

# Tom & Betty Smith

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Prepared by:

Charles Clark

888 S. Harrison St. , Suite 900

Fort Wayne, IN 46802

ceclark@journeyguideplanning.com



**IMPORTANT:** The projections or other information generated by JourneyGuide regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results and are not guarantees of future results. JourneyGuide results may vary with each use and over time.

See Important Disclosure Information at the end of this Report for explanation of assumptions, limitations, and methodology

Illustration is not complete without all pages.

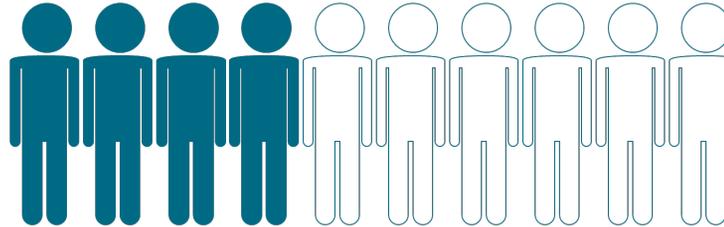
# Tom & Betty Smith

- This report provides an analysis evaluating strategies to mitigate concerns during retirement such as not having enough income, longevity, and dealing with poor markets.
- This retirement income analysis adjusts key retirement variables such as when to begin Social Security, how to allocate assets, and whether additional guaranteed income streams are helpful.
- The pages that follow show the results of the analysis including a projection of income during retirement.

# Tom & Betty Smith

## Where Do I Stand

Can I meet my income goal?



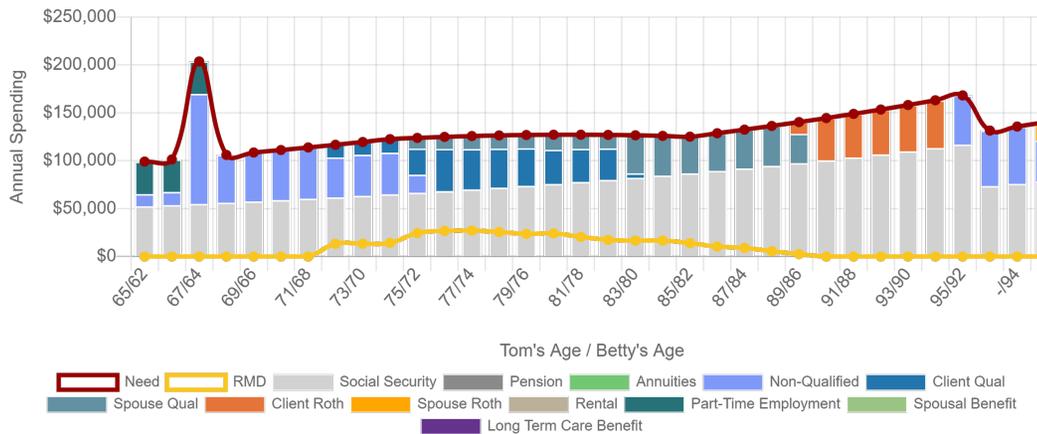
Low Likelihood

"Coin Flip"

High Likelihood

You have a **39%** chance of meeting your goal of spending **\$100,000** in retirement.

## Sources of Income



So what *can* I spend in retirement?

You can spend **\$82,011** in retirement at your success rate goal of **95%**.

Your account balance at retirement is projected to be **\$802,618**

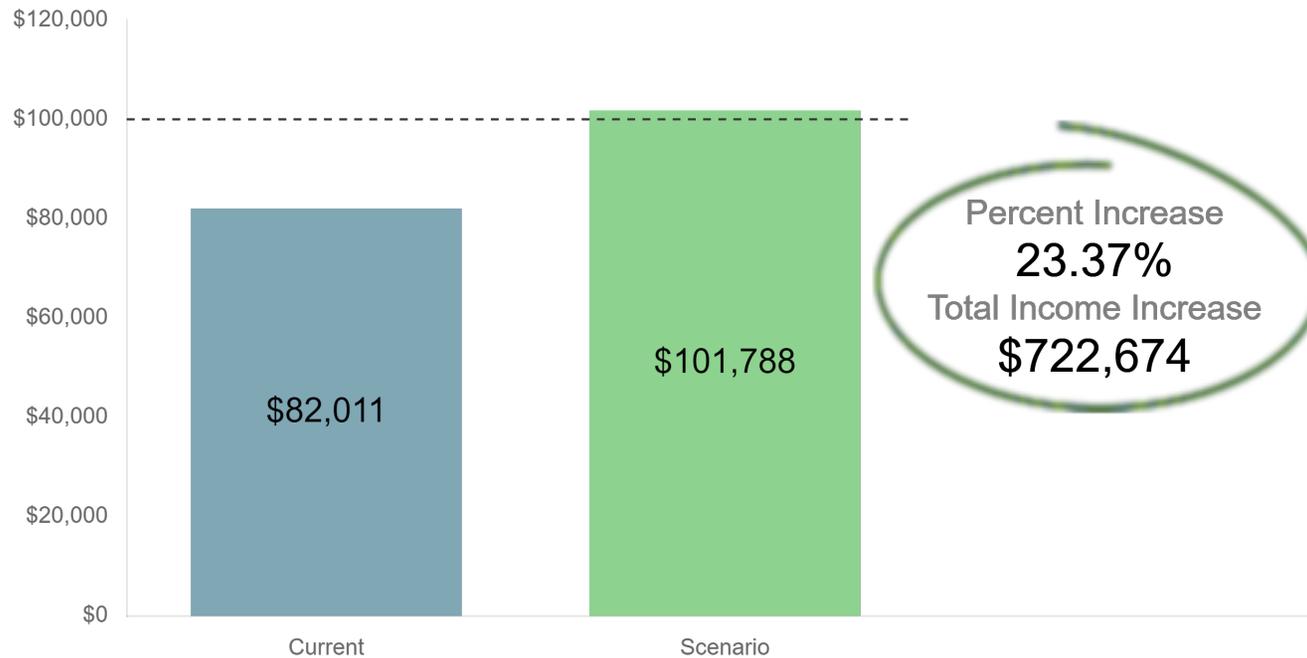
You have a **GAP** in income of **\$17,989** compared to your goal

“**Success Rate**” means the likelihood that your plan may sustain the given spending level throughout retirement based on Monte Carlo simulations using the JourneyGuide assumptions and information provided by you. **See Important Disclosure Information at the end of this Report for explanation of assumptions, limitations, and methodology.**

# Tom & Betty Smith

## Expected Retirement Income

The below adjustments made to your current retirement plan create the income difference shown on the chart. These two bars show your retirement income given your current retirement plan, with suggested adjustments and your original income goal. Both current and adjusted income amounts are calculated given your desired success rate of 95%.



