
Sample Financial Plan

John and Jane

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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 projected return assumptions used in this Report are estimates based on average annual returns for each asset class. The portfolio returns are calculated by weighting individual return assumptions for each asset class according to your portfolio allocation. The portfolio returns may have been modified by including adjustments to the total return and the inflation rate. The portfolio returns assume reinvestment of interest and dividends at net asset value without taxes, and also assume that the portfolio has been rebalanced to reflect the initial recommendation. No portfolio rebalancing costs, including taxes, if applicable, are deducted from the portfolio value. No portfolio allocation eliminates risk or guarantees investment results.

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%
Cash & Cash Alternatives (Tax-Free)	1.00%	2.00%
Investment Grade Long Maturity Fixed Income	3.25%	9.63%
Investment Grade Long Maturity Fixed Income (Tax-Free)	3.25%	9.63%
Investment Grade Intermediate Maturity Fixed Inc	2.75%	5.27%
Investment Grade Intermediate Maturity Fixed Inc (Tax-Free)	2.75%	5.27%
Investment Grade Short Maturity Fixed Income	2.00%	4.49%
Investment Grade Short Maturity Fixed Income (Tax-Free)	2.00%	4.49%
Non-Investment Grade Fixed Income	4.65%	10.01%
Non-Investment Grade Fixed Income (Tax-Free)	4.65%	10.01%
Non-U.S. Fixed Income	3.58%	9.83%
Non-U.S. Fixed Income (Tax-Free)	3.58%	9.83%
Global Fixed Income Strategies	3.91%	6.50%
Global Fixed Income Strategies (Tax-Free)	3.91%	6.50%
Multi-Sector Fixed Income Strategies	5.48%	7.33%
Multi-Sector Fixed Income Strategies (Tax-Free)	5.48%	7.33%
Fixed Income Other	2.75%	4.98%
Fixed Income Other (Tax-Free)	2.75%	4.98%
U.S. Large Cap Blend	6.61%	18.03%

Asset Class Name	Projected Return Assumption	Projected Standard Deviation
U.S. Large Cap Blend (Tax-Free)	6.61%	18.03%
U.S. Large Cap Value	6.61%	18.03%
U.S. Large Cap Value (Tax-Free)	6.61%	18.03%
U.S. Large Cap Growth	6.61%	18.03%
U.S. Large Cap Growth (Tax-Free)	6.61%	18.03%
U.S. Mid Cap Equity	6.84%	19.64%
U.S. Mid Cap Equity (Tax-Free)	6.84%	19.64%
U.S. Small Cap Equity	7.07%	22.15%
U.S. Small Cap Equity (Tax-Free)	7.07%	22.15%
Non-U.S. Developed Market Equity	6.64%	20.36%
Non-U.S. Developed Market Equity (Tax-Free)	6.64%	20.36%
Non-U.S. Emerging Market Equity	7.79%	26.54%
Non-U.S. Emerging Market Equity (Tax-Free)	7.79%	26.54%
Global Equity Strategies	6.83%	18.47%
Global Equity Strategies (Tax-Free)	6.83%	18.47%
Equity Sector Strategies	6.61%	18.03%
Equity Sector Strategies (Tax-Free)	6.61%	18.03%
Real Estate	6.50%	21.20%
Real Estate (Tax-Free)	6.50%	21.20%
Equity Other	6.68%	19.90%
Equity Other (Tax-Free)	6.68%	19.90%
Alternative Strategies	4.75%	7.27%
Alternative Strategies (Tax-Free)	4.75%	7.27%

IMPORTANT DISCLOSURE INFORMATION

Asset Class Name	Projected Return Assumption	Projected Standard Deviation
Commodities	3.47%	17.28%
Commodities (Tax-Free)	3.47%	17.28%
Private Market Strategies	9.13%	24.43%
Private Market Strategies (Tax-Free)	9.13%	24.43%
Allocation Strategies (Equity Weighted)	5.95%	13.42%
Allocation Strategies (Equity Weighted) (Tax-Free)	5.95%	13.42%
Allocation Strategies (Fixed Income Weighted)	4.79%	7.78%
Allocation Strategies (Fixed Income Weighted) (Tax-Free)	4.79%	7.78%
World Allocation Strategies	6.35%	9.97%
World Allocation Strategies (Tax-Free)	6.35%	9.97%
Conservative Strategies	3.94%	7.13%
Conservative Strategies (Tax-Free)	3.94%	7.13%
Moderate Conservative Strategies	4.66%	10.06%
Moderate Conservative Strategies (Tax-Free)	4.66%	10.06%
Moderate Strategies	5.42%	12.99%
Moderate Strategies (Tax-Free)	5.42%	12.99%
Moderate Aggressive Strategies	5.95%	15.42%
Moderate Aggressive Strategies (Tax-Free)	5.95%	15.42%

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Additional information on Mercer's methodology for CMA's can be provided by Raymond James upon request.

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%

Notes

- HFRI FOF: Diversified stands for 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.



Based on your specific circumstances, you must decide the appropriate balance between potential risks and potential returns. Goal Planning & Monitoring does not and cannot adequately understand or assess the appropriate risk/return balance for you. Goal Planning & Monitoring requires you to select a risk score. Once selected, two important pieces of information are available to help you determine the appropriateness of your score: an appropriate portfolio for your score and the impact of a Bear Market Loss (either the Great Recession or the Bond Bear Market, whichever is lower) on this portfolio.

Goal Planning & Monitoring uses your risk score to select a risk-based portfolio on the Model Portfolio Table 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

Needs			
10	Retirement - Basic Living Expense		
	John (2029)		62
	Jane (2029)		63
	Both Retired (2029-2058)		\$240,000
	Jane Alone Retired (2059-2059)		\$240,000
			Base Inflation Rate (2.20%)
10	Retirement Home Down Payment		
	In 2025		\$400,000
			No Inflation

Personal Information

John

Male - born 01/1967, age 55

Employed - \$400,000

Jane

Female - born 12/1966, age 55

Homemaker

Married, US Citizens living in PA

- This section lists the Personal and Financial Goal information you provided, which will be used to create your Report. It is important that it is accurate and complete.

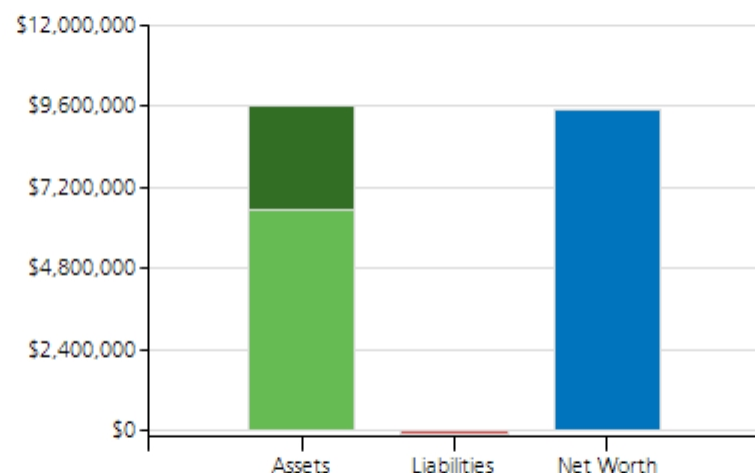
Participant Name	Date of Birth	Age	Relationship
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Jack Davis	04/1998	23	Child of Both
Jill Davis	12/1996	25	Child of Both

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 03/24/2022. 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		\$6,543,000
Other Assets	+	\$3,061,545
Total Assets		\$9,604,545
Total Liabilities	-	\$125,000
Net Worth		\$9,479,545

