Robert Smith and Margaret Smith

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Important Notes

This analysis provides only broad, general guidelines, which may be helpful in shaping your thinking about your retirement needs. It can serve as a guide for discussions with your professional advisors. The quality of this analysis is dependent upon the accuracy of data provided by you. Calculations contained in this analysis are estimates only.

Actual results may vary substantially from the figures shown. All rates of return are hypothetical and are not a guarantee of future performance of any asset, including insurance or other financial products. All inflation rates are estimates provided by you. This analysis contains very specific computations concerning the value of your assets today. These computations are based on assumptions you provided concerning the value of your assets today and the rate at which the assets will appreciate.

These assumptions are only a best guess. The actual values, rates of growth, and tax rates may be significantly different from those illustrated. No guarantee can be made regarding values when actual appreciation rates cannot be known at this time.

For illustrative purposes, many assumptions must be made. These assumptions are not to be considered as legal advice; only your legal counsel should provide such advice. No legal or accounting advice is being rendered either by this report or through any other oral or written communications. Please discuss legal and accounting matters directly with your counselors in each of those areas. Because your concerns and goals may change in the future, periodically monitoring actual results and making appropriate adjustments are essential components of your program. Annual updating allows a year of estimated values to be replaced with actual results and can be very helpful in your determining whether you are on your desired course.

Strategies may be proposed to support the recommendation of various products, including the acquisition of insurance and other financial products. When this occurs, additional information about the specific product (including a prospectus, if required, or a policy illustration provided by the insurer) will be provided for your review. This presentation uses time horizons to determine the highest level of suggested risk. Your risk should never exceed your personal risk tolerance, regardless of time horizons.

Please discuss legal and accounting matters directly with your counselors. Nothing contained in this report is intended to be used on any tax form or to support any tax deduction. Only your tax advisor should provide you with that type of information.

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An Uncertain Future

Retirement may last 20, 30, even 40 years.

Have you asked yourself…

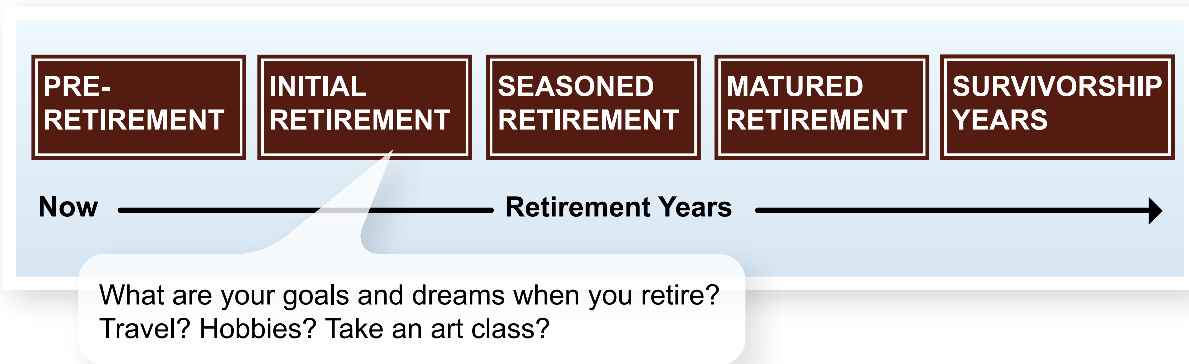
- Will I run out of money?
- How will rising health care costs affect me?
- Will inflation make retirement unaffordable?
- How do I invest my assets throughout retirement?
- What about my retirement plans?

Creating a strategy for retirement can be overwhelming!

Phases Make It Manageable

Many people can visualize their initial retirement years, but considering all your retirement years at once can be difficult. Breaking your retirement into smaller, more manageable phases allows you to consider what your lifestyle will be like at certain points in time during retirement. What do you want your lifestyle to be in 10 years? 20 years? 30 years?

Consider the 5-10 year phases below as a starting point for defining your retirement lifestyle goals.

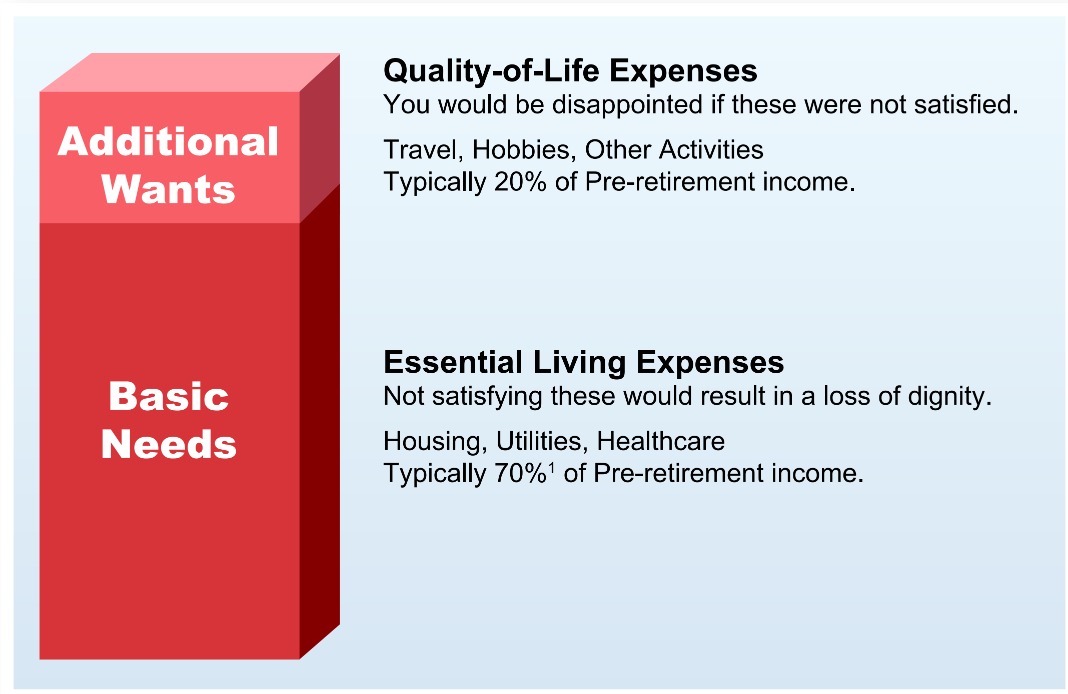


Breaking your retirement into phases allows you to:

- **Associate expenses with each phase.**
- **Establish when expenses will occur.**
- **Match your expenses with your natural retirement patterns.**

Average Expenses in Each Phase

Most people have grown accustomed to their current lifestyle and would like to maintain that lifestyle in retirement. When you think about your expenses in retirement, it may be easier to think in terms of what percent of your pre-retirement income you would want, *or need*, during retirement in order to maintain your current lifestyle.

