,415	0	443,489
90/87	2044	221,757	0	0	5,544	0	378,435
91/88	2045	227,057	0	0	5,676	0	307,468
John's Plan Ends	2046	232,484	0	0	5,812	0	230,205
-/90	2047	148,775	0	0	5,951	0	196,599
-/91	2048	152,331	0	0	6,093	0	159,787
-/92	2049	155,971	0	0	6,239	0	119,557
-/93	2050	159,699	0	0	6,388	0	75,684
Nancy's Plan Ends	2051	163,516	0	0	6,541	0	27,930

x - denotes shortfall

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

---

# Worksheet Detail - Combined Details

## Notes

- Calculations are based on a "Rolling Year" rather than a Calendar Year. The current date begins the 365-day "Rolling Year".
- Additions and withdrawals occur at the beginning of the year.
- Other Additions come from items entered in the Other Assets section and any applicable proceeds from insurance policies.
- Stock Options and Restricted Stock values are after-tax.
- Strategy Income is based on the particulars of the Goal Strategies selected. Strategy Income from immediate annuities, 72(t) distributions, and variable annuities with a guaranteed minimum withdrawal benefit (GMWB) is pre-tax. Strategy Income from Net Unrealized Appreciation (NUA) is after-tax.
- Post Retirement Income includes the following: Social Security, pension, annuity, rental property, royalty, alimony, part-time employment, trust, and any other retirement income as entered in the Plan.
- When married, if either Social Security Program Estimate or Use a Better Estimate of Annual Benefits is selected for a participant, the program will default to the greater of the selected benefit or the age adjusted spousal benefit, which is based on the other participant's benefit.
- Investment Earnings are calculated on all assets after any withdrawals for 'Goal Expense', 'Taxes on Withdrawals' and 'Tax Penalties' are subtracted.
- The taxes column is a sum of (1) taxes on retirement income, (2) taxes on strategy income, (3) taxes on withdrawals from qualified assets for Required Minimum Distributions, (4) taxes on withdrawals from taxable assets' untaxed gain used to fund Goals in that year, (5) taxes on withdrawals from tax-deferred or qualified assets used to fund goals in that year, and (6) taxes on the investment earnings of taxable assets. Tax rates used are detailed in the Tax and Inflation Options page. (Please note, the Taxes column does not include any taxes owed from the exercise of Stock Options or the vesting of Restricted Stock.)
- Tax Penalties can occur when Qualified and Tax-Deferred Assets are used prior to age 59½. If there is a value in this column, it illustrates that you are using your assets in this Plan in a manner that may incur tax penalties. Generally, it is better to avoid tax penalties whenever possible.
- These calculations do not incorporate penalties associated with use of 529 Plan withdrawals for non-qualified expenses.
- Funds for each Goal Expense are first used from Earmarked Assets. If sufficient funds are not available from Earmarked Assets, Fund All Goals Assets will be used to fund the remaining portion of the Goal Expense, if available in that year.
- All funds needed for a Goal must be available in the year the Goal occurs. Funds from Earmarked Assets that become available after the goal year(s) have passed are not included in the funding of that Goal, and accumulate until the end of the Plan.
- When married, ownership of qualified assets is assumed to roll over to the surviving co-client at the death of the original owner. It is also assumed the surviving co-client inherits all assets of the original owner.

x - denotes shortfall

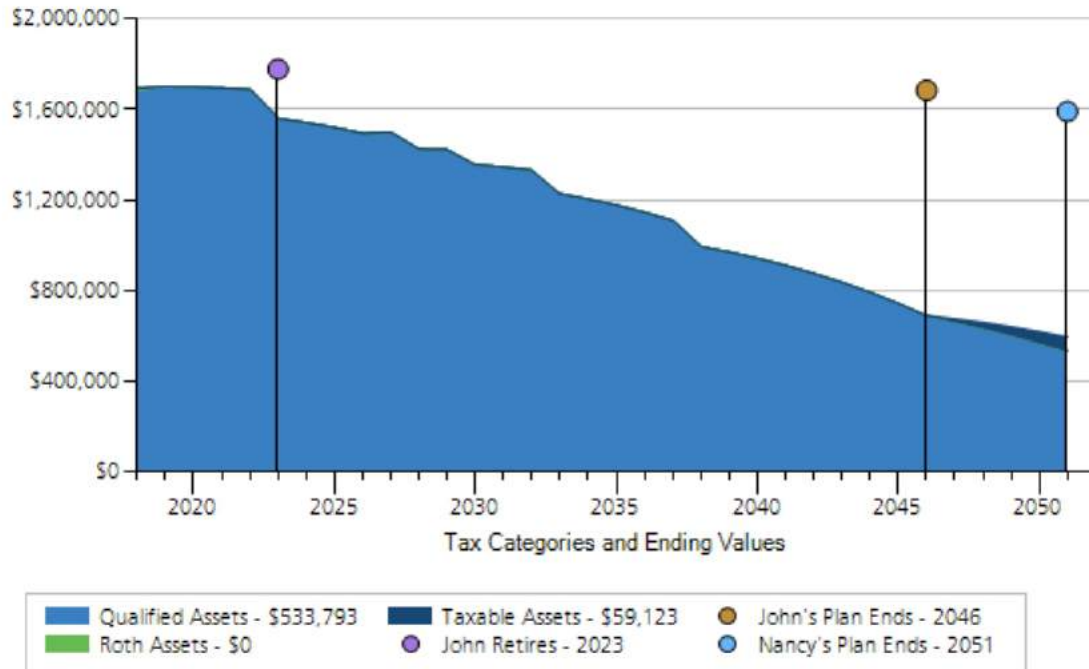
**See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.**

