Financial Goal Plan

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

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MoneyGuidePro Assumptions and Limitations

Information Provided by You

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

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

Assumptions and Limitations

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

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

MoneyGuidePro does not provide recommendations for any products or securities.

IMPORTANT DISCLOSURE INFORMATION

Asset Class	Projected Return Assumption
Cash & Cash Alternatives	3.00%
Cash & Cash Alternatives (Tax-Free)	2.50%
Short Term Bonds	3.50%
Short Term Bonds (Tax-Free)	3.00%
Intermediate Term Bonds	3.50%
Intermediate Term Bonds (Tax-Free)	3.00%
Long Term Bonds	2.50%
Long Term Bonds (Tax-Free)	2.50%
Large Cap Value Stocks	8.00%
Large Cap Growth Stocks	7.00%
Mid Cap Stocks	7.50%
Small Cap Stocks	8.00%
International Developed Stocks	7.50%
International Emerging Stocks	9.00%

IMPORTANT DISCLOSURE INFORMATION

Risks Inherent in Investing

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

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

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

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

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

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

MoneyGuidePro Methodology

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

Results Using Average Returns

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

Results Using Historical Test

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

Results Using Historical Rolling Periods

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

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

• Cash - Ibbotson U.S. 30-day Treasury Bills (1926-2014)

• Bonds - Ibbotson Intermediate-Term Government Bonds - Total Return (1926-2014)

• Stocks - Ibbotson Large Company Stocks - Total Return (1926-2014)

IMPORTANT DISCLOSURE INFORMATION

Results with Bad Timing

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

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

Results Using Class Sensitivity

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

Results Using Monte Carlo Simulations

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

MoneyGuidePro uses a specialized methodology called Beyond Monte Carlo™, a statistical analysis technique that provides results that are as accurate as traditional Monte Carlo simulations with 10,000 trials, but with fewer iterations and greater consistency. Beyond Monte Carlo™ is based on Sensitivity Simulations, which re-runs the Plan only 50 to 100 times using small changes in the return. This allows a sensitivity of the results to be calculated, which, when analyzed with the mean return and standard deviation of the portfolio, allows the Probability of Success for your Plan to be directly calculated.

MoneyGuidePro Presentation of Results

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

Estimated % of Goal Funded

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

Safety Margin

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

Bear Market Loss and Bear Market Test

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

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

IMPORTANT DISCLOSURE INFORMATION

The Bond Bear Market, from July 1979 through February 1980, was the worst bear market for bonds since the Great Depression. In MoneyGuidePro, the Bond Bear Market Return is the rate of return, for the Bond Bear Market period, for a portfolio comprised of cash, bonds, stocks, and alternatives, with an asset mix equivalent to the portfolio referenced.

The Bear Market Loss shows: 1) either the Great Recession Return or the Bond Bear Market Return, whichever is lower, and 2) the potential loss, if you had been invested in this cash-bond-stock-alternative portfolio during the period with the lower return. In general, most portfolios with a stock allocation of 20% or more have a lower Great Recession Return, and most portfolios with a combined cash and bond allocation of 80% or more have a lower Bond Bear Market Return.

The Bear Market Test, included in the Stress Tests, examines the impact on your Plan results if an identical Great Recession or Bond Bear Market, whichever would be worse, occurred this year. The Bear Market Test shows the likelihood that you could fund your Needs, Wants and Wishes after experiencing such an event.

Regardless of whether you are using historical or projected returns for all other MoneyGuidePro results, the Bear Market Loss and Bear Market Test use returns calculated from historical indices. If you are using historical returns, the indices in the Bear Market Loss and the Bear Market Test may be different from indices used in other calculations. These results are calculated using only four asset classes – Cash, Bonds, Stocks, and Alternatives. The indices and the resulting returns for the Great Recession and the Bond Bear Market are:

Asset Class	Index	Great Recession Return 11/2007 – 02/2009	Bond Bear Market Return 07/1979 – 02/1980
Cash	Ibbotson U.S. 30-day Treasury Bills	2.31%	7.08%
Bond	Ibbotson Intermediate-Term Government Bonds – Total Return	15.61%	-8.89%
Stock	S&P 500 - Total Return	-50.95%	14.61%
Alternative	HFRI FOF: Diversified* S&P GSCI Commodity - Total Return**	-19.87% N/A	N/A 23.21%

*Hedge Fund Research Indices Fund of Funds

**S&P GSCI was formerly the Goldman Sachs Commodity Index

Because the Bear Market Loss and Bear Market Test use the returns from asset class indices rather than the returns of actual investments, they do not represent the performance for any specific portfolio, and are not a guarantee of minimum or maximum levels of losses or gains for any portfolio. The actual performance of your portfolio may differ substantially from those shown in the Great Recession Return, the Bond Bear Market Return, the Bear Market Loss, and the Bear Market Test.

MoneyGuidePro Risk Assessment

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

Based on your specific circumstances, you must decide the appropriate balance between potential risks and potential returns. MoneyGuidePro does not and cannot adequately understand or assess the appropriate risk/return balance for you. MoneyGuidePro requires you to select a risk score. Once selected, three important pieces of information are available to help you determine the appropriateness of your score: a cash-bond-stock portfolio, the impact of a Bear Market Loss (either the Great Recession or the Bond Bear Market, whichever is lower) on this portfolio, and a graph showing how your score compares to the risk score of others in your age group.

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

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Aspirational Cash Reserve Strategy

This optional strategy simulates creating a separate account for funds that you want to invest differently than your Target Portfolio. You specify the expected return assumptions, and the Program calculates a range of possible results using those assumptions. Generally, this strategy is included when you have excess funds after fulfilling your financial goals, and used to create a legacy or to fund discretionary objectives.

Asset Allocation

Asset Allocation is the process of determining what portions of your portfolio holdings are to be invested in the various asset classes.

Asset Class

Asset Class is a standard term that broadly defines a category of investments. The three basic asset classes are Cash, Bonds, and Stocks. Bonds and Stocks are often further subdivided into more narrowly defined classes. Some of the most common asset classes are defined below.

Cash and Cash Alternatives

Cash typically includes bank accounts or certificates of deposit, which are insured by the Federal Deposit Insurance Corporation up to a limit per account. Cash Alternatives typically include money market securities, U.S. treasury bills, and other investments that are readily convertible to cash, have a stable market value, and a very short-term maturity. U.S. Treasury bills are backed by the full faith and credit of the U.S. Government and, when held to maturity, provide safety of principal. (See the "Risks Inherent in Investing" section in this Important Disclosure Information for a summary of the risks associated with investing in cash alternatives.)

Bonds

Bonds are either domestic (U.S.) or global debt securities issued by either private corporations or governments. (See the "Risks Inherent in Investing" section in this Important Disclosure Information for a summary of the risks associated with investing in bonds. Bonds are also called "fixed income securities.")

Domestic government bonds are backed by the full faith and credit of the U.S. Government and have superior liquidity and, when held to maturity, safety of principal. Domestic corporate bonds carry the credit risk of their issuers and thus usually offer additional yield. Domestic government and corporate bonds can be sub-divided based upon their term to maturity. Short-term bonds have an approximate term to maturity of 1 to 5 years; intermediate-term bonds have an approximate term to maturity of 5 to 10 years; and, long-term bonds have an approximate term to maturity greater than 10 years.

Stocks

Stocks are equity securities of domestic and foreign corporations. (See the "Risks Inherent in Investing" section in this Important Disclosure Information for a summary of the risks associated with investing in stocks.)

Domestic stocks are equity securities of U.S. corporations. Domestic stocks are often sub-divided based upon the market capitalization of the company (the market value of the company's stock). "Large cap" stocks are from larger companies, "mid cap" from the middle range of companies, and "small cap" from smaller, perhaps newer, companies. Generally, small cap stocks experience greater market volatility than stocks of companies with larger capitalization. Small cap stocks are generally those from companies whose capitalization is less than $500 million, mid cap stocks those between $500 million and $5 billion, and large cap over $5 billion.

Large cap, mid cap and small cap may be further sub-divided into "growth" and "value" categories. Growth companies are those with an orientation towards growth, often characterized by commonly used metrics such as higher price-to-book and price-to-earnings ratios. Analogously, value companies are those with an orientation towards value, often characterized by commonly used metrics such as lower price-to-book and price-to-earnings ratios.

International stocks are equity securities from foreign corporations. International stocks are often sub-divided into those from "developed" countries and those from "emerging markets." The emerging markets are in less developed countries with emerging economies that may be characterized by lower income per capita, less developed infrastructure and nascent capital markets. These "emerging markets" usually are less economically and politically stable than the "developed markets." Investing in international stocks involves special risks, among which include foreign exchange volatility and risks of investing under different tax, regulatory and accounting standards.

Asset Mix

Asset Mix is the combination of asset classes within a portfolio, and is usually expressed as a percentage for each asset class.

Base Inflation Rate

The Base Inflation Rate is the default inflation rate in the Program. You can adjust this rate in financial goal expenses, retirement income sources, savings rates, and in each What If scenario. Also see "Inflation Rate."

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Bear Market Loss

The Bear Market Loss shows how a portfolio would have been impacted during the Great Recession (November 2007 through February 2009) or the Bond Bear Market (July 1979 through February 1980). The Bear Market Loss shows: 1) either the Great Recession Return or the Bond Bear Market Return, whichever is lower, and 2) the potential loss, if you had been invested in this cash-bond-stock-alternative portfolio during the period with the lower return. See Bear Market Test, Great Recession Return, and Bond Bear Market Return.

Bear Market Test

The Bear Market Test, included in the Stress Tests, examines the impact on your Plan results if a Bear Market Loss occurred this year. The Bear Market Test shows the likelihood that you could fund your Needs, Wants and Wishes after experiencing such an event. See Bear Market Loss.

Bond Bear Market Return

The Bond Bear Market Return is the rate of return for a cash-bond-stock-alternative portfolio during the Bond Bear Market (July 1979 through February 1980), the worst bear market for bonds since the Great Depression. MoneyGuidePro shows a Bond Bear Market Return for your Current, Risk-based, and Target Portfolios, calculated using historical returns of four broad-based asset class indices. See Great Recession Return.

Cash Receipt Schedule

A Cash Receipt Schedule consists of one or more years of future after-tax amounts received from the anticipated sale of an Other Asset, exercising of Stock Options grants, or proceeds from Restricted Stock grants.

Concentrated Position

A Concentrated Position is when your portfolio contains a significant amount (as a percentage of the total portfolio value) in individual stock or bonds. Concentrated Positions have the potential to increase the risk of your portfolio.

Confidence Zone

See Monte Carlo Confidence Zone.

Current Dollars

The Results of MoneyGuidePro calculations are in Future Dollars. To help you compare dollar amounts in different years, we also express the Results in Current Dollars, calculated by discounting the Future Dollars by the sequence of inflation rates used in the Plan.

Current Portfolio

Your Current Portfolio is comprised of all the investment assets you currently own (or a subset of your assets, based on the information you provided for this Plan), categorized by Asset Class and Asset Mix.

Expense Adjustments

When using historical returns, some users of MoneyGuidePro include Expense Adjustments. These adjustments (which are specified by the user) reduce the return of the affected Asset Classes and are commonly used to account for transaction costs or other types of fees associated with investing. If Expense Adjustments have been used in this Report, they will be listed beside the historical indices at the beginning of this Report.