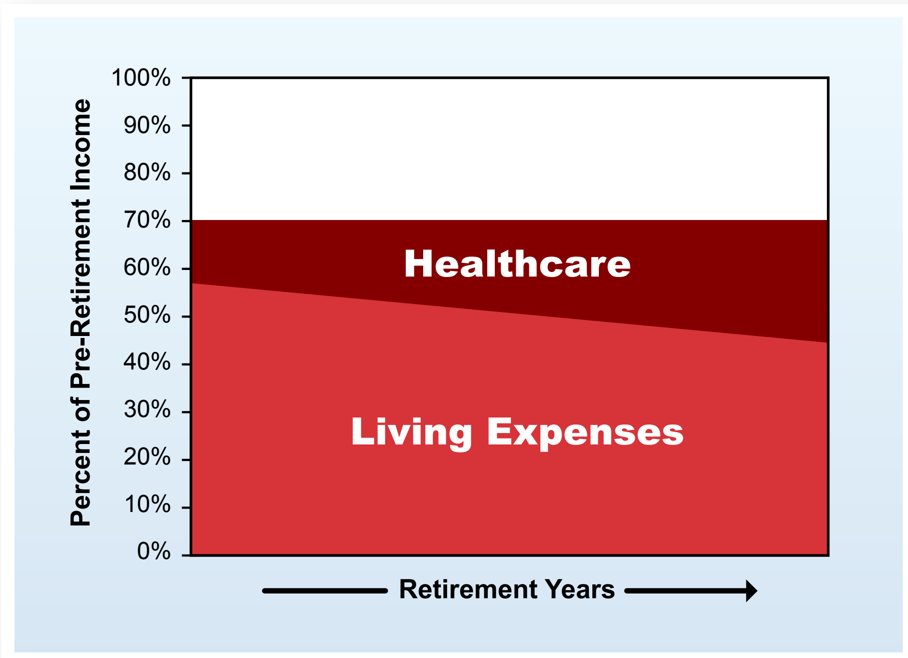


Total expenses during retirement will average 90% of pre-retirement income.

[1] US DOL Employee Benefits Security Administration website, “Top 10 Ways To Prepare For Retirement,” http://www.dol.gov/ebsa/Publications/10_ways_to_prepare.html

Basic Needs Change Over Time

Everyone's expenses will be different, but there is a general progression that takes place in retirement. Some expenses, such as travel and hobbies are higher when you first retire, but at some point that spending begins to slow. Other costs, such as healthcare will continue to increase during retirement.



The types of needs may change, but your Basic Needs will average around 70%.[1]

- **Mortgages, food, clothing, transportation needs usually decrease.**
- **Healthcare needs usually increase.**
- **Healthcare costs are currently rising at a rate higher than inflation.**

Decreases in living expenses are likely to be offset by rising healthcare costs.

[1] US DOL Employee Benefits Security Administration website, "Top 10 Ways To Prepare For Retirement," http://www.dol.gov/ebsa/Publications/10_ways_to_prepare.html

Your Monthly Retirement Expenses

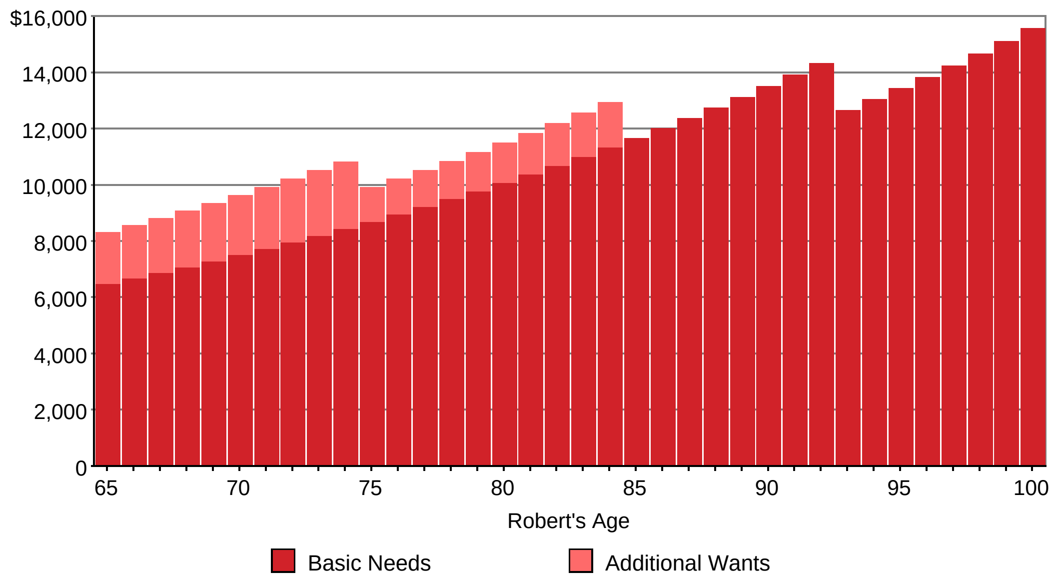
Based on the information you provided, this chart represents your Basic Needs and Additional Wants for each phase. Your Basic Needs and Additional Wants are added together to determine your Total Monthly Expenses for each phase.

Your Monthly Expenses in Today's Dollars

	Phase Begins at Robert's Age	Basic Needs	Additional Wants	Total Monthly Expenses
INITIAL RETIREMENT	65	$5,600	$1,600	**$7,200**
SEASONED RETIREMENT	75	5,600	800	**6,400**
MATURED RETIREMENT	85	5,600	0	**5,600**
SURVIVORSHIP YEARS	Robert dies at 92. Margaret dies at 100.	4,800	0	**4,800**

Your Expenses Over Time

This graph represents your monthly retirement expenses each year, assuming 3% inflation. The Total Amount Required Today is the amount you would need today to cover your Basic Needs and Additional Wants assuming your money earns the same rate of return as inflation.



Total Amount[1] Required Today $2,553,786

[1] Assumes the amount needed is invested at 3%.

Your Existing Retirement Resources

Your existing retirement resources will be used to pay your expenses during retirement. Your resources may be in the form of income (Social Security), or assets (retirement plans or other savings). Your existing retirement resources should not include family heirlooms, or other assets you do not want to use for retirement. You indicated the following resources would be available for retirement.

Social Security

Robert will receive Social Security based on estimates from the benefit statement provided.
Margaret will receive Social Security based on estimates from the benefit statement provided.