# Worksheet Detail - Combined Details

## Scenario : John Retires Later using Average Return

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

### Total Portfolio Value Graph



x - denotes shortfall

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

# Worksheet Detail - Combined Details

## Scenario : John Retires Later using Average Return

Event or Ages	Year	Beginning Portfolio Value		Additions To Assets	Other Additions	Post Retirement Income	Investment Earnings	Investment Return	Taxes	Funds Used	Ending Portfolio Value
		Earmarked	Fund All Goals							All Goals	
64/61	2018	0	1,648,445	31,000	0	40,000	108,024	6.81%	12,520	120,000	1,694,949
65/62	2019	0	1,694,949	31,000	0	40,800	108,463	6.81%	50,499	122,868	1,701,845
66/63	2020	0	1,701,845	31,500	0	41,616	108,358	6.81%	57,317	125,805	1,700,198
67/64	2021	0	1,700,198	32,000	0	42,448	108,039	6.81%	58,687	128,811	1,695,187
68/65	2022	0	1,695,187	33,500	0	43,297	107,553	6.81%	60,090	131,890	1,687,558
John Retires	2023	0	1,687,558	0	0	44,163	79,884	5.40%	56,907	194,686	1,560,012
70/67	2024	0	1,560,012	0	0	89,293	78,953	5.40%	33,172	153,249	1,541,837
71/68	2025	0	1,541,837	0	0	91,251	77,838	5.40%	33,965	156,911	1,520,050
72/69	2026	0	1,520,050	0	0	93,253	76,524	5.40%	34,777	160,662	1,494,388
73/70	2027	0	1,494,388	0	0	126,468	76,794	5.40%	33,478	164,501	1,499,670
74/71	2028	0	1,499,670	0	0	129,304	72,962	5.40%	58,009	219,089	1,424,838
75/72	2029	0	1,424,838	0	0	132,204	72,833	5.40%	35,097	172,459	1,422,319
76/73	2030	0	1,422,319	0	0	135,170	69,455	5.40%	54,186	216,410	1,356,346
77/74	2031	0	1,356,346	0	0	138,202	68,919	5.40%	36,795	180,801	1,345,872
78/75	2032	0	1,345,872	0	0	141,303	68,240	5.40%	37,675	185,122	1,332,619
79/76	2033	0	1,332,619	0	0	144,475	62,890	5.40%	65,280	246,552	1,228,151
80/77	2034	0	1,228,151	0	0	147,718	61,651	5.40%	39,497	194,076	1,203,947
81/78	2035	0	1,203,947	0	0	151,034	60,222	5.40%	40,441	198,715	1,176,048
82/79	2036	0	1,176,048	0	0	154,425	58,591	5.40%	41,407	203,464	1,144,193
83/80	2037	0	1,144,193	0	0	157,893	56,743	5.40%	42,397	208,327	1,108,106
84/81	2038	0	1,108,106	0	0	161,440	50,877	5.40%	65,456	261,420	993,547
85/82	2039	0	993,547	0	0	165,066	49,635	5.40%	36,966	201,982	969,300
86/83	2040	0	969,300	0	0	168,775	48,219	5.40%	37,850	206,810	941,634
87/84	2041	0	941,634	0	0	172,568	46,615	5.40%	38,754	211,753	910,309
88/85	2042	0	910,309	0	0	176,446	44,810	5.40%	39,681	216,813	875,071
89/86	2043	0	875,071	0	0	180,412	42,791	5.40%	40,629	221,995	835,650
90/87	2044	0	835,650	0	0	184,468	40,544	5.40%	41,600	227,301	791,761
91/88	2045	0	791,761	0	0	188,616	38,052	5.40%	42,594	232,733	743,101
John's Plan Ends	2046	0	743,101	0	0	192,857	35,300	5.40%	43,612	238,296	689,351
-/90	2047	0	689,351	0	0	147,207	34,558	5.40%	41,718	154,726	674,671
-/91	2048	0	674,671	0	0	150,448	33,702	5.40%	42,634	158,424	657,763
-/92	2049	0	657,763	0	0	153,761	32,727	5.40%	43,517	162,210	638,524
-/93	2050	0	638,524	0	0	157,148	31,628	5.40%	44,357	166,087	616,855
Nancy's Plan Ends	2051	0	616,855	0	0	160,609	30,411	5.40%	44,903	170,057	592,916

