John and Jane Doe

NEEDS ANALYSIS PRESENTATION
May 18, 2010

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Disclaimer

The following report is a diagnostic tool intended to review your current financial situation and suggest potential planning ideas and concepts that may be of benefit. The purpose of the report is to illustrate how accepted financial and estate planning principles may improve your current situation.

This report is based upon information and assumptions provided by you (the client). This report provides broad and general guidelines on the advantages of certain financial planning concepts and does not constitute a recommendation of any particular technique. We recommend that you review your plan annually, unless changes in your personal or financial circumstances require more frequent review.

The term "plan" or "planning," when used within this report, does not imply that a recommendation has been made to implement one or more financial plans or make a particular investment. Nor does the plan or report provide legal, accounting, financial, tax or other advice. Rather, the report and the illustrations therein provide a summary of certain potential financial strategies. The reports provide projections based on various assumptions and are therefore hypothetical in nature and not guarantees of investment returns. You should consult your tax and/or legal advisors before implementing any transactions and/or strategies concerning your finances.

Additionally, this report may not reflect all holdings or transactions, their costs, or proceeds received by you. Prices that may be indicated in this report are obtained from sources we consider reliable but are not guaranteed. Past performance is no guarantee of future performance and it is important to realize that actual results may differ from the projections contained in this report. The presentation of investment returns set forth in this report does not reflect the deduction of any commissions. They will reflect any fees or product charges when entered by the advisor/ representative. Deduction of such charges will result in a lower rate of return.

It is important to compare the information on this report with the statements you receive from the custodian(s) for your account(s). Please note that there may be minor variations due to calculation methodologies. If you have any questions, please contact your financial representative. The information contained in this report is not written or intended as financial, tax or legal advice. The information provided herein may not be relied on for purposes of avoiding any federal tax penalties. You are encouraged to seek financial, tax and legal advice from your professional advisors.

Tools such as the Monte Carlo simulation, which may be included in this analysis, will yield different results depending on the variables inputted, and the assumptions underlying the calculation. The assumptions with respect to the simulation include the assumed rates of return and standard deviations of the portfolio model associated with each asset. The assumed rates of return are based on the historical rates of returns and standard deviations, for certain periods of time, for the benchmark indexes comprising the asset classes in the model portfolio. Since the market data used to generate these rates of return change over time your results will vary with each use over time.

Monte Carlo Analysis is a mathematical process used to implement complex statistical methods that chart the probability of certain financial outcomes at certain times in the future. This charting is accomplished by generating hundreds of possible economic scenarios that could affect the performance of your investments. The Monte Carlo simulation uses at most 500 scenarios to determine the probability of outcomes resulting from the asset allocation choices and underlying assumptions regarding rates of return and volatility of certain asset classes. Some of these scenarios will assume very favorable financial market returns, consistent with some of the best periods in investing history for investors. Some scenarios will conform to the worst periods in investing history. Most scenarios will fall somewhere in between. The outcomes presented using the Monte Carlo simulation represent only a few of the many possible outcomes. Since past performance and market conditions may not be repeated in the future, your investment goals may not be fulfilled by following advice that is based on the projections.

I/We have received and read this Disclaimer page and understand its contents and, therefore, the limitations of the report. Furthermore, I understand that none of the calculations and presentations of investment returns are guaranteed.

Client(s): ______________________________ ______________

John Doe Date

______________________________ ______________

Jane Doe Date

Advisor: ______________________________ ______________

Kevin MacWilliams Date

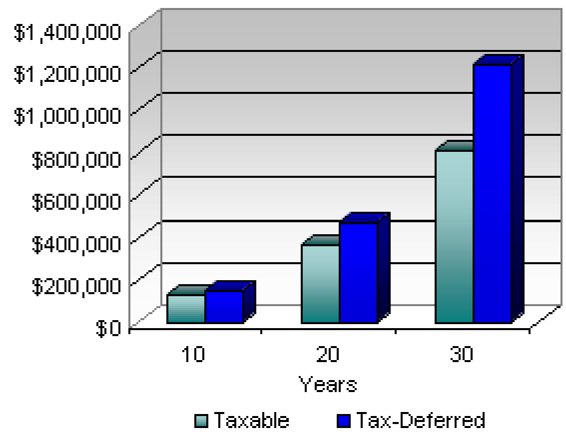
Retirement Analysis

The Power of Tax Deferred Growth

Why pay taxes now if you don't have to? Tax deferred vehicles allow you to make investments today and defer paying taxes on investment growth until the funds are withdrawn. Because it could be many years before you need to tap these funds, this allows for many years of potential investment growth. Contributions made on either a pre-tax or tax deductible basis reduce your current taxable income, potentially allowing you to invest more. As any growth is tax-deferred, your balance will increase more quickly than if you had placed your money in a taxable vehicle. This could result in more accumulation for you and your heirs. The following table and chart show the difference in taxable and tax-deferred growth for a person saving $9,000 per year over 30 years*:

	10 Years	20 Years	30 Years
Taxable Balance	$128,434	$366,708	$808,758
Tax Deferred Balance	$144,865	$472,402	$1,212,957
Difference	**$16,431**	**$105,694**	**$404,198**
Tax Deferred Balance After Taxes	$131,149	$399,301	$977,218

