
SAMPLE FINANCIAL PLAN

HNW

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RAYMOND JAMES®

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IMPORTANT DISCLOSURE INFORMATION

IMPORTANT: The projections or other information generated by Goal Planning & Monitoring regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results, and are not guarantees of future results.

The return assumptions in Goal Planning & Monitoring 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 Goal Planning & Monitoring. 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.

Goal Planning & Monitoring results may vary with each use and over time.

Goal Planning & Monitoring 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

Goal Planning & Monitoring 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 Goal Planning & Monitoring assumptions, your actual results will vary (perhaps significantly) from those presented in this Report.

All Goal Planning & Monitoring calculations use asset class returns, not returns of actual investments. The average annual historical returns are calculated using the indices contained in this Report, which serve as proxies for their respective asset classes. The index data are for the period 1970 - 2010. 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.

Goal Planning & Monitoring does not provide recommendations for any products or securities.

IMPORTANT DISCLOSURE INFORMATION

Asset Class Name	Projected Return Assumption	Projected Standard Deviation
Cash & Cash Alternatives	1.00%	2.00%
Investment Grade Long Maturity Fixed Income	4.45%	9.63%
Investment Grade Intermediate Maturity Fixed Inc	4.40%	5.27%
Investment Grade Short Maturity Fixed Income	4.14%	4.49%
Non-Investment Grade Fixed Income	5.86%	10.01%
Non-U.S. Fixed Income	3.63%	9.88%
Global Fixed Income Strategies	4.02%	6.52%
Multi-Sector Fixed Income Strategies	5.12%	4.79%
Fixed Income Other	4.26%	4.98%
U.S. Large Cap Blend	6.84%	18.06%
U.S. Large Cap Value	6.84%	18.06%
U.S. Large Cap Growth	6.84%	18.06%
U.S. Mid Cap Equity	7.07%	19.64%
U.S. Small Cap Equity	7.29%	22.15%
Non-U.S. Developed Market Equity	7.11%	20.46%
Non-U.S. Emerging Market Equity	8.21%	26.37%
Global Equity Strategies	7.15%	18.85%
Equity Sector Strategies	6.84%	18.06%
Real Estate	6.72%	21.20%
Equity Other	6.82%	19.92%
Alternative Strategies	5.26%	7.25%
Commodities	3.90%	17.23%
Private Market Strategies	9.83%	24.42%
Allocation Strategies (Equity Weighted)	6.15%	12.86%

Asset Class Name	Projected Return Assumption	Projected Standard Deviation
Allocation Strategies (Fixed Income Weighted)	5.16%	8.46%
World Allocation Strategies	6.35%	9.97%
Conservative Strategies	5.16%	7.06%
Moderate Conservative Strategies	5.71%	10.27%
Moderate Strategies	6.14%	13.21%
Moderate Aggressive Strategies	6.84%	17.78%

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. This risk is higher with non-investment grade fixed income securities. 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.

Commodities are generally considered speculative because of the significant potential for investment loss. Commodities are volatile investments and should only form a small part of a diversified portfolio. There may be sharp price fluctuations even during periods when prices overall are rising.

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.

This information is provided for your convenience, but should not be used as a substitute for your account's monthly statements and trade confirmations. It has been gathered from information provided by you and other sources believed to be reliable.

Goal Planning & Monitoring Methodology

Goal Planning & Monitoring 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," "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 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.

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.

IMPORTANT DISCLOSURE INFORMATION

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 Goal Planning & Monitoring, 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.

Goal Planning & Monitoring Presentation of Results

The Results Using Average Returns, 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 Goal Planning & Monitoring, 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.

The Bond Bear Market, from July 1979 through February 1980, was the worst bear market for bonds since the Great Depression. In Goal Planning & Monitoring, 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.

IMPORTANT DISCLOSURE INFORMATION

Even though you are using projected returns for all other Goal Planning & Monitoring results, the Bear Market Loss and Bear Market Test use returns calculated from historical indices. These results are calculated using only three asset classes – Cash, Bonds, and Stocks. Alternative asset classes (e.g., real estate, commodities) are included in the Stocks asset class. 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*	-19.87%	N/A
	S&P GSCI Commodity - Total Return**	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.

Goal Planning & Monitoring Risk Assessment

The Goal Planning & Monitoring 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.

Goal Planning & Monitoring 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 Goal Planning & Monitoring 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.

Summary of Goals and Resources

Personal Information and Summary of Financial Goals

JOHN and JANE DAVIS

Needs

10 Retirement - Basic Living Expense



JOHN (2018)	60
JANE (2018)	58
Both Retired (2018-2049)	\$250,000
JANE Alone Retired (2050-2053)	\$250,000
Base Inflation Rate (2.20%)	

Personal Information

JOHN

Male - born 07/01/1958, age 59

Employed - \$400,000

JANE

Female - born 02/01/1960, age 58

Homemaker

Married, US Citizens living in MA

- 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.

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 04/23/2018. Your Net Worth is the difference between what you own (your Assets) and what you owe (your Liabilities). To get an accurate Net Worth statement, make certain all of your Assets and Liabilities are entered.



■ Investment Assets		\$4,770,000
■ Other Assets	+	\$2,368,950
Total Assets		\$7,138,950
■ Total Liabilities	-	\$800,000
■ Net Worth		\$6,338,950

Description	Total
Investment Assets	
Employer Retirement Plans	\$950,000
Individual Retirement Accounts	\$420,000
Annuities & Tax-Deferred Products	\$1,200,000
Taxable and/or Tax-Free Accounts	\$2,200,000
Total Investment Assets:	\$4,770,000
Other Assets	
Home and Personal Assets	\$1,400,000
Cash Value Life	\$40,000
Stock Options	\$928,950
Total Other Assets:	\$2,368,950
Liabilities	
Personal Real Estate Loan:	\$800,000
Total Liabilities:	\$800,000
Net Worth:	\$6,338,950

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 04/23/2018. Your Net Worth is the difference between what you own (your Assets) and what you owe (your Liabilities). To get an accurate Net Worth statement, make certain all of your Assets and Liabilities are entered.

Description	JOHN	JANE	Joint	Total
Investment Assets				
Employer Retirement Plans				
ACTIVE 401(k)	\$950,000			\$950,000
Individual Retirement Accounts				
JANE Traditional IRA - Account		\$120,000		\$120,000
JOHN Traditional IRA - Account	\$300,000			\$300,000
Annuities & Tax-Deferred Products				
Variable Annuity with GMWB	\$1,200,000			\$1,200,000
Taxable and/or Tax-Free Accounts				
TAXABLE MONEY	\$2,200,000			\$2,200,000
Total Investment Assets:	\$4,650,000	\$120,000	\$0	\$4,770,000
Other Assets				
Home and Personal Assets				
Home			\$1,400,000	\$1,400,000
Cash Value Life				
Universal Life	\$40,000			\$40,000
Stock Options				
Minerals Technologies Inc	\$928,950			\$928,950
Total Other Assets:	\$968,950	\$0	\$1,400,000	\$2,368,950
Liabilities				
Personal Real Estate Loan:				
Mortgage			\$800,000	\$800,000
Total Liabilities:	\$0	\$0	\$800,000	\$800,000
Net Worth:				\$6,338,950