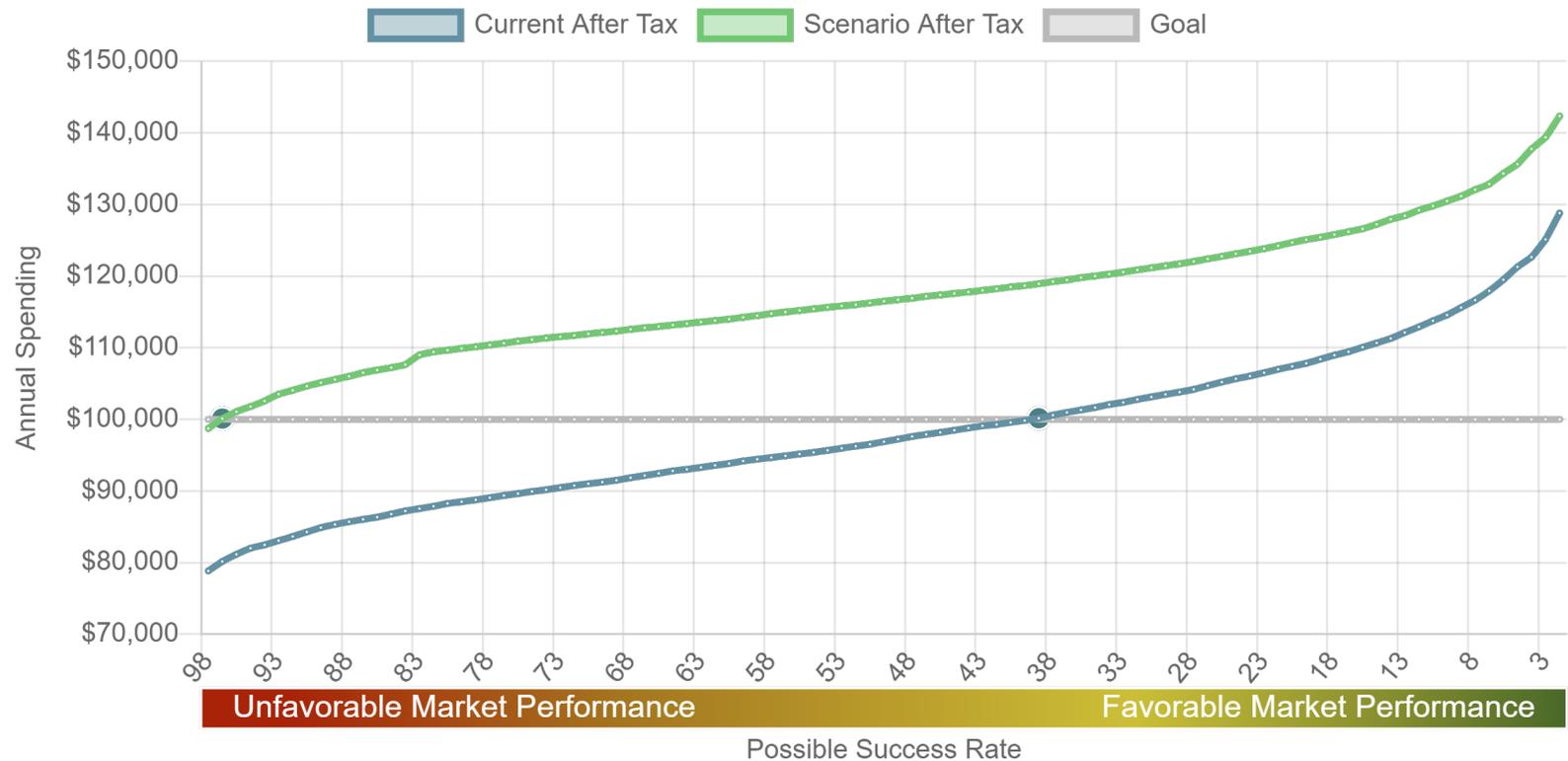
	Soc Sec Age Tom	Soc Sec Age Betty	Asset Mix	Add Annuities
<b>Current</b>	62	62	Income and Moderate Growth (40/60)	
<b>Scenario - "Pates Plan"</b>	70	70	Growth and Moderate Income (60/40)	PROL - FIA - Joint - 2035 for \$200,000

**"Current"** is calculated by using the JourneyGuide assumptions and methodology based on the "Success Rate" chosen by your advisor. **"Scenario"** is calculated by the changes made by your advisor and calculated by using the JourneyGuide assumptions and methodology based on the "Success Rate" chosen by your advisor. Please see Definition of "Success Rate" on prior page. **See Important Disclosure Information at the end of this Report for explanation of assumptions, limitations, and methodology.**

# Tom & Betty Smith

## Income Frontier

It's important to understand how your current retirement plan compares to your adjusted retirement plan across all types of markets. This Income Frontier graph is a comparison of the after-tax income across every success rate for your current (blue) and scenario (green) plan. The x-axis represents market performance as, moving left to right, unfavorable (below average) to favorable (above average). The y-axis represents the annual spending for each plan shown in current, after-tax dollars.