Fund All Goals

Fund All Goals is one of two ways for your assets and retirement income to be used to fund your goals. The other is Earmark, which means that an asset or retirement income is assigned to one or more goals, and will be used only for those goals. Fund All Goals means that the asset or income is not earmarked to fund specific goals, and can be used to fund any goal, as needed in the calculations.

Future Dollars

Future Dollars are inflated dollars. The Results of MoneyGuidePro calculations are in Future Dollars. To help you compare dollar amounts in different years, we discount the Future Dollar amounts by the inflation rates used in the calculations and display the Results in the equivalent Current Dollars.

Great Recession Return

The Great Recession Return is the rate of return for a cash-bond-stock-alternative portfolio during the Great Recession (November 2007 through February 2009), the worst bear market for stocks since the Great Depression. MoneyGuidePro shows a Great Recession Return for your Current, Risk-based, and Target Portfolios, calculated using historical returns of four broad-based asset class indices. See Bond Bear Market Return.

Inflation Rate

Inflation is the percentage increase in the cost of goods and services for a specified time period. A historical measure of inflation is the Consumer Price Index (CPI). In MoneyGuidePro, the Inflation Rate is selected by your advisor, and can be adjusted in different scenarios.

Liquidity

Liquidity is the ease with which an investment can be converted into cash.

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Monte Carlo Confidence Zone

The Monte Carlo Confidence Zone is the range of probabilities that you (and/or your advisor) have selected as your target range for the Monte Carlo Probability of Success in your Plan. The Confidence Zone reflects the Monte Carlo Probabilities of Success with which you would be comfortable, based upon your Plan, your specific time horizon, risk profile, and other factors unique to you.

Monte Carlo Probability of Success / Probability of Failure

The Monte Carlo Probability of Success is the percentage of trials of your Plan that were successful. If a Monte Carlo simulation runs your Plan 10,000 times, and if 6,000 of those runs are successful (i.e., all your goals are funded and you have at least $1 of Safety Margin), then the Probability of Success for that Plan, with all its underlying assumptions, would be 60%, and the Probability of Failure would be 40%.

Monte Carlo Simulations

Monte Carlo simulations are used to show how variations in rates of return each year can affect your results. A Monte Carlo simulation calculates the results of your Plan by running it many times, each time using a different sequence of returns. Some sequences of returns will give you better results, and some will give you worse results. These multiple trials provide a range of possible results, some successful (you would have met all your goals) and some unsuccessful (you would not have met all your goals).

Needs / Wants / Wishes

In MoneyGuidePro, you choose an importance level from 10 to 1 (where 10 is the highest) for each of your financial goals. Then, the importance levels are divided into three groups: Needs, Wants, and Wishes. Needs are the goals that you consider necessary for your lifestyle, and are the goals that you must fulfill. Wants are the goals that you would really like to fulfill, but could live without. Wishes are the "dream goals" that you would like to fund, although you won't be too dissatisfied if you can't fund them. In MoneyGuidePro, Needs are your most important goals, then Wants, then Wishes.

Portfolio Set

A Portfolio Set is a group of portfolios that provides a range of risk and return strategies for different investors.

Portfolio Total Return

A Portfolio Total Return is determined by weighting the return assumption for each Asset Class according to the Asset Mix. Also see "Expense Adjustments."

Probability of Success / Probability of Failure

See Monte Carlo Probability of Success / Probability of Failure.

Real Return

The Real Return is the Total Return of your portfolio minus the Inflation Rate.

Recommended Scenario

The Recommended Scenario is the scenario selected by your advisor to be shown on the Results page, in Play Zone, and in the Presentation.

Retirement Cash Reserve Strategy

This optional strategy simulates creating a cash account to provide funding for near-term goal expenses. You select the number of years of Needs, Wants, and Wishes to be included in the cash account. The Program then funds the Retirement Cash Reserve with the designated amounts, and simulates rebalancing your remaining investments to match the selected Target Portfolio.

Retirement Start Date

For married couples, retirement in MoneyGuidePro begins when both the client and spouse are retired. For single, divorced, or widowed clients, retirement begins when the client retires.

Risk

Risk is the chance that the actual return of an investment, asset class, or portfolio will be different from its expected or average return.

Risk-based Portfolio

The risk-based portfolio is the Model Portfolio associated with the risk score you selected.

Safety Margin

The Safety Margin is the hypothetical portfolio value at the end of the Plan. A Safety Margin of zero indicates the portfolio was depleted before the Plan ended.

Standard Deviation

Standard Deviation is a statistical measure of the volatility of an investment, an asset class, or a portfolio. It measures the degree by which an actual return might vary from the average return, or mean. Typically, the higher the standard deviation, the higher the potential risk of the investment, asset class, or portfolio.

Glossary

Star Track

Star Track provides a summary of your Plan results over time, using a bar graph. Each bar shows the Monte Carlo Probability of Success for your Recommended Scenario, on the date specified, compared to the Monte Carlo Probability of Success for a scenario using all Target values.

Target Band

The Target Band is the portfolio(s) that could be appropriate for you, based upon the risk-based portfolio.

Target Goal Amount

The Target Goal Amount is the amount you would expect to spend, or the amount you would like to spend, for each financial goal.

Target Portfolio

Target Portfolio is the portfolio you have selected based upon your financial goals and your risk tolerance.

Target Retirement Age

Target Retirement Age is the age at which you would like to retire.

Target Savings Amount

In the Resources section of MoneyGuidePro, you enter the current annual additions being made to your investment assets. The total of these additions is your Target Savings Amount.

Time Horizon

Time Horizon is the period from now until the time the assets in this portfolio will begin to be used.

Total Return

Total Return is an assumed, hypothetical growth rate for a specified time period. The Total Return is either (1) the Portfolio Total Return or (2) as entered by you or your advisor. Also see “Real Return.”

Wants

See "Needs / Wants / Wishes".

Willingness

In MoneyGuidePro, in addition to specifying Target Goal Amounts, a Target Savings Amount, and Target Retirement Ages, you also specify a Willingness to adjust these Target values. The Willingness choices are Very Willing, Somewhat Willing, Slightly Willing, and Not at All.

Wishes

See "Needs / Wants / Wishes".

Worst One-Year Loss

The Worst One-Year Loss is the lowest annual return that a portfolio with the specified asset mix and asset class indices would have received during the historical period specified.

Executive Summary

Executive Summary

Reaching Your Goals	Status

Net Worth	
Assets	$6,768,000
Liabilities	$500,000
Net Worth	**$6,268,000**

Results

If you implement the following suggestions, there is a 92% likelihood of funding all of the Financial Goals in your Plan.

Goals

Maintain your Total Goal Spending at $7,944,000

William retires at age 65, in the year 2030.

Kimberly retires at age 62, in the year 2030.

Goal	Amount	Changes
Needs		
10 Retirement - Living Expense		
Both Retired	$264,000	
Kimberly Alone Retired	$216,000	

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

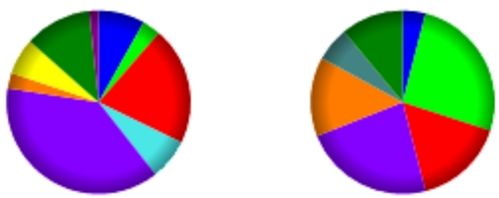
Executive Summary

Save and Invest	Status

Invest

Your Portfolio should be re-allocated

Investment Portfolio Asset Allocation



Changes Required to match Balanced II

Asset Class	Increase By	Decrease By
Cash & Cash Alternatives		-$199,080
Short Term Bonds	$1,097,380	
Intermediate Term Bonds		-$234,720
Long Term Bonds		-$346,350
Large Cap Value Stocks		-$725,310
Large Cap Growth Stocks	$542,520	
Mid Cap Stocks		-$307,500
Small Cap Stocks	$289,080	
International Developed Stocks		-$38,320
International Emerging Stocks		-$77,700
Total :	**$1,928,980**	**-$1,928,980**

Social Security	Status

Personal Information

Your Full Retirement Age (FRA) is the age that you would receive 100% of your Primary Insurance Amount (PIA). Depending on the year you were born, your FRA is between 65-67 years old. Taking benefits before or after your FRA will decrease or increase the amount you receive, respectively.

William's FRA is 67 and 0 months in 2032.

Kimberly's FRA is 67 and 0 months in 2035.

Your Primary Insurance Amount (PIA) is the benefit you would receive if you began benefits at your Full Retirement Age (FRA). It is calculated from the earnings on which you paid Social Security taxes, throughout your life.

William's calculated annual PIA is $33,166

Kimberly's calculated annual PIA is $33,166

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

Executive Summary

Strategy Information

William files and suspends his application at 67 in 2032, then begins taking benefits at 70 in 2035.

Kimberly files a restricted application at 67 in 2035, then switches to her own benefits at 70 in 2038.

Using this strategy, your household's total lifetime benefits would be $1,859,264 in today's dollars.

Summary of Goals and Resources

Personal Information and Summary of Financial Goals

William and Kimberly Carson

Needs

10	**Retirement - Living Expense**	
	William Kimberly Both Retired (2030-2055) Kimberly Alone Retired (2056-2060)	65 / 2030 62 / 2030 $264,000 $216,000 Base Inflation Rate (2.50%)

Personal Information

William

Male - born 03/12/1965, age 50

Employed - $300,000

Kimberly

Female - born 01/21/1968, age 47

Employed - $225,000

Married, US Citizens living in NY

• 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
Megan Carson	05/17/1999	15	Child
Phillip Carson	05/14/2001	13	Child

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

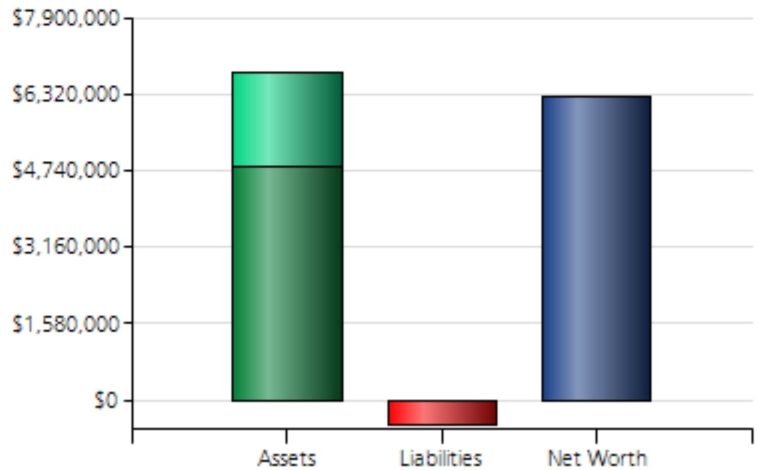
Current Financial Goals Graph

This graph shows the annual costs for your Financial Goals, as you have specified. Because these costs will be used to create your Plan, it is important that they are accurate and complete. All amounts are in after-tax, future dollars.

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

Net Worth Summary - All Resources

This is your Net Worth Summary as of 05/12/2015. 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 you have entered all of your Assets and Liabilities.