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
Imported from Raymond James - Manually Entered - HeldAway				
ACTIVE 401(k)	JOHN	\$950,000	\$36,500	Fund All Goals
ACTIVE 401(k)		\$950,000		
JANE Traditional IRA - Account	JANE	\$120,000		Fund All Goals
Account Total		\$120,000		
JOHN Traditional IRA - Account	JOHN	\$300,000		Fund All Goals
JOHN Traditional IRA - Account		\$300,000		
TAXABLE MONEY	JOHN	\$2,200,000		Fund All Goals
Taxable Account Total		\$2,200,000		
Variable Annuity with GMWB	JOHN	\$1,200,000		Fund All Goals
Account Total		\$1,200,000		
Total Investment Assets :		\$4,770,000		

Stock Options

Description	Owner	Scenario	Year	Amount	Assign to Goal
Manually Entered					
Minerals Technologies Inc (MTX)	JOHN		2018	\$928,950	

Other Assets

Description	Owner	Current Value	Future Value	Assign to Goal
Imported from Raymond James - Manually Entered				
Home	Joint Survivorship	\$1,400,000		Not Funding Goals
Manually Entered				
Universal Life	JOHN	\$40,000		Not Funding Goals
Total of Other Assets :		\$1,440,000		

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
Manually Entered							
Cash Value Life Insurance Policies Summary (included in Assets)							
Universal Life Universal Life	JOHN	JOHN	Co-Client of Insured - 100%	\$24,000	\$40,000	\$1,200,000	Until Policy Terminates

Total Death Benefit of All Policies : \$1,200,000

Social Security

Description	Value	Assign to Goal
Social Security	JOHN will file a normal application at age 66 Years, 8 Months. He will receive \$35,188 in retirement benefits at age 67.	Fund All Goals
Social Security	JANE will file a normal application at age 67. She will receive \$17,594 in spousal benefits at age 67.	Fund All Goals

Retirement Income

Description	Owner	Value	Inflate?	Assign to Goal
Pension Income	JOHN	\$55,000 from JOHN's Retirement to End of JOHN's Plan (55% to Survivor)	No	Fund All Goals

Liabilities

Type	Description	Owner	Outstanding Balance	Interest Rate	Monthly Payment
Imported from Raymond James - Manually Entered					
Total Amount	Mortgage	Joint	\$800,000		\$4,400
Total Outstanding Balance :			\$800,000		

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

Goal Assignment Summary

Goal	Category	Description	Value	Annual Additions	Future Value
Fund All Goals	Investment	ACTIVE 401(k)	\$950,000	\$36,500	
		JOHN Traditional IRA - Account	\$300,000		
		JANE Traditional IRA - Account	\$120,000		
		TAXABLE MONEY	\$2,200,000		
		Variable Annuity with GMWB	\$1,200,000		
	Stock Options	Minerals Technologies Inc			\$557,370 starting in 2018
	Restricted Stock	Minerals Technologies Inc			\$158,153 starting in 2019
		Minerals Technologies Inc			\$106,389 starting in 2020
		Minerals Technologies Inc			\$46,803 starting in 2021
	Retirement Income	Social Security			
Social Security					JANE will file a normal application at age 67. She will receive \$17,594 in spousal benefits at age 67.
Pension Income					\$55,000 from JOHN's Retirement to End of JOHN's Plan (55% to Survivor)

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

Portfolio Table

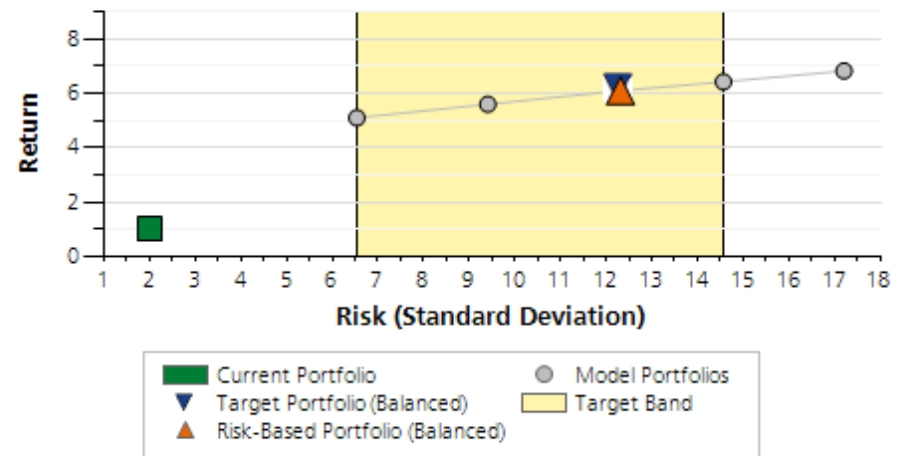
The Risk-Based Portfolio was selected from this list of Portfolios, based upon the risk assessment. The Target Band is comprised of the portfolio(s) that could be appropriate for you, based upon the Risk-Based Portfolio indicated. The Target Portfolio was selected by you. The Average Real Return is equal to the Average Total Return minus the inflation rate of 2.20%. Refer to the Standard Deviation column in the chart below to compare the relative risk of your Current Portfolio to the Target Portfolio.

Current	Risk Based	Target Band	Name	Cash	Bond	Stock	Alternative	Average Return		Standard Deviation
								Total	Real	
→			Current	100.00%	0.00%	0.00%	0.00%	1.00%	-1.20%	2.00%
			Conservative	2.00%	71.00%	27.00%	0.00%	5.10%	2.90%	6.54%
			Conservative Balanced	2.00%	51.00%	47.00%	0.00%	5.60%	3.40%	9.41%
	→	→	Balanced	2.00%	31.00%	64.00%	3.00%	6.10%	3.90%	12.31%
			Balanced w/ Growth	2.00%	15.00%	78.00%	5.00%	6.43%	4.23%	14.57%
			Growth	2.00%	0.00%	93.00%	5.00%	6.83%	4.63%	17.21%

Return vs. Risk 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 Return versus Risk 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. 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.

Risk Assessment

You chose a Risk Score of 50.

Appropriate Portfolio: **Balanced**

Percentage Stock: **64.00%**

Average Return: **6.10%**



■ Cash: 2% ■ Bond: 31% ■ Stock: 64% ■ Alternative: 3%

Great Recession Return Loss for this Portfolio

If this loss would cause you to sell your investments, you should select a lower score. Don't go past your Breaking Point.

During the Great Recession Return (November 2007 - February 2009) this portfolio had a loss of:

-28%

If you invest \$3,570,000 in this portfolio and the same loss occurred again, you would lose:

-\$1,010,981

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

Results

What If Worksheet

This Worksheet allows you to analyze and compare the results of one or more scenarios that you created by varying the Plan assumptions.