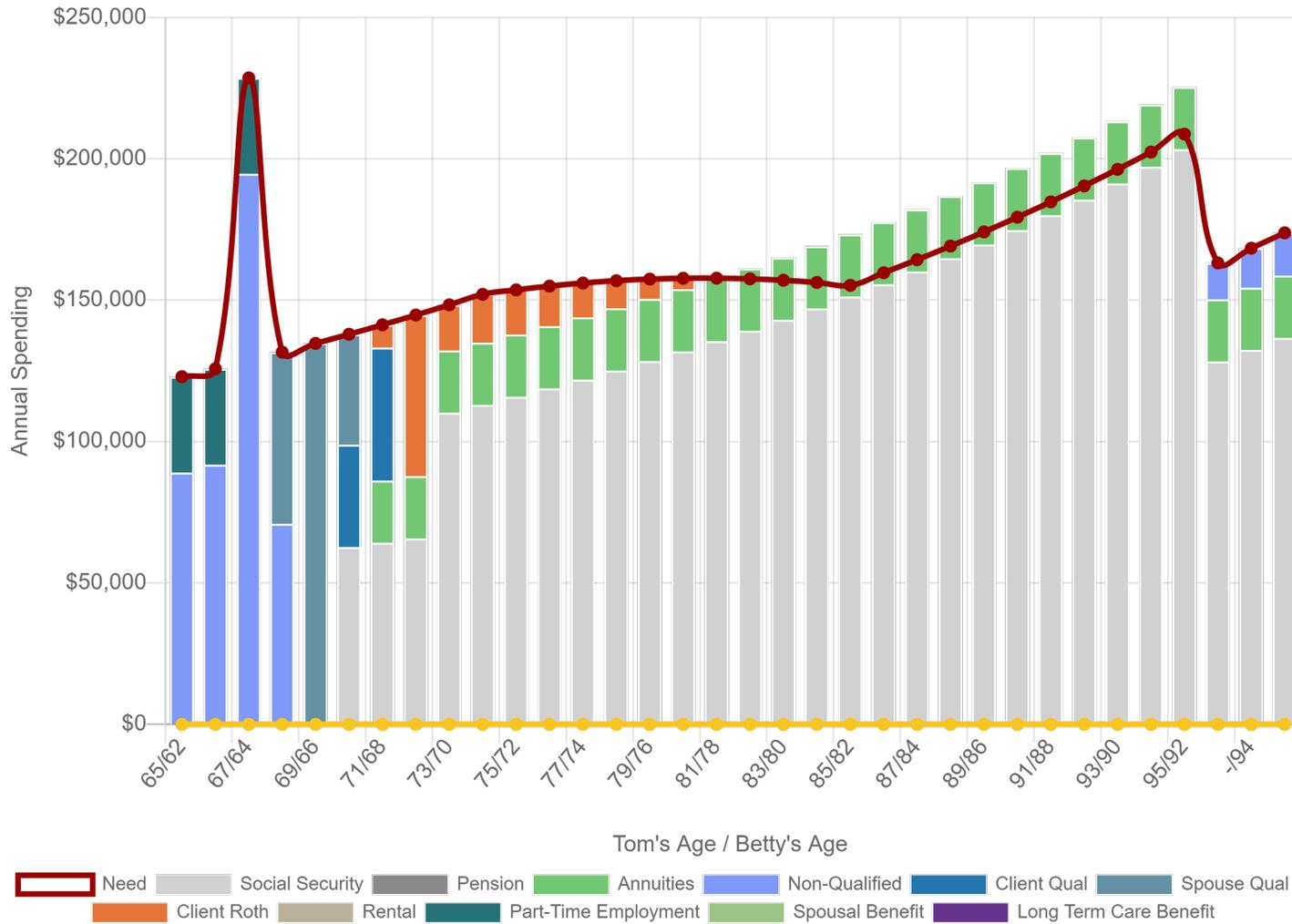


**“Success Rate”** means the likelihood that your plan may sustain the given spending level throughout retirement based on Monte Carlo simulations using the JourneyGuide assumptions and information provided by you. See **Important Disclosure Information at the end of this Report for explanation of assumptions, limitations, and methodology.**

# Tom & Betty Smith

## Sources of Income

Taking into consideration each year in retirement, this is a visual representation of your cash flow showing which accounts your income is coming from each year.



# Tom & Betty Smith Current Details

## Current Scenario

### Social Security Strategy

Tom begins benefit of \$26,466 at age 62. Tom takes benefits of \$26,466 at age 65 when Betty begins benefits of \$16,941 at age 62, for a total benefit of \$43,406. The strategy changes after Tom passes and Betty will take Tom's benefit of \$26,466 starting at age 92.

### Post-Retirement Asset Mix

#### Income and Moderate Growth (40/60)

#### Cash Equivalent

None

#### Fixed Income Allocations

US Corporate Bonds - Core: 48.00 %  
Non-US Debt - Developed: 12.00 %

#### Equities Allocations

US Equity - Large Cap: 15.00 %  
US Equity - Small/Mid Cap: 12.00 %  
Non-US Equity - Developed: 9.00 %

#### Alternatives Allocations

Real Estate: 4.00 %

### Investment Assumptions

#### Withdrawal Order

Withdrawal order follows the default strategy of Non-Qualified, Qualified and then Roth accounts

#### Rebalance Order

Rebalance strategy sets each account initially to match Retirement Asset Mix and uses the default order when rebalancing

### Annual Savings

**Non-Qualified:** \$10,000  
**Qualified (Tom):** \$10,000  
**Roth (Tom):** \$0  
**Qualified (Betty):** \$5,000  
**Roth (Betty):** \$0

### Retirement Year

**Year:** 2029

### Spending Goal

**Annual Spending Goal:** \$100,000

### Success Rate

**Likelihood:** 95 %

### Adjusted Life Expectancy

**Tom:** 95  
**Betty:** 95

### Infusion of Capital

**Part-Time Employment:** Tom  
**Amount:** \$30,000  
**Beginning Age:** 62  
**End Age:** 67

**Sale of Property:** Tom  
**Amount:** \$200,000  
**Beginning Age:** Tom's Retirement  
**End Age:** Tom's Retirement

**Sale of Property:** Tom  
**Amount:** \$300,000  
**Beginning Age:** 66  
**End Age:** 66

**Inheritance:** Betty  
**Amount:** \$1  
**Beginning Age:** 61  
**End Age:** 61

**Sale of a Business:** Tom  
**Amount:** \$1  
**Beginning Age:** Retirement  
**End Age:** Retirement

**Spousal Benefit:** Betty  
**Amount:** \$1  
**Beginning Age:** 62  
**End Age:** Betty's Retirement  
**End Age:** Retirement

**Pension Income:** Tom  
**Amount:** \$1  
**Beginning Age:** Retirement  
**End Age:** Betty's Retirement  
**End Age:** Retirement

**Rental Property:** Tom  
**Amount:** \$1  
**Beginning Age:** 56  
**End Age:** Tom's Retirement  
**End Age:** Retirement

**Reverse Mortgage Proceeds:** Tom  
**Amount:** \$1  
**Beginning Age:** 66**End Age:** 66

**Long Term Care Benefit:** Tom**Amount:**  
\$1  
**Beginning Age:** 93**End Age:** 95

**Other Income:** Tom**Amount:** \$1  
**Beginning Age:** Retirement**End Age:**  
Retirement

**Annuity Income:** Tom**Amount:** \$1  
**Beginning Age:** 56**End Age:** Betty's  
Retirement End

**Life Insurance Proceeds:** Tom**Amount:**  
\$1  
**Beginning Age:** 77**End Age:** 95

### Capital Expense

**Purchase of a house:** Tom**Amount:**  
\$100,000  
**Beginning Age:** 67**End Age:** 67

**Other expense:** Tom**Amount:** \$1  
**Beginning Age:** 68**End Age:** 68

**Purchase of a car:** Tom**Amount:** \$1  
**Beginning Age:** Retirement**End Age:**  
Retirement

**Long Term Care Event:** Tom**Amount:** \$1  
**Beginning Age:** 93**End Age:** 95

**Bequest (Ending Account Value):** Betty  
**Amount:** \$1  
**Beginning Age:** Betty's Retirement End  
**End Age:** Betty's Retirement End

**Other expense: TomAmount: \$1**  
**Beginning Age: 56End Age: 96**

**Other expense: TomAmount: \$1**  
**Beginning Age: 65End Age: 70**

\*\* Adjusted Variables from Current Plan

# Tom & Betty Smith Scenario Details

## Pates Plan

### Social Security Strategy

Tom begins benefit of \$46,226 at age 70. Tom takes benefits of \$46,226 at age 73 when Betty begins benefits of \$29,382 at age 70, for a total benefit of \$75,607. The strategy changes after Tom passes and Betty will take Tom's benefit of \$46,226 starting at age 92. \*\*

### Post-Retirement Asset Mix

**Growth and Moderate Income (60/40)**  
\*\*

### Cash Equivalent

None

### Fixed Income Allocations

US Corporate Bonds - Core: 32.00 %  
Non-US Debt - Developed: 8.00 %

### Equities Allocations

US Equity - Large Cap: 23.00 %  
US Equity - Small/Mid Cap: 17.00 %  
Non-US Equity - Developed: 15.00 %

### Alternatives Allocations

Real Estate: 5.00 %

### Investment Assumptions

#### Withdrawal Order

Withdrawal order follows the default strategy of Non-Qualified, Qualified and then Roth accounts \*\*

#### Rebalance Order

Rebalance strategy sets each account initially to match Retirement Asset Mix and uses the default order when rebalancing \*\*

### Annual Savings

**Non-Qualified:** \$10,000  
**Qualified (Tom):** \$10,000  
**Roth (Tom):** \$0  
**Qualified (Betty):** \$5,000  
**Roth (Betty):** \$0