Description	Total
Investment Assets	
Employer Retirement Plans	\$1,100,000
Individual Retirement Accounts	\$1,513,000
Taxable and/or Tax-Free Accounts	\$3,930,000
Total Investment Assets:	\$6,543,000
Other Assets	
Home and Personal Assets	\$900,000
Pension and Deferred Compensation	\$1,000,000
Stock Options	\$1,161,545
Total Other Assets:	\$3,061,545
Liabilities	
Personal Real Estate Loan:	\$125,000
Total Liabilities:	\$125,000
Net Worth:	\$9,479,545

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 03/24/2022. 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)	\$1,100,000			\$1,100,000
Individual Retirement Accounts				
Jane Inherited IRA Large Cap		\$40,000		\$40,000
Jane IRA ETF 4		\$200,000		\$200,000
Jane Roth		\$20,000		\$20,000
John IRA Capital Wealth	\$550,000			\$550,000
John IRA Model 4	\$500,000			\$500,000
John IRA Structured Note	\$200,000			\$200,000
John Roth	\$3,000			\$3,000
Taxable and/or Tax-Free Accounts				
Cash Account			\$100,000	\$100,000
Company LT Stock	\$350,000			\$350,000
Company ST Stock	\$300,000			\$300,000
Deferred Compensation (Pre Tax)	\$400,000			\$400,000
Equity Income			\$200,000	\$200,000
Hedge Funds			\$250,000	\$250,000
Innovation Portfolio			\$80,000	\$80,000
Large Cap Growth			\$100,000	\$100,000
Moderate Muni			\$200,000	\$200,000
Sept 2022 Net Equity Award	\$50,000			\$50,000
Stock Bonus (net 60%)	\$400,000			\$400,000
Structured Note			\$100,000	\$100,000
Tandem			\$400,000	\$400,000

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

Net Worth Detail - All Resources

Description	John	Jane	Joint	Total
Investment Assets				
Taxable Muni 4			\$600,000	\$600,000
Unvested PSU Shares (net 60%)	\$200,000			\$200,000
Unvested Restricted Shares (net 60%)	\$200,000			\$200,000
Total Investment Assets:	\$4,253,000	\$260,000	\$2,030,000	\$6,543,000
Other Assets				
Home and Personal Assets				
Home			\$800,000	\$800,000
Jane Car		\$50,000		\$50,000
John Car	\$50,000			\$50,000
Pension and Deferred Compensation				
Deferred Compensation (Future)	\$400,000			\$400,000
Pension Lump Sum	\$600,000			\$600,000
Stock Options				
Carlisle Companies Inc	\$1,161,545			\$1,161,545
Total Other Assets:	\$2,211,545	\$50,000	\$800,000	\$3,061,545
Liabilities				
Personal Real Estate Loan:				
Mortgage			\$125,000	\$125,000
Total Liabilities:	\$0	\$0	\$125,000	\$125,000
Net Worth:				\$9,479,545

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

Resource Summary

Investment Assets

Description	Owner	Current Value	As Of Date	Additions	Assign to Goal
Imported from Raymond James - Manually Entered - HeldAway					
Active 401(k)	John	\$1,100,000	03/22/2022		Fund All Goals
ACTIVE 401(k)		\$1,100,000			
Cash Account	Joint Survivorship	\$100,000	03/22/2022		Fund All Goals
Cash Account		\$100,000			
Company LT Stock	John	\$350,000	03/22/2022		Fund All Goals
Company LT Stock		\$350,000			
Company ST Stock	John	\$300,000	03/22/2022		Fund All Goals
Company ST Stock		\$300,000			
Deferred Compensation (Pre Tax)	John	\$400,000	03/22/2022		Not Used In Plan
Deferred Compensation (Pre Tax)		\$400,000			
Equity Income	Joint Survivorship	\$200,000	03/22/2022		Fund All Goals
Equity Income		\$200,000			
Hedge Funds	Joint Survivorship	\$250,000	03/22/2022		Fund All Goals
Hedge Funds		\$250,000			
Innovation Portfolio	Joint Survivorship	\$80,000	02/23/2022		Fund All Goals
Innovation Portfolio		\$80,000			
Jane Inherited IRA Large Cap	Jane	\$40,000	02/22/2022		Fund All Goals
Account Total		\$40,000			
Jane IRA ETF 4	Jane	\$200,000	03/22/2022		Fund All Goals
Account Total		\$200,000			
Jane Roth	Jane	\$20,000	02/23/2022		Fund All Goals
Account Total		\$20,000			
John IRA Capital Wealth	John	\$550,000	03/22/2022		Fund All Goals
Account Total		\$550,000			

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

Resource Summary

Investment Assets

Description	Owner	Current Value	As Of Date	Additions	Assign to Goal
Imported from Raymond James - Manually Entered - HeldAway					
John IRA Model 4	John	\$500,000	03/22/2022		Fund All Goals
John IRA Model 3		\$500,000			
John IRA Structured Note	John	\$200,000	03/22/2022		Fund All Goals
Joh IRA Structured Note		\$200,000			
John Roth	John	\$3,000	02/23/2022		Fund All Goals
John Roth		\$3,000			
Large Cap Growth	Joint Survivorship	\$100,000	03/22/2022		Fund All Goals
Large Cap Growth		\$100,000			
Moderate Muni	Joint Survivorship	\$200,000	03/22/2022		Fund All Goals
Moderate Muni		\$200,000			
Sept 2022 Net Equity Award	John	\$50,000	03/22/2022		Fund All Goals
Sept 2022 Net Equity Award		\$50,000			
Stock Bonus (net 60%)	John	\$400,000	02/23/2022		Fund All Goals
Stock Bonus (net 60%)		\$400,000			
Structured Note	Joint Survivorship	\$100,000	03/22/2022		Fund All Goals
Structured Note		\$100,000			
Tandem	Joint Survivorship	\$400,000	02/23/2022		Fund All Goals
Taxable Account Total		\$400,000			
Taxable Muni 4	Joint Survivorship	\$600,000	03/22/2022		Fund All Goals
Taxable Muni 5		\$600,000			
Unvested PSU Shares (net 60%)	John	\$200,000	03/22/2022		Fund All Goals
Unvested PSU Shares (net 60%)		\$200,000			
Unvested Restricted Shares (net 60%)	John	\$200,000	03/22/2022		Fund All Goals

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

Resource Summary

Investment Assets

Description	Owner	Current Value	As Of Date	Additions	Assign to Goal
Imported from Raymond James - Manually Entered - HeldAway					
Unvested Restricted Shares (net 60%)		\$200,000			
Total Imported from Raymond James - Manually Entered - HeldAway Assets		\$6,543,000			
Total :		\$6,543,000			

Stock Options

Description	Owner	Scenario	Year	Amount	Assign to Goal
Manually Entered					
Carlisle Companies Inc (CSL)	John		2022	\$1,161,545	

Other Assets

Description	Owner	Current Value	Future Value	Assign to Goal
Imported from Raymond James - Manually Entered - HeldAway				
Home	Joint Survivorship	\$800,000		Not Funding Goals
Pension Lump Sum	John	\$600,000		Fund All Goals
Deferred Compensation (Future)	John	\$400,000	\$40,000 for 10 years	Fund All Goals
Jane Car	Jane	\$50,000		Not Funding Goals
John Car	John	\$50,000		Not Funding Goals
Total of Other Assets :		\$1,900,000		

Social Security

Description	Value	Assign to Goal
Social Security	John will file a normal application at age 70. He will receive \$50,497 in retirement benefits at age 70.	Fund All Goals