	Estimated % of Goal Funded	
Goals	\$250,000 / YEAR	

	Average Return	Bad Timing
Needs	100%	100%
10 Retirement		

Safety Margin (Value at End of Plan)

Current dollars (in thousands) :	\$2,177	\$1,087
Future dollars (in thousands) :	\$4,764	\$2,379

Monte Carlo Results	Likelihood of Funding All Goals
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Your Confidence Zone: 75% - 90%



Total Spending :	\$9,000,000
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Key Assumptions	\$250,000 / YEAR
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Stress Tests	
Method(s)	Bad Timing Program Estimate Years of bad returns: 2018: -13.22% 2019: -3.81%

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

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

What If Worksheet

Key Assumptions	\$250,000 / YEAR
Funding Order	
Assets - Ignore Earmarks	No
Retirement Income - Ignore Earmarks	No
Hypothetical Average Rate of Return	
Before Retirement :	Balanced
Total Return :	6.10%
Standard Deviation :	12.31%
Total Return Adjustment :	0.00%
Adjusted Real Return :	3.90%
After Retirement :	Consrv Balanced
Total Return :	5.60%
Standard Deviation :	9.41%
Total Return Adjustment :	0.00%
Adjusted Real Return :	3.40%
Base inflation rate :	2.20%
Tax-Free Options	
Before Retirement	
Reallocate a portion of bonds to tax-free:	No
Percent of bond allocation to treat as tax-free:	0.00%
After Retirement	
Reallocate a portion of bonds to tax-free:	No
Percent of bond allocation to treat as tax-free:	0.00%

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

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

What If Worksheet

Key Assumptions	\$250,000 / YEAR
Goals	
Basic Living Expense	
Retirement Age	
JOHN	60
Planning Age	
JOHN	91
JANE	93
Both Retired	
Both Retired	\$250,000
One Alone - Retired	
JANE Alone Retired	\$250,000
JOHN Alone Retired	\$0
One Alone - Employed	
JOHN Alone Employed	\$0

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

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

What If Worksheet

Key Assumptions	\$250,000 / YEAR
Retirement Income	
Pension Income (JOHN)	
Annual Income :	\$55,000
Start Year :	JOHN's retirement
Select when income will end :	End of JOHN's Plan
Year to end retirement income :	
Survivor Benefit :	55%
Social Security	
Select Social Security Strategy	Current
JOHN	
Filing Method :	Normal
Age to File Application :	66 Years, 8 Months
Age Retirement Benefits begin :	66 Years, 8 Months
First Year Benefit :	\$35,188
JANE	
Filing Method :	Normal
Age to File Application :	67
Age Retirement Benefits begin :	67
First Year Benefit :	\$17,594
Reduce Benefits By :	0%
Asset Additions	
ACTIVE 401(k)	Maximum
Roth:	N/A
Maximum contribution each year:	Yes
% Designated as Roth:	0.00%
Plan addition amount:	\$36,500
Year additions begin:	2018
JOHN - Fund All Goals	

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

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

What If Worksheet

Key Assumptions	\$250,000 / YEAR
Extra Savings by Tax Category	
JOHN's Qualified	\$0
JANE's Qualified	\$0
JOHN's Roth	\$0
JANE's Roth	\$0
JOHN's Tax-Deferred	\$0
JANE's Tax-Deferred	\$0
Taxable	\$0
Stock Options	
Minerals Technologies Inc	
Include in plan :	Yes
Stock Options Scenario :	Scenario 1
Vesting Termination Year :	2028
Return :	6.84%
Restricted Stock	
Minerals Technologies Inc	
Include in plan :	Yes
Restricted Stock Scenario :	Scenario 1
Last year shares will vest :	2028
Return :	6.84%
Tax Options	
Include Tax Penalties :	Yes
Change Tax Rate?	No
Year To Change :	
Change Tax Rate by this % (+ or -) :	0.00%

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

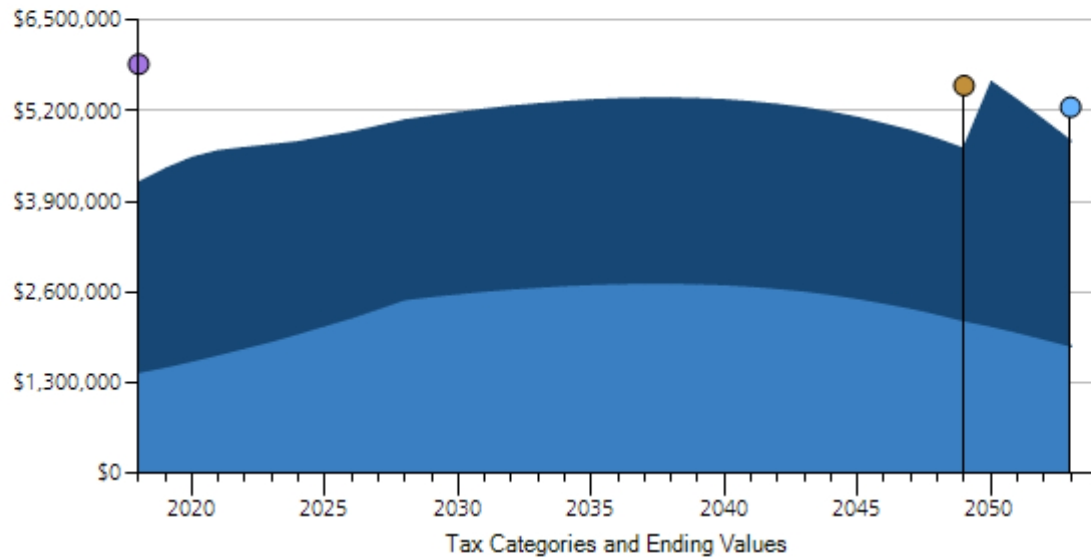
See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

Worksheet Detail - Combined Details

Scenario : \$250,000 / YEAR 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



Qualified Assets - \$1,824,830	JOHN & JANE Retire - 2018	JANE's Plan Ends - 2053
Taxable Assets - \$2,939,381	JOHN's Plan Ends - 2049	

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 : \$250,000 / YEAR using Average Returns

Event or Ages	Year	Beginning Portfolio Value		Additions To Assets	Other Additions	Stock Opt Restricted Stock	Post Retirement Income	Investment Earnings	Taxes	Funds Used	Ending Portfolio Value
		Earmarked	Fund All Goals							Retirement	
JOHN & JANE Retire	2018	0	3,570,000	0	74,000	557,370	55,000	223,175	59,891	250,000	4,169,653
61 / 59	2019	0	4,169,653	0	74,000	158,153	55,000	234,108	61,315	255,500	4,374,099
62 / 60	2020	0	4,374,099	0	74,000	106,389	55,000	242,361	61,933	261,121	4,528,794
63 / 61	2021	0	4,528,794	0	74,000	46,803	55,000	247,383	61,591	266,866	4,623,523
64 / 62	2022	0	4,623,523	0	74,000	0	55,000	249,756	60,444	272,737	4,669,099
65 / 63	2023	0	4,669,099	0	74,000	0	55,000	251,991	59,173	278,737	4,712,181
66 / 64	2024	0	4,712,181	0	74,000	0	55,000	254,098	57,420	284,869	4,752,990
67 / 65	2025	0	4,752,990	0	74,000	0	95,978	257,837	66,137	291,136	4,823,531
68 / 66	2026	0	4,823,531	0	74,000	0	96,879	261,488	65,171	297,541	4,893,186
69 / 67	2027	0	4,893,186	0	74,000	0	119,201	266,005	69,634	304,087	4,978,671
70 / 68	2028	0	4,978,671	0	74,000	0	120,613	270,500	68,807	310,777	5,064,200
71 / 69	2029	0	5,064,200	0	74,000	0	122,056	273,656	93,812	317,614	5,122,486
72 / 70	2030	0	5,122,486	0	74,000	0	123,532	276,410	97,613	324,602	5,174,213
73 / 71	2031	0	5,174,213	0	74,000	0	125,039	278,916	99,132	331,743	5,221,293
74 / 72	2032	0	5,221,293	0	74,000	0	126,580	281,151	100,698	339,041	5,263,285
75 / 73	2033	0	5,263,285	0	74,000	0	128,155	283,090	102,316	346,500	5,299,714
76 / 74	2034	0	5,299,714	0	74,000	0	129,764	284,706	103,989	354,123	5,330,073
77 / 75	2035	0	5,330,073	0	74,000	0	131,409	285,980	105,553	361,914	5,353,995
78 / 76	2036	0	5,353,995	0	74,000	0	133,090	286,872	107,329	369,876	5,370,752
79 / 77	2037	0	5,370,752	0	74,000	0	134,808	287,363	108,953	378,013	5,379,957
80 / 78	2038	0	5,379,957	0	74,000	0	136,564	287,418	110,625	386,330	5,380,985
81 / 79	2039	0	5,380,985	0	74,000	0	138,358	287,006	112,305	394,829	5,373,215
82 / 80	2040	0	5,373,215	0	74,000	0	140,192	286,089	114,010	403,515	5,355,971
83 / 81	2041	0	5,355,971	0	74,000	0	142,067	284,630	115,736	412,392	5,328,540
84 / 82	2042	0	5,328,540	0	74,000	0	143,982	282,590	117,478	421,465	5,290,169
85 / 83	2043	0	5,290,169	0	74,000	0	145,940	279,943	118,897	430,737	5,240,418
86 / 84	2044	0	5,240,418	0	74,000	0	147,940	276,650	120,270	440,213	5,178,525
87 / 85	2045	0	5,178,525	0	74,000	0	149,985	272,670	121,548	449,898	5,103,734
88 / 86	2046	0	5,103,734	0	74,000	0	152,075	267,959	122,745	459,796	5,015,226