### Retirement Year

**Year:** 2029

### Spending Goal

**Annual Spending Goal:** \$100,000

### Success Rate

**Likelihood:** 95 %

### Adjusted Life Expectancy

**Tom:** 95  
**Betty:** 95

### Add Annuities

**Type:** PROL - FIA - Joint - 2035  
**Amount:** \$200,000  
**Payout Year:** 2035

### Infusion of Capital

**Part-Time Employment:** Tom  
**Amount:** \$30,000  
**Beginning Age:** 62  
**End Age:** 67

**Sale of Property:** Tom  
**Amount:** \$200,000  
**Beginning Age:** Tom's Retirement End  
**End Age:** Tom's Retirement End

**Sale of Property:** Tom  
**Amount:** \$300,000  
**Beginning Age:** 66  
**End Age:** 66

**Inheritance:** Betty  
**Amount:** \$1  
**Beginning Age:** 61  
**End Age:** 61

**Sale of a Business:** Tom  
**Amount:** \$1  
**Beginning Age:** Retirement  
**End Age:** Retirement

**Spousal Benefit:** Betty  
**Amount:** \$1  
**Beginning Age:** 62  
**End Age:** Betty's Retirement End

**Pension Income:** Tom  
**Amount:** \$1  
**Beginning Age:** Retirement  
**End Age:** Betty's Retirement End

**Rental Property:** Tom  
**Amount:** \$1  
**Beginning Age:** 56  
**End Age:** Tom's Retirement End

**Reverse Mortgage Proceeds:** Tom  
**Amount:** \$1  
**Beginning Age:** 66**End Age:** 66

**Long Term Care Benefit:** Tom**Amount:**  
\$1  
**Beginning Age:** 93**End Age:** 95

**Other Income:** Tom**Amount:** \$1  
**Beginning Age:** Retirement**End Age:**  
Retirement

**Annuity Income:** Tom**Amount:** \$1  
**Beginning Age:** 56**End Age:** Betty's  
Retirement End

**Life Insurance Proceeds:** Tom**Amount:**  
\$1  
**Beginning Age:** 77**End Age:** 95

### Capital Expense

**Purchase of a house:** Tom**Amount:**  
\$100,000  
**Beginning Age:** 67**End Age:** 67

**Other expense:** Tom**Amount:** \$1  
**Beginning Age:** 68**End Age:** 68

**Purchase of a car:** Tom**Amount:** \$1  
**Beginning Age:** Retirement**End Age:**  
Retirement

**Long Term Care Event:** Tom**Amount:** \$1  
**Beginning Age:** 93**End Age:** 95

**Bequest (Ending Account Value):** Betty  
**Amount:** \$1  
**Beginning Age:** Betty's Retirement End  
**End Age:** Betty's Retirement End

**Other expense: TomAmount: \$1**  
**Beginning Age: 56End Age: 96**

**Other expense: TomAmount: \$1**  
**Beginning Age: 65End Age: 70**

\*\* Adjusted Variables from Current Plan

# Tom & Betty Smith Information

## Client(s)

**Client:** Tom Smith, 56  
**Co-Client:** Betty Smith, 53  
**State:** SC

### Current Portfolio

**After Tax Accts:** \$50,000  
**Before Tax Accts:** \$550,000

### Social Security

**Tom:** Statement on Benefit,  
\$2,853/month, benefit starting at  
62  
**Betty:** Last Year's wage, \$50,000  
annually, benefit starting at 62

### Adjusted Life Expectancy

**Tom:** 95  
**Betty:** 95

### Spending Taper

Typical

### Federal and State Taxes

Taxes are calculated based on the  
income generated and the  
corresponding graduated tax bracket.

**Filing Status:** Joint

### Advisory/Product Fee

1.00 %

## Asset Mix

### Betty Qualified Asset(s)

**Growth and Moderate Income (60/40)**

**Cash Equivalent Total: \$0**

**Fixed Income Total: \$80,000**  
US Corporate Bonds - Core: 32.00 %  
Non-US Debt - Developed: 8.00 %

**Equities Total: \$110,000**  
US Equity - Large Cap: 23.00 %  
US Equity - Small/Mid Cap: 17.00 %  
Non-US Equity - Developed: 15.00 %

**Alternatives Total: \$10,000**  
Real Estate: 5.00 %

### Non Qualified

**Stable Principal (10/90)**

**Cash Equivalent Total: \$0**

**Fixed Income Total: \$45,000**  
US Corporate Bonds - Core: 72.00 %  
Non-US Debt - Developed: 18.00 %

**Equities Total: \$4,500**  
US Equity - Large Cap: 4.00 %  
US Equity - Small/Mid Cap: 3.00 %  
Non-US Equity - Developed: 2.00 %

**Alternatives Total: \$500**  
Real Estate: 1.00 %

### Tom Roth Asset(s)

**Growth and Moderate Income (60/40)**

**Cash Equivalent Total: \$0**

**Fixed Income Total: \$60,000**  
US Corporate Bonds - Core: 32.00 %  
Non-US Debt - Developed: 8.00 %

**Equities Total: \$82,500**  
US Equity - Large Cap: 23.00 %  
US Equity - Small/Mid Cap: 17.00 %  
Non-US Equity - Developed: 15.00 %

**Alternatives Total: \$7,500**  
Real Estate: 5.00 %

### Tom Qualified Asset(s)

**Growth and Moderate Income (60/40)**

**Cash Equivalent Total: \$0**

**Fixed Income Total: \$80,000**  
US Corporate Bonds - Core: 32.00 %  
Non-US Debt - Developed: 8.00 %

**Equities Total: \$110,000**  
US Equity - Large Cap: 23.00 %  
US Equity - Small/Mid Cap: 17.00 %  
Non-US Equity - Developed: 15.00 %