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

Resource Summary

Social Security

Description	Value	Assign to Goal
Social Security	Jane will file a normal application at age 67. She receives \$0 in benefits at age 67.	Fund All Goals

Liabilities

Type	Description/Company	Owner	Outstanding Balance	Interest Rate	Monthly Payment
Imported from Raymond James - Manually Entered - HeldAway					
Total Amount	Mortgage	Joint	\$125,000	2.85%	
Total Outstanding Balance :			\$125,000		

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)	\$1,100,000		
		Jane Inherited IRA Large Cap	\$40,000		
		Jane IRA ETF 4	\$200,000		
		Jane Roth	\$20,000		
		John IRA Capital Wealth	\$550,000		
		John IRA Model 4	\$500,000		
		John IRA Structured Note	\$200,000		
		John Roth	\$3,000		
		Company LT Stock	\$350,000		
		Company ST Stock	\$300,000		
		Unvested PSU Shares (net 60%)	\$200,000		
		Unvested Restricted Shares (net 60%)	\$200,000		
		Structured Note	\$100,000		
		Hedge Funds	\$250,000		
		Equity Income	\$200,000		
		Stock Bonus (net 60%)	\$400,000		
		Innovation Portfolio	\$80,000		
		Large Cap Growth	\$100,000		
		Moderate Muni	\$200,000		
		Sept 2022 Net Equity Award	\$50,000		
		Tandem	\$400,000		
		Taxable Muni 4	\$600,000		
		Cash Account	\$100,000		
	Stock Options	Carlisle Companies Inc			\$696,927 starting in 2022
		Carlisle Companies Inc			\$187,744 starting in 2023
		Carlisle Companies Inc			\$133,541 starting in 2024
		Carlisle Companies Inc			\$57,792 starting in 2025
	Other	Pension Lump Sum	\$600,000		\$0 starting John's retirement

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





Goal Assignment Summary

Goal	Category	Description	Value	Annual Additions	Future Value
		Deferred Compensation (Future)	\$400,000		\$40,000 in John's retirement for 10 years
	Retirement Income	Social Security			John will file a normal application at age 70. He will receive \$50,497 in retirement benefits at age 70.
		Social Security			Jane will file a normal application at age 67. She receives \$0 in benefits at age 67.

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Model Portfolio Table

The Risk-Based Portfolio was selected from this list of Portfolios, based upon the risk assessment. The Risk 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. Refer to the Standard Deviation column in the chart below to compare the relative risk of your Current Portfolio to the Target Portfolio.

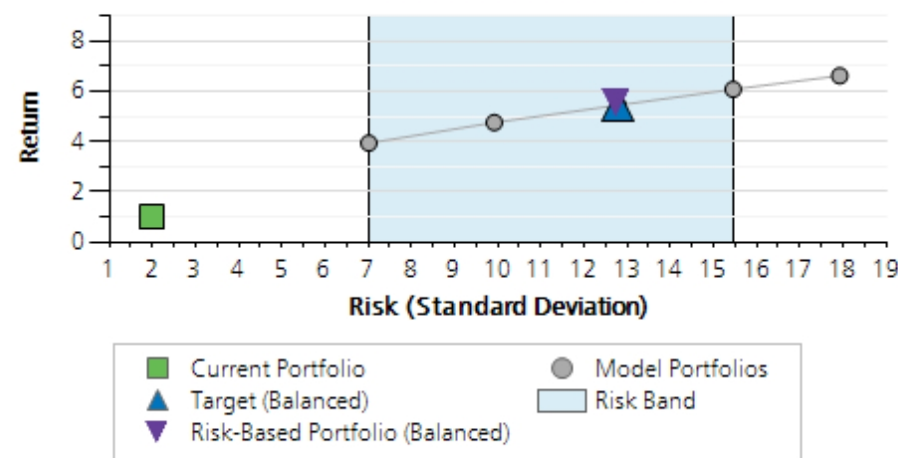
Portfolios	Name	Cash	Bond	Stock	Alternative	Unclassified	Projected Return	Standard Deviation
	Current	100.00%	0.00%	0.00%	0.00%	0.00%	1.00%	2.00%
	Conservative	2.00%	68.00%	30.00%	0.00%	0.00%	3.94%	7.01%
	Conservative Balanced	2.00%	48.00%	50.00%	0.00%	0.00%	4.76%	9.92%
 	Balanced	2.00%	31.00%	67.00%	0.00%	0.00%	5.45%	12.79%
	Balanced w/ Growth	2.00%	15.00%	83.00%	0.00%	0.00%	6.08%	15.46%
	Growth	2.00%	0.00%	98.00%	0.00%	0.00%	6.62%	17.93%

 Risk Band  Current  Risk-Based  Target

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 Risk Band, 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.



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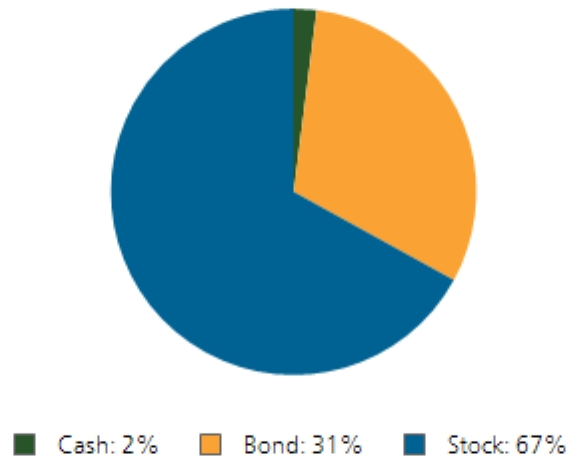
Risk Assessment

You chose a Risk Score of 45.

Appropriate Portfolio: Balanced

Percentage Stock: 67%

Average Return: 5.45%



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:

-29%

If you invest \$6,143,000 in this portfolio and the same loss occurred again, you would lose:

-\$1,796,901

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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	\$240,000 / Year

	Average Return	Bad Timing
Need	100%	100%
10 Basic Living Expense		
10 Retirement Home Down Payment		

Safety Margin (Value at End of Plan)

Current dollars (in thousands) :	\$4,744	\$3,396
Future dollars (in thousands) :	\$10,612	\$7,598

Monte Carlo Results	Likelihood of Funding All Goals
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Your Confidence Zone: 70% - 90%



Total Spending :	\$7,840,000
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Key Assumptions	\$240,000 / Year
-----------------	------------------

Stress Tests	
Method(s)	Bad Timing Program Estimate Years of bad returns: 2029: -20.08% 2030: -7.66%

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

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What If Worksheet

Key Assumptions	\$240,000 / Year
Hypothetical Average Rate of Return	
Before Retirement :	Balanced
Entered Return :	N/A
Composite Return :	5.45%
Composite Standard Deviation :	12.79%
Total Return Adjustment :	0.00%
Adjusted Real Return :	3.25%
After Retirement :	Conservative Balanced
Entered Return :	N/A
Composite Return :	4.76%
Composite Standard Deviation :	9.92%
Total Return Adjustment :	0.00%
Adjusted Real Return :	2.56%
Base inflation rate :	2.20%

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

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What If Worksheet

Key Assumptions	\$240,000 / Year
Goals	
Basic Living Expense	
Retirement Age	
John	62
Planning Age	
John	91
Jane	93
Both Retired	
Both Retired	\$240,000
One Alone - Retired	
Jane Alone Retired	\$240,000
John Alone Retired	\$0
One Alone - Employed	
John Alone Employed	\$0
Retirement Home Down Payment	
Year :	2025
Cost :	\$400,000

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What If Worksheet

Key Assumptions	\$240,000 / Year
Retirement Income	
Social Security	
Select Social Security Strategy	Current
John	
Filing Method :	Normal
Age to File Application :	70
Age Retirement Benefits begin :	70
First Year Benefit :	\$50,497
Jane	
Filing Method :	Normal
Age to File Application :	67
Age Retirement Benefits begin :	67
First Year Benefit :	\$0
Reduce Benefits By :	0%
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	
Carlisle Companies Inc	
Include in plan :	Yes
Stock Options Scenario :	Scenario 1
Vesting Termination Year :	2032
Return :	6.84%

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

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What If Worksheet

Key Assumptions	\$240,000 / Year
Other Assets	
Pension Lump Sum	
Include in Plan :	Yes
When received :	John's retirement
Amount of cash received :	\$0
Cash Reserve	
Include :	No
Your Goal Coverage	
Needs :	5
Wants :	3
Wishes :	1
Minimum Amount in Cash Reserve :	\$0
Annual offset for Cash Reserve :	\$0
Selected Allocation :	
Return :	
Standard Deviation :	
Aspirational Bucket	
Include :	No
Additional :	\$0
Selected Allocation :	
Return :	
Standard Deviation :	
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.