x - denotes shortfall

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



# Worksheet Detail - Combined Details

## Scenario : John Retires Later using Average Return

Event or Ages	Year	Funds Used					Ending Portfolio Value
		Retirement	Travel	New Car	Donations	Remodel Master Bathroom	
64/61	2018	120,000	0	0	0	0	1,694,949
65/62	2019	122,868	0	0	0	0	1,701,845
66/63	2020	125,805	0	0	0	0	1,700,198
67/64	2021	128,811	0	0	0	0	1,695,187
68/65	2022	131,890	0	0	0	0	1,687,558
John Retires	2023	135,042	11,254	45,014	3,376	0	1,560,012
70/67	2024	138,270	11,522	0	3,457	0	1,541,837
71/68	2025	141,574	11,798	0	3,539	0	1,520,050
72/69	2026	144,958	12,080	0	3,624	0	1,494,388
73/70	2027	148,422	12,369	0	3,711	0	1,499,670
74/71	2028	151,970	12,664	50,657	3,799	0	1,424,838
75/72	2029	155,602	12,967	0	3,890	0	1,422,319
76/73	2030	159,321	13,277	0	3,983	39,830	1,356,346
77/74	2031	163,128	13,594	0	4,078	0	1,345,872
78/75	2032	167,027	13,919	0	4,176	0	1,332,619
79/76	2033	171,019	14,252	57,006	4,275	0	1,228,151
80/77	2034	175,106	14,592	0	4,378	0	1,203,947
81/78	2035	179,291	14,941	0	4,482	0	1,176,048
82/79	2036	183,576	15,298	0	4,589	0	1,144,193
83/80	2037	187,964	15,664	0	4,699	0	1,108,106
84/81	2038	192,456	0	64,152	4,811	0	993,547
85/82	2039	197,056	0	0	4,926	0	969,300
86/83	2040	201,766	0	0	5,044	0	941,634
87/84	2041	206,588	0	0	5,165	0	910,309
88/85	2042	211,525	0	0	5,288	0	875,071
89/86	2043	216,581	0	0	5,415	0	835,650
90/87	2044	221,757	0	0	5,544	0	791,761
91/88	2045	227,057	0	0	5,676	0	743,101
John's Plan Ends	2046	232,484	0	0	5,812	0	689,351
-/90	2047	148,775	0	0	5,951	0	674,671
-/91	2048	152,331	0	0	6,093	0	657,763
-/92	2049	155,971	0	0	6,239	0	638,524
-/93	2050	159,699	0	0	6,388	0	616,855
Nancy's Plan Ends	2051	163,516	0	0	6,541	0	592,916

x - denotes shortfall

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

---

# Worksheet Detail - Combined Details

## Notes

- Calculations are based on a "Rolling Year" rather than a Calendar Year. The current date begins the 365-day "Rolling Year".
- Additions and withdrawals occur at the beginning of the year.
- Other Additions come from items entered in the Other Assets section and any applicable proceeds from insurance policies.
- Stock Options and Restricted Stock values are after-tax.
- Strategy Income is based on the particulars of the Goal Strategies selected. Strategy Income from immediate annuities, 72(t) distributions, and variable annuities with a guaranteed minimum withdrawal benefit (GMWB) is pre-tax. Strategy Income from Net Unrealized Appreciation (NUA) is after-tax.
- Post Retirement Income includes the following: Social Security, pension, annuity, rental property, royalty, alimony, part-time employment, trust, and any other retirement income as entered in the Plan.
- When married, if either Social Security Program Estimate or Use a Better Estimate of Annual Benefits is selected for a participant, the program will default to the greater of the selected benefit or the age adjusted spousal benefit, which is based on the other participant's benefit.
- Investment Earnings are calculated on all assets after any withdrawals for 'Goal Expense', 'Taxes on Withdrawals' and 'Tax Penalties' are subtracted.
- The taxes column is a sum of (1) taxes on retirement income, (2) taxes on strategy income, (3) taxes on withdrawals from qualified assets for Required Minimum Distributions, (4) taxes on withdrawals from taxable assets' untaxed gain used to fund Goals in that year, (5) taxes on withdrawals from tax-deferred or qualified assets used to fund goals in that year, and (6) taxes on the investment earnings of taxable assets. Tax rates used are detailed in the Tax and Inflation Options page. (Please note, the Taxes column does not include any taxes owed from the exercise of Stock Options or the vesting of Restricted Stock.)
- Tax Penalties can occur when Qualified and Tax-Deferred Assets are used prior to age 59½. If there is a value in this column, it illustrates that you are using your assets in this Plan in a manner that may incur tax penalties. Generally, it is better to avoid tax penalties whenever possible.
- These calculations do not incorporate penalties associated with use of 529 Plan withdrawals for non-qualified expenses.
- Funds for each Goal Expense are first used from Earmarked Assets. If sufficient funds are not available from Earmarked Assets, Fund All Goals Assets will be used to fund the remaining portion of the Goal Expense, if available in that year.
- All funds needed for a Goal must be available in the year the Goal occurs. Funds from Earmarked Assets that become available after the goal year(s) have passed are not included in the funding of that Goal, and accumulate until the end of the Plan.
- When married, ownership of qualified assets is assumed to roll over to the surviving co-client at the death of the original owner. It is also assumed the surviving co-client inherits all assets of the original owner.