**Assumes 8.5% Rate of Return, 25% federal tax rate on the growth of the asset. The tax-deferred values exclude the 10% penalty that would be assessed if the values were withdrawn in a lump sum prior to age 59 ½. Lower tax rates on capital gains and dividends would make the return on the taxable investment more favorable, reducing the difference in performance between the two types of accounts. Historically, higher rates of return have been accompanied by higher volatility. Please consider your personal investment horizon and income tax brackets, both current and anticipated when making an investment decision.*



Popular Tax Deferred Investment Vehicles

There are many tax-deferred investment vehicles available to you. The table below lists some of the most popular:

401(k) Accounts	A defined contribution plan offered by a corporation to its employees affording three main advantages. First, contributions come out of your paycheck before taxes, lowering your taxable income. Second, tax deferred growth and third, the potential for an employer match on your contribution. All withdrawals are subject to ordinary income taxes and may be subject to a 10% federal tax penalty if taken prior to 59 1/2.
403(b) Accounts	Also a defined contribution plan but made available to certain employees of certain non-profit and charitable organizations. Both a 401(k) and 403(b) have a maximum annual contribution in 2010 of $16,500, and individuals over age 50 can contribute an additional 'catch-up' contribution of $5,500. All withdrawals are subject to ordinary income taxes and may be subject to a 10% federal tax penalty if taken prior to 59 1/2.
Traditional Individual Retirement Account (IRA)	A Traditional IRA is a retirement investing tool for employed individuals and their non-working spouses that allows annual contributions up to a specified maximum amount. Although all individuals may contribute to a Traditional IRA, whether or not a tax deduction is allowed on the contributed amount depends on the individual's income and whether or not they participate in an employer-sponsored retirement plan. Any withdrawal of tax-deductible amounts is subject to ordinary income taxes, as well as a 10% federal tax penalty if taken before age 59 1/2.

Roth IRA	Similiar to a Traditional IRA, a Roth IRA allows individuals to contribute up to a specified maximum amount. Unlike a Traditional IRA, an individual's earned income is a factor in determining whether the individual may contribute to this account. All contributions made to a Roth IRA are done on an after tax basis. However, if plan requirements are met, withdrawals of earnings are tax-free.
Annuities	An annuity is a contract, offered by an insurance company, between an investor and an insurance company, designed to provide payments to the holder at specific intervals, usually after retirement. Annuities are tax-deferred, meaning that the earnings grow tax-deferred until withdrawal. Money distributed from the annuity will be taxed as ordinary income in the year the money is received. Money withdrawn prior to age 59 1/2 may be subject to a 10% federal tax penalty. Annuities provide no additional tax advantages when used to fund a qualified plan. *Annuities may have additional charges such as mortality and expense risk charges, annual administrative expenses, surrender charges, and fees associated with the subaccount such as the operating expenses of the investment portfolios.* *Variable annuities are long-term, tax-deferred investment vehicles designed for retirement purposes and contain both an investment and insurance component. Variable annuity contract holders are subject to investment risks, including the possible loss of principal invested. Investors should carefully consider the investment objectives, risks, charges and expenses of the variable annuity before investing. Variable annuities are sold only by prospectus, which contains more complete information about the investment company. Please request a prospectus from your financial representative and read it carefully before investing. Guarantees are based on the claims paying ability of the issuer. Withdrawals made prior to age 59 ½ are subject to 10% IRS penalty tax and surrender charges may apply. Gains from tax-deferred investments are taxable as ordinary income upon withdrawal. The investment returns and principal value of the available sub-account portfolios will fluctuate so that the value of an investor's unit, when redeemed, may be worth more or less than their original value.*

IRA Rollover

When you leave your employer for a new job, or to enter retirement, you must often decide what to do with any money you have in your employer-sponsored 401(k) or other retirement plan. Since funds in your retirement accounts are generally funded with pre-tax contributions, they will be subject to ordinary income tax upon distribution. Without proper planning, you could lose as much as **40%**[1] of this nest egg to taxes and penalties.

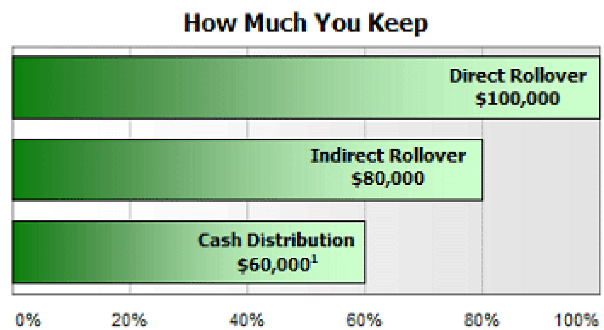
Depending upon your unique situation, you may have four different options to consider:

- Leave assets in your old employer's plan (if allowed by employer)
- Roll the money into your new employer's plan (if available; may be subject to waiting period)
- Withdraw your assets with a **cash distribution**
- **Roll** your assets into another Individual Retirement Account (IRA)

Three ways of taking a $100,000 plan distribution

Direct Rollover

Keep 100% of value of your savings building for the future.



Indirect Rollover

20% mandatory tax withholding by your employer, and burden shifts to you to deposit those funds into another plan within 60 days.