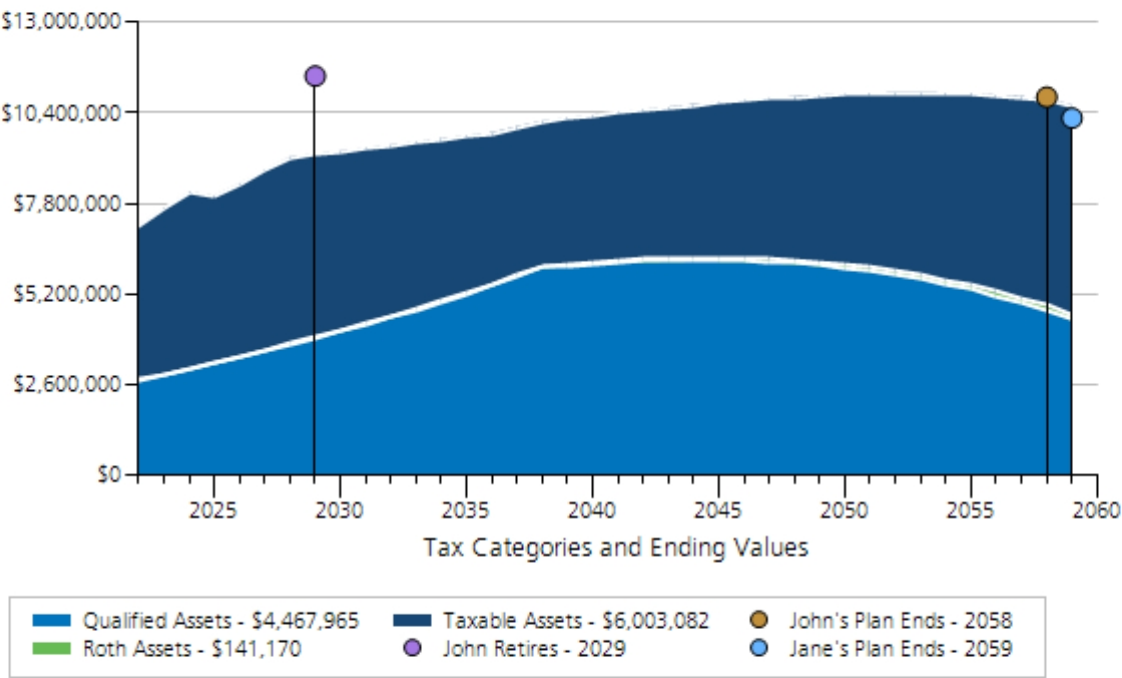
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Worksheet Detail - Combined Details

Scenario : \$240,000 / Year using Average Return

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

Total Portfolio Value Graph



x - denotes shortfall

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

Worksheet Detail - Combined Details

Scenario : \$240,000 / Year using Average Return

Event or Ages	Year	Beginning Portfolio Value		Additions To Assets	Other Additions	Stock Options	Post Retirement Income	Investment Earnings	Investment Return	Taxes	Funds Used		Ending Portfolio Value
		Earmarked	Fund All Goals								Retirement	Retirement Home Down Payment	
55/56	2022	0	6,143,000	0	0	696,927	0	372,954	5.45%	72,992	0	0	7,139,889
56/57	2023	0	7,139,889	0	0	187,744	0	399,546	5.45%	78,954	0	0	7,648,225
57/58	2024	0	7,648,225	0	0	133,541	0	424,309	5.45%	84,201	0	0	8,121,872
58/59	2025	0	8,121,872	0	0	57,792	0	418,095	5.45%	191,361	0	400,000	8,006,398
59/60	2026	0	8,006,398	0	0	0	0	436,557	5.45%	82,459	0	0	8,360,495
60/61	2027	0	8,360,495	0	0	0	0	455,864	5.45%	85,532	0	0	8,730,828
61/62	2028	0	8,730,828	0	0	0	0	476,057	5.45%	88,718	0	0	9,118,167
John Retires	2029	0	9,118,167	0	40,000	0	0	421,232	4.76%	97,106	279,491	0	9,202,802
63/64	2030	0	9,202,802	0	40,000	0	0	425,046	4.76%	94,134	285,640	0	9,288,075
64/65	2031	0	9,288,075	0	40,000	0	0	428,883	4.76%	91,094	291,924	0	9,373,940
65/66	2032	0	9,373,940	0	40,000	0	0	432,780	4.76%	87,085	298,346	0	9,461,289
66/67	2033	0	9,461,289	0	40,000	0	0	436,701	4.76%	83,872	304,910	0	9,549,209
67/68	2034	0	9,549,209	0	40,000	0	0	440,642	4.76%	80,565	311,618	0	9,637,667
68/69	2035	0	9,637,667	0	40,000	0	0	444,600	4.76%	77,155	318,473	0	9,726,639
69/70	2036	0	9,726,639	0	40,000	0	0	448,575	4.76%	73,631	325,480	0	9,816,104
70/71	2037	0	9,816,104	0	40,000	0	98,210	456,238	4.76%	93,726	332,640	0	9,984,184
71/72	2038	0	9,984,184	0	40,000	0	100,370	463,849	4.76%	96,077	339,958	0	10,152,369
72/73	2039	0	10,152,369	0	0	0	102,579	467,816	4.76%	139,217	347,437	0	10,236,108
73/74	2040	0	10,236,108	0	0	0	104,835	471,560	4.76%	138,724	355,081	0	10,318,698
74/75	2041	0	10,318,698	0	0	0	107,142	475,220	4.76%	138,957	362,893	0	10,399,210
75/76	2042	0	10,399,210	0	0	0	109,499	478,772	4.76%	139,350	370,876	0	10,477,254
76/77	2043	0	10,477,254	0	0	0	111,908	482,188	4.76%	140,145	379,036	0	10,552,169
77/78	2044	0	10,552,169	0	0	0	114,370	485,448	4.76%	141,024	387,374	0	10,623,588
78/79	2045	0	10,623,588	0	0	0	116,886	488,509	4.76%	142,808	395,897	0	10,690,278
79/80	2046	0	10,690,278	0	0	0	119,457	491,327	4.76%	145,055	404,606	0	10,751,401
80/81	2047	0	10,751,401	0	0	0	122,085	493,862	4.76%	147,601	413,508	0	10,806,240
81/82	2048	0	10,806,240	0	0	0	124,771	496,096	4.76%	150,107	422,605	0	10,854,396
82/83	2049	0	10,854,396	0	0	0	127,516	497,978	4.76%	153,285	431,902	0	10,894,703
83/84	2050	0	10,894,703	0	0	0	130,322	499,489	4.76%	156,346	441,404	0	10,926,764
84/85	2051	0	10,926,764	0	0	0	133,189	500,569	4.76%	160,133	451,115	0	10,949,274
85/86	2052	0	10,949,274	0	0	0	136,119	501,204	4.76%	163,645	461,039	0	10,961,912
86/87	2053	0	10,961,912	0	0	0	139,113	501,356	4.76%	167,374	471,182	0	10,963,825
87/88	2054	0	10,963,825	0	0	0	142,174	500,986	4.76%	171,228	481,548	0	10,954,209

x - denotes shortfall

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Worksheet Detail - Combined Details