x - denotes shortfall

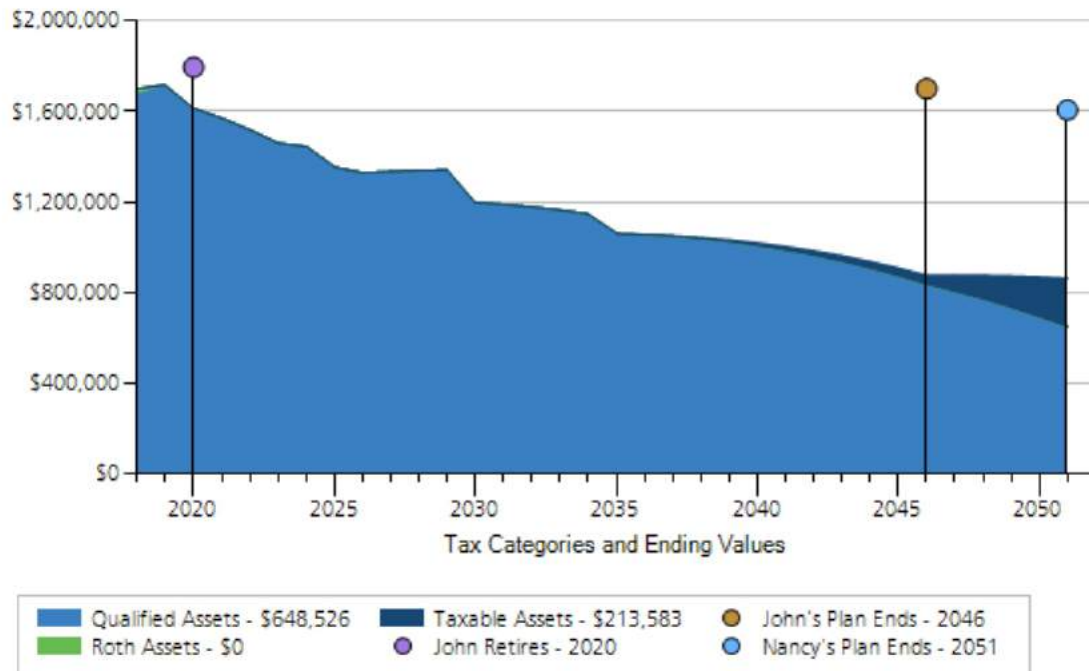
**See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.**