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 : \$250,000 / YEAR using Average Returns

Event or Ages	Year	Beginning Portfolio Value		Additions To Assets	Other Additions	Stock Opt Restricted Stock	Post Retirement Income	Investment Earnings	Taxes	Funds Used	Ending Portfolio Value
		Earmarked	Fund All Goals							Retirement	
89 / 87	2047	0	5,015,226	0	74,000	0	154,210	262,472	123,842	469,911	4,912,155
90 / 88	2048	0	4,912,155	0	74,000	0	156,393	256,189	124,314	480,249	4,794,173
JOHN's Plan Ends	2049	0	4,794,173	0	74,000	0	158,624	249,067	124,582	490,815	4,660,468
- / 90	2050	0	4,660,468	0	1,200,000	0	70,602	300,969	111,396	501,613	5,619,030
- / 91	2051	0	5,619,030	0	0	0	72,155	286,866	108,907	512,648	5,356,496
- / 92	2052	0	5,356,496	0	0	0	73,743	271,576	106,002	523,927	5,071,886
JANE's Plan Ends	2053	0	5,071,886	0	0	0	75,365	255,046	102,633	535,453	4,764,211

x - denotes shortfall

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Worksheet Detail - Combined Details

Scenario : \$250,000 / YEAR 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 a Better Estimate of Annual Benefits is selected for a participant, the program will default to the greater of the selected benefit or the age adjusted spousal benefit, which is based on the other participant's benefit.
- Investment Earnings are calculated on all assets after any withdrawals for 'Goal Expense', 'Taxes on Withdrawals' and 'Tax Penalties' are subtracted.
- The taxes column is a sum of (1) taxes on retirement income, (2) taxes on strategy income, (3) taxes on withdrawals from qualified assets for Required Minimum Distributions, (4) taxes on withdrawals from taxable assets' untaxed gain used to fund Goals in that year, (5) taxes on withdrawals from tax-deferred or qualified assets used to fund goals in that year, and (6) taxes on the investment earnings of taxable assets. Tax rates used are detailed in the Tax and Inflation Options page. (Please note, the Taxes column does not include any taxes owed from the exercise of Stock Options or the vesting of Restricted Stock.)
- Tax Penalties can occur when Qualified and Tax-Deferred Assets are used prior to age 59½. If there is a value in this column, it illustrates that you are using your assets in this Plan in a manner that may incur tax penalties. Generally, it is better to avoid tax penalties whenever possible.
- These calculations do not incorporate penalties associated with use of 529 Plan withdrawals for non-qualified expenses.
- Funds for each Goal Expense are first used from Earmarked Assets. If sufficient funds are not available from Earmarked Assets, Fund All Goals Assets will be used to fund the remaining portion of the Goal Expense, if available in that year.
- All funds needed for a Goal must be available in the year the Goal occurs. Funds from Earmarked Assets that become available after the goal year(s) have passed are not included in the funding of that Goal, and accumulate until the end of the Plan.
- When married, ownership of qualified assets is assumed to roll over to the surviving co-client at the death of the original owner. It is also assumed the surviving co-client inherits all assets of the original owner.
- 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 - Retirement Distribution Cash Flow Chart

Scenario : \$250,000 / YEAR using Average Returns

Year Age (JOHN / JANE)		2018 60 / 58	2019 61 / 59	2020 62 / 60	2021 63 / 61	2022 64 / 62	2023 65 / 63	2024 66 / 64	2025 67 / 65
Retirement and Strategy Income Assign To									
Pension Income	Fund All Goals	55,000	55,000	55,000	55,000	55,000	55,000	55,000	55,000
Social Security - JOHN	Fund All Goals	0	0	0	0	0	0	0	40,978
Social Security - JANE	Fund All Goals	0	0	0	0	0	0	0	0
Variable Annuity with GMWB	Fund All Goals	74,000	74,000	74,000	74,000	74,000	74,000	74,000	74,000
Total Retirement and Strategy Income		129,000	129,000	129,000	129,000	129,000	129,000	129,000	169,978
Other Additions Assign To									
Minerals Technologies Inc	Fund All Goals	0	158,153	106,389	46,803	0	0	0	0
Minerals Technologies Inc	Fund All Goals	557,370	0	0	0	0	0	0	0
Universal Life	Fund All Goals	0	0	0	0	0	0	0	0
Total Other Additions		557,370	158,153	106,389	46,803	0	0	0	0
Investment Earnings		223,175	234,108	242,361	247,383	249,756	251,991	254,098	257,837
Total Income and Earnings		909,545	521,261	477,750	423,187	378,756	380,991	383,098	427,814
Cash Used To Fund Goals Estimated % Funded									
Retirement - Basic Living Expense	100%	250,000	255,500	261,121	266,866	272,737	278,737	284,869	291,136
Total Goal Funding		(250,000)	(255,500)	(261,121)	(266,866)	(272,737)	(278,737)	(284,869)	(291,136)
Total Taxes and Tax Penalty		(59,891)	(61,315)	(61,933)	(61,591)	(60,444)	(59,173)	(57,420)	(66,137)
Cash Surplus/Deficit (Net Change in Portfolio)		599,653	204,445	154,695	94,730	45,576	43,082	40,809	70,542

Portfolio Value

Future Dollars									
Beginning Value		3,570,000	4,169,653	4,374,099	4,528,794	4,623,523	4,669,099	4,712,181	4,752,990
Cash Surplus/Deficit		599,653	204,445	154,695	94,730	45,576	43,082	40,809	70,542
Investment Asset Additions		0	0	0	0	0	0	0	0
Ending Value		4,169,653	4,374,099	4,528,794	4,623,523	4,669,099	4,712,181	4,752,990	4,823,531
Current Dollars									

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Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : \$250,000 / YEAR using Average Returns

Year Age (JOHN / JANE)	2018 60 / 58	2019 61 / 59	2020 62 / 60	2021 63 / 61	2022 64 / 62	2023 65 / 63	2024 66 / 64	2025 67 / 65
Ending Value	4,079,896	4,187,808	4,242,578	4,238,083	4,187,729	4,135,391	4,081,413	4,052,826
Cash Surplus/Deficit	586,745	195,738	144,919	86,832	40,877	37,808	35,043	59,270