Qualified Retirement Plans

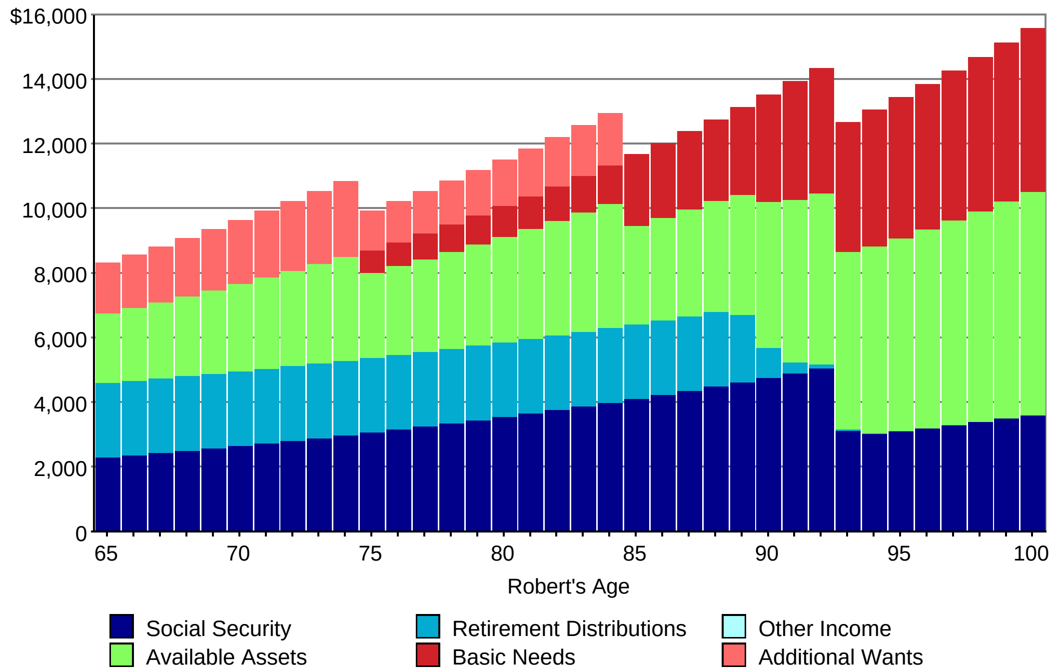
Robert	$150,000 balance with level distributions spread evenly from the start of retirement through life expectancy. You indicated these assets are expected to grow at 6%.
Margaret	$120,000 with level distributions spread evenly from the start of retirement through life expectancy. You indicated these assets are expected to grow at 6%.

Other Retirement Assets

$800,000 of other assets you intend to use for retirement.

Applying Your Retirement Resources

This graph represents the portion of your monthly retirement expenses covered by your retirement resources. Any red remaining is your retirement shortfall.



Your Retirement Shortfall[1] Today $585,869

77% of Desired Retirement Income Satisfied

[1] Assumes the amount needed is invested at 3%.

Rethinking Your Retirement Assets

Breaking your retirement into phases allowed you to understand your expenses. You can also use these phases to understand how to manage your assets effectively during retirement. Consider using the timeline of your retirement phases to set aside assets based on when they will be needed. This is called "Investing by Phases."

Investing by Phases

1. **Separate your assets to set aside money for each phase.**
2. **Invest Assets based on when they will be used (which phase).**
3. **Reallocate your assets at the start of each phase.**

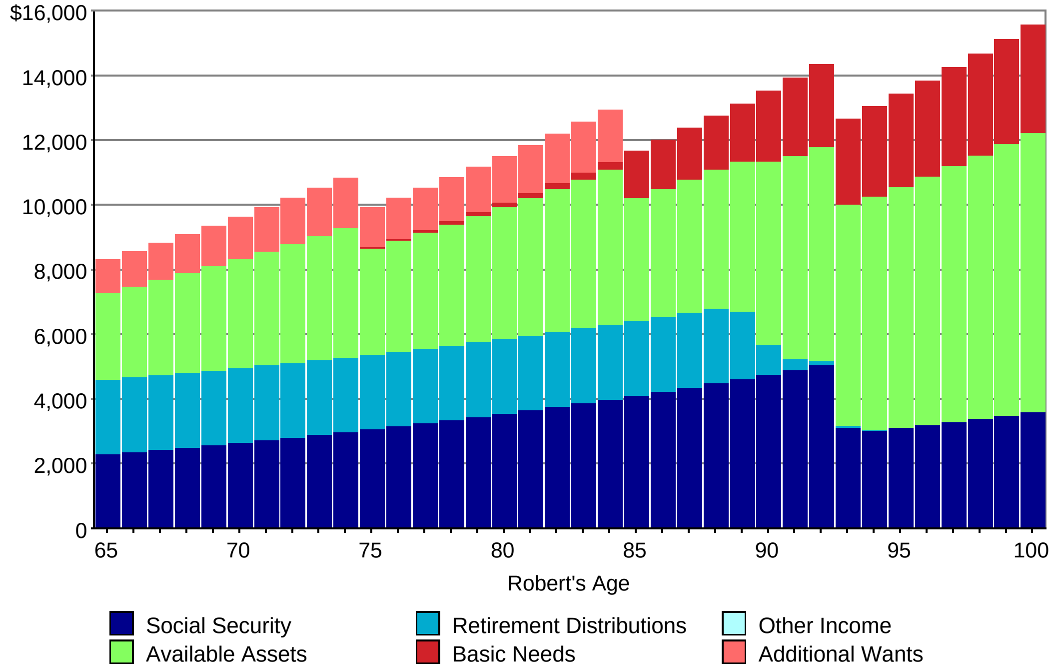
Investment Class	Investment Description	Phases When Asset Will Be Used
Very Conservative (2% Rate of Return)	Least risk/return	Assets needed in the current phase
Conservative (3% Rate of Return)	Low risk/return	Assets not needed until next phase
Moderate (5% Rate of Return)	Moderate risk/return	Assets not needed until a later phase
Aggressive (8% Rate of Return)	Greater risk/return	Assets not needed until several phases later

- **Money needed now is invested in assets with very little risk.**
- **Assets needed in later phases can be used to seek higher returns.**
- **The sooner the assets are needed, the less risk[1] you should take.**

Applying this concept could increase the amount of desired retirement income satisfied from 77% to 86%.

Investing by Phases

This graph illustrates the same retirement expenses and resources as before, but now it is assumed you are using your assets effectively with the Investing by Phases approach.



Your Retirement Shortfall[1] Today **$309,469**

86% of Desired Retirement Income Satisfied

Using your retirement assets more effectively will cover more expenses.

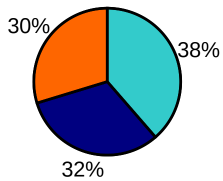
[1] Shortfall before "Investing by Phases" was $585,869 with only 77% of desired retirement income satisfied. Assumes the amount needed is invested by phases: 2% for money needed now, 3% for money needed in next phase, 5% for money needed for a later phase, and 8% for money needed several phases later.

OTHER CONSIDERATIONS AND RECOMMENDATIONS

Your Asset Mix for Each Phase

This is a detailed look at the asset mix required for each phase when using the “Investing by Phases” approach.