Investment Assets		$4,818,000
Other Assets	+	$1,950,000
Total Assets		$6,768,000
Total Liabilities	-	$500,000
Net Worth		$6,268,000

Description	Total
Investment Assets	
Employer Retirement Plans	$2,007,000
Individual Retirement Accounts	$41,000
Annuities & Tax-Deferred Products	$120,000
Taxable and/or Tax-Free Accounts	$2,650,000
Total Investment Assets:	**$4,818,000**
Other Assets	
Home and Personal Assets	$1,950,000
Total Other Assets:	**$1,950,000**
Liabilities	
Personal Real Estate Loan:	$500,000
Total Liabilities:	**$500,000**
Net Worth:	**$6,268,000**

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 05/12/2015. 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 you have entered all of your Assets and Liabilities.

Description	William	Kimberly	Joint	Total
Investment Assets				
Employer Retirement Plans				
401(k)	$1,230,000			$1,230,000
401(k)		$777,000		$777,000
Individual Retirement Accounts				
Roth IRA - Account		$23,000		$23,000
Traditional IRA - Account	$18,000			$18,000
Annuities & Tax-Deferred Products				
Fixed Annuity	$120,000			$120,000
Taxable and/or Tax-Free Accounts				
Brokerage Account 1			$2,575,000	$2,575,000
Brokerage Account 2			$75,000	$75,000
Total Investment Assets:	**$1,368,000**	**$800,000**	**$2,650,000**	**$4,818,000**
Other Assets				
Home and Personal Assets				
Primary Residence - NY			$1,200,000	$1,200,000
Residence - Vacation Home			$750,000	$750,000
Total Other Assets:	**$0**	**$0**	**$1,950,000**	**$1,950,000**
Liabilities				
Personal Real Estate Loan:				
Mortgage on Primary Residence	$500,000			$500,000
Total Liabilities:	**$500,000**	**$0**	**$0**	**$500,000**
Net Worth:				**$6,268,000**

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

Resources Summary

Investment Assets

Description	Owner	Current Value	Additions	Assign to Goal
401(k)	William	$1,230,000	$30,625	Fund All Goals
Account Total	$1,230,000			
401(k)	Kimberly	$777,000	$27,000	Fund All Goals
Account Total	$777,000			
Brokerage Account 1	Joint Survivorship	$2,575,000	$50,000	Fund All Goals
Taxable Account Total	$2,575,000			
Brokerage Account 2	Joint Common	$75,000		Fund All Goals
Taxable Account Total	$75,000			
Fixed Annuity	William	$120,000		Fund All Goals
Account Total	$120,000			
Roth IRA - Account	Kimberly	$23,000		Fund All Goals
Account Total	$23,000			
Traditional IRA - Account	William	$18,000	$6,500	Fund All Goals
Account Total	$18,000			
	Total Investment Assets :	**$4,818,000**		

Other Assets

Description	Owner	Current Value	Future Value	Assign to Goal
Primary Residence - NY	Joint Common	$1,200,000		Not Funding Goals
Residence - Vacation Home	Joint Common	$750,000	$800,000	Fund All Goals
	Total of Other Assets :	**$1,950,000**		

Insurance Policies

Description	Owner	Insured	Beneficiary	Annual Premium	Cash Value	Death Benefit	Premium Paid
Insurance Policies Summary (not included in Assets)							
American Life Term Life	William	William	Co-Client of Insured - 100%	$5,500		$2,000,000	Until Policy Terminates

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

Resources Summary

Insurance Policies

Description	Owner	Insured	Beneficiary	Annual Premium	Cash Value	Death Benefit	Premium Paid
Northern Life Term Life	Kimberly	Kimberly	Co-Client of Insured - 100%	$1,000		$250,000	Until Policy Terminates

Total Death Benefit of All Policies : $2,250,000

If the assets include a Variable Life Investment Asset, the value shown for this policy in the Premium column reflects only the assumed annual increase in the cash value of the insurance policy and not the total premium.

Social Security

Description	Value	Assign to Goal
Social Security	William will file and suspend benefits at age 67 until age 70. He will receive $41,125 in retirement benefits at age 70.	Fund All Goals
Social Security	Kimberly will file a restricted application at age 67 until age 70. She will receive $16,583 in spousal benefits at age 67.	Fund All Goals

Liabilities

Type	Description	Owner	Outstanding Balance	Interest Rate	Monthly Payment
1st Mortgage	Mortgage on Primary Residence	William	$500,000	4.000%	$7,400
		Total Outstanding Balance :	**$500,000**		

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

Insurance Inventory

Life

Description	Owner	Insured	Death Benefit	Cash Value	Annual Premium	Beneficiary	Policy Start Date
American Life	William	William	$2,000,000		$5,500	Co-Client of Insured - 100%	02/2002
Northern Life	Kimberly	Kimberly	$250,000		$1,000	Co-Client of Insured - 100%	

If the assets include a Variable Life Investment Asset, the value shown for this policy in the Annual Premium column reflects only the assumed annual increase in the cash value of the insurance policy and not the total premium.

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

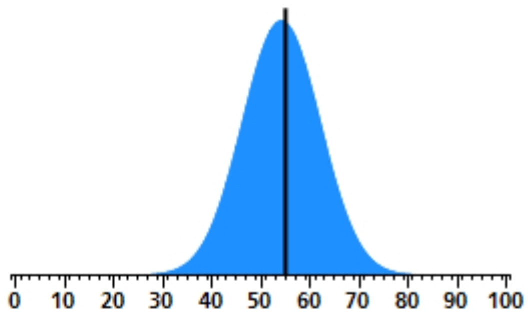
Risk and Portfolio Information

Risk Assessment

Portfolio Appropriate for Score
Balanced II

Average Return: 5.71%

Compare Me to my Group
Average Under Age 50



You are an About Average Risk-Taker

Bear Market Loss
Balanced II

Portfolio Value	$4,818,000
Great Recession Return from November 2007 through February 2009	-21%
Potential loss of Portfolio Value	-$1,011,780

You selected a Risk Score for your Household of 55.

• The Bell Curve above shows the normal distribution of risk scores for your group. The average score is 54.

• Your Score indicates that you are an About Average Risk-Taker (scores 50-58) as compared to other Investors of similar age.

• Your Score corresponds to a Balanced II Portfolio with 54% Stock .

• You know that the Balanced II Portfolio you selected had a -21% return during the Great Recession and are willing to accept the risk that you could experience a similar or worse result.

• You realize that you may be accepting greater risk of loss as a household than William might prefer based upon his individual Risk Score.

	William	Kimberly	Household
Risk Score:	40	69	55
Portfolio Selected:	Capital Preservation II	Total Return II	Balanced II
% Stock :	38%	72%	54%
Average Return:	5.05%	6.52%	5.71%
Great Recession Return:	-10%	-33%	-21%
Bond Bear Market Return:	1%	9%	4%
FinaMetrica Score:	40	69	

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

FinaMetrica® v1.5

Personal Risk Profile

Questionnaire completed by William on 05/11/2015 and Kimberly on 05/11/2015

Your Risk Tolerance Score

Your Risk Tolerance Score enables you to compare yourself to a representative sample of the adult population.

William, your score is 40.

This is a low score, lower than 83% of all scores.

You estimated your score would be 35. Congratulations! You were close. Most people under-estimate their score by a few points.

Kimberly, your score is 69.

This is a very high score, higher than 97% of all scores.

You estimated your score would be 56. Most people under-estimate their score - but only by a few points. Yours was a much bigger under-estimate. When compared to others you are significantly more risk tolerant than you thought you were.

Your Risk Group

When scores are graphed they form a bell curve as shown to the right. To make the scores more meaningful, the 0 to 100 scale has been divided into seven Risk Groups.

William, your score places you in Risk Group 3 as shown to the right.

Kimberly, your score places you in Risk Group 6 as shown to the right.

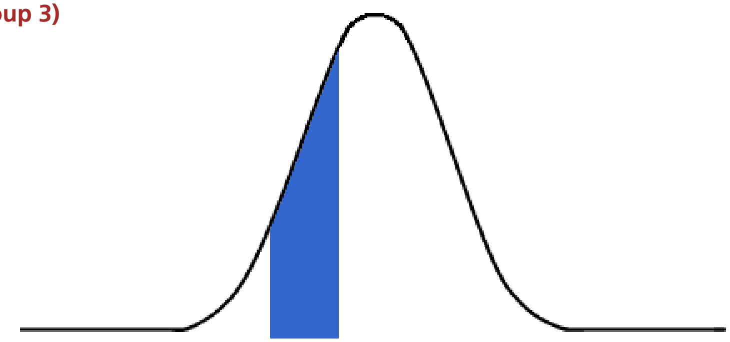
Your Risk Profile

Your Risk Profile has been prepared from information provided by you and is, of course, only relevant to you.

If you are one of a couple who make joint investment decisions your partner should also do a risk tolerance assessment. Both Risk Profiles then need to be considered when joint decisions are being made.

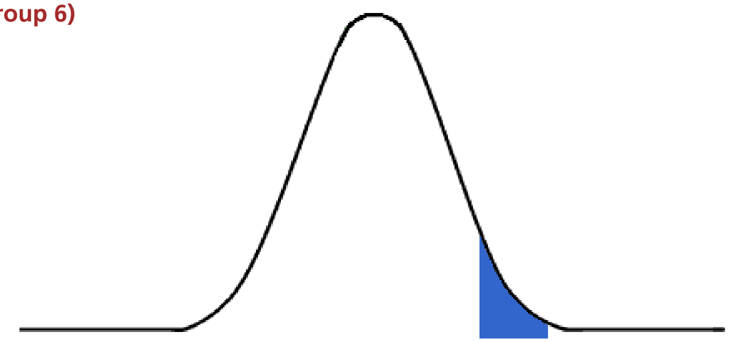
While the information provided by your Risk Tolerance Score is essential to making appropriate investment decisions, it is not sufficient by itself. You should also consider the cost, time horizon and relative priorities of the Financial Goals you need your investments to help you fund. This can only be accomplished when your Risk Tolerance Score is considered within the context of an overall Financial Goal Plan.

William (Risk Group 3)



Risk Group	1	2	3	4	5	6	7
Score Range	Less than 25	25-34	35-44	45-54	55-64	65-74	75 or more
No in Group	1%	6%	24%	38%	24%	6%	1%

Kimberly (Risk Group 6)



Risk Group	1	2	3	4	5	6	7
Score Range	Less than 25	25-34	35-44	45-54	55-64	65-74	75 or more
No in Group	1%	6%	24%	38%	24%	6%	1%

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

Risk Assessment

William's Risk Profile Group Comparison

Your Risk Group

The description of Risk Group 3 which follows provides a summary of the typical attitudes, values, preferences and experiences of those in your group. Six of your answers differed from this description. They are shown in italics below the relevant section. These differences fine-tune the description to you personally.

Making Financial Decisions

They usually think of "risk" as "uncertainty". They have a reasonable amount of confidence in their ability to make good financial decisions and usually feel somewhat optimistic about their major financial decisions after they make them.

They are prepared to take a small to medium degree of risk with their financial decisions and are usually more concerned about the possible losses than the possible gains.

You have a great deal of confidence in your ability to make good financial decisions.

You usually feel somewhat pessimistic about your major financial decisions after you make them.

When faced with a major financial decision you are always more concerned about the possible losses.

Financial Disappointments

Typically, when things go wrong financially they adapt somewhat or very uneasily.

Financial Past

They have taken a small to medium degree of risk with their past financial decisions. Two-thirds of this group have never borrowed money to make an investment.