Taxes

Total Taxes	59,891	61,315	61,933	61,591	60,444	59,173	57,420	66,137
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	24.00%	24.00%	24.00%	24.00%	24.00%	24.00%	24.00%	24.00%
State Marginal and Local Tax Rate	5.10%	5.10%	5.10%	5.10%	5.10%	5.10%	5.10%	5.10%

Estimated Required Minimum Distribution (RMD)

JOHN	0	0	0	0	0	0	0	0
JANE	0	0	0	0	0	0	0	0

Adjusted Portfolio Value	4,127,370	4,327,806	4,480,487	4,575,597	4,623,523	4,669,099	4,712,181	4,752,990
Portfolio Withdrawal Rate	4.38%	4.34%	4.33%	4.36%	4.42%	4.47%	4.53%	3.94%

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Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : \$250,000 / YEAR using Average Returns

Year Age (JOHN / JANE)		2026 68 / 66	2027 69 / 67	2028 70 / 68	2029 71 / 69	2030 72 / 70	2031 73 / 71	2032 74 / 72	2033 75 / 73
Retirement and Strategy Income Assign To									
Pension Income	Fund All Goals	55,000	55,000	55,000	55,000	55,000	55,000	55,000	55,000
Social Security - JOHN	Fund All Goals	41,879	42,800	43,742	44,704	45,688	46,693	47,720	48,770
Social Security - JANE	Fund All Goals	0	21,400	21,871	22,352	22,844	23,346	23,860	24,385
Variable Annuity with GMWB	Fund All Goals	74,000	74,000	74,000	74,000	74,000	74,000	74,000	74,000
Total Retirement and Strategy Income		170,879	193,201	194,613	196,056	197,532	199,039	200,580	202,155
Other Additions Assign To									
Minerals Technologies Inc	Fund All Goals	0	0	0	0	0	0	0	0
Minerals Technologies Inc	Fund All Goals	0	0	0	0	0	0	0	0
Universal Life	Fund All Goals	0	0	0	0	0	0	0	0
Total Other Additions		0	0	0	0	0	0	0	0
Investment Earnings		261,488	266,005	270,500	273,656	276,410	278,916	281,151	283,090
Total Income and Earnings		432,367	459,206	465,113	469,712	473,941	477,955	481,731	485,245
Cash Used To Fund Goals Estimated % Funded									
Retirement - Basic Living Expense	100%	297,541	304,087	310,777	317,614	324,602	331,743	339,041	346,500
Total Goal Funding		(297,541)	(304,087)	(310,777)	(317,614)	(324,602)	(331,743)	(339,041)	(346,500)
Total Taxes and Tax Penalty		(65,171)	(69,634)	(68,807)	(93,812)	(97,613)	(99,132)	(100,698)	(102,316)
Cash Surplus/Deficit (Net Change in Portfolio)		69,655	85,485	85,530	58,286	51,726	47,081	41,992	36,429
Portfolio Value									
Future Dollars									
Beginning Value		4,823,531	4,893,186	4,978,671	5,064,200	5,122,486	5,174,213	5,221,293	5,263,285
Cash Surplus/Deficit		69,655	85,485	85,530	58,286	51,726	47,081	41,992	36,429
Investment Asset Additions		0	0	0	0	0	0	0	0
Ending Value		4,893,186	4,978,671	5,064,200	5,122,486	5,174,213	5,221,293	5,263,285	5,299,714
Current Dollars									

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Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : \$250,000 / YEAR using Average Returns

Year Age (JOHN / JANE)	2026 68 / 66	2027 69 / 67	2028 70 / 68	2029 71 / 69	2030 72 / 70	2031 73 / 71	2032 74 / 72	2033 75 / 73
Ending Value	4,022,848	4,005,018	3,986,126	3,945,209	3,899,264	3,850,043	3,797,462	3,741,434
Cash Surplus/Deficit	57,265	68,767	67,322	44,891	38,981	34,716	30,297	25,718

Taxes

Total Taxes	65,171	69,634	68,807	93,812	97,613	99,132	100,698	102,316
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	24.00%	24.00%	24.00%	24.00%	24.00%	24.00%	24.00%	24.00%
State Marginal and Local Tax Rate	5.10%	5.10%	5.10%	5.10%	5.10%	5.10%	5.10%	5.10%

Estimated Required Minimum Distribution (RMD)

JOHN	0	0	0	85,895	90,351	95,024	99,924	105,059
JANE	0	0	0	0	8,422	8,860	9,319	9,801

Adjusted Portfolio Value	4,823,531	4,893,186	4,978,671	5,064,200	5,122,486	5,174,213	5,221,293	5,263,285
Portfolio Withdrawal Rate	3.98%	3.69%	3.72%	4.25%	4.39%	4.48%	4.58%	4.69%

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Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : \$250,000 / YEAR using Average Returns

Year Age (JOHN / JANE)		2034 76 / 74	2035 77 / 75	2036 78 / 76	2037 79 / 77	2038 80 / 78	2039 81 / 79	2040 82 / 80	2041 83 / 81
Retirement and Strategy Income Assign To									
Pension Income	Fund All Goals	55,000	55,000	55,000	55,000	55,000	55,000	55,000	55,000
Social Security - JOHN	Fund All Goals	49,843	50,940	52,060	53,206	54,376	55,572	56,795	58,044
Social Security - JANE	Fund All Goals	24,921	25,470	26,030	26,603	27,188	27,786	28,397	29,022
Variable Annuity with GMWB	Fund All Goals	74,000	74,000	74,000	74,000	74,000	74,000	74,000	74,000
Total Retirement and Strategy Income		203,764	205,409	207,090	208,808	210,564	212,358	214,192	216,067
Other Additions Assign To									
Minerals Technologies Inc	Fund All Goals	0	0	0	0	0	0	0	0
Minerals Technologies Inc	Fund All Goals	0	0	0	0	0	0	0	0
Universal Life	Fund All Goals	0	0	0	0	0	0	0	0
Total Other Additions		0	0	0	0	0	0	0	0
Investment Earnings		284,706	285,980	286,872	287,363	287,418	287,006	286,089	284,630
Total Income and Earnings		488,471	491,389	493,963	496,171	497,982	499,364	500,281	500,697
Cash Used To Fund Goals Estimated % Funded									
Retirement - Basic Living Expense	100%	354,123	361,914	369,876	378,013	386,330	394,829	403,515	412,392
Total Goal Funding		(354,123)	(361,914)	(369,876)	(378,013)	(386,330)	(394,829)	(403,515)	(412,392)
Total Taxes and Tax Penalty		(103,989)	(105,553)	(107,329)	(108,953)	(110,625)	(112,305)	(114,010)	(115,736)
Cash Surplus/Deficit (Net Change in Portfolio)		30,359	23,922	16,757	9,205	1,028	(7,770)	(17,244)	(27,431)
Portfolio Value									
Future Dollars									
Beginning Value		5,299,714	5,330,073	5,353,995	5,370,752	5,379,957	5,380,985	5,373,215	5,355,971
Cash Surplus/Deficit		30,359	23,922	16,757	9,205	1,028	(7,770)	(17,244)	(27,431)
Investment Asset Additions		0	0	0	0	0	0	0	0
Ending Value		5,330,073	5,353,995	5,370,752	5,379,957	5,380,985	5,373,215	5,355,971	5,328,540
Current Dollars									

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Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : \$250,000 / YEAR using Average Returns