# Worksheet Detail - Combined Details

## Scenario : Decrease Spending using Average Return

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

### Total Portfolio Value Graph



x - denotes shortfall

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

# Worksheet Detail - Combined Details

## Scenario : Decrease Spending using Average Return

Event or Ages	Year	Beginning Portfolio Value		Additions To Assets	Other Additions	Post Retirement Income	Investment Earnings	Investment Return	Taxes	Funds Used	Ending Portfolio Value
		Earmarked	Fund All Goals							All Goals	
64/61	2018	0	1,648,445	31,000	0	40,000	108,364	6.81%	12,520	115,000	1,700,289
65/62	2019	0	1,700,289	31,000	0	40,800	109,500	6.81%	45,733	117,749	1,718,107
John Retires	2020	0	1,718,107	0	0	41,616	82,722	5.40%	50,888	176,126	1,615,431
67/64	2021	0	1,615,431	0	0	42,448	80,350	5.40%	31,722	137,399	1,569,109
68/65	2022	0	1,569,109	0	0	43,297	77,702	5.40%	32,022	140,683	1,517,403
69/66	2023	0	1,517,403	0	0	44,163	74,736	5.40%	32,788	144,045	1,459,470
70/67	2024	0	1,459,470	0	0	89,293	73,980	5.40%	30,548	147,488	1,444,707
71/68	2025	0	1,444,707	0	0	91,251	69,322	5.40%	53,322	198,204	1,353,754
72/69	2026	0	1,353,754	0	0	93,253	68,023	5.40%	32,025	154,622	1,328,383
73/70	2027	0	1,328,383	0	0	126,468	68,321	5.40%	30,661	158,317	1,334,194
74/71	2028	0	1,334,194	0	0	129,304	68,544	5.40%	31,393	162,101	1,338,547
75/72	2029	0	1,338,547	0	0	132,204	68,685	5.40%	32,144	165,975	1,341,317
76/73	2030	0	1,341,317	0	0	135,170	61,323	5.40%	77,386	262,879	1,197,545
77/74	2031	0	1,197,545	0	0	138,202	60,882	5.40%	33,698	174,004	1,188,928
78/75	2032	0	1,188,928	0	0	141,303	60,316	5.40%	34,504	178,162	1,177,881
79/76	2033	0	1,177,881	0	0	144,475	59,617	5.40%	35,328	182,420	1,164,224
80/77	2034	0	1,164,224	0	0	147,718	58,774	5.40%	36,173	186,780	1,147,763
81/78	2035	0	1,147,763	0	0	151,034	54,256	5.40%	57,459	236,067	1,059,527
82/79	2036	0	1,059,527	0	0	154,425	54,080	5.40%	31,434	180,517	1,056,082
83/80	2037	0	1,056,082	0	0	157,893	53,794	5.40%	32,469	184,831	1,050,469
84/81	2038	0	1,050,469	0	0	161,440	53,388	5.40%	33,539	189,249	1,042,510
85/82	2039	0	1,042,510	0	0	165,066	52,858	5.40%	34,560	193,772	1,032,103
86/83	2040	0	1,032,103	0	0	168,775	52,193	5.40%	35,603	198,403	1,019,065
87/84	2041	0	1,019,065	0	0	172,568	51,384	5.40%	36,665	203,145	1,003,207
88/85	2042	0	1,003,207	0	0	176,446	50,425	5.40%	37,675	208,000	984,402
89/86	2043	0	984,402	0	0	180,412	49,305	5.40%	38,687	212,971	962,461
90/87	2044	0	962,461	0	0	184,468	48,021	5.40%	39,570	218,061	937,319
91/88	2045	0	937,319	0	0	188,616	46,565	5.40%	40,428	223,273	908,799
John's Plan Ends	2046	0	908,799	0	0	192,857	44,926	5.40%	41,254	228,609	876,719
-/90	2047	0	876,719	0	0	147,207	44,972	5.40%	47,028	144,808	877,062
-/91	2048	0	877,062	0	0	150,448	44,937	5.40%	48,368	148,269	875,810
-/92	2049	0	875,810	0	0	153,761	44,817	5.40%	49,684	151,812	872,891
-/93	2050	0	872,891	0	0	157,148	44,609	5.40%	50,966	155,441	868,241
Nancy's Plan Ends	2051	0	868,241	0	0	160,609	44,326	5.40%	51,911	159,156	862,110

x - denotes shortfall

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

# Worksheet Detail - Combined Details

## Scenario : Decrease Spending using Average Return

Event or Ages	Year	Funds Used					Ending Portfolio Value
		Retirement	Travel	New Car	Donations	Remodel Master Bathroom	
64/61	2018	115,000	0	0	0	0	1,700,289
65/62	2019	117,749	0	0	0	0	1,718,107
John Retires	2020	120,563	10,484	41,935	3,145	0	1,615,431
67/64	2021	123,444	10,734	0	3,220	0	1,569,109
68/65	2022	126,394	10,991	0	3,297	0	1,517,403
69/66	2023	129,415	11,254	0	3,376	0	1,459,470
70/67	2024	132,508	11,522	0	3,457	0	1,444,707
71/68	2025	135,675	11,798	47,191	3,539	0	1,353,754
72/69	2026	138,918	12,080	0	3,624	0	1,328,383
73/70	2027	142,238	12,369	0	3,711	0	1,334,194
74/71	2028	145,638	12,664	0	3,799	0	1,338,547
75/72	2029	149,118	12,967	0	3,890	0	1,341,317
76/73	2030	152,682	13,277	53,107	3,983	39,830	1,197,545
77/74	2031	156,331	13,594	0	4,078	0	1,188,928
78/75	2032	160,068	13,919	0	4,176	0	1,177,881
79/76	2033	163,893	14,252	0	4,275	0	1,164,224
80/77	2034	167,810	14,592	0	4,378	0	1,147,763
81/78	2035	171,821	0	59,764	4,482	0	1,059,527
82/79	2036	175,927	0	0	4,589	0	1,056,082
83/80	2037	180,132	0	0	4,699	0	1,050,469
84/81	2038	184,437	0	0	4,811	0	1,042,510
85/82	2039	188,845	0	0	4,926	0	1,032,103
86/83	2040	193,359	0	0	5,044	0	1,019,065
87/84	2041	197,980	0	0	5,165	0	1,003,207
88/85	2042	202,712	0	0	5,288	0	984,402
89/86	2043	207,557	0	0	5,415	0	962,461
90/87	2044	212,517	0	0	5,544	0	937,319
91/88	2045	217,596	0	0	5,676	0	908,799
John's Plan Ends	2046	222,797	0	0	5,812	0	876,719
-/90	2047	138,857	0	0	5,951	0	877,062
-/91	2048	142,175	0	0	6,093	0	875,810
-/92	2049	145,573	0	0	6,239	0	872,891
-/93	2050	149,053	0	0	6,388	0	868,241
Nancy's Plan Ends	2051	152,615	0	0	6,541	0	862,110