Investment

With regard to the value of their investments, they feel that retaining its purchasing power is of comparable importance to its not falling. Over ten years, most expect an investment portfolio to earn, on average, from one and a half to twice the rate from CDs (certificates of deposit). Typically, they would begin to feel uncomfortable if the total value of their investments went down by 10%.

Given these portfolio choices,

	Expected Return and Risk		
	High	Medium	Low
Portfolio 1	0 %	0 %	100 %
Portfolio 2	0 %	30 %	70 %
Portfolio 3	10 %	40 %	50 %
Portfolio 4	30 %	40 %	30 %
Portfolio 5	50 %	40 %	10 %
Portfolio 6	70 %	30 %	0 %
Portfolio 7	100 %	0 %	0 %

where stocks and real estate are high return/high risk and cash and CDs are low return/low risk, their most common choice is Portfolio 3.

The total value of all your investments could go down by 20% before you would begin to feel uncomfortable.

With these portfolio choices, you would choose Portfolio 2.

Borrowing

If they were borrowing a large sum of money at a time when it was not clear which way interest rates were going to move and when the fixed interest rate was 1% more than the then variable rate, most would choose to have a 50/50 mix of fixed and variable interest.

You would choose to have only 25% at variable interest.

Government Benefits and Tax Advantages

So long as there was only a small chance they could finish up worse off than if they'd done nothing, they would take a risk in arranging their affairs to qualify for a government benefit or obtain a tax advantage.

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

Risk Assessment

Kimberly's Risk Profile Group Comparison

Your Risk Group

The description of Risk Group 6 which follows provides a summary of the typical attitudes, values, preferences and experiences of those in your group. Six of your answers differed from this description. They are shown in italics below the relevant section. These differences fine-tune the description to you personally.

Making Financial Decisions

Most commonly they think of "risk" as "opportunity". They have a great deal of confidence, if not complete confidence, in their ability to make good financial decisions and usually feel very, or at least somewhat, optimistic about their major financial decisions after they make them.

They are prepared to take a large degree of risk with their financial decisions and are usually, if not always, more concerned about the possible gains than the possible losses.

You usually feel somewhat pessimistic about your major financial decisions after you make them.

You are prepared to take only a medium degree of risk with your financial decisions.

Financial Disappointments

Typically, when things go wrong financially they adapt somewhat, if not very, easily.

Financial Past

Most have taken a large degree of risk with their past financial decisions. Most have also borrowed money to make an investment. About half have invested a large sum in a risky investment mainly for the "thrill" of seeing whether it went up or down in value.

You have taken only a medium degree of risk with your past financial decisions.

You have never borrowed money to make an investment.

Investment

They feel it is much more important that the value of their investments retains its purchasing power than that it does not fall. Over ten years, they expect an investment portfolio to earn, on average, at least three times the rate from CDs (certificates of deposit). Typically, they would begin to feel uncomfortable if the total value of their investments went down by 33%.

Given these portfolio choices,

	Expected Return and Risk		
	High	Medium	Low
Portfolio 1	0 %	0 %	100 %
Portfolio 2	0 %	30 %	70 %
Portfolio 3	10 %	40 %	50 %
Portfolio 4	30 %	40 %	30 %
Portfolio 5	50 %	40 %	10 %
Portfolio 6	70 %	30 %	0 %
Portfolio 7	100 %	0 %	0 %

where stocks and real estate are high return/high risk and cash and CDs are low return/low risk, their most common choice is Portfolio 6.

It is only somewhat more important that the value of your investments retains its purchasing power (than that it does not fall.)

With these portfolio choices, you would choose Portfolio 4.

Borrowing

If they were borrowing a large sum of money at a time when it was not clear which way interest rates were going to move and when the fixed interest rate was 1% more than the then variable rate, they would choose to have at least 50% of the loan at variable interest.

Government Benefits and Tax Advantages

So long as there was more than a 50% chance they would finish up better off than if they'd done nothing, they would take a risk in arranging their affairs to qualify for a government benefit or obtain a tax advantage.

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

Risk Assessment

Questionnaire completed by William on 05/11/2015 and Kimberly on 05/11/2015.

1. Compared to others, how do you rate your willingness to take financial risks?
   - Extremely low risk taker.
   - Very low risk taker.
   - ■ Low risk taker.
   - Average risk taker.
   - ● High risk taker.
   - Very high risk taker.
   - Extremely high risk taker.

2. How easily do you adapt when things go wrong financially?
   - ■ Very uneasily.
   - Somewhat uneasily.
   - ● Somewhat easily.
   - Very easily.

3. When you think of the word "risk" in a financial context, which of the following words comes to mind first?
   - Danger.
   - ■ Uncertainty.
   - ● Opportunity.
   - Thrill.

4. Have you ever invested a large sum in a risky investment mainly for the "thrill" of seeing whether it went up or down in value?
   - ■ No.
   - Yes, very rarely.
   - Yes, somewhat rarely.
   - ● Yes, somewhat frequently.
   - Yes, very frequently.

5. If you had to choose between more job security with a small pay increase and less job security with a big pay increase, which would you pick?
   - Definitely more job security with a small pay increase.
   - ■ Probably more job security with a small pay increase.
   - ● Not sure.
   - Probably less job security with a big pay increase.
   - Definitely less job security with a big pay increase.

6. When faced with a major financial decision, are you more concerned about the possible losses or the possible gains?
   - ■ Always the possible losses.
   - Usually the possible losses.
   - ● Usually the possible gains.
   - Always the possible gains.

7. How do you usually feel about your major financial decisions after you make them?
   - Very pessimistic.
   - ▲ Somewhat pessimistic.
   - Somewhat optimistic.
   - Very optimistic.

8. Imagine you were in a job where you could choose whether to be paid salary, commission or a mix of both. Which would you pick?
   - All salary.
   - ■ Mainly salary.
   - ● Equal mix of salary and commission.
   - Mainly commission.
   - All commission.

■ William ● Kimberly ▲ Both

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

Risk Assessment

Questionnaire completed by William on 05/11/2015 and Kimberly on 05/11/2015.

9. What degree of risk have you taken with your financial decisions in the past?
   - Very small.
   - ■ Small.
   - ● Medium.
   - Large.
   - Very Large.

10. What degree of risk are you currently prepared to take with your financial decisions?
    - Very small.
    - ■ Small.
    - ● Medium.
    - Large.
    - Very large.

11. Have you ever borrowed money to make an investment (other than for your home)?
    - ▲ No.
    - Yes.

12. How much confidence do you have in your ability to make good financial decisions?
    - None.
    - A little.
    - A reasonable amount.
    - ▲ A great deal.
    - Complete.

13. Suppose that 5 years ago you bought stock in a highly regarded company. That same year the company experienced a severe decline in sales due to poor management. The price of the stock dropped drastically and you sold at a substantial loss.
    The company has been restructured under new management, and most experts now expect it to produce better than average returns. Given your bad past experience with this company, would you buy stock now?
    - Definitely not.
    - Probably not.
    - ■ Not sure.
    - ● Probably.
    - Definitely.

14. Investments can go up or down in value, and experts often say you should be prepared to weather a downturn. By how much could the total value of all your investments go down before you would begin to feel uncomfortable?
    - Any fall would make me feel uncomfortable.
    - 10%.
    - ■ 20%.
    - ● 33%.
    - 50%.
    - More than 50%.

15. Assume that a long-lost relative dies and leaves you a house which is in poor condition but is located in a suburb that's becoming popular.
    As is, the house would probably sell for $300,000, but if you were to spend about $100,000 on renovations, the selling price would be around $600,000. However, there is some talk of constructing a major highway next to the house, and this would lower its value considerably.
    Which of the following options would you take?
    - Sell it as is.
    - ■ Keep it as is, but rent it out.
    - ● Take out a $100,000 mortgage and do the renovations.

■ William ● Kimberly ▲ Both

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

Risk Assessment

Questionnaire completed by William on 05/11/2015 and Kimberly on 05/11/2015.

16. Most investment portfolios have a mix of investments - some of the investments may have high expected returns but with high risk, some may have medium expected returns and medium risk, and some may be low-risk/low-return. (For example, stocks and real estate would be high-risk/high-return whereas cash and CDs (certificates of deposit) would be low-risk/low-return.)
Which mix of investments do you find most appealing? Would you prefer all low-risk/low-return, all high-risk/high-return, or somewhere in between?

		Mix of Investments in Portfolio		
		High Risk/Return	Medium Risk/Return	Low Risk/Return
	Portfolio 1	0 %	0 %	100 %
■	Portfolio 2	0 %	30 %	70 %
	Portfolio 3	10 %	40 %	50 %
●	Portfolio 4	30 %	40 %	30 %
	Portfolio 5	50 %	40 %	10 %
	Portfolio 6	70 %	30 %	0 %
	Portfolio 7	100 %	0 %	0 %

17. You are considering placing one-quarter of your investment funds into a single investment. This investment is expected to earn about twice the CD (certificate of deposit) rate. However, unlike a CD, this investment is not protected against loss of the money invested.
How low would the chance of a loss have to be for you to make the investment?
   - Zero, i.e. no chance of any loss.
   - Very low chance of loss.
   - ▲ Moderately low chance of loss.
   - 50% chance of loss.

18. With some types of investment, such as cash and CDs (certificates of deposit), the value of the investment is fixed. However inflation will cause the purchasing power of this value to decrease.
With other types of investment, such as stocks and real estate, the value is not fixed. It will vary. In the short term it may even fall below the purchase price. However over the long term, the value of the stocks and real estate should certainly increase by more than the rate of inflation.
With this in mind, which is more important to you - that the value of your investments does not fall or that it retains its purchasing power?
   - Much more important that the value does not fall.
   - ■ Somewhat more important that the value does not fall.
   - ● Somewhat more important that the value retains its purchasing power.
   - Much more important that the value retains its purchasing power.

19. In recent years, how have your personal investments changed?
   - Always toward lower risk.
   - Mostly toward lower risk.
   - ▲ No changes or changes with no clear direction.
   - Mostly toward higher risk.
   - Always toward higher risk.

■ William ● Kimberly ▲ Both

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

Risk Assessment

Questionnaire completed by William on 05/11/2015 and Kimberly on 05/11/2015.

20. When making an investment, return and risk usually go hand-in-hand. Investments which produce above-average returns are usually of above-average risk. With this in mind, how much of the funds you have available to invest would you be willing to place in investments where both returns and risks are expected to be above average?
    - None.
    - 10%.
    - 20%.
    - ■ 30%.
    - 40%.
    - ● 50%.
    - 60%.
    - 70%.
    - 80%.
    - 90%.
    - 100%.

21. Think of the average rate of return you would expect to earn on an investment portfolio over the next ten years. How does this compare with what you think you would earn if you invested the money in one-year CDs (certificates of deposit)?
    - About the same rate as from CDs.
    - About one and a half times the rate from CDs.
    - ■ About twice the rate from CDs.
    - About two and a half times the rate from CDs.
    - ● About three times the rate from CDs.
    - More than three times the rate from CDs.

22. People often arrange their financial affairs to qualify for a government benefit or obtain a tax advantage. However a change in legislation can leave them worse off than if they'd done nothing.
    With this in mind, would you take a risk in arranging your affairs to qualify for a government benefit or obtain a tax advantage?
    - I would not take a risk if there was any chance I could finish up worse off.
    - ■ I would take a risk if there was only a small chance I could finish up worse off.
    - ● I would take a risk as long as there was more than a 50% chance that I would finish up better off.