Scenario : \$240,000 / Year using Average Return

Event or Ages	Year	Beginning Portfolio Value		Additions To Assets	Other Additions	Stock Options	Post Retirement Income	Investment Earnings	Investment Return	Taxes	Funds Used		Ending Portfolio Value
		Earmarked	Fund All Goals								Retirement	Retirement Home Down Payment	
88/89	2055	0	10,954,209	0	0	0	145,302	500,087	4.76%	174,582	492,142	0	10,932,874
89/90	2056	0	10,932,874	0	0	0	148,498	498,588	4.76%	178,721	502,970	0	10,898,269
90/91	2057	0	10,898,269	0	0	0	151,765	496,487	4.76%	182,091	514,035	0	10,850,396
John's Plan Ends	2058	0	10,850,396	0	0	0	155,104	493,750	4.76%	185,436	525,344	0	10,788,471
Jane's Plan Ends	2059	0	10,788,471	0	0	0	112,966	486,901	4.76%	239,220	536,901	0	10,612,217

Notes

- Calculations are based on a "Rolling Year" rather than a Calendar Year. The current date begins the 365-day "Rolling Year".
- Additions and withdrawals occur at the beginning of the year.
- Other Additions come from items entered in the Other Assets section and any applicable proceeds from insurance policies.
- Stock Options and Restricted Stock values are after-tax.
- Strategy Income is based on the particulars of the Goal Strategies selected. Strategy Income from immediate annuities, 72(t) distributions, and variable annuities with a guaranteed minimum withdrawal benefit (GMWB) is pre-tax. Strategy Income from Net Unrealized Appreciation (NUA) is after-tax.
- Post Retirement Income includes the following: Social Security, pension, annuity, rental property, royalty, alimony, part-time employment, trust, and any other retirement income as entered in the Plan.
- When married, if either Social Security Program Estimate or Use a Better Estimate of Annual Benefits is selected for a participant, the program will default to the greater of the selected benefit or the age adjusted spousal benefit, which is based on the other participant's benefit.
- Investment Earnings are calculated on all assets after any withdrawals for 'Goal Expense', 'Taxes on Withdrawals' and 'Tax Penalties' are subtracted.

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

x - denotes shortfall

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

Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : \$240,000 / Year using Average Returns

Year Age (John / Jane)		2029 62 / 63	2030 63 / 64	2031 64 / 65	2032 65 / 66	2033 66 / 67	2034 67 / 68	2035 68 / 69	2036 69 / 70
Retirement and Strategy Income									
	Assign To								
Social Security - Jane	Fund All Goals	0	0	0	0	0	0	0	0
Social Security - John	Fund All Goals	0	0	0	0	0	0	0	0
Total Retirement and Strategy Income		0	0	0	0	0	0	0	0
Other Additions									
	Assign To								
Deferred Compensation (Future)	Fund All Goals	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
Total Other Additions		40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
Total Income		40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
Cash Used To Fund Goals									
	Estimated % Funded								
Retirement - Basic Living Expense	100.00%	279,491	285,640	291,924	298,346	304,910	311,618	318,473	325,480
Total Goal Funding		(279,491)	(285,640)	(291,924)	(298,346)	(304,910)	(311,618)	(318,473)	(325,480)
Total Taxes and Tax Penalty		(97,106)	(94,134)	(91,094)	(87,085)	(83,872)	(80,565)	(77,155)	(73,631)
Total Outflows		(376,597)	(379,774)	(383,018)	(385,431)	(388,782)	(392,183)	(395,628)	(399,111)
Cash Surplus/Deficit (Net Income)		(336,597)	(339,774)	(343,018)	(345,431)	(348,782)	(352,183)	(355,628)	(359,111)
Portfolio Value									
Future Dollars									
Beginning Value		9,118,167	9,202,802	9,288,075	9,373,940	9,461,289	9,549,209	9,637,667	9,726,639
Strategy Reductions		0	0	0	0	0	0	0	0
Investment Earnings		421,232	425,046	428,883	432,780	436,701	440,642	444,600	448,575
Cash Surplus/Deficit		(336,597)	(339,774)	(343,018)	(345,431)	(348,782)	(352,183)	(355,628)	(359,111)
Investment Asset Additions		0	0	0	0	0	0	0	0
Ending Value		9,202,802	9,288,075	9,373,940	9,461,289	9,549,209	9,637,667	9,726,639	9,816,104
Current Dollars									
Ending Value		7,902,488	7,804,023	7,706,623	7,610,994	7,516,359	7,422,688	7,329,953	7,238,133
Cash Surplus/Deficit		(289,037)	(285,485)	(282,006)	(277,877)	(274,533)	(271,242)	(268,000)	(264,799)

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 : \$240,000 / Year using Average Returns

Year Age (John / Jane)	2029 62 / 63	2030 63 / 64	2031 64 / 65	2032 65 / 66	2033 66 / 67	2034 67 / 68	2035 68 / 69	2036 69 / 70
Taxes								
Total Taxes	97,106	94,134	91,094	87,085	83,872	80,565	77,155	73,631
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	3.07%	3.07%	3.07%	3.07%	3.07%	3.07%	3.07%	3.07%
Estimated Required Minimum Distribution (RMD)								
John	0	0	0	0	0	0	0	0
Jane	0	0	0	0	0	0	0	0
Qualified Strategic Distributions								
Total Qualified Strategic Distributions	0	0	0	0	0	0	0	0
Adjusted Portfolio Value	9,158,167	9,242,802	9,328,075	9,413,940	9,501,289	9,589,209	9,677,667	9,766,639
Portfolio Withdrawal Rate	4.11%	4.11%	4.11%	4.09%	4.09%	4.09%	4.09%	4.09%

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 : \$240,000 / Year using Average Returns