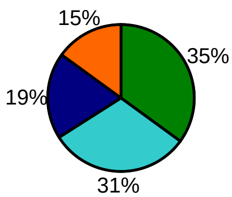
Today



$428,079	conservative assets for Initial Retirement
349,752	moderate assets for Seasoned Retirement
186,069	aggressive assets for Matured Retirement
145,568	aggressive assets for Survivorship Years
$1,109,469	total assets needed today for all remaining income required

Start of Initial Retirement

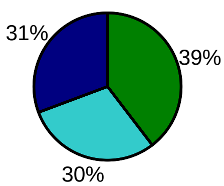
(After reallocating at start of retirement)



$496,261	very conservative assets for income during Initial Retirement
446,383	conservative assets for Seasoned Retirement
273,397	moderate assets for Matured Retirement
213,888	aggressive assets for Survivorship Years
$1,429,928	total assets needed at start of Initial Retirement

Start of Seasoned Retirement

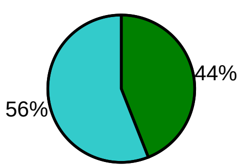
(After reallocating at start of phase)



$599,901	very conservative assets for income during Seasoned Retirement
445,334	conservative assets for Matured Retirement
461,768	moderate assets for Survivorship Years
$1,507,003	total assets needed at start of Seasoned Retirement

Start of Matured Retirement

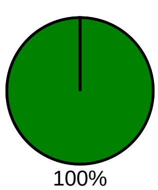
(After reallocating at start of phase)



$598,492	very conservative assets for income during Matured Retirement
752,171	conservative assets for Survivorship Years
$1,350,663	total assets needed at start of Matured Retirement

Start of Survivorship Years

(After reallocating at start of phase)



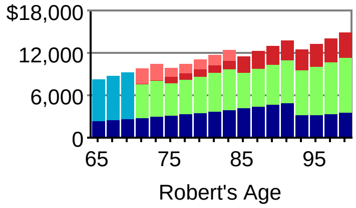
$952,828 very conservative assets for income during Survivorship Years

Very Conservative   Conservative   Moderate   Aggressive

Qualified Plan Distribution Options

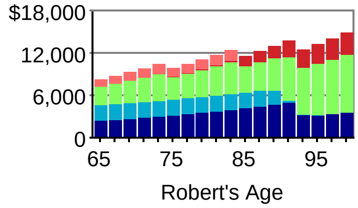
Choosing how you take distributions from your qualified retirement plans can affect many of your other retirement decisions. The three graphs below illustrate how each distribution method would affect your total retirement shortfall or surplus today, assuming you use the "Investing by Phases" approach.

As Needed Distributions



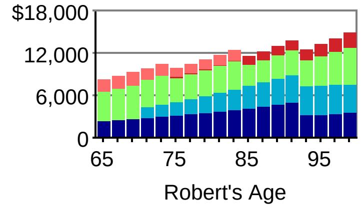
Total Amount Required Today[1]
$368,645

Level Distributions



Total Amount Required Today[1]
$309,469

Required Minimum Distributions



Total Amount Required Today[1]
$324,762

Social Security
Available Assets
Retirement Distributions
Basic Needs
Other Income
Additional Wants

As Needed Distributions

You withdraw the amount needed each month from your qualified plan. This method usually eliminates any early shortages, but has the additional risk of using your entire retirement plan.

Level Distributions

You withdraw an equal amount each month. This illustration calculates the monthly amount that would provide a level income starting at retirement and continuing through life expectancy. The retirement plan would be depleted at the end of the illustration. Other methods are available that can provide a level benefit over your lifetime, including annuity settlement options. Some settlement options may have payments for a guaranteed period and may provide survivor benefits.

Required Minimum Distributions

You withdraw the least amount possible based on current regulations. This method is often used when income taxes are a major consideration.

This analysis uses the Level Distribution method.

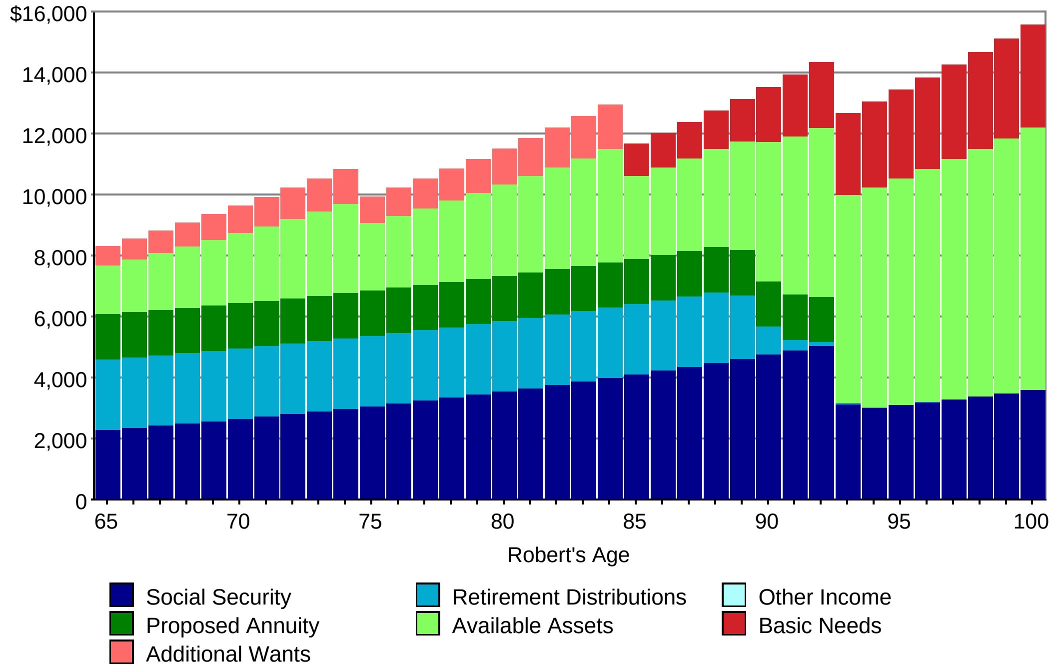
[1] Total Amount Required Today is any remaining amount after considering available assets of $800,000.

Proposed Annuity

This page illustrates how a proposed annuity would provide monthly income during retirement. The numbers at the bottom of the page illustrates the effects of both the income being paid out by the annuity, as well as the effects of the premium that you would pay to purchase the annuity.

Annuity Details

$200,000 single premium[1]
$1,500 of monthly income at Robert's age 65
Continues as long as Robert is alive.