**Alternatives Total: \$10,000**  
Real Estate: 5.00 %

# Asset Class Assumptions

		Annualized Volatility %		Arithmetic Return (incl div/yield) %																		
Asset Class	Asset Class	Annualized Volatility %		Cash	Treasuries	TIPS		US Corp Bonds - Core	US Corp Bonds - Long	US Corp Bonds - High Yield	Non-US Debt - Developed	Non-US Debt - Emerging	US Equity - Large Cap	US Equity - Small/Mid Cap	Non-US Equity - Developed	Non-US Equity - Emerging	Real Estate	Hedge Funds	Commodities	Infrastructure	Private Equity	
FIXED INCOME / CASH EQUIV	Cash	0.50	0.01	1																		
	US Treasuries (Cash Eq)	2.71	2.31	0.98	1																	
	TIPS (Inflation-Protected)	3.29	6.11	0.24	0.24	1																
	US Corporate Bonds - Core	3.74	5.47	0.23	0.23	0.68	1															
	US Corporate Bonds - Long Duration	4.07	10.50	0.17	0.17	0.52	0.84	1														
	US Corporate Bonds - High Yield	5.60	10.06	-0.01	-0.01	0.27	0.41	0.33	1													
	Non-US Debt - Developed	2.80	7.61	0.20	0.20	0.45	0.53	0.50	0.23	1												
	Non-US Debt - Emerging	6.19	11.31	0.07	0.07	0.35	0.45	0.35	0.59	0.42	1											
EQUITIES	US Equity - Large Cap	7.26	16.17	-0.06	-0.06	0.04	0.15	0.13	0.60	0.20	0.51	1										
	US Equity - Small/Mid Cap	8.45	20.15	-0.07	-0.07	0.01	0.07	0.07	0.58	0.12	0.47	0.86	1									
	Non-US Equity - Developed	8.40	18.23	-0.05	-0.05	0.08	0.17	0.14	0.61	0.32	0.54	0.83	0.74	1								
	Non-US Equity - Emerging	10.62	24.73	-0.03	-0.03	0.14	0.17	0.13	0.61	0.29	0.64	0.72	0.67	0.78	1							
ALTERNATIVES	Real Estate	6.95	15.03	0.03	0.03	0.15	0.16	0.15	0.42	0.15	0.33	0.48	0.49	0.46	0.41	1						
	Hedge Funds	5.63	8.38	-0.02	-0.02	0.13	0.18	0.11	0.53	0.19	0.42	0.64	0.62	0.64	0.62	0.36	1					
	Commodities	5.41	17.66	0.02	0.02	0.22	0.10	0.04	0.32	0.22	0.31	0.31	0.30	0.38	0.42	0.27	0.38	1				
	Infrastructure	7.79	14.39	0.00	0.00	0.13	0.21	0.24	0.41	0.29	0.39	0.50	0.46	0.52	0.45	0.41	0.35	0.25	1			
	Private Equity	11.34	22.05	-0.06	-0.06	0.00	0.05	0.07	0.50	0.11	0.39	0.75	0.70	0.70	0.63	0.43	0.58	0.32	0.40	1		

Source: Survey of Capital Market Assumptions, 2019 Edition, Horizon Actuarial Services, LLC  
 ( [http://www.horizonactuarial.com/uploads/3/0/4/9/30499196/horizon\\_cma\\_survey\\_2019\\_v0819.pdf](http://www.horizonactuarial.com/uploads/3/0/4/9/30499196/horizon_cma_survey_2019_v0819.pdf) )

JourneyGuide employs asset class performance assumptions based proprietary algorithms and its analysis of industry. An aggregated/average set of mean returns and standard deviations are created for each asset class; a corresponding correlation matrix is also utilized in the analysis. These projections are hypothetical in nature, do not reflect actual investment results, may vary with each use of JourneyGuide, and are not guarantees of future results. JourneyGuideTM calculations are based on assumptions and estimates that may not completely or accurately correspond to your own circumstances or future outcomes. Investing involves risk. Do not make decisions in reliance on this information without first seeking specific professional advice.

# Cash Flow Current

Age - Year	Annual Spending		Spending Sources		Prior Year Taxes		Investment Portfolios					
	Living Expenses	Additional Expenses	Guaranteed Income <sup>3</sup>	Additional Income	Federal Tax	State Tax	Beginning Portfolio Balance	Portfolio Draws / Additions <sup>4</sup>	Net Portfolio Balance	Portfolio Return <sup>1,2</sup>	Portfolio Earnings	Ending Portfolio Balance
56/53 - 2020							\$600,000	\$24,999	\$624,999	-7.46%	(\$46,608)	\$578,391
57/54 - 2021							\$578,391	\$25,499	\$603,890	0.14%	\$819	\$604,709
58/55 - 2022							\$604,709	\$26,017	\$630,726	-4.85%	(\$30,617)	\$600,109
59/56 - 2023							\$600,109	\$26,553	\$626,661	2.5%	\$15,643	\$642,304
60/57 - 2024							\$642,304	\$27,107	\$669,411	5.31%	\$35,527	\$704,939
61/58 - 2025							\$704,939	\$27,682	\$732,621	-9.4%	(\$68,844)	\$663,777
62/59 - 2026							\$663,777	\$28,277	\$692,055	0.31%	\$2,169	\$694,223
63/60 - 2027							\$694,223	\$28,894	\$723,117	0.86%	\$6,205	\$729,322
64/61 - 2028							\$729,322	\$29,532	\$758,855	5.77%	\$43,763	\$802,618
65/62 - 2029	\$99,053	\$3	\$52,439	\$33,936	\$0	\$0	\$802,618	(\$12,679)	\$789,939	4.49%	\$35,474	\$825,413
66/63 - 2030	\$101,301	\$2	\$53,629	\$33,936	\$0	\$0	\$825,413	\$286,263	\$1,111,675	7.35%	\$81,727	\$1,193,402
67/64 - 2031	\$103,631	\$100,002	\$54,862	\$33,936	\$0	\$0	\$1,193,402	(\$114,835)	\$1,078,566	-1.08%	(\$11,692)	\$1,066,874
68/65 - 2032	\$106,046	\$4	\$56,140	\$2	\$0	\$0	\$1,066,874	(\$49,907)	\$1,016,967	0.23%	\$2,295	\$1,019,262
69/66 - 2033	\$108,549	\$2	\$57,465	\$2	\$0	\$0	\$1,019,262	(\$51,084)	\$968,178	1.34%	\$12,964	\$981,142
70/67 - 2034	\$111,143	\$2	\$58,838	\$2	\$0	\$0	\$981,142	(\$52,305)	\$928,837	-5.69%	(\$52,861)	\$875,976
71/68 - 2035	\$113,832	\$1	\$60,262	\$2	\$0	\$0	\$875,976	(\$53,570)	\$822,406	13.8%	\$113,473	\$935,879
72/69 - 2036	\$116,621	\$1	\$61,738	\$2	\$0	\$0	\$935,879	(\$54,883)	\$880,996	0.94%	\$8,272	\$889,268
73/70 - 2037	\$119,514	\$1	\$63,268	\$2	\$0	\$0	\$889,268	(\$56,245)	\$833,023	6.76%	\$56,346	\$889,369
74/71 - 2038	\$122,513	\$1	\$64,856	\$2	\$0	\$0	\$889,369	(\$57,657)	\$831,712	-6.28%	(\$52,263)	\$779,449
75/72 - 2039	\$123,788	\$2	\$66,503	\$2	\$0	\$0	\$779,449	(\$57,284)	\$722,165	12.68%	\$91,571	\$813,736
76/73 - 2040	\$124,864	\$2	\$68,212	\$2	\$3,255	\$256	\$813,736	(\$60,164)	\$753,573	8.59%	\$64,767	\$818,340
77/74 - 2041	\$125,739	\$2	\$69,985	\$2	\$9,035	\$1,259	\$818,340	(\$66,046)	\$752,293	2.2%	\$16,576	\$768,870
78/75 - 2042	\$126,405	\$2	\$71,825	\$2	\$10,596	\$1,548	\$768,870	(\$66,722)	\$702,147	1.38%	\$9,692	\$711,839
79/76 - 2043	\$126,860	\$2	\$73,736	\$2	\$10,759	\$1,594	\$711,839	(\$65,476)	\$646,364	14.2%	\$91,769	\$738,133
80/77 - 2044	\$127,101	\$2	\$75,719	\$2	\$10,298	\$1,511	\$738,133	(\$63,190)	\$674,943	-5.94%	(\$40,079)	\$634,863
81/78 - 2045	\$127,126	\$2	\$77,778	\$2	\$9,601	\$1,397	\$634,863	(\$60,346)	\$574,517	-3.12%	(\$17,952)	\$556,565
82/79 - 2046	\$126,936	\$2	\$79,917	\$2	\$8,710	\$1,242	\$556,565	(\$56,969)	\$499,595	12.59%	\$62,921	\$562,516

<sup>1</sup> The sequence of returns illustrated is representative of the desired success rate specified by you and your financial advisor. The sequence of returns illustrated may vary between scenarios and reports if case facts, inputs and variables are changed.