Cash Distribution

Have the check made out to you and keep the cash. Distribution is treated as taxable income and may be subject to early withdrawal penalty of additional 10%.

[1]Assumes 30% federal tax bracket and additional 10% penalty due to withdrawals made prior to age 59½

The Benefits of a Direct Rollover

Reduced Taxation

With a direct rollover, you avoid the 20% mandatory withholding imposed on indirect rollovers and there is no immediate federal income tax levied. This results in the entire balance continuing to grow tax deferred until you begin to make withdrawals from your account. Additionally, since the rollover is not considered a taxable distribution, the 10% penalty for early withdrawals (prior to age 59½) is also avoided.

Increased Investment Choices

Many employer sponsored plans are limited in the number and types of options available for investment. In an IRA, you can choose from among a huge range of investment options such as stocks, bonds, mutual funds, money market accounts, fixed interest options or annuities.

Consolidation

The more accounts you have, the more difficult it is to keep track of everything. Consolidating into a single IRA can make tracking balances and monitoring withdrawals easier, while cutting down on paper-work.

Important Notes

Differences in Investments

When considering rolling over your investments, be aware of differences in features, fees and charges, and surrender charges between different investments. These fees and charges have not been included in the discussion above. Had fees and charges been deducted, the values reflected would have been lower.

Steps Toward Achieving Your Retirement

Step 1 - Determine Your Cost of Retirement

Achieving your retirement goals will not happen automatically. The first step to consider as retirement approaches is to determine your cost of retirement. Your cost of retirement will be affected by many factors. Three of the most significant are:

- **Your monthly retirement living expenses**
  A common rule of thumb is somewhere between 70% and 100% of your annual earned income prior to retirement.
- **Your retirement age**
  This is the age at which you plan to stop working full time and start accessing your retirement portfolio assets.
- **Your life expectancy**
  This will define how many years your retirement costs will continue to be incurred.

Step 2 - Apply Your Income Sources

Once your cost of retirement assumptions have been defined, you can start to look at the income sources that will be available to you in retirement to help offset your retirement costs. Income sources may include among other things:

- Social Security
- Pensions
- Immediate annuity payments

Step 3 - Withdraw from Your Portfolio Assets

Once your available income sources have been applied to your costs of retirement, you can take withdrawals against your portfolio assets to make up the difference. Portfolio assets commonly include:

- Brokerage accounts
- Money Market accounts
- 401(k)s, 403(b)s, and other employer-sponsored retirement accounts
- IRAs
- Annuities

Step 4 - If Necessary, Consider Changes

If you determine that you are not on track to achieve your retirement objectives, you will need to consider making some changes. These changes may include:

- Saving more before you retire
- Redefining your retirement age
- Considering part time employment during retirement
- Spending less during retirement
- Combination of above

The Cost of Your Retirement

Thinking about retirement is often difficult. It is hard to be concerned about what will happen 20 to 30 years in the future, while you are stretching your resources to meet your needs today. It is however, critical to think about how you will support yourself (and your spouse) during retirement. With people living longer, you may wind up spending as much as a third of your life in retirement. The first step is often looking at what your cost of retirement may be.

So, what level of expenses can you expect in retirement? Let's assume that you retire at age **65** (2022), have retirement living expenses of **$4,000** per month (or **$48,000** each year) and that those expenses grow at **3.00%** each year from now until **Jane** is age **95** (2055). Over the **34** years of your retirement, your living expenses would total **$3,950,852**.

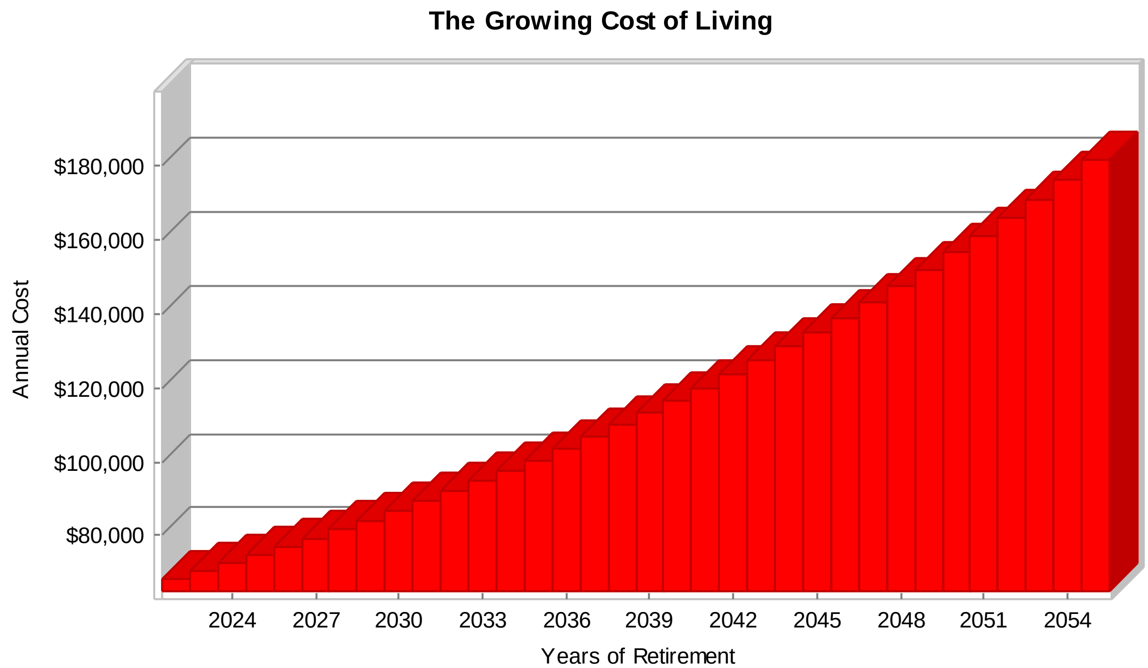
Retirement lasts from
2022 - 2055
(34 years)