	Without Annuity	With Annuity
Your Total Retirement Shortfall[2]	**$309,469**	**$234,736**
Desired Retirement Income Satisfied[3]	**86%**	**89%**

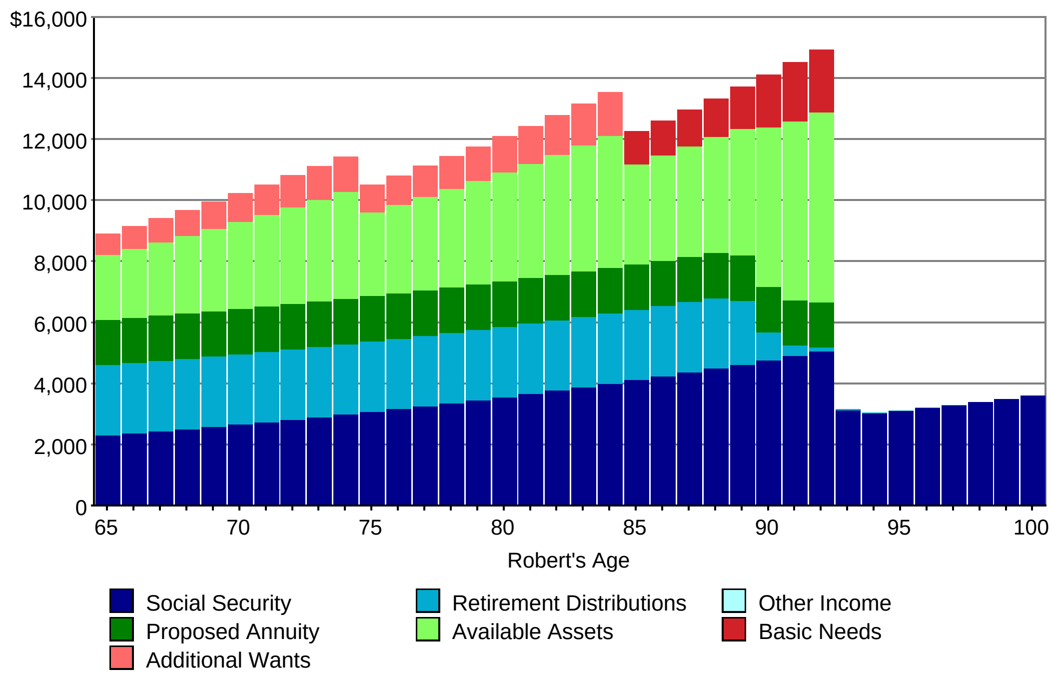
[1] Available Assets of $800,000 would be used for the single premium.
[2] Other assets of $600,000 will be required to complete the annuity purchase.
[3] The Total Amount Required Today is after applying the remaining available assets of $800,000. Prior recommendations are included in the amounts shown.

Proposed Life Insurance

This page illustrates how purchasing a permanent life insurance policy would provide a death benefit when the client dies. The numbers at the bottom of the page illustrates the effects of both the death benefit paid by the policy, as well as the effects of the premium that you would pay to purchase the life insurance.

Life Insurance Policy Details

$600 monthly premium[1]
$1,000,000 death benefit[2]
Robert is the insured



	Without Insurance	With Insurance
Your Total Retirement Shortfall[3]	**$234,736**	**$199,061**
Desired Retirement Income Satisfied[4]	**89%**	**91%**

[1] Basic needs have been increased for the monthly premium for life insurance.
[2] The portion of Needs and Wants for Survivorship Years assumed to be covered by the proposed life insurance death benefits is not shown. This analysis is not valid without a complete illustration of the proposed life insurance policy provided by the company.
[3] Other assets of $600,000 will be required to complete this recommendation.
[4] The total value today of all desired retirement income used to determine the portion satisfied is $2,144,872.

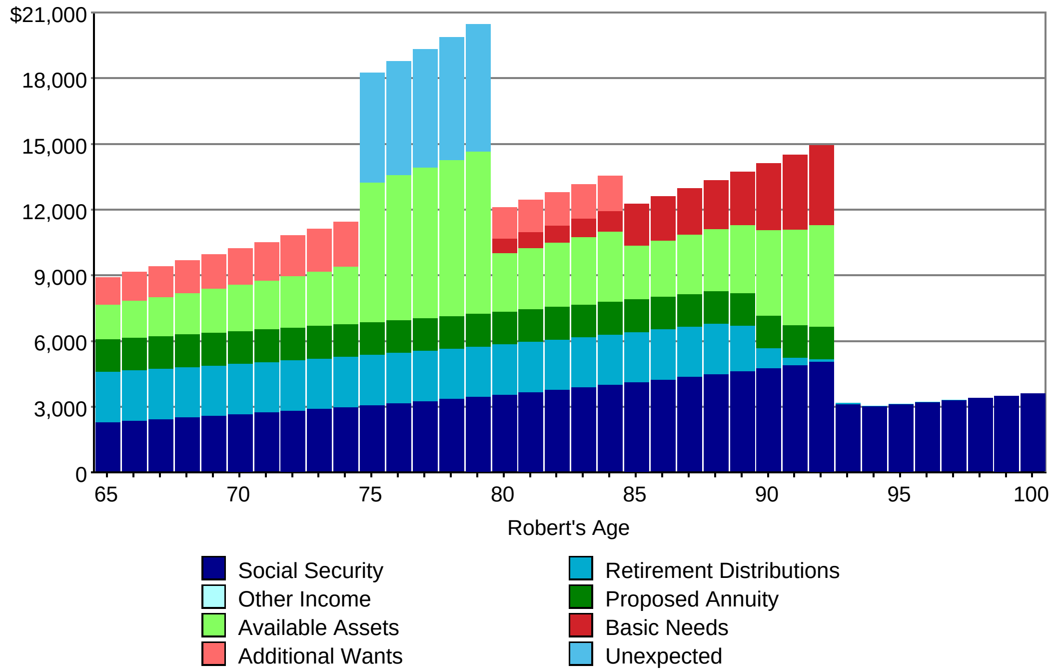
Premiums may vary based on many factors, including age, sex, and health of the insured. This presentation is not valid unless accompanied by an illustration of proposed policy values.

The Unexpected

This page illustrates the effects an unexpected expense could have on your retirement. Unexpected expenses can come in many forms, including long-term care, cancer, or other critical illnesses, accidents, and nursing home stays.

Unexpected Need Details

$5,000 per month (in today's dollars)
Starting at Robert's age 75 and continuing for 5 years



You would need to have an additional $272,443 [1,2] today.

Don't let an unexpected expense wreck your retirement! Purchase Long-Term Care Policy.

[1] Basic needs have been increased for the monthly premium for life insurance.
[2] The portion of Needs and Wants for Survivorship Years assumed to be covered by the proposed life insurance death benefits is not shown. This analysis is not valid without a complete illustration of the proposed life insurance policy provided by the company.

Action Items

[ ] **Consider an annuity to provide income.**

Purchase an annuity, SPDA, for Robert that provides $1,500 monthly income starting at age 65 with none of the income continuing to Margaret as the surviving spouse. The total cost of this annuity is $200,000.

[ ] **Use life insurance to fund the survivorship years.**

Purchase a life insurance policy, Universal Life, on Robert's life for $1,000,000. This will free-up some of the funds to provide for the survivorship years, but will require additional premium payments of $600 per month.

[ ] **Protect yourself from large, unexpected needs.**

Purchase Long-Term Care Policy.

[ ] **Consider an annuity as a conservative investment.**

Purchase an annuity, Flexible Premium Annuity, to be used as one of the investments for the conservative and very conservative portions of your investment funds. Distributions are usually taken in the form of withdrawals or loans. Based on the recommended asset mix today, that would require 39% of your retirement investments.