Year Age (JOHN / JANE)	2034 76 / 74	2035 77 / 75	2036 78 / 76	2037 79 / 77	2038 80 / 78	2039 81 / 79	2040 82 / 80	2041 83 / 81
Ending Value	3,681,865	3,618,777	3,551,960	3,481,456	3,407,164	3,329,006	3,246,891	3,160,725
Cash Surplus/Deficit	20,971	16,169	11,083	5,956	651	(4,814)	(10,454)	(16,271)

Taxes

Total Taxes	103,989	105,553	107,329	108,953	110,625	112,305	114,010	115,736
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	24.00%	24.00%	24.00%	24.00%	24.00%	24.00%	24.00%	24.00%
State Marginal and Local Tax Rate	5.10%	5.10%	5.10%	5.10%	5.10%	5.10%	5.10%	5.10%

Estimated Required Minimum Distribution (RMD)

JOHN	110,438	115,522	121,390	126,873	132,545	138,404	144,445	150,663
JANE	10,307	10,836	11,391	11,916	12,521	13,086	13,672	14,276

Adjusted Portfolio Value	5,299,714	5,330,073	5,353,995	5,370,752	5,379,957	5,380,985	5,373,215	5,355,971
Portfolio Withdrawal Rate	4.80%	4.92%	5.05%	5.18%	5.32%	5.48%	5.65%	5.83%

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Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : \$250,000 / YEAR using Average Returns

Year Age (JOHN / JANE)		2042 84 / 82	2043 85 / 83	2044 86 / 84	2045 87 / 85	2046 88 / 86	2047 89 / 87	2048 90 / 88	2049 91 / 89
Retirement and Strategy Income Assign To									
Pension Income	Fund All Goals	55,000	55,000	55,000	55,000	55,000	55,000	55,000	55,000
Social Security - JOHN	Fund All Goals	59,321	60,626	61,960	63,323	64,716	66,140	67,595	69,082
Social Security - JANE	Fund All Goals	29,661	30,313	30,980	31,662	32,358	33,070	33,798	34,541
Variable Annuity with GMWB	Fund All Goals	74,000	74,000	74,000	74,000	74,000	74,000	74,000	74,000
Total Retirement and Strategy Income		217,982	219,940	221,940	223,985	226,075	228,210	230,393	232,624
Other Additions Assign To									
Minerals Technologies Inc	Fund All Goals	0	0	0	0	0	0	0	0
Minerals Technologies Inc	Fund All Goals	0	0	0	0	0	0	0	0
Universal Life	Fund All Goals	0	0	0	0	0	0	0	0
Total Other Additions		0	0	0	0	0	0	0	0
Investment Earnings		282,590	279,943	276,650	272,670	267,959	262,472	256,189	249,067
Total Income and Earnings		500,572	499,883	498,590	496,655	494,033	490,682	486,582	481,691
Cash Used To Fund Goals Estimated % Funded									
Retirement - Basic Living Expense	100%	421,465	430,737	440,213	449,898	459,796	469,911	480,249	490,815
Total Goal Funding		(421,465)	(430,737)	(440,213)	(449,898)	(459,796)	(469,911)	(480,249)	(490,815)
Total Taxes and Tax Penalty		(117,478)	(118,897)	(120,270)	(121,548)	(122,745)	(123,842)	(124,314)	(124,582)
Cash Surplus/Deficit (Net Change in Portfolio)		(38,371)	(49,751)	(61,893)	(74,791)	(88,508)	(103,071)	(117,981)	(133,706)

Portfolio Value

Future Dollars									
Beginning Value		5,328,540	5,290,169	5,240,418	5,178,525	5,103,734	5,015,226	4,912,155	4,794,173
Cash Surplus/Deficit		(38,371)	(49,751)	(61,893)	(74,791)	(88,508)	(103,071)	(117,981)	(133,706)
Investment Asset Additions		0	0	0	0	0	0	0	0
Ending Value		5,290,169	5,240,418	5,178,525	5,103,734	5,015,226	4,912,155	4,794,173	4,660,468
Current Dollars									

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

Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : \$250,000 / YEAR using Average Returns

Year Age (JOHN / JANE)	2042 84 / 82	2043 85 / 83	2044 86 / 84	2045 87 / 85	2046 88 / 86	2047 89 / 87	2048 90 / 88	2049 91 / 89
Ending Value	3,070,416	2,976,066	2,877,610	2,775,000	2,668,176	2,557,085	2,441,946	2,322,741
Cash Surplus/Deficit	(22,271)	(28,254)	(34,393)	(40,666)	(47,087)	(53,655)	(60,095)	(66,638)

Taxes

Total Taxes	117,478	118,897	120,270	121,548	122,745	123,842	124,314	124,582
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	24.00%	24.00%	24.00%	24.00%	24.00%	24.00%	24.00%	24.00%
State Marginal and Local Tax Rate	5.10%	5.10%	5.10%	5.10%	5.10%	5.10%	5.10%	5.10%

Estimated Required Minimum Distribution (RMD)

JOHN	157,047	162,480	167,928	173,362	178,746	184,037	187,524	190,691
JANE	14,899	15,540	16,199	16,759	17,321	17,882	18,437	18,983

Adjusted Portfolio Value	5,328,540	5,290,169	5,240,418	5,178,525	5,103,734	5,015,226	4,912,155	4,794,173
Portfolio Withdrawal Rate	6.02%	6.23%	6.46%	6.71%	6.98%	7.29%	7.62%	7.98%

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

Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : \$250,000 / YEAR using Average Returns

Year Age (JOHN / JANE)	2050 - / 90	2051 - / 91	2052 - / 92	2053 - / 93
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Retirement and Strategy Income Assign To

Pension Income	Fund All Goals	0	0	0	0
Social Security - JOHN	Fund All Goals	0	0	0	0
Social Security - JANE	Fund All Goals	70,602	72,155	73,743	75,365
Variable Annuity with GMWB	Fund All Goals	0	0	0	0
Total Retirement and Strategy Income		70,602	72,155	73,743	75,365

Other Additions Assign To

Minerals Technologies Inc	Fund All Goals	0	0	0	0
Minerals Technologies Inc	Fund All Goals	0	0	0	0
Universal Life	Fund All Goals	1,200,000	0	0	0
Total Other Additions		1,200,000	0	0	0

Investment Earnings		300,969	286,866	271,576	255,046
Total Income and Earnings		1,571,571	359,021	345,319	330,411

Cash Used To Fund Goals Estimated % Funded

Retirement - Basic Living Expense	100%	501,613	512,648	523,927	535,453
Total Goal Funding		(501,613)	(512,648)	(523,927)	(535,453)
Total Taxes and Tax Penalty		(111,396)	(108,907)	(106,002)	(102,633)
Cash Surplus/Deficit (Net Change in Portfolio)		958,562	(262,534)	(284,610)	(307,675)

Portfolio Value

Future Dollars					
Beginning Value		4,660,468	5,619,030	5,356,496	5,071,886
Cash Surplus/Deficit		958,562	(262,534)	(284,610)	(307,675)
Investment Asset Additions		0	0	0	0
Ending Value		5,619,030	5,356,496	5,071,886	4,764,211
Current Dollars					

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

Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : \$250,000 / YEAR using Average Returns

Year Age (JOHN / JANE)	2050 - / 90	2051 - / 91	2052 - / 92	2053 - / 93
Ending Value	2,740,197	2,555,938	2,368,035	2,176,500
Cash Surplus/Deficit	467,456	(125,272)	(132,883)	(140,560)

Taxes

Total Taxes	111,396	108,907	106,002	102,633
Tax Penalty	0	0	0	0
Federal Marginal Tax Rate	32.00%	32.00%	32.00%	32.00%
State Marginal and Local Tax Rate	5.10%	5.10%	5.10%	5.10%