23. Imagine that you are borrowing a large sum of money at some time in the future. It's not clear which way interest rates are going to move - they might go up, they might go down, no one seems to know.
    You could take a variable interest rate that will rise and fall as the market rate changes. Or you could take a fixed interest rate which is 1% more than the current variable rate but which won't change as the market rate changes. Or you could take a mix of both. How would you prefer your loan to be made up?
    - 100% variable.
    - 75% variable, 25% fixed.
    - ● 50% variable, 50% fixed.
    - ■ 25% variable, 75% fixed.
    - 100% fixed.

24. Insurance can cover a wide variety of life's major risks - theft, fire, accident, illness, death etc. How much coverage do you have?
    - Very little.
    - Some.
    - ▲ Considerable.
    - Complete.

■ William ● Kimberly ▲ Both

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

Risk Assessment

Questionnaire completed by William on 05/11/2015 and Kimberly on 05/11/2015.

25. This questionnaire is scored on a scale of 0 to 100. When the scores are graphed they follow the familiar bell-curve of the Normal distribution. The average score is 50. Two-thirds of all scores are within 10 points of the average. Only 1 in 1000 is less than 20 or more than 80.
    What do you think your score will be?

    William's estimated score : 35

    Kimberly's estimated score : 56

■ William ● Kimberly ▲ Both

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Target Band

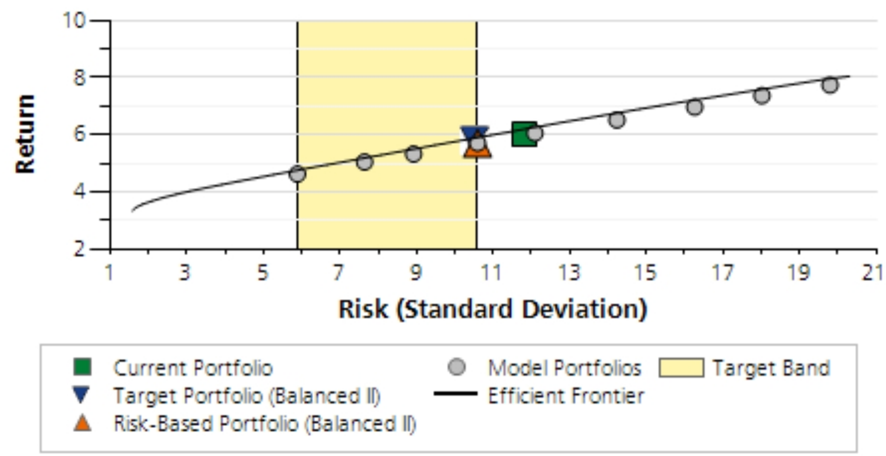
The Risk-Based Portfolio was selected from this list of Portfolios, based upon the risk assessment. The Target Band is comprised of the portfolio(s) that could be appropriate for you, based upon the Risk-Based Portfolio indicated. The Target Portfolio was selected by you. The Average Real Return is equal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

								Average Return		
Current	**Risk Based**	**Target Band**	**Name**	**Cash**	**Bond**	**Stock**	**Alternative**	**Total**	**Real**	**Standard Deviation**
			Capital Preservation I	5%	67%	28%	0%	4.63%	2.13%	5.89%
			Capital Preservation II	5%	57%	38%	0%	5.05%	2.55%	7.64%
			Balanced I	4%	51%	45%	0%	5.33%	2.83%	8.92%
	→	→	Balanced II	4%	42%	54%	0%	5.71%	3.21%	10.59%
→			Current	8%	31%	61%	0%	6.01%	3.51%	11.84%
			Total Return I	4%	35%	61%	0%	6.06%	3.56%	12.09%
			Total Return II	3%	25%	72%	0%	6.52%	4.02%	14.23%
			Capital Growth I	2%	16%	82%	0%	6.97%	4.47%	16.26%
			Capital Growth II	0%	9%	91%	0%	7.37%	4.87%	18.02%
			Equity Growth	0%	0%	100%	0%	7.74%	5.24%	19.80%

Efficient Frontier Graph

When deciding how to invest your money, you must determine the amount of risk you are willing to assume to pursue a desired return. The Efficient Frontier Graph reflects a set of portfolios that assume a low relative level of risk for each level of return, or conversely an optimal return for the degree of investment risk taken. The graph also shows the position of the Current, Target, Risk-Based, and Custom Portfolios, if applicable. The positioning of these portfolios illustrates how their respective risks and returns compare to each other as well as the optimized level of risk and return represented by the Portfolios.

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

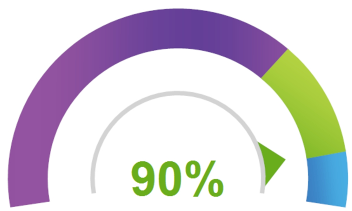


See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

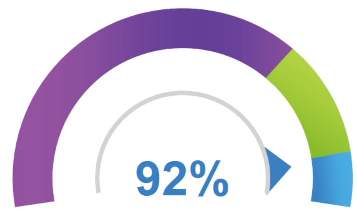
Results

Results - Current and Recommended

Results	Current Scenario		Recommended Scenario	
	Average Return	Bad Timing	Average Return	Bad Timing
Estimated % of Goals Funded	100%	100%	100%	100%
Likelihood of Funding All Goals	Probability of Success		Probability of Success	



In Confidence Zone



Above Confidence Zone

Your Confidence Zone: 70% - 90%

	Current Scenario	What If Scenario 1	Changes In Value
Retirement			
Retirement Age			
William	65 in 2030	65 in 2030	
Kimberly	62 in 2030	62 in 2030	
Planning Age			
William	90 in 2055	90 in 2055	
Kimberly	92 in 2060	92 in 2060	
Goals			
Needs			
Retirement - Living Expense			
Both Retired	$264,000	$264,000	
Kimberly Alone Retired	$216,000	$216,000	
Total Spending for Life of Plan	**$7,944,000**	**$7,944,000**	

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Results - Current and Recommended

	Current Scenario	What If Scenario 1	Changes In Value
Savings			
Qualified	$64,125	$64,125	
Taxable	$50,000	$50,000	
Total Savings This Year	**$114,125**	**$114,125**	
Portfolios			
Allocation Before Retirement	**Current**	**Balanced II**	**7% Less Stock**
Percent Stock	61%	54%	
Total Return	6.01%	5.71%	
Standard Deviation	11.84%	10.59%	
Great Recession Return 11/07 - 2/09	-26%	-21%	
Bond Bear Market Return 7/79 - 2/80	7%	4%	
Allocation During Retirement	**Current**	**Balanced II**	**7% Less Stock**
Percent Stock	61%	54%	
Total Return	6.01%	5.71%	
Standard Deviation	11.84%	10.59%	
Great Recession Return 11/07 - 2/09	-26%	-21%	
Bond Bear Market Return 7/79 - 2/80	7%	4%	
Inflation	**2.50%**	**2.50%**	
Investments			
Total Investment Portfolio	**$4,818,000**	**$4,818,000**	
Total Investment Assets	**$4,818,000**	**$4,818,000**	

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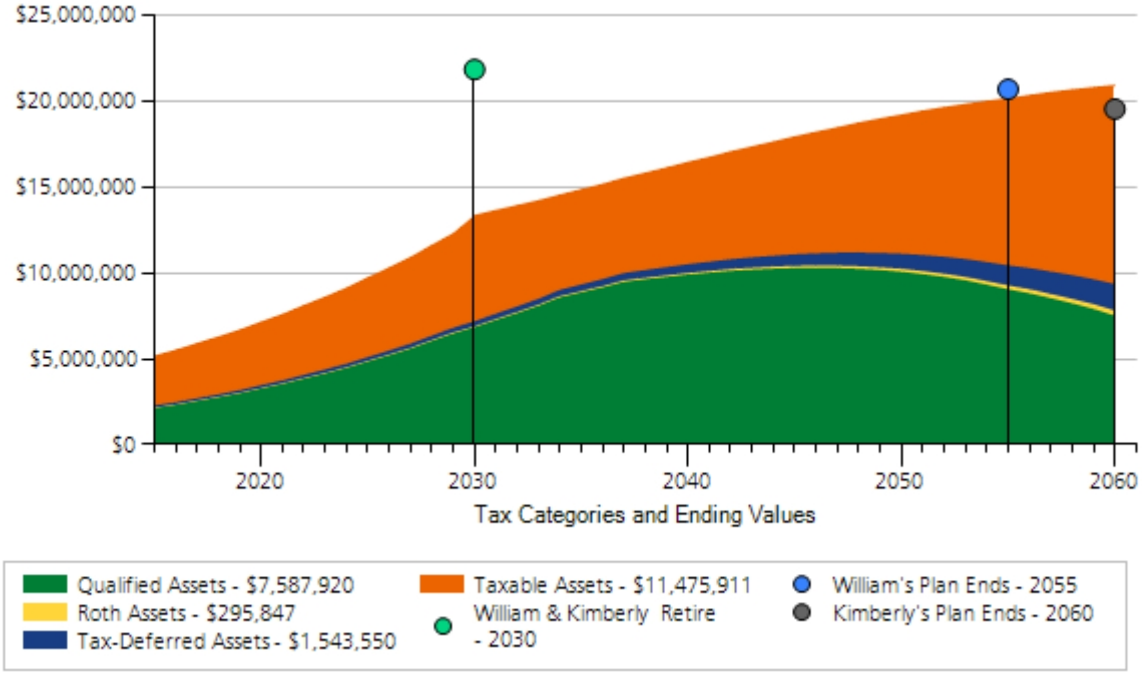
Worksheet Detail - Combined Details

Scenario : What If Scenario 1 using Average Returns

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 : What If Scenario 1 using Average Returns

		Beginning Portfolio Value							Funds Used	
Event or Ages	Year	Earmarked	Fund All Goals	Additions To Assets	Other Additions	Post Retirement Income	Investment Earnings	Taxes	Retirement	Ending Portfolio Value
50 / 47	2015	0	4,818,000	114,125	0	0	281,624	61,386	0	5,152,363
51 / 48	2016	0	5,152,363	114,475	0	0	300,736	64,633	0	5,502,942
52 / 49	2017	0	5,502,942	115,831	0	0	320,832	67,991	0	5,871,613
53 / 50	2018	0	5,871,613	123,317	0	0	342,311	71,464	0	6,265,777
54 / 51	2019	0	6,265,777	126,184	0	0	364,981	75,056	0	6,681,886
55 / 52	2020	0	6,681,886	127,558	0	0	388,819	78,772	0	7,119,490
56 / 53	2021	0	7,119,490	129,062	0	0	413,892	82,616	0	7,579,829
57 / 54	2022	0	7,579,829	132,073	0	0	440,350	86,592	0	8,065,659
58 / 55	2023	0	8,065,659	133,466	0	0	468,170	90,705	0	8,576,590
59 / 56	2024	0	8,576,590	134,990	0	0	497,431	94,958	0	9,114,053
60 / 57	2025	0	9,114,053	138,896	0	0	528,343	99,358	0	9,681,934
61 / 58	2026	0	9,681,934	140,434	0	0	560,857	103,909	0	10,279,315
62 / 59	2027	0	10,279,315	142,979	0	0	595,113	108,617	0	10,908,790
63 / 60	2028	0	10,908,790	145,032	0	0	631,173	113,486	0	11,571,509
64 / 61	2029	0	11,571,509	146,467	0	0	669,096	118,523	0	12,268,549
William & Kimberly Retire	2030	0	12,268,549	0	800,000	0	724,382	70,561	382,351	13,340,019
66 / 63	2031	0	13,340,019	0	0	0	739,337	67,915	391,909	13,619,532
67 / 64	2032	0	13,619,532	0	0	0	754,738	65,021	401,707	13,907,542
68 / 65	2033	0	13,907,542	0	0	0	770,610	61,379	411,750	14,205,023
69 / 66	2034	0	14,205,023	0	0	0	787,008	57,944	422,044	14,512,043
70 / 67	2035	0	14,512,043	0	0	94,562	806,220	146,591	432,595	14,833,639
71 / 68	2036	0	14,833,639	0	0	96,926	823,933	149,695	443,410	15,161,393
72 / 69	2037	0	15,161,393	0	0	99,349	841,977	152,942	454,495	15,495,282
73 / 70	2038	0	15,495,282	0	0	145,140	859,285	229,650	465,857	15,804,201
74 / 71	2039	0	15,804,201	0	0	148,769	876,067	239,189	477,504	16,112,344
75 / 72	2040	0	16,112,344	0	0	152,488	892,772	249,276	489,441	16,418,887
76 / 73	2041	0	16,418,887	0	0	156,300	909,354	259,941	501,677	16,722,922
77 / 74	2042	0	16,722,922	0	0	160,208	925,785	270,724	514,219	17,023,971
78 / 75	2043	0	17,023,971	0	0	164,213	941,985	282,601	527,075	17,320,494