[ ] **Review your total asset allocations.**

This report considers the allocation of assets for your remaining retirement needs. You should review your total asset allocations incorporating these retirement recommendations.

[ ] **Rearrange your investments of available assets for retirement.**

Using the allocation of assets suggested for the remaining income needs, reposition some of your investments accordingly.

[ ] **Put recommendations into action.**

The two major mistakes people make in preparing for retirement are procrastination and not putting their plans into effect. Before purchasing any annuity contract or insurance policy, you should examine a complete illustration and policy description provided by the issuing company.

[ ] **Review your "road map" annually.**

The one thing you can be sure of is change—objectives change, investments change, and many things beyond your direct control such as Social Security change. Consider this report like a road map. You must check often to be sure you are on course, and if not, make any necessary changes to return to the original course, or determine an alternative course to reach your retirement destination. Annual reviews of your retirement objectives are the course corrections necessary to reach your retirement destination.


SUPPORTING DETAILS

About the Calculations

Robert Smith	Male	Date of Birth: January 1, 1947
Margaret Smith	Female	Date of Birth: January 1, 1947

Calculation Basis

All calculations are based on monthly income and monthly needs. Events and phases based on ages start the year in which a birthday occurs. Each year illustrated assumes 12 full months. All basic needs, additional wants, any special or unexpected needs, and any Social Security benefits are assumed to increase based on an annual inflation rate of 3%. All income received during a year is assumed to be spent during that year and is not used to reduce the following year's expenses.

Social Security

Robert will receive Social Security based on estimates from the benefit statement provided.
Margaret will receive Social Security based on estimates from the benefit statement provided.

- Benefits are illustrated at retirement but not before the year following the 62nd birthday.

Qualified Retirement Plan

- All distributions from qualified retirement plans are assumed monthly.
- The distributions are assumed to be equal to a level payment starting at retirement based on the amortization method and 6% interest.
- Joint life expectancy tables are used as appropriate for determining required minimum distributions.
- At first client's death, a spousal rollover is assumed for all qualified plans.
- These assumptions for the qualified plans are intended to illustrate possible scenarios and are only estimates. You should always seek the advice of your legal or tax advisor before taking any action with your qualified plans, as there are many rules and the possibility of severe penalties for not adhering to them.

Expenses Not Illustrated Directly

Taxes are assumed part of the basic needs. You should keep in mind that distributions from qualified plans, as well as other income and dividend payments, are taxable and that the amount you specify as a basic need should be sufficient to pay the taxes due. Also, the survivor needs are based on income needs only and do NOT include amounts for any death or estate taxes, probate fees, final expenses, or other transfer costs at death.

About the Calculations Continued

Investments

All amounts shown are for purposes of illustration and are NOT to be construed as a guarantee on any investment performance, as any investment may experience a gain or a loss, and past performance is no assurance of future performance. If any life insurance or annuity contracts are considered because of this illustration, please refer to a separate illustration from the provider for any such product discussed.

For calculation purposes in this illustration the following assumptions have been made:

	Assumed Rate of Return	**Type of Investment**
Assets used for money needed now	**2%**	**Very Conservative**
Assets used for money needed in next phase	**3%**	**Conservative**
Assets used for money needed in a later phase	**5%**	**Moderate**
Assets used for money needed several phases later	**8%**	**Aggressive**

Miscellaneous

Assets specified in this illustration are just the assets you have indicated will be available for retirement. Other assets, although not intended to be used for retirement, could be used to provide for any of the remaining income required. All assets are considered owned jointly with rights of survivorship between Robert and Margaret or are left to the surviving spouse in the will.

IMPORTANT: The projections or other information generated by this investment analysis tool (Retirement Road Map) regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results and are not guarantees of future results.

Applying Your Retirement Resources

Ages of Robert & Margaret		Basic Needs	Additional Wants	Total Desired	Social Security	Qualified Plans[1]	Available Assets	Shortfall[2]
		Monthly Expenses			Existing Retirement Resources			
65	65	$6,492	$1,855	$8,347	$2,272	$2,326	$2,164	$1,585
66	66	6,687	1,910	8,597	2,340	2,326	2,269	1,662
67	67	6,887	1,968	8,855	2,411	2,326	2,377	1,741
68	68	7,094	2,027	9,121	2,483	2,326	2,489	1,823
69	69	7,307	2,088	9,394	2,557	2,326	2,604	1,907
70	70	7,526	2,150	9,676	2,634	2,326	2,722	1,994
71	71	7,752	2,215	9,966	2,713	2,326	2,844	2,083
72	72	7,984	2,281	10,265	2,795	2,326	2,970	2,175
73	73	8,224	2,350	10,573	2,878	2,326	3,099	2,270
74	74	8,471	2,420	10,891	2,965	2,326	3,232	2,367
75	75	8,725	1,246	9,971	3,054	2,326	2,650	1,941
76	76	8,986	1,284	10,270	3,145	2,326	2,770	2,029
77	77	9,256	1,322	10,578	3,240	2,326	2,893	2,119
78	78	9,534	1,362	10,896	3,337	2,326	3,020	2,212
79	79	9,820	1,403	11,222	3,437	2,326	3,151	2,308
80	80	10,114	1,445	11,559	3,540	2,326	3,286	2,407
81	81	10,418	1,488	11,906	3,646	2,326	3,425	2,508
82	82	10,730	1,533	12,263	3,756	2,326	3,568	2,613
83	83	11,052	1,579	12,631	3,868	2,326	3,715	2,721
84	84	11,384	1,626	13,010	3,984	2,326	3,867	2,832
85	85	11,725	0	11,725	4,104	2,326	3,057	2,238
86	86	12,077	0	12,077	4,227	2,326	3,189	2,335
87	87	12,439	0	12,439	4,354	2,326	3,324	2,435
88	88	12,812	0	12,812	4,484	2,326	3,464	2,537
89	89	13,197	0	13,197	4,619	2,101	3,739	2,738
90	90	13,593	0	13,593	4,757	924	4,567	3,344
91	91	14,000	0	14,000	4,900	345	5,054	3,701
92	92	14,420	0	14,420	5,047	129	5,336	3,908
N/A	93	12,731	0	12,731	3,108	48	5,527	4,048
N/A	94	13,113	0	13,113	3,005	18	5,825	4,266
N/A	95	13,507	0	13,507	3,095	7	6,006	4,398
N/A	96	13,912	0	13,912	3,188	3	6,189	4,532
N/A	97	14,329	0	14,329	3,284	1	6,375	4,669
N/A	98	14,759	0	14,759	3,382	0	6,567	4,809
N/A	99	15,202	0	15,202	3,484	0	6,764	4,954
N/A	100	15,658	0	15,658	3,588	0	6,967	5,102

[1] Pension payments plus qualified retirement plan distributions are illustrated assuming Level Distributions starting at retirement and continuing through life expectancy.