Estimated Required Minimum Distribution (RMD)

JOHN	0	0	0	0
JANE	192,449	195,699	198,554	200,937

Adjusted Portfolio Value	5,860,468	5,619,030	5,356,496	5,071,886
Portfolio Withdrawal Rate	9.26%	9.78%	10.38%	11.09%

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

Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : \$250,000 / YEAR using Average Returns

Notes

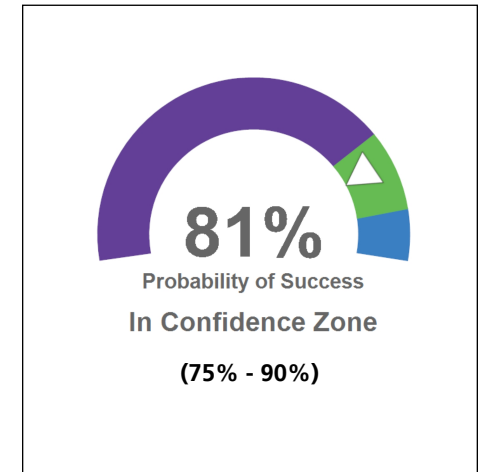
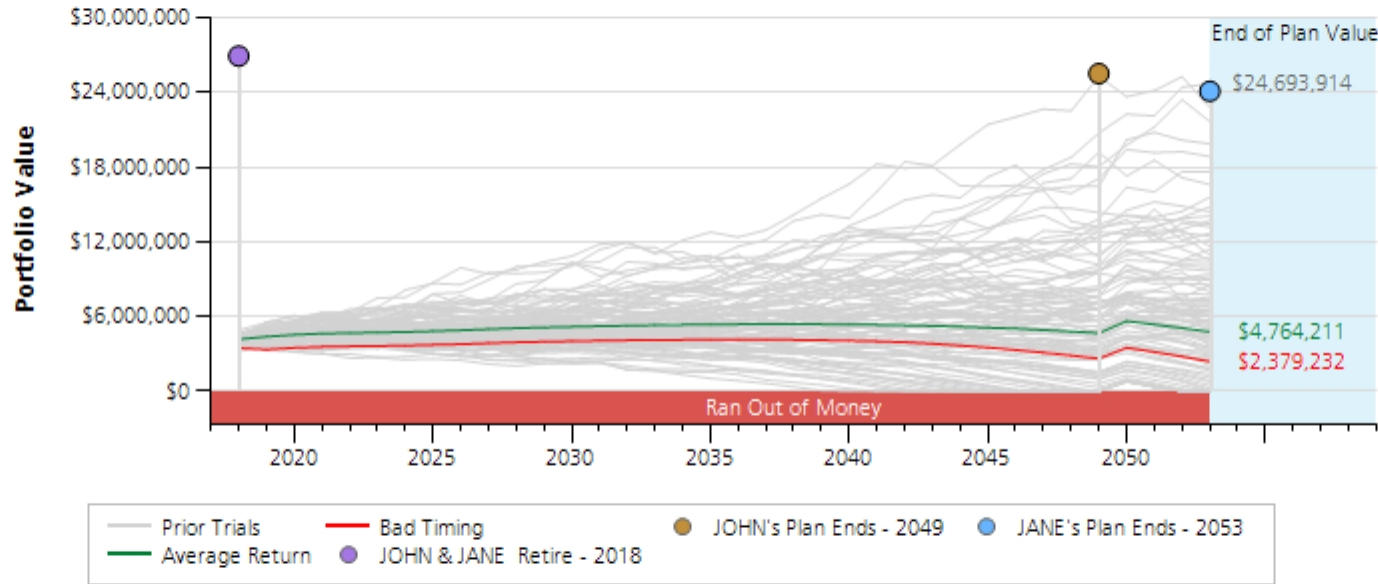
- Additions and withdrawals occur at the beginning of the year.
- The Income section includes Retirement Income, Strategy Income, Stock Options, Restricted Stock, Other Assets, proceeds from Insurance Policies, and any remaining asset value after 72(t) distributions have been completed.
- Retirement 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.
- 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.
- Stock Options and Restricted Stock values are after-tax.
- Income from Other Assets and proceeds from Insurance Policies are after-tax values. Any remaining asset value after 72(t) distributions have been completed is a pre-tax value.
- Investment Earnings are calculated on all assets after any withdrawals for funding goals, taxes on withdrawals, and tax penalties, if applicable, are subtracted.
- Shortfalls that occur in a particular year are denoted with an 'x' in the Cash Used to Fund Goals section of the chart.
- Portfolio Withdrawal Rate (%) is the percentage withdrawn from the investment portfolio to cover cash deficits.
- The Total Taxes are 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 Total Taxes do 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 row, 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.
- The Cash Surplus/Deficit is the net change in the Portfolio Value for the specified year. This value is your income and earnings minus what was spent to fund goals minus taxes.
- The Ending Value of the Portfolio in Current Dollars is calculated by discounting the Ending Value of the Portfolio in Future Dollars by the Base Inflation Rate for this Plan.
- The Cash Surplus/Deficit in Current Dollars is calculated by discounting the Cash Surplus/Deficit in Future Dollars by the Base Inflation Rate for this Plan.
- These calculations do not incorporate penalties associated with use of 529 Plan withdrawals for non-qualified expenses.
- 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.

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 \$250,000 / YEAR

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



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

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

Trials	Year 5	Year 10	Year 15	Year 20	Year 25	End of Plan	Year Money Goes to \$0
10	\$5,139,127	\$6,366,600	\$9,241,858	\$10,146,401	\$12,670,537	\$24,693,914	
250	\$4,337,549	\$3,663,395	\$4,173,876	\$5,168,009	\$6,653,421	\$9,680,801	
500	\$4,941,548	\$5,001,283	\$4,637,136	\$4,211,961	\$4,529,072	\$5,230,939	
750	\$4,498,261	\$4,678,715	\$4,022,098	\$3,758,334	\$2,882,998	\$1,395,410	
990	\$2,983,790	\$2,481,024	\$1,697,026	\$620,868	\$0	\$0	2040

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

Worksheet Detail - Social Security Analysis

Social Security Analysis for \$250,000 / YEAR

Social Security Strategy	Selected Strategy	As Soon As Possible	At Retirement	At FRA	At Age 70	JOHN begins at age 70 and JANE begins at FRA
Start age						
JOHN	66	62	62	66	70	70
JANE	67	62	62	67	70	67
First year benefit in current dollars						
JOHN	\$35,188	\$25,218	\$25,218	\$35,188	\$44,571	\$44,571
JANE	\$17,594	\$11,436	\$11,436	\$17,594	\$17,594	\$0
Total lifetime benefit in current dollars	\$1,425,098	\$1,177,612	\$1,177,612	\$1,425,098	\$1,510,721	\$1,545,909
Probability of success	81%	77%	77%	81%	81%	82%
Break Even Point						
JOHN	77	N/A	N/A	77	80	78
JANE	75	N/A	N/A	75	78	76

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

Worksheet Detail - Social Security Analysis

Social Security Analysis for \$250,000 / YEAR

Notes

Selected Strategy:

This is the strategy you selected.

At FRA:

You apply for and begin retirement benefits at your Full Retirement Age (FRA), which is determined by your date of birth. If the retirement age you specified is after your FRA, we assume you will begin benefits at FRA, and we will adjust the benefit for inflation until your retirement age.