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 : What If Scenario 1 using Average Returns

Event or Ages	Year	Beginning Portfolio Value		Additions To Assets	Other Additions	Post Retirement Income	Investment Earnings	Taxes	Funds Used	Ending Portfolio Value
		Earmarked	Fund All Goals						Retirement	
79 / 76	2044	0	17,320,494	0	0	168,318	957,922	294,562	540,252	17,611,921
80 / 77	2045	0	17,611,921	0	0	172,526	973,557	306,733	553,758	17,897,514
81 / 78	2046	0	17,897,514	0	0	176,840	988,805	319,941	567,602	18,175,616
82 / 79	2047	0	18,175,616	0	0	181,261	1,003,617	333,537	581,792	18,445,165
83 / 80	2048	0	18,445,165	0	0	185,792	1,017,910	347,731	596,337	18,704,800
84 / 81	2049	0	18,704,800	0	0	190,437	1,031,605	362,779	611,245	18,952,818
85 / 82	2050	0	18,952,818	0	0	195,198	1,044,662	377,786	626,526	19,188,366
86 / 83	2051	0	19,188,366	0	0	200,078	1,056,984	393,260	642,189	19,409,979
87 / 84	2052	0	19,409,979	0	0	205,080	1,068,488	409,173	658,244	19,616,130
88 / 85	2053	0	19,616,130	0	0	210,207	1,079,135	424,537	674,700	19,806,234
89 / 86	2054	0	19,806,234	0	0	215,462	1,088,852	440,116	691,568	19,978,864
William's Plan Ends	2055	0	19,978,864	0	0	220,848	1,097,646	454,061	708,857	20,134,440
- / 88	2056	0	20,134,440	0	0	113,185	1,108,065	439,227	594,473	20,321,990
- / 89	2057	0	20,321,990	0	0	116,014	1,117,646	454,445	609,335	20,491,870
- / 90	2058	0	20,491,870	0	0	118,915	1,126,357	466,677	624,568	20,645,897
- / 91	2059	0	20,645,897	0	0	121,888	1,134,173	478,518	640,183	20,783,257
Kimberly's Plan Ends	2060	0	20,783,257	0	0	124,935	1,141,053	489,830	656,187	20,903,228

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 : What If Scenario 1 using Average Returns

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 This Amount and Evaluate Annually is selected for a participant, the program will default to the greater of the selected benefit or the age adjusted spousal benefit based on the other participant's benefit.

• 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.

• The Retirement Cash Reserve is the total funding amount for the Cash Reserve at the beginning of each year. The Retirement Cash Reserve is funded from the Earmarked and Fund All Goals columns, and the Cash Reserve amount is included in both the Beginning and Ending Portfolio Values.

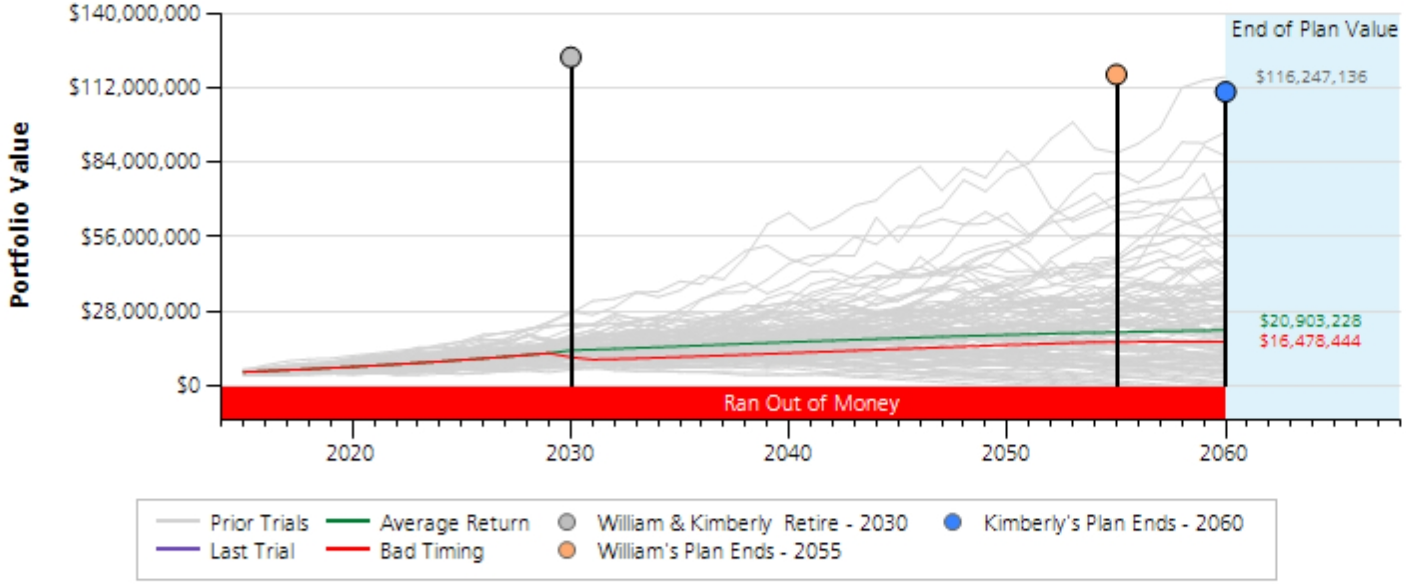
x - denotes shortfall

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

Worksheet Detail - Inside the Numbers Final Result

Inside the Numbers - Final Result For What If Scenario 1

- The graph below shows the results for all 1000 Monte Carlo Trials.
- The Probability of Success meter displays the percentage of trials that were successful in funding all of your goals.
- For a secure plan, the Probability of Success should be between 70% and 90%, which is called your Confidence Zone.



Final Result

Simulation Equivalent to 10,000 Trials

(70% - 90%)

In the table below, the trials are ranked from best to worst based on the End of Plan Value. For each trial displayed, the corresponding portfolio value will be illustrated at each defined year of the plan. These years serve as checkpoints to help illustrate how the portfolio performed 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 Results, your Probability of Success.

Trials	Year 5	Year 10	Year 15	Year 20	Year 25	End of Plan	Year Money Goes to $0
Best	$7,705,204	$12,175,225	$18,122,989	$25,020,325	$39,986,442	$116,247,136	
25th	$7,720,997	$10,756,039	$12,930,183	$15,415,713	$18,574,898	$34,787,640	
50th	$7,120,989	$8,704,389	$14,480,619	$19,712,940	$18,099,123	$20,856,610	
75th	$4,554,231	$5,366,351	$6,721,573	$11,935,913	$12,252,301	$9,651,806	
Worst	$6,005,526	$5,819,705	$6,328,317	$5,550,946	$3,875,918	$0	2050

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

Worksheet Detail - Allocation Comparison

Scenario: What If Scenario 1

These charts compare your Current Portfolio with the Target Portfolio you selected and show the allocation changes you should consider.

Current Portfolio

Projected Assumptions		
6.01%	Total Return	**5.71%**
2.50%	Base Inflation Rate	**2.50%**
3.51%	Real Return	**3.21%**
11.84%	Standard Deviation	**10.59%**

Bear Market Returns		
-26%	Great Recession	**-21%**
7%	Bond Bear Market	**4%**

Target Portfolio
Balanced II

Portfolio Comparison with Allocation Changes

Current Amount	% of Total	Asset Class	% of Total	Target Amount	Increase / Decrease
$391,800	8%	Cash & Cash Alternatives	4%	$192,720	-$199,080
$155,300	3%	Short Term Bonds	26%	$1,252,680	$1,097,380
$1,005,600	21%	Intermediate Term Bonds	16%	$770,880	-$234,720
$346,350	7%	Long Term Bonds	0%	$0	-$346,350
$1,833,450	38%	Large Cap Value Stocks	23%	$1,108,140	-$725,310
$132,000	3%	Large Cap Growth Stocks	14%	$674,520	$542,520
$307,500	6%	Mid Cap Stocks	0%	$0	-$307,500
$0	0%	Small Cap Stocks	6%	$289,080	$289,080
$568,300	12%	International Developed Stocks	11%	$529,980	-$38,320
$77,700	2%	International Emerging Stocks	0%	$0	-$77,700
$0	0%	Unclassified	0%	$0	$0
$4,818,000				**$4,818,000**	**$0**

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

Worksheet Detail - Bear Market Test

Bear Market Test for What If Scenario 1

Likelihood of Reaching Goals After Loss of 21% - Using All Assets to Fund Goals by Importance

Needs Only

Goals	
Needs	
10 - Retirement - Living Expense	☑

This test assumes your investment allocation matches the Balanced II portfolio. If your investments suffered a loss of 21% this year, your portfolio value would be reduced by $1,011,780. This is the approximate loss sustained by a portfolio with a similar percentage of stocks, bonds, cash, and alternative during the Great Recession, which lasted from November 2007 through February 2009. These results show the likelihood you would be able to fund your Needs, Wants and Wishes after experiencing this loss.

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Worksheet Detail - Special Asset Test

Special Asset Test for What If Scenario 1

Likelihood of Funding Goals		
Low	Expected	High

Description	When Sold	Future Amounts		
		Low	Expected	High
Residence - Vacation Home	William's retirement	$775,000	$800,000	$825,000

It is often difficult to predict the value that will be received from the sale of assets in the future. This creates a hidden risk to your plan.

These results show your Probability of Success using the three estimates you provided for the amount of after-tax cash you might receive from the sale of each Special Asset shown in the table. For each result calculated, all assets are assumed to receive the Low, Expected or High amount. All other assumptions in the plan remain unchanged.

There is a Risk that you will receive the Low values (or less than the Low values). If this causes your Probability of Success to fall below your Confidence Zone, you should consider what adjustments might be necessary.