<sup>2</sup> The Net Annual Return is the weighted return of the portfolio, minus the investment fee.

<sup>3</sup> Guaranteed income may involve contract limitations, fees, administrative fees, and additional charges for optional benefits associated with annuities. A financial professional can provide cost information for complete details. See the important Disclosure information at the end of this report for more comprehensive information.

<sup>4</sup> The Portfolio Draws and Additions includes the net amount subtracted from the portfolio to meet the Living Need or added to the portfolio if there is excess. For the last year, the amount includes that last year's taxes.

Return figures are for illustrative purposes only and are not reflective of past or future results of any specific investment. They may or may not include consideration of the time value of money, inflation, fluctuation in principal, or, in many instances, taxes. Figures should not be considered a guarantee of future performance or a guarantee of achieving financial objectives. See the important Disclosure information at the end of this report for more comprehensive information.

# Cash Flow Current

Age - Year	Annual Spending		Spending Sources		Prior Year Taxes		Investment Portfolios					
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83/80 - 2047	\$126,530	\$2	\$82,138	\$2	\$7,691	\$1,068	\$562,516	(\$53,150)	\$509,366	16.06%	\$81,807	\$591,174
84/81 - 2048	\$125,910	\$2	\$84,446	\$2	\$6,530	\$866	\$591,174	(\$48,859)	\$542,315	-4.02%	(\$21,826)	\$520,488
85/82 - 2049	\$125,079	\$2	\$86,843	\$2	\$5,245	\$644	\$520,488	(\$44,124)	\$476,365	-12.4%	(\$59,058)	\$417,307
86/83 - 2050	\$128,668	\$2	\$89,335	\$2	\$3,864	\$397	\$417,307	(\$43,594)	\$373,714	10.59%	\$39,592	\$413,305
87/84 - 2051	\$132,400	\$2	\$91,926	\$2	\$3,734	\$371	\$413,305	(\$44,577)	\$368,728	-13.49%	(\$49,759)	\$318,969
88/85 - 2052	\$136,279	\$2	\$94,619	\$2	\$3,880	\$404	\$318,969	(\$45,944)	\$273,025	-1.67%	(\$4,560)	\$268,465
89/86 - 2053	\$140,313	\$2	\$97,419	\$2	\$4,098	\$458	\$268,465	(\$47,449)	\$221,016	-7.28%	(\$16,096)	\$204,920
90/87 - 2054	\$144,508	\$2	\$100,332	\$2	\$2,074	\$70	\$204,920	(\$46,319)	\$158,601	13.07%	\$20,735	\$179,337
91/88 - 2055	\$148,872	\$2	\$103,361	\$2	\$0	\$0	\$179,337	(\$45,511)	\$133,826	19.9%	\$26,630	\$160,456
92/89 - 2056	\$153,413	\$2	\$106,513	\$2	\$0	\$0	\$160,456	(\$46,899)	\$113,557	3.99%	\$4,528	\$118,085
93/90 - 2057	\$158,138	\$5	\$109,794	\$3	\$0	\$0	\$118,085	(\$48,345)	\$69,739	-1.22%	(\$853)	\$68,886
94/91 - 2058	\$163,056	\$5	\$113,208	\$3	\$0	\$0	\$68,886	(\$49,849)	\$19,037	-1.13%	(\$215)	\$18,821
95/92 - 2059	\$168,176	\$5	\$116,762	\$3	\$0	\$0	\$18,821	\$148,584	\$167,406	6.24%	\$10,450	\$177,856
96/93 - 2060	\$131,463	\$0	\$73,454	\$1	\$0	\$0	\$177,856	(\$58,009)	\$119,847	8.16%	\$9,778	\$129,625
97/94 - 2061	\$135,670	\$0	\$75,804	\$1	\$0	\$0	\$129,625	(\$59,866)	\$69,760	-11.33%	(\$7,906)	\$61,853
98/95 - 2062	\$140,052	\$1	\$78,252	\$1	\$0	\$0	\$61,853	(\$61,801)	\$52	10.76%	\$6	\$58

<sup>1</sup> The sequence of returns illustrated is representative of the desired success rate specified by you and your financial advisor. The sequence of returns illustrated may vary between scenarios and reports if case facts, inputs and variables are changed.

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<sup>3</sup> Guaranteed income may involve contract limitations, fees, administrative fees, and additional charges for optional benefits associated with annuities. A financial professional can provide cost information for complete details. See the important Disclosure information at the end of this report for more comprehensive information.

<sup>4</sup> The Portfolio Draws and Additions includes the net amount subtracted from the portfolio to meet the Living Need or added to the portfolio if there is excess. For the last year, the amount includes that last year's taxes.