At Retirement:

You apply for and begin retirement benefits at the retirement age shown. The benefit is automatically adjusted to account for excess earnings from part-time work and/or taking benefits prior to your FRA, if either is applicable.

As soon as possible:

You apply for and begin benefits at the later of your current age or age 62. The benefit is automatically adjusted to account for excess earnings from part-time work, if applicable, and taking benefits prior to your FRA. If you are age 62 or older, this option is not available.

At age 70:

You apply for and begin benefits at age 70.

(Higher Wage Earner) begins at age 70 and (Lower Wage Earner) begins at FRA:

This strategy is available only if you are married. The higher wage earner applies for and begins benefits at age 70. The lower wage earner applies for and begins benefits at his/her FRA. The higher/lower wage earners are determined based on the employment incomes you specified.

(Higher Wage Earner) files/suspends and (Lower Wage Earner) restricted application:

This strategy is available only if you are married and assumes that you filed for and suspended your benefits prior to April 30, 2016 and your spouse reached age 62 by January 1, 2016. The higher wage earner applies for and suspends taking benefits until age 70. The higher wage earner can file at or after his/her FRA, at which time the spouse (the lower wage earner) files for and takes spousal benefits. The spouse then files for and begins his/her own benefit at age 70, at the higher benefit amount.

The lower wage earner makes a restricted application at his/her FRA. Restricted application allows the account holder to apply only for the "spousal benefit" s/he would be due under dual entitlement rules. At any age beyond his/her FRA, the lower wage earner can apply for and receive benefits based on his/her own work history.

After April 30, 2016, you (or your spouse) can still file and suspend your benefits upon reaching your FRA; but this strategy (that allowed your spouse to receive spousal benefits for the same period that the benefits are suspended) has been discontinued by the Social Security Administration.

(Lower Wage Earner) files/suspends and (Higher Wage Earner) restricted application:

This strategy is available only if you are married and assumes that you filed for and suspended your benefits prior to April 30, 2016 and your spouse reached age 62 by January 1, 2016. The lower wage earner applies for and suspends taking benefits until age 70. The lower wage earner can file at or after his/her FRA, at which time the spouse (the higher wage earner) files for and takes spousal benefits. The spouse then files for and begins his/her own benefit at age 70, at the higher benefit amount.

The higher wage earner makes a restricted application at his/her FRA. Restricted application allows the account holder to apply only for the "spousal benefit" s/he would be due under dual entitlement rules. At any age beyond his/her FRA, the higher wage earner can apply for and receive benefits based on his/her own work history.

After April 30, 2016, you (or your spouse) can still file and suspend your benefits upon reaching your FRA; but this strategy (that allowed your spouse to receive spousal benefits for the same period that the benefits are suspended) has been discontinued by the Social Security Administration.

Maximized Benefits:

This is the strategy that provides the highest estimate of lifetime Social Security income, assuming you live to the age(s) shown on the Detailed Results page.

Total Lifetime Benefit:

The total estimate of benefits you and your co-client, if applicable, would receive in your lifetime, assuming you live to the age(s) shown on the Detailed Results page. This amount is in current (non-inflated) dollars.

Break Even Point:

The age(s) at which this strategy would provide benefits equivalent to the "As Soon As Possible" strategy. If you live longer than the "break even" age for a strategy, your total lifetime benefits using that strategy would be greater than the lifetime benefits of the "As Soon As Possible" strategy. If you are older than age 62 and the "As Soon As Possible" strategy is not shown, the break even comparison uses the strategy that begins at the earliest age(s) as the baseline for comparison.

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

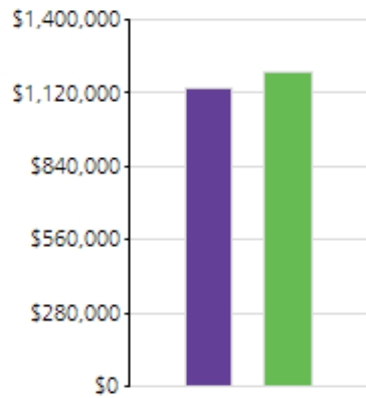
Life Insurance Needs Analysis

Scenario : \$250,000 / YEAR

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 JOHN Dies

Living Expenses covered until JANE is 93

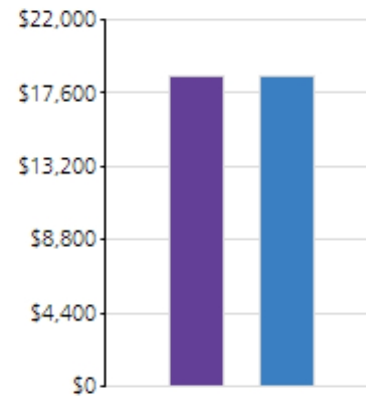


\$1,136,341
\$1,200,000
\$0

Life Insurance Needed
Existing Life Insurance
Additional Needed

If JANE Dies

Living Expenses covered until JOHN is 91



\$18,585
\$0
\$18,585

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

Glossary

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.)

Commodities

A commodity is food, metal, or another fixed physical substance that investors buy or sell, usually via futures contracts, and generally traded in very large quantities.

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.

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 Great Recession Return and Bond Bear Market Return.

Glossary

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. Goal Planning & Monitoring 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.

Bypass Trust

An estate planning device used to pass down assets after death without subjecting them to the estate tax.

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 Goal Planning & Monitoring 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.

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 Goal Planning & Monitoring 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. Goal Planning & Monitoring 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 Goal Planning & Monitoring, the Inflation Rate is selected by your advisor, and can be adjusted in different scenarios.

Irrevocable Life Insurance Trust

An irrevocable trust set up with a life insurance policy as the asset, allowing the grantor of the policy to exempt the asset away from his or her taxable estate.

Liquidity

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

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.

Glossary

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 1,000 times, and if 600 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 Goal Planning & Monitoring, 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 Goal Planning & Monitoring, 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.

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 and in Play Zone.

Retirement Start Date

For married couples, retirement in Goal Planning & Monitoring 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.

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.

Glossary

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 Goal Planning & Monitoring, 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 Goal Planning & Monitoring, 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".

Plan Delivery Acknowledgement

This plan should be reviewed periodically to ensure that the decisions made continue to be appropriate, particularly if there are changes in family circumstances including, but not limited to an inheritance, birth of a child, death of a family member, or material change in incomes or expenses.

We (JOHN and JANE DAVIS) have reviewed and accept the information contained within this plan and understand the assumptions associated with it. We believe that all information provided by us is complete and accurate to the best of our knowledge. We recognize that performance is not guaranteed and that all future projections are included simply as a tool for decision making and do not represent a forecast of our financial future.

Your advisor (Tim Davis) will review this plan with you on a periodic basis to determine whether your stated goals and assumptions in this plan are still relevant. It is not expected that the plan will change frequently. In particular, short-term changes in the financial markets should not generally require adjustments to the plan. It is your obligation to notify all interested parties of any material changes that would alter the objectives of this plan. If all interested parties are not notified of any material changes, then the current plan document would become invalid.

Client signature & date

Advisor signature & date

Delivery Date

Notes

We have prepared this plan based on information provided by you. We have not attempted to verify the accuracy or completeness of this information. As the future cannot be forecast with certainty, actual results will vary from these projections. It is possible that these variations may be material. The degree of uncertainty normally increases with the length of the future period covered.

Financial Advisor : Tim Davis

Plan Name : Financial Goal Plan

Report Name : SAMPLE FINANCIAL PLAN

04/23/2018