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

Risk Management

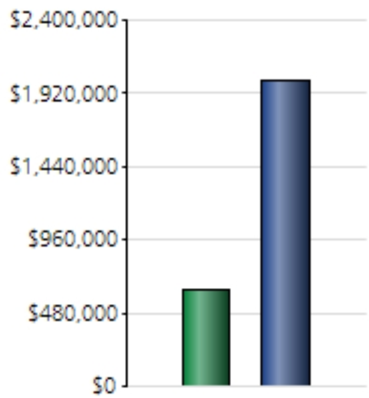
Life Insurance Needs Analysis

Scenario : What If Scenario 1

Life insurance can be an important source of funds for your family in the event of your premature death. In this section, we analyze whether there are sufficient investment assets and other resources to support your family if you were to die this year and, if there is a deficit, what additional life insurance may be required to provide the income needed by your survivors.

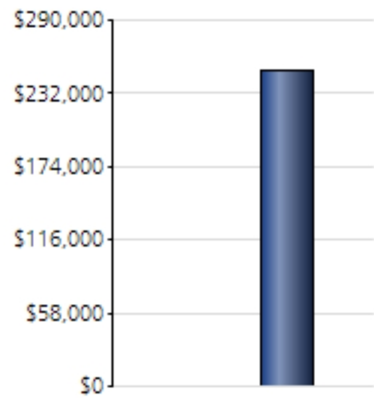
If William Dies

Living Expenses covered until Kimberly is 92



If Kimberly Dies

Living Expenses covered until William is 90



If William Dies		If Kimberly Dies
$636,704	Life Insurance Needed	$0
$2,000,000	Existing Life Insurance	$250,000
$0	Additional Needed	$0

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

Life Insurance Needs Analysis Detail

Scenario : What If Scenario 1

Life Insurance

If William Dies		If Kimberly Dies
$2,000,000	Existing Life Insurance	$250,000
$0	Additional Death Benefit	$0

Liabilities and Final Expenses

If William Dies		If Kimberly Dies
$500,000	Debts Paid Off	$500,000
$10,000	Final Expenses and Estate Taxes	$10,000
$0	Bequests	$0
$0	Other Payments	$0

Living Expenses for Survivors

Kimberly's Age	Event	William's Age
62	Retirement	65
92	Plan Ends	90

If William Dies		If Kimberly Dies
	First Living Expense	
$264,000	Annual Expense (current dollars, after-tax)	$264,000
92	Cover expense until Co-Client is this age	90
	Second Living Expense	
$0	Annual Expense (current dollars, after-tax)	$0
0	Cover expense until Co-Client is this age	0

Sell Other Assets

If William Dies		If Kimberly Dies
$0	Amount of cash provided by sale of Assets (after tax)	$0

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

Life Insurance Needs Analysis Detail

Scenario : What If Scenario 1

Your Assets that are not being sold to fund goals are listed below.

Description	Current Value
Primary Residence - NY	$1,200,000

Checked boxes indicate Other Assets that will be included in this analysis and used to fund goals.

If William Dies		If Kimberly Dies
☐	Residence - Vacation Home	☐

Other Income (Income other than employment income)

If William Dies		If Kimberly Dies
$0	Annual Other Income Amount (current dollars before tax)	$0
No	Will this amount inflate?	No

Tax Rate (Estimated average tax rate)

	Federal	State	Local
Use Program Estimate	18.00%	6.85%	0.00%

Rate of Return

	Rate of Return
Use Return in the Plan you selected	5.71%

Dependents

Name	Date of Birth	Age	Relationship
Megan Carson	05/17/1999	15	Both Are Parents
Phillip Carson	05/14/2001	13	Both Are Parents

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

Estate Analysis

Estate Analysis Introduction

This section of your report provides a general overview of your current estate situation and shows the projected value of your estate at death. It includes an estimate of Federal Estate taxes, expenses, and the amounts to be received by your beneficiaries. If appropriate, this report also illustrates one or more estate planning strategies that you may want to consider.

Important Note: This analysis is intended solely to illustrate potential estate analysis issues. Prior to taking any action, we recommend that you review the legal and/or tax implication of this analysis with your personal legal and/or tax advisor.

You have told us the following about your current Estate situation;

• Both William and Kimberly have Wills.

• Both William and Kimberly have Medical Directives.

• Both William and Kimberly have Power Of Attorney.

This Estate Analysis assumes that you both maintain valid wills that bequeath all assets to each other (Simple Will). This Estate Analysis may not accurately reflect your current estate where one or both of you does not have a Simple Will.

It is important that both of you have a Will that is valid and up-to-date. Your Wills should be periodically reviewed by your legal advisor. You should also discuss the appropriateness of a Medical Directive and Power of Attorney with your legal advisor.

You have indicated that you have already made provisions for a Bypass Trust (also called a Credit Shelter Trust). At the first death, this analysis assumes that your assets are properly titled and are appropriate to fully fund the amount shown.

The Need for Estate Planning

How Will You Be Remembered?

It is often said that you cannot take your money with you; however, it is somewhat comforting to know that you can determine what happens to it after you're gone. A well-designed estate plan can not only help make sure that your assets go where you want them to, but also makes the process simpler, faster, less expensive, and less painful. Such planning followed by an orderly transition of your estate can have a positive impact on the people you care about.

Goal Planning is Important

When it comes to estate taxes, the tax law seemingly penalizes those who fail to plan properly. Failure to properly plan can sometimes lead to greater estate taxes due. A well-designed estate plan can potentially reduce taxes substantially, and leave more money for your heirs.

Probate - Expense and Delays

Probate is the legal process for settling your Estate, which basically means that all your debts and taxes are paid and remaining assets are distributed. Probate can be time consuming and expensive, and is open to public review. A well-designed estate plan can reduce the costs of probate, save time, and even avoid probate for many assets.

Your Beneficiaries - Leaving More

The desire to control the ultimate disposition of that which we accumulate during our lifetime and to provide for those we care about is a strong motivation in most people. In this regard, there are many questions to answer:

• Who should get the money, and how much?

• When should they get it - all at once or over time?

• Who will manage the money?

• Do you want to place restrictions on some assets such as a business or property?

• How much should go to charity?

• Who gets important tangible assets (e.g. wedding rings, family heirlooms)?

• Which assets do you want sold? Which assets should never be sold?

• Will there be enough liquidity to pay taxes?

You - Having Enough

Estate Planning focuses on what happens after you die and includes strategies you can employ to increase the amount of your assets that pass to your beneficiaries. Some of these strategies, such as gifting and purchasing life insurance, can cost you a significant amount of money during your lifetime. While this is certainly financially helpful for your heirs, is it financially sound for you? A good estate plan also considers the impact of these strategies on you, while you're alive. You want to make sure that you will have enough money to support your own lifestyle, before spending money to help your heirs.

Estate Analysis Introduction

Important Information on Assumptions

This analysis makes a number of assumptions that could significantly affect your results including, but not limited to, the following:

• Both of you are U.S. Citizens.

• For married clients, ownership of qualified assets is assumed to roll over to the surviving co-client at the death of the original owner. For domestic partners, qualified assets are assumed to be transferred as a non-spousal inheritance to the surviving co-client at the death of the original owner. In both cases, the Program assumes the surviving co-client inherits all remaining assets of the original owner.

• State inheritance, estate or gift taxes have not been incorporated.

• Gift taxes are not calculated every year, but are totaled and settled at the death of the donor.

• Generation-skipping taxes, if applicable, have not been calculated.

• All custodial accounts (UGMA and/or UTMA) are not included in the estate calculations.

• All amounts contributed to 529 Savings Plans are treated as completed gifts and there is no recapture provision for any 5-year pre-funding contribution elections.

• Prior gifts above the annual exclusion and for which no taxes have been paid are included in your Taxable Estate. Prior gifts above the annual exclusion and for which taxes have been paid are not included in your Taxable Estate.

• Financial Goals such as "Gift or Donation" or "Leave a Bequest" are not reflected in the Estate Analysis.

• Bequests stipulated in your will, including charitable bequests, are not reflected in the Estate Analysis.

• If applicable, reverted gifts and/or life insurance proceeds transferred to a Trust or third-party within three years of death are included in your Gross Estate and Taxable Estate.

• In certain calculations, the Bypass Trust may not be fully funded to the available estate exemption equivalent amount due to prior gifts, titling of assets, insufficient resources, and/or other bequests.

• The current values of vested stock options are included in the gross estate. The current values of unvested stock options are included if you indicated, on the Stock Options page, that the options vest at death.

• In the event Qualified Retirement Plans, IRAs, and Tax-deferred Annuities are used to fund the Bypass Trust, the program assumes the spouse has disclaimed the assets and the contigent beneficiary is a 'qualified' trust.

• In the event Other Assets, such as a Primary Residence or Personal Property, are used to fund the Bypass Trust, the program assumes these assets have a specific value and can in fact be used to fund the Bypass Trust.

• If applicable, the value of any payment that continues past death created by the Immediate Annuity Goal Strategy is not included in the estate calculations.

Estate Analysis Options

Liabilities

What is the remaining value of Liabilities at death?

Die Today (Liabilities in Plan = $500,000) :	$500,000
Die in fixed number of years :	$0
Die at Life Expectancy (last death) :	$0

Taxable Gifts since 1976 on which no gift tax was paid

	William	Kimberly
What is the value of prior gifts in excess of the annual gift exclusion on which you did not pay taxes?	$0	$0

Addition to Estate Value

IRD Assets*	William	Kimberly
Die Today :	$0	$0
Die in fixed number of years :	$0	$0
Die at Life Expectancy :	$0	$0

Non IRD Assets*	William	Kimberly
Die Today :	$0	$0
Die in fixed number of years :	$0	$0
Die at Life Expectancy :	$0	$0

Additional Death Benefit

	William	Kimberly
Die Today :	$0	$0
Die in fixed number of years :	$0	$0
Die at Life Expectancy :	$0	$0

Final Expenses

What costs do you want to include for Final Expenses?

		At 1st Death	At 2nd Death
Funeral :		$10,000	$10,000
Administration Fees	Fixed Amount	$0	$0
	Plus % of Probate assets	2.00%	2.00%

Personal Exclusion Amount

What assumption do you want to use for the amount of the Personal Exclusion?

Maximum Personal Exclusion Amount (Current Law)

Bypass Trust Funding Amount

Use Maximum amount

* Income in Respect of a Decedent (IRD) is income a decedent earned or was entitled to receive before death (e.g. retirement plan assets).
IRD assets are excluded from the probate estate and non-IRD assets are included in the probate estate.

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

Estate Analysis Current Asset Ownership Detail

This chart summarizes the current ownership and designated beneficiary(ies) of all of your Assets used in this Plan.

Note: All Qualified Retirement Plans, IRA and Tax-deferred Assets are assumed to have the spouse as the beneficiary if married with the estate as contingent beneficiary, or the estate as the beneficiary if single. All other Assets owned individually or jointly are assumed to operate as prescribed by applicable law. We do not provide legal or tax advice. Please consult with your tax and/or legal advisor to review the ownership and beneficiary designations and their legal and tax implications since they can have a significant impact on the distribution of assets at your death and whether or not certain basic estate strategies can be implemented.