x - denotes shortfall

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

---

# Worksheet Detail - Combined Details

## Notes

- Calculations are based on a "Rolling Year" rather than a Calendar Year. The current date begins the 365-day "Rolling Year".
- Additions and withdrawals occur at the beginning of the year.
- Other Additions come from items entered in the Other Assets section and any applicable proceeds from insurance policies.
- Stock Options and Restricted Stock values are after-tax.
- Strategy Income is based on the particulars of the Goal Strategies selected. Strategy Income from immediate annuities, 72(t) distributions, and variable annuities with a guaranteed minimum withdrawal benefit (GMWB) is pre-tax. Strategy Income from Net Unrealized Appreciation (NUA) is after-tax.
- Post Retirement Income includes the following: Social Security, pension, annuity, rental property, royalty, alimony, part-time employment, trust, and any other retirement income as entered in the Plan.
- When married, if either Social Security Program Estimate or Use a Better Estimate of Annual Benefits is selected for a participant, the program will default to the greater of the selected benefit or the age adjusted spousal benefit, which is based on the other participant's benefit.
- Investment Earnings are calculated on all assets after any withdrawals for 'Goal Expense', 'Taxes on Withdrawals' and 'Tax Penalties' are subtracted.
- The taxes column is a sum of (1) taxes on retirement income, (2) taxes on strategy income, (3) taxes on withdrawals from qualified assets for Required Minimum Distributions, (4) taxes on withdrawals from taxable assets' untaxed gain used to fund Goals in that year, (5) taxes on withdrawals from tax-deferred or qualified assets used to fund goals in that year, and (6) taxes on the investment earnings of taxable assets. Tax rates used are detailed in the Tax and Inflation Options page. (Please note, the Taxes column does not include any taxes owed from the exercise of Stock Options or the vesting of Restricted Stock.)
- Tax Penalties can occur when Qualified and Tax-Deferred Assets are used prior to age 59½. If there is a value in this column, it illustrates that you are using your assets in this Plan in a manner that may incur tax penalties. Generally, it is better to avoid tax penalties whenever possible.
- These calculations do not incorporate penalties associated with use of 529 Plan withdrawals for non-qualified expenses.
- Funds for each Goal Expense are first used from Earmarked Assets. If sufficient funds are not available from Earmarked Assets, Fund All Goals Assets will be used to fund the remaining portion of the Goal Expense, if available in that year.
- All funds needed for a Goal must be available in the year the Goal occurs. Funds from Earmarked Assets that become available after the goal year(s) have passed are not included in the funding of that Goal, and accumulate until the end of the Plan.
- When married, ownership of qualified assets is assumed to roll over to the surviving co-client at the death of the original owner. It is also assumed the surviving co-client inherits all assets of the original owner.

x - denotes shortfall

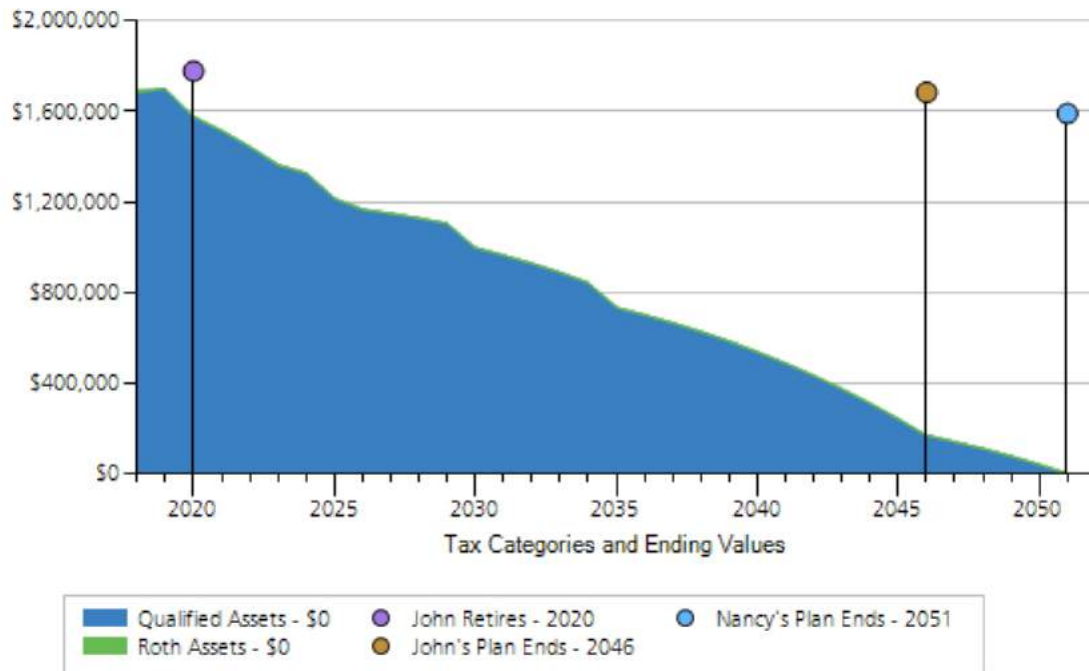
**See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.**