Total Living Expenses
$3,950,852

Total Cost of Retirement
$3,950,852

How high will your expenses grow?

The chart below illustrates the mounting costs of your retirement, showing that you can expect an annual living expense of **$48,000** today to grow to **$68,437** in your first year of retirement (2022) and to **$181,517** in your last year (2055).



Keep in Mind...

It does not necessarily cost less to live during retirement. While for some it may be true that they will need less money in retirement, it is not always the case. Health care costs, entertainment and travel expenses are examples of living expenses that can be expected to go up, not down, during your retirement years.

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Your Retirement Income

Although you may no longer be employed full-time during your retirement years, that doesn't mean your income will disappear entirely. Income sources like pension plans, annuities, social security or part-time employment can help offset your retirement living expenses.

During retirement, your income will come from the following sources:

- John's Social Security **$25,000**/yr 2022-2055
- Jane's Social Security **$9,000**/yr 2022-2055

For this analysis, your retirement income will be indexed at an annual rate of 3.00% and be subject to an income tax rate of 25.0%.

Total Cost of Retirement
$3,950,852

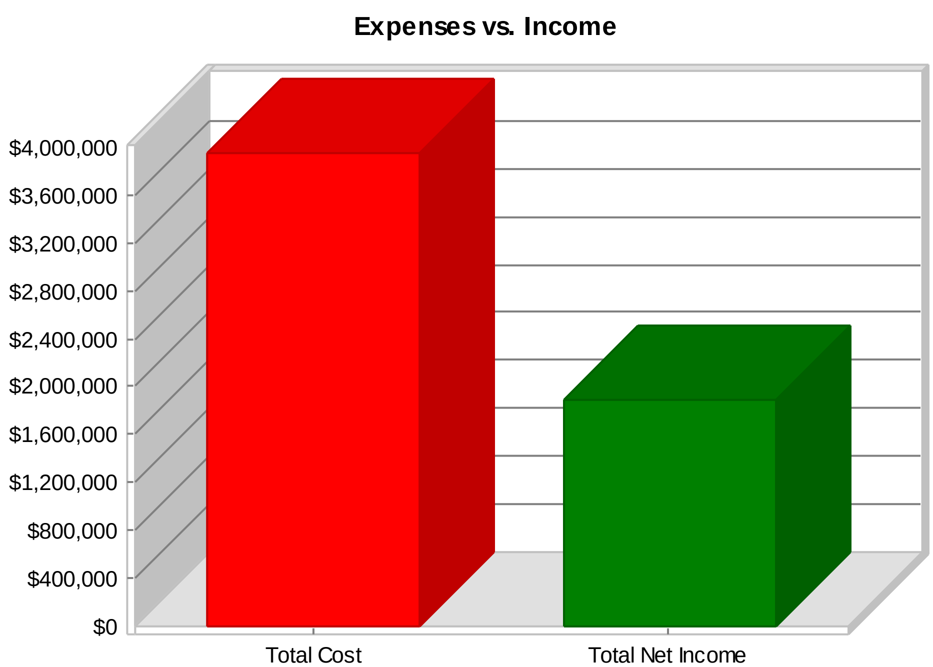
Total Net Retirement Income
$1,892,308

Funding Gap
$2,058,544

Percent Funded by Income
48%

Will your income be enough?

The chart below compares your total retirement expenses to the total net income you expect to receive during the **34** years of your retirement. Based on the income assumptions above, your retirement income alone will not be enough to fully offset your retirement expenses.



Keep in Mind...

According to an October 2008 update of AARP's report "Staying Ahead of the Curve 2007", 70% of older workers (ages 45-75) intend to keep working during their retirement years.

Building a Nest Egg

Often, the primary resource you have for offsetting the cost of retirement is the value of your accumulated capital resources. These resources will increase over time through regular savings and growth, resulting in a "nest egg" that may partially or completely offset your cost of retirement. With a total retirement cost of **$3,950,852**, you would need to amass total capital resources of **$2,299,398** by the time you retire in **2022** (assuming a rate of return on assets of **5.00%** prior to retirement and **5.00%** during retirement and **25.0%** tax on any withdrawals).

To get an idea of the size of the nest egg that you are likely to accumulate before you retire, we'll take a look at your existing resources and your planned savings.

You currently have **$451,874** in qualified savings and **$0** in non-qualified savings. These savings will grow at an annual rate of **5.00%** before retirement and at an annual rate of **5.00%** after retirement. When withdrawals are made, those withdrawals will be taxed at a rate of **25.0%**.