			Joint (Kimberly)						
Description	**William**	**Kimberly**	**Survivorship**	**Common**	**Entirety**	**Community Property**	**Joint (Other)**	**Total**	**Beneficiaries**
Investment Assets									
Employer Retirement Plans									
401(k)	$1,230,000							$1,230,000	
401(k)		$777,000						$777,000	
Individual Retirement Accounts									
Roth IRA - Account		$23,000						$23,000	
Traditional IRA - Account	$18,000							$18,000	
Annuities & Tax-Deferred Products									
Fixed Annuity	$120,000							$120,000	
Taxable and/or Tax-Free Accounts									
Brokerage Account 1			$2,575,000					$2,575,000	
Brokerage Account 2				$75,000				$75,000	
Total Investment Assets	*$1,368,000*	*$800,000*	*$2,575,000*	*$75,000*	*$0*	*$0*	*$0*	*$4,818,000*	
Other Assets									
Home and Personal Assets									
Primary Residence - NY				$1,200,000				$1,200,000	
Residence - Vacation Home				$750,000				$750,000	
Total Other Assets	*$0*	*$0*	*$0*	*$1,950,000*	*$0*	*$0*	*$0*	*$1,950,000*	
Total Assets :	**$1,368,000**	**$800,000**	**$2,575,000**	**$2,025,000**	**$0**	**$0**	**$0**	**$6,768,000**	

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Estate Analysis Results Combined Summary

Using What If Scenario 1 - Both Die today - William Predeceases Kimberly

Existing Estate
Will with Bypass Trust

Total Estate :	$9,018,000
Federal Estate Tax** :	$0
Estate Expenses :	$584,035
Amount to Heirs :	**$8,433,965**
Additional Value to Heirs :	

Amount to Heirs	
Net Estate Value :	$6,053,465
Bypass Trust :	$2,380,500
Other Life Insurance :	$0
Life Insurance in Trust :	$0
Total :	$8,433,965

Cash Needed to Pay Tax and Expenses	
Shortfall at First Death :	$0
Shortfall at Second Death :	$0

Bypass Trust Funding	
Funding Shortfall :	$3,049,500

** State Estate Taxes are not included. In some states, the tax may be substantial.

Notes

• Prior gifts are not included in the amount to heirs.

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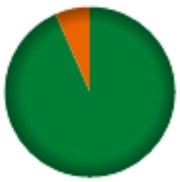
Estate Analysis Results Combined Summary

Using What If Scenario 1 - Both Die today - Kimberly Predeceases William



	Existing Estate Will with Bypass Trust
Total Estate :	$9,018,000
Federal Estate Tax** :	$0
Estate Expenses :	$595,395
Amount to Heirs :	**$8,422,605**
Additional Value to Heirs :	
Amount to Heirs	
Net Estate Value :	$6,610,105
Bypass Trust :	$1,812,500
Other Life Insurance :	$0
Life Insurance in Trust :	$0
Total :	$8,422,605
Cash Needed to Pay Tax and Expenses	
Shortfall at First Death :	$0
Shortfall at Second Death :	$0
Bypass Trust Funding	
Funding Shortfall :	$3,617,500

** State Estate Taxes are not included. In some states, the tax may be substantial.

Notes

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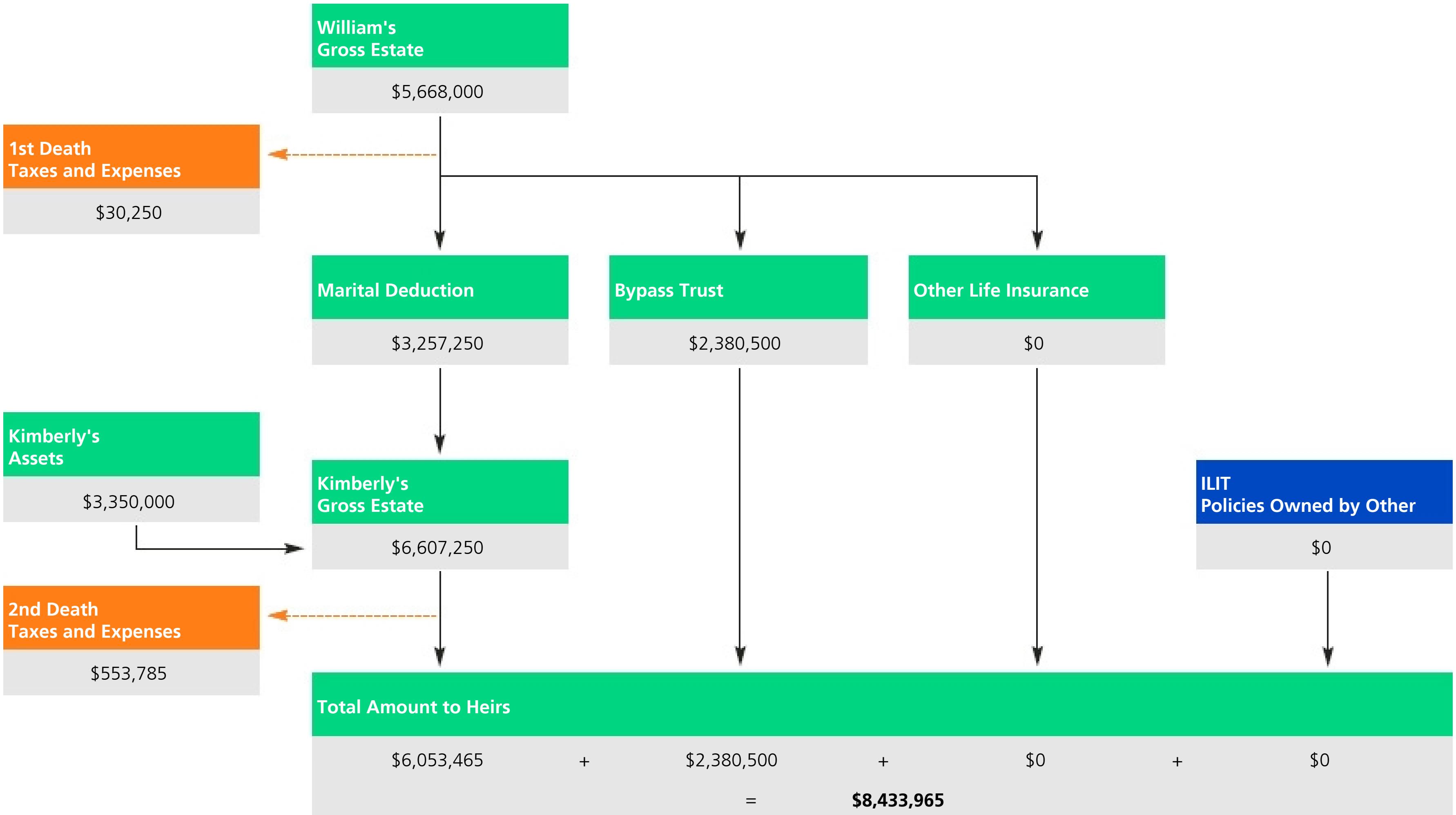
Estate Analysis Results Flowchart

Existing Estate with Bypass Trust using What If Scenario 1 - Both Die today - William Predeceases Kimberly



Notes

- Gross Estate amounts may include the value of reverted gifts.
- Other Life Insurance includes policies where the first person to die is the owner and insured and the beneficiary of the policy is not the co-client or estate.
- Gross Estate amounts do not include the value of prior gifts.
- The Bypass Trust may not be fully funded to the available estate exemption equivalent amount due to prior gifts, titling of assets, insufficient resources, and/or other bequests.

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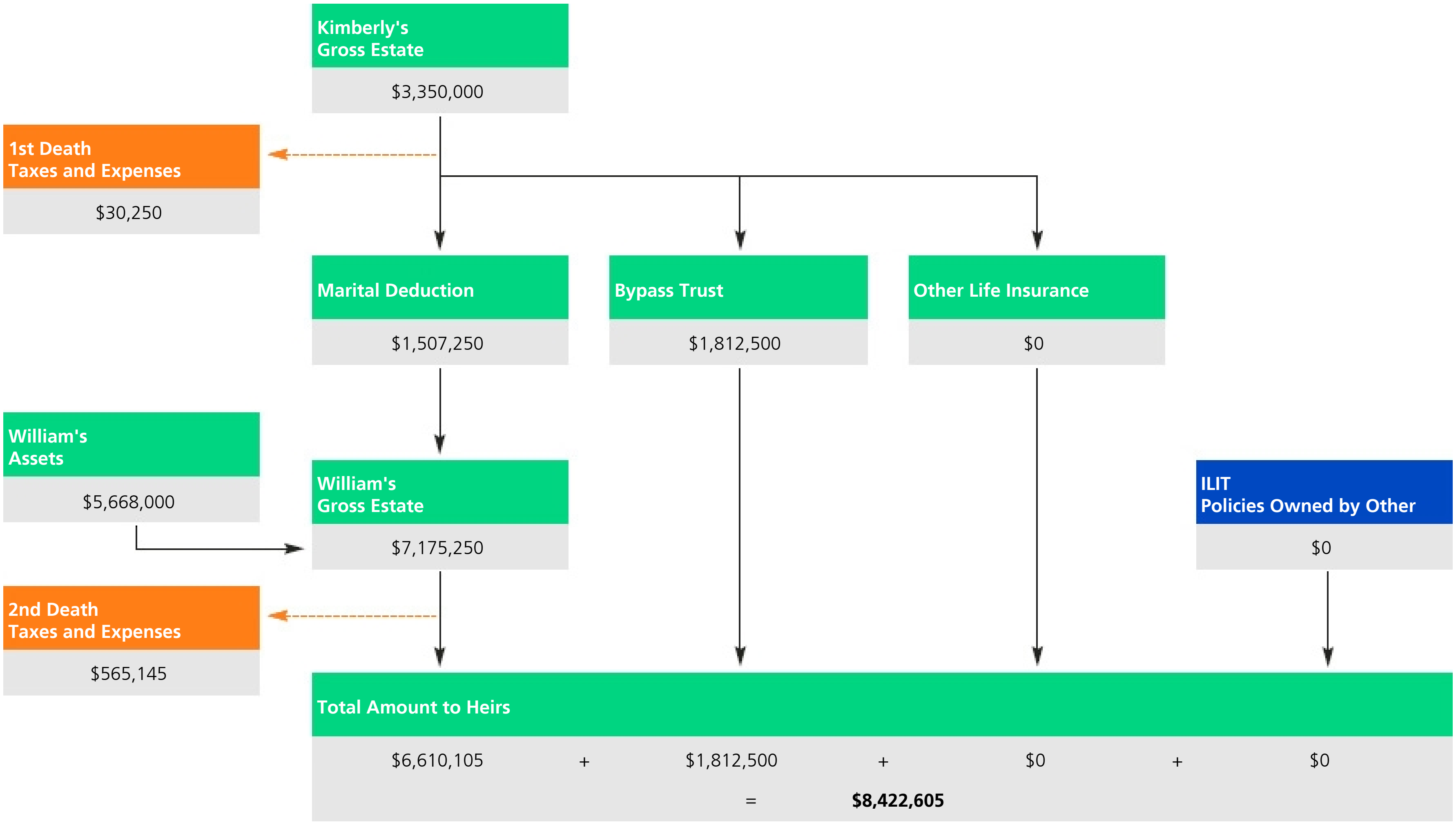
Estate Analysis Results Flowchart

Existing Estate with Bypass Trust using What If Scenario 1 - Both Die today - Kimberly Predeceases William



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