# Worksheet Detail - Combined Details

## Scenario : Decrease Return using Average Return

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

### Total Portfolio Value Graph



x - denotes shortfall

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

# Worksheet Detail - Combined Details

## Scenario : Decrease Return using Average Return

Event or Ages	Year	Beginning Portfolio Value		Additions To Assets	Other Additions	Post Retirement Income	Investment Earnings	Investment Return	Taxes	Funds Used	Ending Portfolio Value
		Earmarked	Fund All Goals							All Goals	
64/61	2018	0	1,648,445	31,000	0	40,000	108,024	6.81%	12,520	120,000	1,694,949
65/62	2019	0	1,694,949	31,000	0	40,800	108,463	6.81%	50,499	122,868	1,701,845
John Retires	2020	0	1,701,845	0	0	41,616	66,542	4.40%	51,935	x178,223	1,579,845
67/64	2021	0	1,579,845	0	0	42,448	63,760	4.40%	32,700	x139,546	1,513,808
68/65	2022	0	1,513,808	0	0	43,297	60,733	4.40%	33,024	x142,881	1,441,934
69/66	2023	0	1,441,934	0	0	44,163	57,426	4.40%	33,813	x146,296	1,363,414
70/67	2024	0	1,363,414	0	0	89,293	55,901	4.40%	31,598	x149,792	1,327,219
71/68	2025	0	1,327,219	0	0	91,251	51,156	4.40%	54,500	x200,563	1,214,562
72/69	2026	0	1,214,562	0	0	93,253	49,144	4.40%	33,126	x157,038	1,166,796
73/70	2027	0	1,166,796	0	0	126,468	48,398	4.40%	31,788	x160,791	1,149,084
74/71	2028	0	1,149,084	0	0	129,304	47,542	4.40%	32,547	x164,634	1,128,748
75/72	2029	0	1,128,748	0	0	132,204	46,568	4.40%	33,325	x168,568	1,105,627
76/73	2030	0	1,105,627	0	0	135,170	42,048	4.40%	58,826	x225,704	998,314
77/74	2031	0	998,314	0	0	138,202	40,667	4.40%	34,937	x176,722	965,524
78/75	2032	0	965,524	0	0	141,303	39,139	4.40%	35,772	x180,946	929,248
79/76	2033	0	929,248	0	0	144,475	37,456	4.40%	36,627	x185,271	889,281
80/77	2034	0	889,281	0	0	147,718	35,608	4.40%	37,502	x189,699	845,405
81/78	2035	0	845,405	0	0	151,034	30,830	4.40%	58,011	x237,280	731,979
82/79	2036	0	731,979	0	0	154,425	29,482	4.40%	32,347	x183,576	699,963
83/80	2037	0	699,963	0	0	157,893	28,000	4.40%	33,120	x187,964	664,772
84/81	2038	0	664,772	0	0	161,440	26,376	4.40%	33,911	x192,456	626,220
85/82	2039	0	626,220	0	0	165,066	24,602	4.40%	34,722	x197,056	584,111
86/83	2040	0	584,111	0	0	168,775	22,670	4.40%	35,552	x201,766	538,238
87/84	2041	0	538,238	0	0	172,568	20,570	4.40%	36,401	x206,588	488,387
88/85	2042	0	488,387	0	0	176,446	18,294	4.40%	37,271	x211,525	434,330
89/86	2043	0	434,330	0	0	180,412	15,826	4.40%	38,186	x216,633	375,749
90/87	2044	0	375,749	0	0	184,468	13,164	4.40%	39,074	x221,757	312,550
91/88	2045	0	312,550	0	0	188,616	10,294	4.40%	40,008	x227,057	244,395
John's Plan Ends	2046	0	244,395	0	0	192,857	7,203	4.40%	40,964	x232,484	171,007
-/90	2047	0	171,007	0	0	147,207	5,980	4.40%	33,443	x148,775	141,975
-/91	2048	0	141,975	0	0	150,448	4,654	4.40%	34,242	x152,331	110,505
-/92	2049	0	110,505	0	0	153,761	3,220	4.40%	35,061	x155,971	76,454
-/93	2050	0	76,454	0	0	157,148	1,671	4.40%	35,898	x159,699	39,675
Nancy's Plan Ends	2051	0	39,675	0	0	160,609	0	0.00%	36,760	x163,524	0