From now until retirement you plan to save **$0** each month in qualified funds and **$0** in non-qualified funds. These contributions will increase each year by **3.00%**.

Total Cost of Retirement
$3,950,852

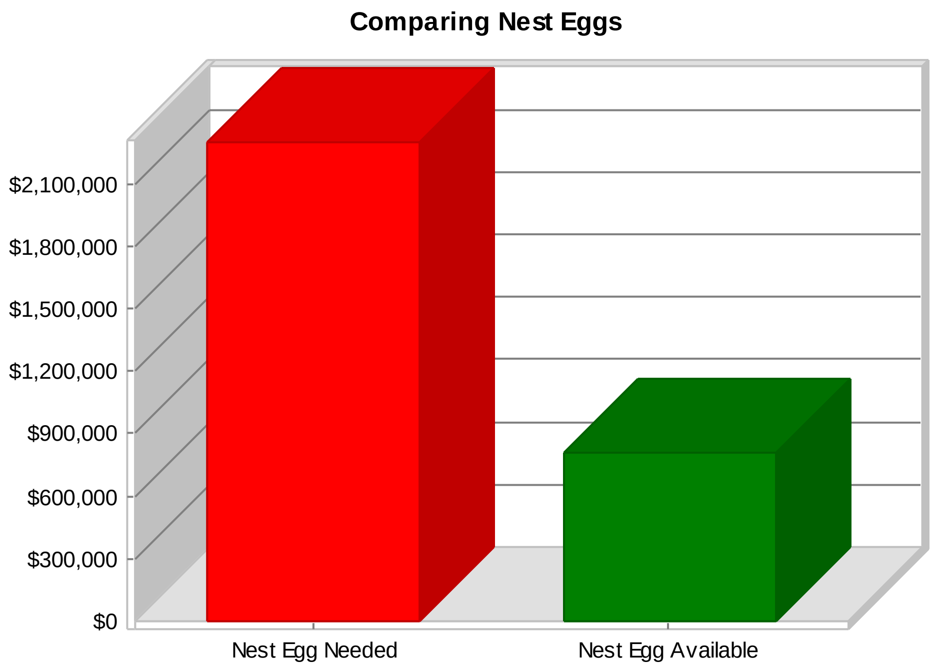
Nest Egg Needed at Retirement
$2,299,398

Nest Egg Available
$811,502

Percent of Needed Nest Egg
35%

Will your nest egg be enough?

The chart below illustrates the difference between the nest egg you'd need at retirement in order to fully offset your expenses and the nest egg you are likely to accumulate. You can see that your assets alone are not likely to be sufficient to fund your entire retirement.



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The Big Picture

There are two main resources at your disposal with which you can offset the costs of retirement: income and your capital resources. You accumulate capital throughout your pre-retirement years through savings and growth. Additionally, various outside sources may provide you with a steady income during retirement. By comparing the combination of these resources with your expected retirement expenses, you can get a picture of how successful you will be in financing your retirement.

With a Total Retirement Cost of **$3,950,852** and Total Net Retirement Income Sources of **$1,892,308**, you will have a Remaining Need of **$2,058,544**. Your projected nest egg of **$811,502** will allow for Total Capital Withdrawals of **$1,061,359** (after taxes). Together, your income and assets will cover **74%** of your total retirement costs, leaving a shortfall of **$997,185**.