Year Age (John / Jane)		2037 70 / 71	2038 71 / 72	2039 72 / 73	2040 73 / 74	2041 74 / 75	2042 75 / 76	2043 76 / 77	2044 77 / 78
Retirement and Strategy Income									
	Assign To								
Social Security - Jane	Fund All Goals	28,221	28,842	29,477	30,125	30,788	31,465	32,157	32,865
Social Security - John	Fund All Goals	69,989	71,528	73,102	74,710	76,354	78,034	79,750	81,505
Total Retirement and Strategy Income		98,210	100,370	102,579	104,835	107,142	109,499	111,908	114,370
Other Additions									
	Assign To								
Deferred Compensation (Future)	Fund All Goals	40,000	40,000	0	0	0	0	0	0
Total Other Additions		40,000	40,000	0	0	0	0	0	0
Total Income		138,210	140,370	102,579	104,835	107,142	109,499	111,908	114,370
Cash Used To Fund Goals									
	Estimated % Funded								
Retirement - Basic Living Expense	100.00%	332,640	339,958	347,437	355,081	362,893	370,876	379,036	387,374
Total Goal Funding		(332,640)	(339,958)	(347,437)	(355,081)	(362,893)	(370,876)	(379,036)	(387,374)
Total Taxes and Tax Penalty		(93,726)	(96,077)	(139,217)	(138,724)	(138,957)	(139,350)	(140,145)	(141,024)
Total Outflows		(426,366)	(436,035)	(486,654)	(493,805)	(501,849)	(510,226)	(519,181)	(528,399)
Cash Surplus/Deficit (Net Income)		(288,157)	(295,665)	(384,076)	(388,970)	(394,708)	(400,728)	(407,273)	(414,029)
Portfolio Value									
Future Dollars									
Beginning Value		9,816,104	9,984,184	10,152,369	10,236,108	10,318,698	10,399,210	10,477,254	10,552,169
Strategy Reductions		0	0	0	0	0	0	0	0
Investment Earnings		456,238	463,849	467,816	471,560	475,220	478,772	482,188	485,448
Cash Surplus/Deficit		(288,157)	(295,665)	(384,076)	(388,970)	(394,708)	(400,728)	(407,273)	(414,029)
Investment Asset Additions		0	0	0	0	0	0	0	0
Ending Value		9,984,184	10,152,369	10,236,108	10,318,698	10,399,210	10,477,254	10,552,169	10,623,588
Current Dollars									
Ending Value		7,203,593	7,167,258	7,070,818	6,974,431	6,877,543	6,779,998	6,681,484	6,581,904
Cash Surplus/Deficit		(207,905)	(208,730)	(265,309)	(262,906)	(261,041)	(259,317)	(257,879)	(256,514)

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 : \$240,000 / Year using Average Returns

Year Age (John / Jane)	2037 70 / 71	2038 71 / 72	2039 72 / 73	2040 73 / 74	2041 74 / 75	2042 75 / 76	2043 76 / 77	2044 77 / 78
Taxes								
Total Taxes	93,726	96,077	139,217	138,724	138,957	139,350	140,145	141,024
Tax Penalty	0	0	0	0	0	0	0	0
Federal Marginal Tax Rate	24.00%	24.00%	32.00%	32.00%	32.00%	32.00%	32.00%	32.00%
State Marginal and Local Tax Rate	3.07%	3.07%	3.07%	3.07%	3.07%	3.07%	3.07%	3.07%
Estimated Required Minimum Distribution (RMD)								
John	0	0	198,085	206,739	216,589	225,985	235,753	244,828
Jane	0	19,310	20,154	21,114	22,030	22,982	23,867	24,890
Qualified Strategic Distributions								
Total Qualified Strategic Distributions	0	0	0	0	0	0	0	0
Adjusted Portfolio Value	9,856,104	10,024,184	10,152,369	10,236,108	10,318,698	10,399,210	10,477,254	10,552,169
Portfolio Withdrawal Rate	3.33%	3.35%	3.78%	3.80%	3.83%	3.85%	3.89%	3.92%

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Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : \$240,000 / Year using Average Returns

Year Age (John / Jane)		2045 78 / 79	2046 79 / 80	2047 80 / 81	2048 81 / 82	2049 82 / 83	2050 83 / 84	2051 84 / 85	2052 85 / 86
Retirement and Strategy Income									
	Assign To								
Social Security - Jane	Fund All Goals	33,588	34,327	35,082	35,854	36,643	37,449	38,273	39,115
Social Security - John	Fund All Goals	83,298	85,130	87,003	88,917	90,874	92,873	94,916	97,004
Total Retirement and Strategy Income		116,886	119,457	122,085	124,771	127,516	130,322	133,189	136,119
Other Additions									
	Assign To								
Deferred Compensation (Future)	Fund All Goals	0	0	0	0	0	0	0	0
Total Other Additions		0	0	0	0	0	0	0	0
Total Income		116,886	119,457	122,085	124,771	127,516	130,322	133,189	136,119
Cash Used To Fund Goals									
	Estimated % Funded								
Retirement - Basic Living Expense	100.00%	395,897	404,606	413,508	422,605	431,902	441,404	451,115	461,039
Total Goal Funding		(395,897)	(404,606)	(413,508)	(422,605)	(431,902)	(441,404)	(451,115)	(461,039)
Total Taxes and Tax Penalty		(142,808)	(145,055)	(147,601)	(150,107)	(153,285)	(156,346)	(160,133)	(163,645)
Total Outflows		(538,705)	(549,661)	(561,108)	(572,712)	(585,187)	(597,750)	(611,248)	(624,685)
Cash Surplus/Deficit (Net Income)		(421,819)	(430,204)	(439,023)	(447,940)	(457,671)	(467,428)	(478,059)	(488,566)
Portfolio Value									
Future Dollars									
Beginning Value		10,623,588	10,690,278	10,751,401	10,806,240	10,854,396	10,894,703	10,926,764	10,949,274
Strategy Reductions		0	0	0	0	0	0	0	0
Investment Earnings		488,509	491,327	493,862	496,096	497,978	499,489	500,569	501,204
Cash Surplus/Deficit		(421,819)	(430,204)	(439,023)	(447,940)	(457,671)	(467,428)	(478,059)	(488,566)
Investment Asset Additions		0	0	0	0	0	0	0	0
Ending Value		10,690,278	10,751,401	10,806,240	10,854,396	10,894,703	10,926,764	10,949,274	10,961,912
Current Dollars									
Ending Value		6,480,648	6,377,399	6,271,945	6,164,280	6,053,983	5,941,095	5,825,180	5,706,364
Cash Surplus/Deficit		(255,715)	(255,184)	(254,809)	(254,388)	(254,319)	(254,150)	(254,335)	(254,329)

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Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : \$240,000 / Year using Average Returns

Year Age (John / Jane)	2045 78 / 79	2046 79 / 80	2047 80 / 81	2048 81 / 82	2049 82 / 83	2050 83 / 84	2051 84 / 85	2052 85 / 86
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Taxes

Total Taxes	142,808	145,055	147,601	150,107	153,285	156,346	160,133	163,645
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	3.07%	3.07%	3.07%	3.07%	3.07%	3.07%	3.07%	3.07%

Estimated Required Minimum Distribution (RMD)

John	255,326	266,223	277,526	287,751	299,831	310,566	323,426	334,600
Jane	25,952	27,054	28,051	29,228	30,275	31,529	32,618	33,722

Qualified Strategic Distributions

Total Qualified Strategic Distributions	0	0	0	0	0	0	0	0
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Adjusted Portfolio Value	10,623,588	10,690,278	10,751,401	10,806,240	10,854,396	10,894,703	10,926,764	10,949,274
Portfolio Withdrawal Rate	3.97%	4.02%	4.08%	4.15%	4.22%	4.29%	4.38%	4.46%

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Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : \$240,000 / Year using Average Returns