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# Cash Flow Scenario

Age - Year	Annual Spending		Spending Sources		Prior Year Taxes		Investment Portfolios					
	Living Expenses	Additional Expenses	Guaranteed Income <sup>3</sup>	Additional Income	Federal Tax	State Tax	Beginning Portfolio Balance	Portfolio Draws / Additions <sup>4</sup>	Net Portfolio Balance	Portfolio Return <sup>1,2</sup>	Portfolio Earnings	Ending Portfolio Balance
56/53 - 2020							\$400,000	\$24,999	\$424,999	-7.28%	(\$30,920)	\$394,079
57/54 - 2021							\$394,079	\$25,499	\$419,578	2.14%	\$8,969	\$428,547
58/55 - 2022							\$428,547	\$26,017	\$454,564	-3.46%	(\$15,732)	\$438,832
59/56 - 2023							\$438,832	\$26,553	\$465,385	-5.52%	(\$25,704)	\$439,681
60/57 - 2024							\$439,681	\$27,107	\$466,788	4.12%	\$19,223	\$486,011
61/58 - 2025							\$486,011	\$27,682	\$513,693	-6.19%	(\$31,774)	\$481,919
62/59 - 2026							\$481,919	\$28,277	\$510,197	0.55%	\$2,827	\$513,024
63/60 - 2027							\$513,024	\$28,894	\$541,917	2.29%	\$12,384	\$554,301
64/61 - 2028							\$554,301	\$29,532	\$583,834	5%	\$29,189	\$613,023
65/62 - 2029	\$122,939	\$3	\$13	\$33,936	\$0	\$0	\$613,023	(\$88,991)	\$524,032	-8.87%	(\$46,460)	\$477,571
66/63 - 2030	\$125,730	\$2	\$13	\$33,936	\$0	\$0	\$477,571	\$208,218	\$685,789	-2.51%	(\$17,197)	\$668,592
67/64 - 2031	\$128,622	\$100,002	\$13	\$33,936	\$0	\$0	\$668,592	(\$194,675)	\$473,917	18.19%	\$86,194	\$560,111
68/65 - 2032	\$131,619	\$4	\$13	\$2	\$0	\$0	\$560,111	(\$131,607)	\$428,503	7.89%	\$33,807	\$462,310
69/66 - 2033	\$134,725	\$2	\$13	\$2	\$3,391	\$1,374	\$462,310	(\$139,478)	\$322,832	-2.43%	(\$7,846)	\$314,985
70/67 - 2034	\$137,945	\$2	\$62,659	\$2	\$14,924	\$5,273	\$314,985	(\$95,484)	\$219,501	3.38%	\$7,424	\$226,926
71/68 - 2035	\$141,283	\$1	\$86,175	\$2	\$16,781	\$3,072	\$226,926	(\$74,961)	\$151,965	3.72%	\$5,653	\$157,619
72/69 - 2036	\$144,745	\$1	\$87,747	\$2	\$11,798	\$1,639	\$157,619	(\$70,433)	\$87,185	-2.71%	(\$2,360)	\$84,825
73/70 - 2037	\$148,334	\$1	\$132,195	\$2	\$0	\$0	\$84,825	(\$16,139)	\$68,686	15.61%	\$10,720	\$79,406
74/71 - 2038	\$152,058	\$1	\$134,961	\$2	\$0	\$0	\$79,406	(\$17,096)	\$62,310	5.1%	\$3,177	\$65,487
75/72 - 2039	\$153,639	\$2	\$137,830	\$2	\$0	\$0	\$65,487	(\$15,808)	\$49,679	7.26%	\$3,609	\$53,288
76/73 - 2040	\$154,976	\$2	\$140,806	\$2	\$0	\$0	\$53,288	(\$14,169)	\$39,119	-7.87%	(\$3,077)	\$36,041
77/74 - 2041	\$156,060	\$2	\$143,895	\$2	\$0	\$0	\$36,041	(\$12,164)	\$23,877	-9.14%	(\$2,183)	\$21,694
78/75 - 2042	\$156,888	\$2	\$147,100	\$2	\$3	\$0	\$21,694	(\$9,789)	\$11,905	-0.22%	(\$27)	\$11,879
79/76 - 2043	\$157,452	\$2	\$150,428	\$2	\$37	\$0	\$11,879	(\$7,060)	\$4,819	-5.92%	(\$285)	\$4,534
80/77 - 2044	\$157,751	\$2	\$153,882	\$2	\$71	\$0	\$4,534	(\$3,940)	\$594	9.25%	\$55	\$649
81/78 - 2045	\$157,783	\$2	\$157,469	\$2	\$107	\$0	\$649	(\$420)	\$229	0.55%	\$1	\$230
82/79 - 2046	\$157,546	\$2	\$161,194	\$2	\$145	\$0	\$230	\$3,504	\$3,734	17.18%	\$642	\$4,376

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# Cash Flow Scenario

Age - Year	Annual Spending		Spending Sources		Prior Year Taxes		Investment Portfolios					
	Living Expenses	Additional Expenses	Guaranteed Income <sup>3</sup>	Additional Income	Federal Tax	State Tax	Beginning Portfolio Balance	Portfolio Draws / Additions <sup>4</sup>	Net Portfolio Balance	Portfolio Return <sup>1,2</sup>	Portfolio Earnings	Ending Portfolio Balance
83/80 - 2047	\$157,042	\$2	\$165,063	\$2	\$220	\$0	\$4,376	\$7,802	\$12,178	10.62%	\$1,293	\$13,472
84/81 - 2048	\$156,273	\$2	\$169,083	\$2	\$317	\$0	\$13,472	\$12,494	\$25,966	-0.22%	(\$56)	\$25,909
85/82 - 2049	\$155,241	\$2	\$173,260	\$2	\$324	\$0	\$25,909	\$17,696	\$43,605	-0.02%	(\$8)	\$43,597
86/83 - 2050	\$159,697	\$2	\$177,600	\$2	\$360	\$0	\$43,597	\$17,544	\$61,141	-2.59%	(\$1,584)	\$59,557
87/84 - 2051	\$164,328	\$2	\$182,113	\$2	\$313	\$0	\$59,557	\$17,473	\$77,031	21.6%	\$16,641	\$93,671
88/85 - 2052	\$169,143	\$2	\$186,803	\$2	\$1,303	\$0	\$93,671	\$16,358	\$110,029	-5.81%	(\$6,391)	\$103,638
89/86 - 2053	\$174,149	\$2	\$191,681	\$2	\$533	\$0	\$103,638	\$16,999	\$120,638	-1.43%	(\$1,724)	\$118,914
90/87 - 2054	\$179,356	\$2	\$196,754	\$2	\$500	\$0	\$118,914	\$16,899	\$135,813	16.29%	\$22,127	\$157,940
91/88 - 2055	\$184,773	\$2	\$202,032	\$2	\$1,762	\$0	\$157,940	\$15,498	\$173,437	-3.08%	(\$5,343)	\$168,095
92/89 - 2056	\$190,409	\$2	\$207,522	\$2	\$907	\$0	\$168,095	\$16,207	\$184,302	20.45%	\$37,681	\$221,983
93/90 - 2057	\$196,273	\$5	\$213,236	\$3	\$2,831	\$0	\$221,983	\$14,131	\$236,113	0.9%	\$2,116	\$238,229
94/91 - 2058	\$202,377	\$5	\$219,183	\$3	\$1,850	\$0	\$238,229	\$14,954	\$253,184	11.51%	\$29,153	\$282,336
95/92 - 2059	\$208,732	\$5	\$225,374	\$3	\$2,870	\$0	\$282,336	\$213,771	\$496,107	1.99%	\$9,878	\$505,985
96/93 - 2060	\$163,166	\$0	\$150,288	\$1	\$2,643	\$0	\$505,985	(\$15,520)	\$490,465	20.34%	\$99,755	\$590,220
97/94 - 2061	\$168,387	\$0	\$154,393	\$1	\$14,686	\$2,743	\$590,220	(\$31,423)	\$558,797	10.01%	\$55,928	\$614,725
98/95 - 2062	\$173,826	\$1	\$158,668	\$1	\$11,950	\$2,276	\$614,725	(\$33,467)	\$581,258	-1.04%	(\$6,100)	\$575,158

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# Important Disclosure Information

## About JourneyGuide, Inc. ([www.journeyguideplanning.com](http://www.journeyguideplanning.com))

This Report has been generated by the JourneyGuide, Inc. software that is designed to be an interactive retirement planning experience for advisors and clients. Headquartered in Fort Wayne, Indiana, JourneyGuide's mission is to provide software that helps advisors move clients from being concerned about their retirement to being confident in it.

The materials or other information generated as part of JourneyGuide concerning the likelihood of retirement income outcomes are meant for general illustration and/or information purposes only, are hypothetical in nature, do not reflect actual investment results, and are not guarantees of future results. **JourneyGuide results may vary with each use and over time.** Calculation methodologies utilized by JourneyGuide may differ from those used by other entities. The information presented is not intended for distribution to, or use by, any person in any jurisdiction where such distribution or use would be contrary to local law or regulation.

The retirement outcomes in this Report may or may not reflect any specific product, and may or may not include any or all fees or expenses that may be incurred by investing in specific products. See Information Provided by Third Parties below. The actual returns of a specific product may be more or less than the returns used in JourneyGuide. Financial forecasts, rates of return, risk, inflation, and other assumptions may be used as the basis for illustrations. Such factors make calculations uncertain, so 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.