Total Cost of Retirement
$3,950,852

Total Retirement Income Sources
$1,892,308

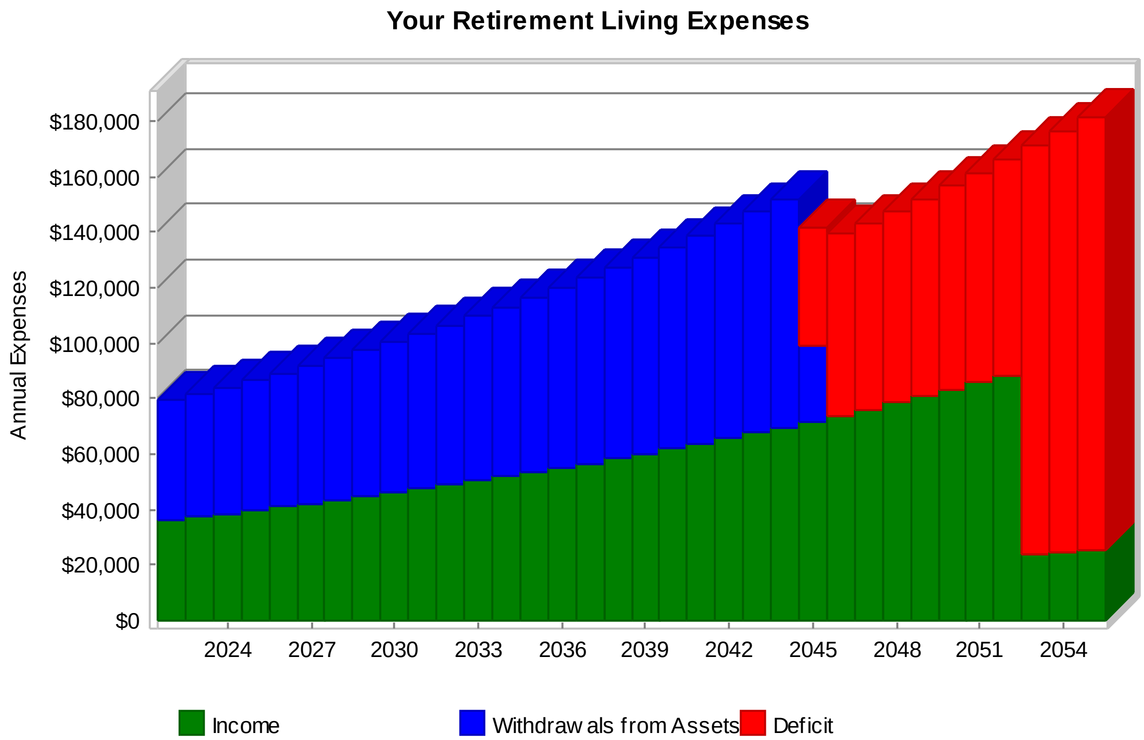
Total Capital Withdrawals
$1,061,359

Shortfall
$997,185

Unfunded Years
11

Will you make it?

The chart below illustrates how your income sources and capital resources would be used to fund the annual expenses of your retirement. Years in which a shortfall exists (i.e. when you don't have enough funds to cover your living expenses), show a deficit value in red. Based on the assumptions made in this analysis, your current savings and expected income will not be enough to support you through your retirement.



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Options for Meeting Your Retirement Needs

Based upon the assumptions utilized in this analysis, your current retirement goals are not projected to be achieved. What's important is that you are taking a look at your retirement now, before it's too late. There are several options which may - by themselves or in combination with each other - allow you to achieve your retirement goals, they include:

Save More Before You Retire

Take a look at your current expenses. Are there any which can be reduced or eliminated? By reducing your expenses now, you can save more of your income, which will in turn allow your savings to grow at a faster pace.

To cover your funding shortfall solely by saving more before you retire (through personal or employer contributions), you would need to save an additional ***$1,391*** *- for a total of* ***$1,391 per month*** *- and increase that monthly amount by* ***3.00%*** *each year until you retire. This solution assumes that your accumulated funds will grow at a rate of* ***5.00%*** *each year prior to retirement and* ***5.00%*** *after retirement.*

Increase Monthly Savings by
$1,391
(to **$1,391** per month)

Total Cost of Retirement
$3,950,852

Total Retirement Funding
$3,952,051

Percent Funded
100%

Spend Less During Retirement

If you can't increase your nest egg sufficiently to completely fund your shortfall, you should consider reducing your monthly retirement living expenses. When combined with other funding options, you may be able to live more efficiently without significantly impacting your retirement lifestyle.

To make up your funding shortfall solely by reducing your expenses, you would need to reduce your monthly living expenses by ***$564****, to* ***$3,436*** *per month. This solution assumes that your expenses will grow at a rate of* ***3.00%*** *each year.*

Reduce Monthly Expenses by
$564
(to **$3,436** per month)

Total Cost of Retirement
$3,393,783

Total Retirement Funding
$3,394,327

Percent Funded
100%

Retire Later

One additional option is to examine delaying your retirement. By delaying the year in which you retire, you increase the size of your nest egg and reduce your overall cost of retirement at the same time.

You may be able to cover your funding shortfall by delaying your retirement by ***9*** *years, until age* ***74****. This assumes you continue your savings, at the previously defined levels, up to this new retirement age.*

Delay Retirement
9 years
(until **age 74**)

Total Cost of Retirement
$3,255,598

Total Retirement Funding
$3,427,867

Percent Funded
105%

Retirement Income Details

Year	Age	Client SS Income	Spouse SS Income	Total Income	Income Taxes @25.0%	Net Income
2022	65/62	$35,644	$12,832	$48,476	$12,119	$36,357
2023	66/63	36,713	13,217	49,930	12,483	37,447
2024	67/64	37,815	13,613	51,428	12,857	38,571
2025	68/65	38,949	14,022	52,971	13,243	39,728
2026	69/66	40,118	14,442	54,560	13,640	40,920
2027	70/67	41,321	14,876	56,197	14,049	42,148
2028	71/68	42,561	15,322	57,883	14,471	43,412
2029	72/69	43,838	15,782	59,620	14,905	44,715
2030	73/70	45,153	16,255	61,408	15,352	46,056
2031	74/71	46,507	16,743	63,250	15,813	47,437
2032	75/72	47,903	17,245	65,148	16,287	48,861
2033	76/73	49,340	17,762	67,102	16,776	50,326
2034	77/74	50,820	18,295	69,115	17,279	51,836
2035	78/75	52,344	18,844	71,188	17,797	53,391
2036	79/76	53,915	19,409	73,324	18,331	54,993
2037	80/77	55,532	19,992	75,524	18,881	56,643
2038	81/78	57,198	20,591	77,789	19,447	58,342
2039	82/79	58,914	21,209	80,123	20,031	60,092
2040	83/80	60,682	21,845	82,527	20,632	61,895
2041	84/81	62,502	22,501	85,003	21,251	63,752
2042	85/82	64,377	23,176	87,553	21,888	65,665
2043	86/83	66,308	23,871	90,179	22,545	67,634
2044	87/84	68,298	24,587	92,885	23,221	69,664
2045	88/85	70,347	25,325	95,672	23,918	71,754
2046	89/86	72,457	26,085	98,542	24,636	73,906
2047	90/87	74,631	26,867	101,498	25,375	76,123
2048	91/88	76,870	27,673	104,543	26,136	78,407
2049	92/89	79,176	28,503	107,679	26,920	80,759
2050	93/90	81,551	29,358	110,909	27,727	83,182
2051	94/91	83,997	30,239	114,236	28,559	85,677
2052	95/92	86,517	31,146	117,663	29,416	88,247
2053	96/93	0	32,081	32,081	8,020	24,061
2054	97/94	0	33,043	33,043	8,261	24,782
2055	98/95	0	34,034	34,034	8,509	25,525
				2,523,083	**630,775**	**1,892,308**