x - denotes shortfall

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



# Worksheet Detail - Combined Details

## Scenario : Decrease Return using Average Return

Event or Ages	Year	Funds Used					Ending Portfolio Value
		Retirement	Travel	New Car	Donations	Remodel Master Bathroom	
64/61	2018	120,000	0	0	0	0	1,694,949
65/62	2019	122,868	0	0	0	0	1,701,845
John Retires	2020	125,805	10,484	41,935	x0	0	1,579,845
67/64	2021	128,811	10,734	0	x0	0	1,513,808
68/65	2022	131,890	10,991	0	x0	0	1,441,934
69/66	2023	135,042	11,254	0	x0	0	1,363,414
70/67	2024	138,270	11,522	0	x0	0	1,327,219
71/68	2025	141,574	11,798	47,191	x0	0	1,214,562
72/69	2026	144,958	12,080	0	x0	0	1,166,796
73/70	2027	148,422	12,369	0	x0	0	1,149,084
74/71	2028	151,970	12,664	0	x0	0	1,128,748
75/72	2029	155,602	12,967	0	x0	0	1,105,627
76/73	2030	159,321	13,277	53,107	x0	x0	998,314
77/74	2031	163,128	13,594	0	x0	0	965,524
78/75	2032	167,027	13,919	0	x0	0	929,248
79/76	2033	171,019	14,252	0	x0	0	889,281
80/77	2034	175,106	14,592	0	x0	0	845,405
81/78	2035	179,291	0	x57,988	x0	0	731,979
82/79	2036	183,576	0	0	x0	0	699,963
83/80	2037	187,964	0	0	x0	0	664,772
84/81	2038	192,456	0	0	x0	0	626,220
85/82	2039	197,056	0	0	x0	0	584,111
86/83	2040	201,766	0	0	x0	0	538,238
87/84	2041	206,588	0	0	x0	0	488,387
88/85	2042	211,525	0	0	x0	0	434,330
89/86	2043	216,581	0	0	x52	0	375,749
90/87	2044	221,757	0	0	x0	0	312,550
91/88	2045	227,057	0	0	x0	0	244,395
John's Plan Ends	2046	232,484	0	0	x0	0	171,007
-/90	2047	148,775	0	0	x0	0	141,975
-/91	2048	152,331	0	0	x0	0	110,505
-/92	2049	155,971	0	0	x0	0	76,454
-/93	2050	159,699	0	0	x0	0	39,675
Nancy's Plan Ends	2051	163,516	0	0	x8	0	0

x - denotes shortfall

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

---

# Worksheet Detail - Combined Details

## Notes

- Calculations are based on a "Rolling Year" rather than a Calendar Year. The current date begins the 365-day "Rolling Year".
- Additions and withdrawals occur at the beginning of the year.
- Other Additions come from items entered in the Other Assets section and any applicable proceeds from insurance policies.
- Stock Options and Restricted Stock values are after-tax.
- Strategy Income is based on the particulars of the Goal Strategies selected. Strategy Income from immediate annuities, 72(t) distributions, and variable annuities with a guaranteed minimum withdrawal benefit (GMWB) is pre-tax. Strategy Income from Net Unrealized Appreciation (NUA) is after-tax.
- Post Retirement Income includes the following: Social Security, pension, annuity, rental property, royalty, alimony, part-time employment, trust, and any other retirement income as entered in the Plan.
- When married, if either Social Security Program Estimate or Use a Better Estimate of Annual Benefits is selected for a participant, the program will default to the greater of the selected benefit or the age adjusted spousal benefit, which is based on the other participant's benefit.
- Investment Earnings are calculated on all assets after any withdrawals for 'Goal Expense', 'Taxes on Withdrawals' and 'Tax Penalties' are subtracted.
- The taxes column is a sum of (1) taxes on retirement income, (2) taxes on strategy income, (3) taxes on withdrawals from qualified assets for Required Minimum Distributions, (4) taxes on withdrawals from taxable assets' untaxed gain used to fund Goals in that year, (5) taxes on withdrawals from tax-deferred or qualified assets used to fund goals in that year, and (6) taxes on the investment earnings of taxable assets. Tax rates used are detailed in the Tax and Inflation Options page. (Please note, the Taxes column does not include any taxes owed from the exercise of Stock Options or the vesting of Restricted Stock.)
- Tax Penalties can occur when Qualified and Tax-Deferred Assets are used prior to age 59½. If there is a value in this column, it illustrates that you are using your assets in this Plan in a manner that may incur tax penalties. Generally, it is better to avoid tax penalties whenever possible.
- These calculations do not incorporate penalties associated with use of 529 Plan withdrawals for non-qualified expenses.
- Funds for each Goal Expense are first used from Earmarked Assets. If sufficient funds are not available from Earmarked Assets, Fund All Goals Assets will be used to fund the remaining portion of the Goal Expense, if available in that year.
- All funds needed for a Goal must be available in the year the Goal occurs. Funds from Earmarked Assets that become available after the goal year(s) have passed are not included in the funding of that Goal, and accumulate until the end of the Plan.
- When married, ownership of qualified assets is assumed to roll over to the surviving co-client at the death of the original owner. It is also assumed the surviving co-client inherits all assets of the original owner.

x - denotes shortfall

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