[2] Total desired reduced by known retirement income. All income is shown monthly. Years in which known retirement income is sufficient to fulfill income objectives are represented by a "—".

Investing by Phases

Ages of Robert & Margaret		Basic Needs	Additional Wants	Total Desired	Social Security	Qualified Plans[1]	Available Assets	Shortfall[2]
		Monthly Expenses			**Existing Retirement Resources**			
65	65	$6,492	$1,855	$8,347	$2,272	$2,326	$2,703	$1,045
66	66	6,687	1,910	8,597	2,340	2,326	2,834	1,096
67	67	6,887	1,968	8,855	2,411	2,326	2,969	1,149
68	68	7,094	2,027	9,121	2,483	2,326	3,109	1,203
69	69	7,307	2,088	9,394	2,557	2,326	3,252	1,258
70	70	7,526	2,150	9,676	2,634	2,326	3,400	1,315
71	71	7,752	2,215	9,966	2,713	2,326	3,553	1,374
72	72	7,984	2,281	10,265	2,795	2,326	3,710	1,435
73	73	8,224	2,350	10,573	2,878	2,326	3,871	1,498
74	74	8,471	2,420	10,891	2,965	2,326	4,038	1,562
75	75	8,725	1,246	9,971	3,054	2,326	3,310	1,281
76	76	8,986	1,284	10,270	3,145	2,326	3,460	1,338
77	77	9,256	1,322	10,578	3,240	2,326	3,614	1,398
78	78	9,534	1,362	10,896	3,337	2,326	3,773	1,459
79	79	9,820	1,403	11,222	3,437	2,326	3,936	1,523
80	80	10,114	1,445	11,559	3,540	2,326	4,105	1,588
81	81	10,418	1,488	11,906	3,646	2,326	4,278	1,655
82	82	10,730	1,533	12,263	3,756	2,326	4,457	1,724
83	83	11,052	1,579	12,631	3,868	2,326	4,641	1,795
84	84	11,384	1,626	13,010	3,984	2,326	4,831	1,869
85	85	11,725	0	11,725	4,104	2,326	3,818	1,477
86	86	12,077	0	12,077	4,227	2,326	3,983	1,541
87	87	12,439	0	12,439	4,354	2,326	4,153	1,606
88	88	12,812	0	12,812	4,484	2,326	4,328	1,674
89	89	13,197	0	13,197	4,619	2,101	4,670	1,807
90	90	13,593	0	13,593	4,757	924	5,705	2,207
91	91	14,000	0	14,000	4,900	345	6,313	2,442
92	92	14,420	0	14,420	5,047	129	6,666	2,579
N/A	93	12,731	0	12,731	3,108	48	6,904	2,671
N/A	94	13,113	0	13,113	3,005	18	7,276	2,814
N/A	95	13,507	0	13,507	3,095	7	7,502	2,902
N/A	96	13,912	0	13,912	3,188	3	7,731	2,990
N/A	97	14,329	0	14,329	3,284	1	7,964	3,081
N/A	98	14,759	0	14,759	3,382	0	8,203	3,173
N/A	99	15,202	0	15,202	3,484	0	8,449	3,269
N/A	100	15,658	0	15,658	3,588	0	8,703	3,367

[1] Pension payments plus qualified retirement plan distributions are illustrated assuming Level Distributions starting at retirement and continuing through life expectancy.

[2] Total desired reduced by known retirement income. All income is shown monthly. Years in which known retirement income is sufficient to fulfill income objectives are represented by a "—".

Effects of Proposed Annuity

Ages of Robert & Margaret		Basic Needs	Additional Wants	Total Desired Monthly Income	Social Security	Qualified Plans[1]	Available Assets	Annuity Income[2]	Shortfall[3]
		Monthly Expenses			Existing Retirement Resources				
65	65	$6,492	$1,855	$8,347	$2,272	$2,326	$1,616	$1,500	$632
66	66	6,687	1,910	8,597	2,340	2,326	1,747	1,500	683
67	67	6,887	1,968	8,855	2,411	2,326	1,882	1,500	736
68	68	7,094	2,027	9,121	2,483	2,326	2,021	1,500	791
69	69	7,307	2,088	9,394	2,557	2,326	2,164	1,500	847
70	70	7,526	2,150	9,676	2,634	2,326	2,311	1,500	904
71	71	7,752	2,215	9,966	2,713	2,326	2,463	1,500	964
72	72	7,984	2,281	10,265	2,795	2,326	2,620	1,500	1,025
73	73	8,224	2,350	10,573	2,878	2,326	2,781	1,500	1,088
74	74	8,471	2,420	10,891	2,965	2,326	2,947	1,500	1,153
75	75	8,725	1,246	9,971	3,054	2,326	2,222	1,500	869
76	76	8,986	1,284	10,270	3,145	2,326	2,371	1,500	928
77	77	9,256	1,322	10,578	3,240	2,326	2,525	1,500	988
78	78	9,534	1,362	10,896	3,337	2,326	2,683	1,500	1,050
79	79	9,820	1,403	11,222	3,437	2,326	2,846	1,500	1,113
80	80	10,114	1,445	11,559	3,540	2,326	3,014	1,500	1,179
81	81	10,418	1,488	11,906	3,646	2,326	3,187	1,500	1,247
82	82	10,730	1,533	12,263	3,756	2,326	3,365	1,500	1,316
83	83	11,052	1,579	12,631	3,868	2,326	3,548	1,500	1,388
84	84	11,384	1,626	13,010	3,984	2,326	3,737	1,500	1,462
85	85	11,725	0	11,725	4,104	2,326	2,728	1,500	1,067
86	86	12,077	0	12,077	4,227	2,326	2,892	1,500	1,131
87	87	12,439	0	12,439	4,354	2,326	3,061	1,500	1,198
88	88	12,812	0	12,812	4,484	2,326	3,236	1,500	1,266
89	89	13,197	0	13,197	4,619	2,101	3,577	1,500	1,399
90	90	13,593	0	13,593	4,757	924	4,608	1,500	1,803
91	91	14,000	0	14,000	4,900	345	5,215	1,500	2,040
92	92	14,420	0	14,420	5,047	129	5,566	1,500	2,178
N/A	93	12,731	0	12,731	3,108	48	6,883	0	2,693
N/A	94	13,113	0	13,113	3,005	18	7,253	0	2,837
N/A	95	13,507	0	13,507	3,095	7	7,479	0	2,926
N/A	96	13,912	0	13,912	3,188	3	7,706	0	3,015
N/A	97	14,329	0	14,329	3,284	1	7,939	0	3,106
N/A	98	14,759	0	14,759	3,382	0	8,177	0	3,199
N/A	99	15,202	0	15,202	3,484	0	8,423	0	3,295
N/A	100	15,658	0	15,658	3,588	0	8,675	0	3,394

[1] Pension payments plus qualified retirement plan distributions are illustrated assuming Level Distributions starting at retirement and continuing through life expectancy.
[2] Monthly annuity income amounts shown are based on various assumptions, including age, gender, interest rates, and settlement options. Calculations and actual results may vary with different assumptions. This report is not valid without an attached illustration for each annuity contract shown.
[3] Total desired reduced by known retirement income. All income is shown monthly. Years in which known retirement income is sufficient to fulfill income objectives are represented by a "—".