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Pre-Retirement Savings and Growth

Non-Qualified Savings:	$0/yr		
Qualified Savings:	$0/yr	Non-Qualified Capital Resources Today:	$0
Employer Contributions:	$0/yr	Qualified Capital Resources Today:	$451,874
Total Annual Savings:	**$0/yr**	**Total Capital Resources Today:**	**$451,874**

Year	Age	BOY Capital Resources	Savings	Capital Resources after Savings	Growth at 5.00%	EOY Capital Resources
2010	53/50	$451,874	$0	$451,874	$22,594	$474,468
2011	54/51	474,468	0	474,468	23,723	498,191
2012	55/52	498,191	0	498,191	24,910	523,101
2013	56/53	523,101	0	523,101	26,155	549,256
2014	57/54	549,256	0	549,256	27,463	576,719
2015	58/55	576,719	0	576,719	28,836	605,555
2016	59/56	605,555	0	605,555	30,278	635,833
2017	60/57	635,833	0	635,833	31,792	667,625
2018	61/58	667,625	0	667,625	33,381	701,006
2019	62/59	701,006	0	701,006	35,050	736,056
2020	63/60	736,056	0	736,056	36,803	772,859
2021	64/61	772,859	0	772,859	38,643	811,502

Capital Resources Details

Capital Resources Today: $451,874
Pre-Retirement Growth and Savings: $359,628
Total Resources at Retirement: $811,502

Year	Age	BOY Capital Resources	Net Withdrawals to fund Expenses	Taxation on Withdrawals at 25.0%	Total Withdrawal of Capital	Total Capital after Withdrawal	Growth at 5.00%	EOY Capital Resources
2022	65/62	$811,502	$32,080	$10,693	$42,773	$768,729	$38,436	$807,165
2023	66/63	807,165	33,043	11,014	44,057	763,108	38,155	801,263
2024	67/64	801,263	34,033	11,344	45,377	755,886	37,794	793,680
2025	68/65	793,680	35,054	11,685	46,739	746,941	37,347	784,288
2026	69/66	784,288	36,106	12,035	48,141	736,147	36,807	772,954
2027	70/67	772,954	37,189	12,396	49,585	723,369	36,168	759,537
2028	71/68	759,537	38,305	12,768	51,073	708,464	35,423	743,887
2029	72/69	743,887	39,453	13,151	52,604	691,283	34,564	725,847
2030	73/70	725,847	40,637	13,546	54,183	671,664	33,583	705,247
2031	74/71	705,247	41,857	13,952	55,809	649,438	32,472	681,910
2032	75/72	681,910	43,112	14,371	57,483	624,427	31,221	655,648
2033	76/73	655,648	44,406	14,802	59,208	596,440	29,822	626,262
2034	77/74	626,262	45,738	15,246	60,984	565,278	28,264	593,542
2035	78/75	593,542	47,110	15,703	62,813	530,729	26,536	557,265
2036	79/76	557,265	48,523	16,174	64,697	492,568	24,628	517,196
2037	80/77	517,196	49,979	16,660	66,639	450,557	22,528	473,085
2038	81/78	473,085	51,479	17,160	68,639	404,446	20,222	424,668
2039	82/79	424,668	53,023	17,674	70,697	353,971	17,699	371,670
2040	83/80	371,670	54,614	18,205	72,819	298,851	14,943	313,794
2041	84/81	313,794	56,252	18,751	75,003	238,791	11,940	250,731
2042	85/82	250,731	57,939	19,313	77,252	173,479	8,674	182,153
2043	86/83	182,153	59,678	19,893	79,571	102,582	5,129	107,711
2044	87/84	107,711	61,467	20,489	81,956	25,755	1,288	27,043
2045	88/85	27,043	20,282	6,761	27,043	0	0	0
2046	89/86	0	0	0	0	0	0	0
2047	90/87	0	0	0	0	0	0	0
2048	91/88	0	0	0	0	0	0	0
2049	92/89	0	0	0	0	0	0	0
2050	93/90	0	0	0	0	0	0	0
2051	94/91	0	0	0	0	0	0	0
2052	95/92	0	0	0	0	0	0	0
2053	96/93	0	0	0	0	0	0	0
2054	97/94	0	0	0	0	0	0	0
2055	98/95	0	0	0	0	0	0	0