## Information Provided by You

Information that you provided about your assets, financial goals, personal situation and fees charged by your advisor are key assumptions for the calculations and projections in this Report. Please review the Report 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.

JourneyGuide is not responsible for the accuracy or completeness of the information provided for this Report. All asset and net worth information included in this Report were 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.

## Information Provided by Third Parties

**Return Assumptions and Asset Allocation.** Return assumptions and asset allocations used by JourneyGuide are prepared by third-parties. The default return assumptions are estimates based on forecasts of certain asset classes, as provided publicly by Horizon Actuarial Services, LLC. The default asset allocations are prepared by Phillips Financial Management, LLC. These assumptions may be found in the Support page within the tool. Return assumptions and asset allocations also may be prepared by your advisor or another third-party and may have been programmed into the version of the tool used by your advisor.

If this is the case, such assumptions may be found in the Support page within the tool. Please also contact your advisor for more details about these assumptions and allocations that he or she uses.

**Product Information.** All product information is from Cannex Financial Exchanges Limited ("Cannex") or direct from insurance carriers.

- **Cannex.** Cannex collects information from insurance companies concerning their products for which companies like JourneyGuide may obtain and use. JourneyGuide uses this information to make available certain specific products or "blended products" used in the tool. A specific product is an actual product in the marketplace of which is on the Cannex system. A blended product is a blend of several products in the marketplace of which is on the Cannex system. It is not an actual product and cannot be purchased in the marketplace. JourneyGuide is the sole entity that determines what products are included as part of blended products. All methodologies for blending are determined by JourneyGuide. It also is the sole entity that determines what products are available in the tool from the Cannex system.
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Although JourneyGuide believes the data gathered from these third-party sources is reliable, it cannot warrant it to be accurate, complete, or timely. JourneyGuide is not responsible for any damages or losses arising from any use of third-party information.

## Assumptions and Limitations

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 software or this Report has the ability to accurately predict the future. Keep in mind that the strategies are point in time and may change due to updates or because of changes in your personal circumstances or market conditions. As investment returns, inflation, taxes, and other economic conditions vary from the JourneyGuide assumptions, your actual results will vary (perhaps significantly) from those presented in this Report.

All JourneyGuide calculations use asset class returns, not returns of actual investments. The projected return assumptions used in this Report are estimates based on forecasts of 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. Interest and dividends are taxed for non-qualified accounts, but not taxed for qualified accounts. Portfolios are reallocated annually to the allocation as provided by your advisor for the applicable year. No costs, except for your advisor's fee, product costs, portfolio rebalancing costs and/or taxes, if applicable, are deducted from the portfolio value. No portfolio allocation eliminates risk or guarantees investment results.

JourneyGuide does not provide recommendations for any products or securities.

# Important Disclosure Information

## Results Using Monte Carlo Simulation

Monte Carlo simulations are used to show how variations in rates of return each year can affect your results. Once all of the inputs and assumptions have been entered, the information is run through proprietary calculations to produce the output. Five thousand Monte Carlo simulations are run in order to reflect the breadth of potential market returns that an individual could experience during retirement - fully taking into account sequence of return risk. A Monte Carlo simulation takes information provided by you and certain return assumptions, each time using a different sequence of returns. Some sequences of returns will give you better results, and some will give worse results. These multiple trials provide a range of possible results, some successful (meeting goals) and some unsuccessful (not meeting goals). The percentage of trials that were successful is the probability that your personal situation, with all its underlying assumptions, could be successful. In analyzing this information, please note that the analysis does not match actual market conditions, which may severely affect the outcome of your goals over the long-term.

## Risks Inherent in Investing

Results provided by JourneyGuide cannot be guaranteed. All investments entail a risk of loss and money can be lost. Generally, among asset classes, stocks are more volatile than bonds or short-term instruments and can decline significantly in response to adverse issuer, political, regulatory, market, or economic developments. The bond market is also volatile. Lower-quality debt securities generally offer higher yields compared to investment grade securities, but they also involve greater risk of default or price changes. International markets can be more volatile than U.S. markets due to increased risks of adverse issuer, political, market, or economic developments, all of which are magnified in emerging markets.

There is no guarantee that a diversified portfolio will outperform a non-diversified portfolio, and vice-versa, in any given market environment. No investment strategy, such as asset allocation, can guarantee a profit or protect against loss in periods of declining values. Inherent limitations and market conditions may affect the performance of the portfolios. **Past performance does not guarantee results.**

## Income Strategies

Income strategies as used in this Report generally come in the form of social security benefits, pensions and annuities as a **de-accumulation vehicle**. **When it comes to annuities**, they are long-term investments designed to help meet retirement needs. JourneyGuide includes three types of annuities: fixed, fixed index and variable.

- A **fixed annuity** generally offers clients an ability to earn a fixed rate of return while an insurance company guarantees the principal. There are two types of income annuities: single premium immediate annuities (SPIA) and deferred income annuities (DIA). Generally, SPIA annuity payments must begin within one year of purchase, while DIA annuity payments can begin after a specific waiting period up to a specific age limit.
- A **fixed indexed annuity** generally offers clients index-linked strategies providing for downside protection combined with upside potential linked to the price of an index, such as the S&P 500.
- A **variable annuity** generally offers allocation options among different asset classes, like equity and debt, invested in separate accounts. Variable annuity contract values fluctuate and are subject to market risk including the possible loss of principal.

A fixed annuity utilized as an income vehicle generally is a contract that in exchange for a client's premium an insurance company shall provide an income stream(s) to a client. For fixed indexed and variable annuities, JourneyGuide utilizes the guaranteed portion of the income rider as the income stream. For fixed annuities, fixed indexed annuities, and variable annuities, any expenses and charges, except as set forth below, typically are included by the insurance company when determining the income stream.

The default income strategies suggested by the software are based on proprietary algorithms utilizing "blended products" as described above. Products fulfilling income strategies also may be determined by your advisor as applied to JourneyGuide's proprietary algorithms and may have been programmed into the version of the tool used by your advisor. Please also contact your advisor for more details about the products or income strategies he or she uses.

**Annuity guarantees, including guarantees associated with benefit riders, are subject to the claims-paying ability of the insurance company.**

Surrender charges may apply if money is withdrawn before the end of an annuity contract. All withdrawals of tax-deferred earnings are subject to current income tax, and, if made prior to age 59 ½, may also be subject to a 10% federal income tax penalty. The contract, if redeemed, may be worth more or less than the total amount invested. Additionally, if purchased within a qualified plan (including an IRA), an annuity does not provide any further tax deferral features. All other benefits are available for an additional cost. It is important to weigh the costs against the benefits when adding such options to an annuity contract.

## Report is a Snapshot and Does Not Provide Investment, 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 factors that are most important to you. This Report does not provide investment, legal, tax, or accounting services. Nothing herein should be construed as or considered investment, legal, tax, or accounting advice. Before making decisions with investment, legal, tax, or accounting ramifications, you should consult appropriate professionals for advice that is specific to your situation.

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## Contacting JourneyGuide

If you have any questions about JourneyGuide's software, please contact us at [support@journeyguideplanning.com](mailto:support@journeyguideplanning.com) or call 844-427-4576.