Effects of Life Insurance

Ages of Robert	& Margaret	Basic Needs	Additional Wants	Life Insurance Premiums	Total Desired	Known Monthly Income	Available Assets	Life Insurance Death Proceeds[1]	Shortfall[2]
		Monthly Expenses				Existing Retirement Resources			
65	65	$6,492	$1,855	$600	$8,947	$6,099	$2,139	$0	$710
66	66	6,687	1,910	600	9,197	6,167	2,275	0	755
67	67	6,887	1,968	600	9,455	6,237	2,416	0	802
68	68	7,094	2,027	600	9,721	6,309	2,562	0	850
69	69	7,307	2,088	600	9,994	6,384	2,711	0	899
70	70	7,526	2,150	600	10,276	6,460	2,865	0	951
71	71	7,752	2,215	600	10,566	6,540	3,024	0	1,003
72	72	7,984	2,281	600	10,865	6,621	3,187	0	1,057
73	73	8,224	2,350	600	11,173	6,705	3,355	0	1,113
74	74	8,471	2,420	600	11,491	6,791	3,529	0	1,171
75	75	8,725	1,246	600	10,571	6,880	2,771	0	919
76	76	8,986	1,284	600	10,870	6,972	2,927	0	971
77	77	9,256	1,322	600	11,178	7,066	3,088	0	1,024
78	78	9,534	1,362	600	11,496	7,163	3,253	0	1,079
79	79	9,820	1,403	600	11,822	7,263	3,423	0	1,136
80	80	10,114	1,445	600	12,159	7,366	3,599	0	1,194
81	81	10,418	1,488	600	12,506	7,473	3,779	0	1,254
82	82	10,730	1,533	600	12,863	7,582	3,965	0	1,316
83	83	11,052	1,579	600	13,231	7,695	4,157	0	1,379
84	84	11,384	1,626	600	13,610	7,811	4,355	0	1,445
85	85	11,725	0	600	12,325	7,930	3,300	0	1,095
86	86	12,077	0	600	12,677	8,053	3,472	0	1,152
87	87	12,439	0	600	13,039	8,180	3,649	0	1,210
88	88	12,812	0	600	13,412	8,311	3,831	0	1,271
89	89	13,197	0	600	13,797	8,220	4,187	0	1,389
90	90	13,593	0	600	14,193	7,181	5,265	0	1,747
91	91	14,000	0	600	14,600	6,745	5,898	0	1,957
92	92	14,420	0	600	15,020	6,676	6,266	0	2,079
N/A	93	12,731	0	0	12,731	3,156	0	1,000,000	-
N/A	94	13,113	0	0	13,113	3,023	0	0	-
N/A	95	13,507	0	0	13,507	3,102	0	0	-
N/A	96	13,912	0	0	13,912	3,191	0	0	-
N/A	97	14,329	0	0	14,329	3,285	0	0	-
N/A	98	14,759	0	0	14,759	3,383	0	0	-
N/A	99	15,202	0	0	15,202	3,484	0	0	-
N/A	100	15,658	0	0	15,658	3,588	0	0	-

[1] Life insurance death proceeds are received in year of death. These funds are used to provide income to survivor. The remaining income required will be reduced proportionately based on the life insurance death proceeds and the total amount required at the start of Survivorship Years.

[2] Total desired reduced by known retirement income. All income is shown monthly. Years in which known retirement income is sufficient to fulfill income objectives are represented by a "—".

The Unexpected

Ages of Robert	& Margaret	Unexpected Needs	Monthly Income	Social Security	Qualified Plans[1]	Annuity Income	From Assets	Shortfall[2]
				Existing Retirement Resources				
65	65	$0	$8,947	$2,272	$2,326	$1,500	$1,595	$1,253
66	66	0	9,197	2,340	2,326	1,500	1,697	1,334
67	67	0	9,455	2,411	2,326	1,500	1,802	1,416
68	68	0	9,721	2,483	2,326	1,500	1,910	1,501
69	69	0	9,994	2,557	2,326	1,500	2,022	1,589
70	70	0	10,276	2,634	2,326	1,500	2,137	1,679
71	71	0	10,566	2,713	2,326	1,500	2,255	1,772
72	72	0	10,865	2,795	2,326	1,500	2,377	1,868
73	73	0	11,173	2,878	2,326	1,500	2,502	1,966
74	74	0	11,491	2,965	2,326	1,500	2,632	2,068
75	75	7,790	18,361	3,054	2,326	1,500	6,429	5,052
76	76	8,024	18,894	3,145	2,326	1,500	6,676	5,246
77	77	8,264	19,442	3,240	2,326	1,500	6,930	5,446
78	78	8,512	20,008	3,337	2,326	1,500	7,192	5,652
79	79	8,768	20,590	3,437	2,326	1,500	7,462	5,864
80	80	0	12,159	3,540	2,326	1,500	2,684	2,109
81	81	0	12,506	3,646	2,326	1,500	2,818	2,215
82	82	0	12,863	3,756	2,326	1,500	2,957	2,324
83	83	0	13,231	3,868	2,326	1,500	3,100	2,436
84	84	0	13,610	3,984	2,326	1,500	3,247	2,552
85	85	0	12,325	4,104	2,326	1,500	2,461	1,934
86	86	0	12,677	4,227	2,326	1,500	2,589	2,035
87	87	0	13,039	4,354	2,326	1,500	2,721	2,138
88	88	0	13,412	4,484	2,326	1,500	2,857	2,245
89	89	0	13,797	4,619	2,101	1,500	3,123	2,454
90	90	0	14,193	4,757	924	1,500	3,926	3,085
91	91	0	14,600	4,900	345	1,500	4,398	3,456
92	92	0	15,020	5,047	129	1,500	4,672	3,672
N/A	93	0	12,731	3,108	48	0	0	-
N/A	94	0	13,113	3,005	18	0	0	-
N/A	95	0	13,507	3,095	7	0	0	-
N/A	96	0	13,912	3,188	3	0	0	-
N/A	97	0	14,329	3,284	1	0	0	-
N/A	98	0	14,759	3,382	0	0	0	-
N/A	99	0	15,202	3,484	0	0	0	-
N/A	100	0	15,658	3,588	0	0	0	-

[1] Pension payments plus qualified retirement plan distributions are illustrated assuming Level Distributions starting at retirement and continuing through life expectancy.

[2] Total desired reduced by known retirement income. All income is shown monthly. Years in which known retirement income is sufficient to fulfill income objectives are represented by a "—". Life insurance death proceeds are received in year of death. These funds are used to provide income to survivor. The remaining income required will be reduced proportionately based on the life insurance death proceeds and the total amount required at the start of Survivorship Years.