Needs vs. Resources Details

Year	Age	Living Expenses @3.00%	Income Applied Toward Needs	Capital Withdrawal to Meet Needs	Remaining Need (Deficit)
2022	65/62	$68,437	$36,357	$32,080	$0
2023	66/63	70,490	37,447	33,043	0
2024	67/64	72,604	38,571	34,033	0
2025	68/65	74,782	39,728	35,054	0
2026	69/66	77,026	40,920	36,106	0
2027	70/67	79,337	42,148	37,189	0
2028	71/68	81,717	43,412	38,305	0
2029	72/69	84,168	44,715	39,453	0
2030	73/70	86,693	46,056	40,637	0
2031	74/71	89,294	47,437	41,857	0
2032	75/72	91,973	48,861	43,112	0
2033	76/73	94,732	50,326	44,406	0
2034	77/74	97,574	51,836	45,738	0
2035	78/75	100,501	53,391	47,110	0
2036	79/76	103,516	54,993	48,523	0
2037	80/77	106,622	56,643	49,979	0
2038	81/78	109,821	58,342	51,479	0
2039	82/79	113,115	60,092	53,023	0
2040	83/80	116,509	61,895	54,614	0
2041	84/81	120,004	63,752	56,252	0
2042	85/82	123,604	65,665	57,939	0
2043	86/83	127,312	67,634	59,678	0
2044	87/84	131,131	69,664	61,467	0
2045	88/85	135,065	71,754	20,282	43,029
2046	89/86	139,117	73,906	0	65,211
2047	90/87	143,291	76,123	0	67,168
2048	91/88	147,590	78,407	0	69,183
2049	92/89	152,017	80,759	0	71,258
2050	93/90	156,578	83,182	0	73,396
2051	94/91	161,275	85,677	0	75,598
2052	95/92	166,113	88,247	0	77,866
2053	96/93	171,097	24,061	0	147,036
2054	97/94	176,230	24,782	0	151,448
2055	98/95	181,517	25,525	0	155,992
		3,950,852	**1,892,308**	**1,061,359**	**997,185**

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Analysis Result Summary

This report summarizes the results of the analyses for John and Jane Doe. It provides the information that is the basis for the "takeaway" message. All of the details concerning the process of how these results were arrived at are contained in the specific chapters for each selected analysis.

Family Information

Client: John and Jane Doe
Address: 123 Main St
Hendersonville, TN 37075
H: (615) 123-4567

Client: John Doe	Spouse: Jane Doe
Date of Birth: 4/1/1957	Date of Birth: 4/1/1960
Current Age: 53	Current Age: 50

Advisor Information

Prepared By: Kevin MacWilliams

Analysis Performed

- Retirement Analysis

Result Summary

Total Cost of Retirement
$3,950,852

Total Retirement Income Sources
$1,892,308

Total Capital Withdrawals
$1,061,359

Shortfall
$997,185

Unfunded Years
11

Percent Funded by Income
48%

This retirement analysis looks at the projected cost of your retirement, and compares that to your expected income sources, and the capital resources you may be accumulating for retirement. Based upon your assumptions for retirement age and duration, the analysis determines whether or not you are projected to have enough resources to cover your assumed cost of retirement.

Based upon the assumptions utilized in this analysis, your current retirement goal is projected to have a shortfall This projected shortfall is estimated to result in 11 unfunded years in retirement. Changes to your retirement goal assumptions may be necessary. There are several options which may - by themselves or in combination with each other - allow you to achieve your retirement goals, they include:

- Increase Monthly Savings by **$1,391** (to **$1,391** per month)
- Reduce Monthly Expenses by **$564** (to **$3,436** per month)
- Delay Retirement **9 years** (until **age 74**)

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Information Summary

The following financial information and assumptions were used in the preparation of this analysis.

Family Information

Client: John and Jane Doe
Address: 123 Main St
Hendersonville, TN 37075
H: (615) 123-4567

Client: John Doe
Date of Birth: 4/1/1957
Current Age: 53

Spouse: Jane Doe
Date of Birth: 4/1/1960
Current Age: 50

Retirement Analysis

Basic Assumptions

Analysis for: John Doe
Date of Birth: 4/1/1957
Current Age: 53

Retirement Begins at Age: 65 (2022)
Retirement Ends at Age: 95 (2055)

Financial Assumptions

Assets Grow at: 5.00%
Income is Indexed at: 3.00%
Expenses Grow at: 3.00%
Savings Increase by: 3.00%

Withdrawals are Taxed at: 25.0%
Income is Taxed at: 25.0%
Retirement Living Expenses: $4,000/month
($48,000/yr)

Assets & Savings

Qualified Assets	Current Value
Jane IRA (Qualified Retirement - IRA)	$27,289
Janes 401(k) (Qualified Retirement - Traditional 401(k))	$45,000
John IRA (Qualified Retirement - IRA)	$314,000
John Qualified Plan (Qualified Retirement - IRA)	$65,585
Total	$451,874

Non-Qualified Assets	Current Value
None	

Annual Pre-Retirement Savings

None

Income Sources

	From	Until	Annual Amount
John's Social Security	2022	2055	$25,000
Jane's Social Security	2022	2055	$9,000

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