Year Age (John / Jane)		2053 86 / 87	2054 87 / 88	2055 88 / 89	2056 89 / 90	2057 90 / 91	2058 91 / 92	2059 - / 93
Retirement and Strategy Income		Assign To						
Social Security - Jane	Fund All Goals	39,975	40,855	41,753	42,672	43,611	44,570	112,966
Social Security - John	Fund All Goals	99,138	101,319	103,548	105,826	108,155	110,534	0
Total Retirement and Strategy Income		139,113	142,174	145,302	148,498	151,765	155,104	112,966
Other Additions		Assign To						
Deferred Compensation (Future)	Fund All Goals	0	0	0	0	0	0	0
Total Other Additions		0	0	0	0	0	0	0
Total Income		139,113	142,174	145,302	148,498	151,765	155,104	112,966
Cash Used To Fund Goals		Estimated % Funded						
Retirement - Basic Living Expense	100.00%	471,182	481,548	492,142	502,970	514,035	525,344	536,901
Total Goal Funding		(471,182)	(481,548)	(492,142)	(502,970)	(514,035)	(525,344)	(536,901)
Total Taxes and Tax Penalty		(167,374)	(171,228)	(174,582)	(178,721)	(182,091)	(185,436)	(239,220)
Total Outflows		(638,556)	(652,776)	(666,724)	(681,691)	(696,126)	(710,780)	(776,122)
Cash Surplus/Deficit (Net Income)		(499,442)	(510,602)	(521,422)	(533,192)	(544,360)	(555,676)	(663,156)
Portfolio Value								
Future Dollars								
Beginning Value		10,961,912	10,963,825	10,954,209	10,932,874	10,898,269	10,850,396	10,788,471
Strategy Reductions		0	0	0	0	0	0	0
Investment Earnings		501,356	500,986	500,087	498,588	496,487	493,750	486,901
Cash Surplus/Deficit		(499,442)	(510,602)	(521,422)	(533,192)	(544,360)	(555,676)	(663,156)
Investment Asset Additions		0	0	0	0	0	0	0
Ending Value		10,963,825	10,954,209	10,932,874	10,898,269	10,850,396	10,788,471	10,612,217
Current Dollars								
Ending Value		5,584,501	5,459,494	5,331,566	5,200,284	5,065,989	4,928,646	4,743,763
Cash Surplus/Deficit		(254,394)	(254,480)	(254,279)	(254,421)	(254,159)	(253,857)	(296,437)

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Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : \$240,000 / Year using Average Returns

Year Age (John / Jane)	2053 86 / 87	2054 87 / 88	2055 88 / 89	2056 89 / 90	2057 90 / 91	2058 91 / 92	2059 - / 93
Taxes							
Total Taxes	167,374	171,228	174,582	178,721	182,091	185,436	239,220
Tax Penalty	0	0	0	0	0	0	0
Federal Marginal Tax Rate	24.00%	24.00%	24.00%	24.00%	24.00%	24.00%	35.00%
State Marginal and Local Tax Rate	3.07%	3.07%	3.07%	3.07%	3.07%	3.07%	3.07%
Estimated Required Minimum Distribution (RMD)							
John	345,928	357,376	366,204	377,703	385,968	393,808	0
Jane	34,838	35,699	36,820	37,625	38,390	39,101	468,657
Qualified Strategic Distributions							
Total Qualified Strategic Distributions	0	0	0	0	0	0	0
Adjusted Portfolio Value	10,961,912	10,963,825	10,954,209	10,932,874	10,898,269	10,850,396	10,788,471
Portfolio Withdrawal Rate	4.56%	4.66%	4.76%	4.88%	4.99%	5.12%	6.15%

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Worksheet Detail - Retirement Distribution Cash Flow Chart

Scenario : \$240,000 / Year using Average Returns

Notes

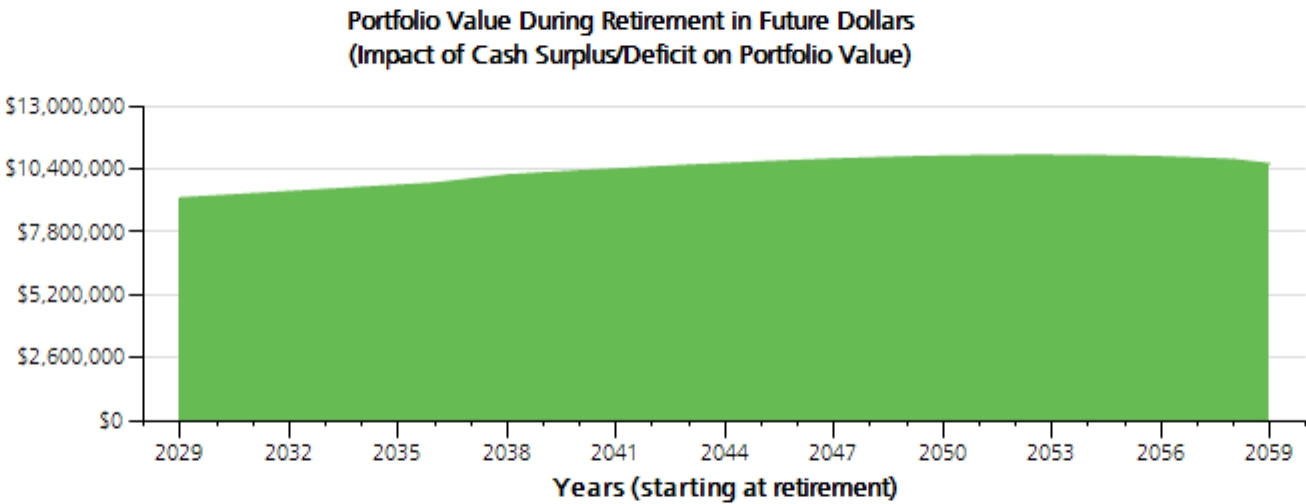
- Additions and withdrawals occur at the beginning of the year.
- The Income section includes Retirement Income, Strategy Income, Stock Options, Restricted Stock, Other Assets, proceeds from Insurance Policies, and any remaining asset value after 72(t) distributions have been completed.
- Retirement 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 - Retirement Distribution Cash Flow Graphs

Scenario : \$240,000 / Year using Average Returns

This graph shows the ending portfolio value for each year, from retirement through the End of the Plan. Amounts are shown in future dollars. The Ending Portfolio Values are estimates based on all the assumptions that you have included in this Plan.

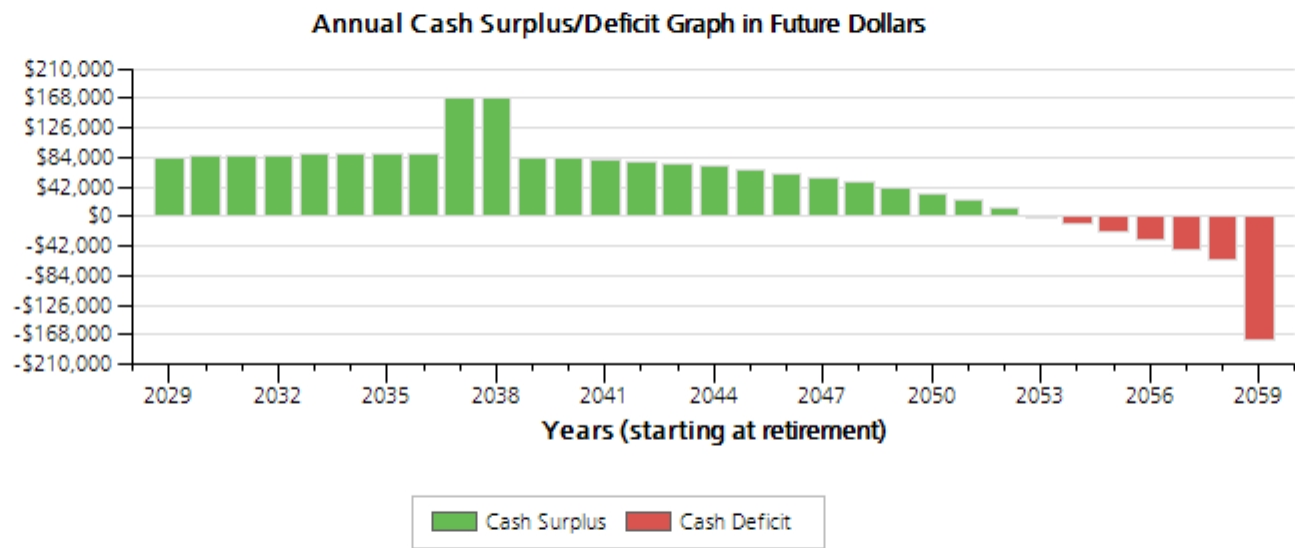


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Worksheet Detail - Retirement Distribution Cash Flow Graphs

Scenario : \$240,000 / Year using Average Returns

This graph shows the cash surplus or cash deficit year-by-year, from retirement through the End of the Plan. Amounts are shown in future dollars.



Notes

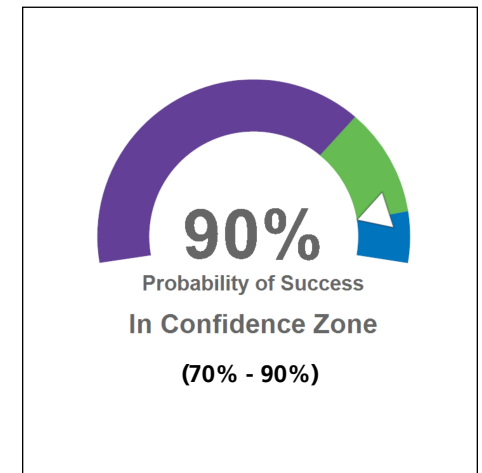
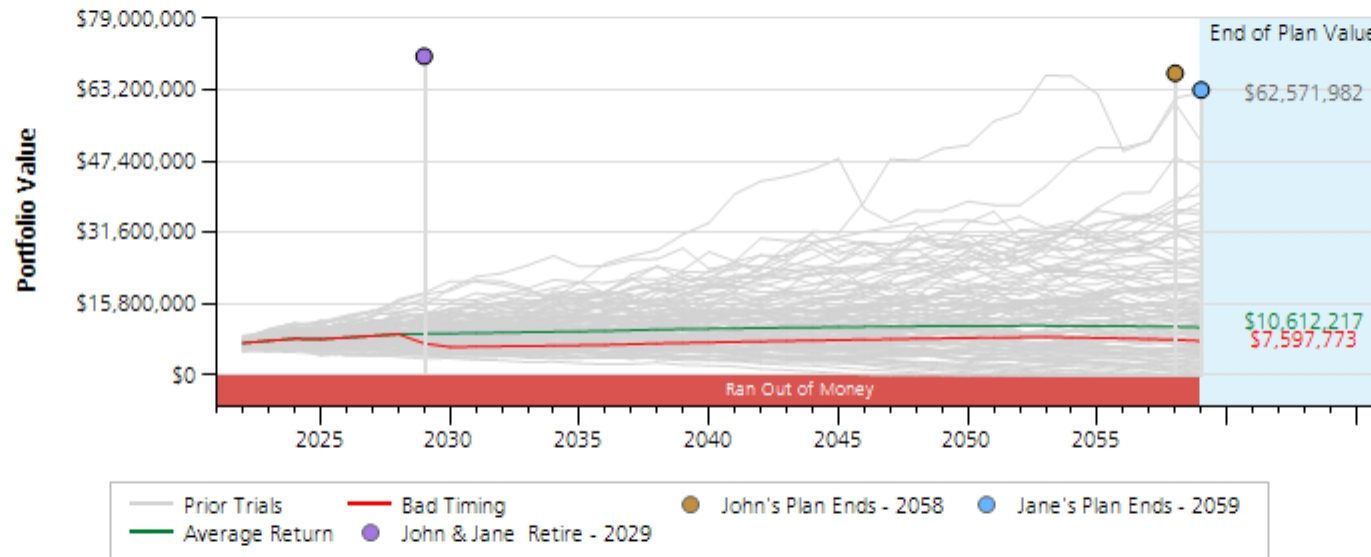
- The Annual Cash Surplus/Deficit Graph illustrates the change in Ending Portfolio Values from one year to the next. If there is a surplus, the estimated Ending Portfolio Value is greater than the Value in the past year. If there is a deficit, the estimated Ending Portfolio Value is less than the Value in past year. If there is no bar graph shown, it indicates that the Ending Portfolio Value is zero, which means that the entire portfolio has been spent.

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Worksheet Detail - Inside the Numbers Final Result

Inside the Numbers - Final Result For \$240,000 / 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 70% and 90%.



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

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

Trial Number	Percentile	Year 5	Year 10	Year 15	Year 20	Year 25	End of Plan Future Dollars	End of Plan Current Dollars	Year Money Goes to \$0
10	99th Percentile	\$11,224,610	\$12,186,722	\$14,081,691	\$21,312,116	\$38,500,431	\$62,571,982	\$27,970,277	
250	75th Percentile	\$8,888,831	\$16,219,683	\$12,903,258	\$12,349,590	\$14,480,788	\$20,922,896	\$9,352,736	
500	50th Percentile	\$7,869,479	\$8,778,777	\$11,365,927	\$10,921,580	\$12,734,398	\$11,687,958	\$5,224,630	
750	25th Percentile	\$7,252,848	\$6,980,251	\$10,064,875	\$9,625,068	\$8,777,751	\$5,086,173	\$2,273,568	
990	1st Percentile	\$4,499,138	\$3,463,397	\$2,438,039	\$1,950,890	\$123,599	\$0	\$0	2047

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Worksheet Detail - Social Security Analysis

Social Security Analysis for \$240,000 / 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	70	62	62	67	70	70
Jane	67	62	63	67	70	67
First year benefit in current dollars						
John	\$50,497	\$28,506	\$28,506	\$40,723	\$50,497	\$50,497
Jane	\$0	\$0	\$14,253	\$0	\$0	\$0
Total lifetime benefit in current dollars	\$1,609,381	\$1,311,287	\$1,311,287	\$1,567,843	\$1,609,381	\$1,609,381
Probability of success	90%	88%	88%	89%	90%	90%
Break Even Point						
John	80	N/A	N/A	76	80	80
Jane	81	N/A	N/A	77	81	81

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Worksheet Detail - Social Security Analysis

Social Security Analysis for \$240,000 / 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.

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 greater benefits than 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, 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.

Glossary

Aspirational Cash Reserve Strategy

This optional strategy simulates setting aside funds to establish an account to fund goals outside of your plan. These funds are segmented out of the investment portfolio and are never spent. Rather, the assets are grown based on the specified investment option and the potential balances are displayed. Generally, this strategy is included when you have excess funds after fulfilling your financial goals and used to create a legacy or to fund discretionary objectives.

Asset Allocation

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

Asset Class

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

Cash and Cash Alternatives

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

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.

Glossary

Asset Mix

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

Base Inflation Rate

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

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.

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.

Composite Portfolio

The Composite Portfolio provides an aggregated view of your Target Portfolio along with any assets that are considered to be unavailable for reallocation.

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.

Glossary

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.

Locked Asset

An asset is considered to be locked by the software if it is unavailable to be reallocated to the Target Portfolio. Any account that has been indicated as locked, as well as specific account types such as Variable Annuity with a Guaranteed Minimum Withdrawal Benefit are considered locked.

Model Portfolio Table

The Model Portfolio Table is the portfolio(s) that could be appropriate for you, based upon the risk-based portfolio.

Monte Carlo Confidence Zone

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

Monte Carlo Probability of Success / Probability of Failure

The Monte Carlo Probability of Success is the percentage of trials of your Plan that were successful. If a Monte Carlo simulation runs your Plan 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.

Glossary

Recommended Scenario

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

Retirement Cash Reserve Strategy

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

Retirement Start Date

For married couples, retirement in 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.

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) 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 (Michaelyn Bortolotti) 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 : Michaelyn Bortolotti

Plan Name : Financial Goal Plan

Report Name : Sample Financial Plan

03/24/2022