



# Financial Strategies

A lifestyle report prepared for  
**Dr. Anthony Rush and Mary Rush**

**Proposed Strategy (Scenario Comparison)**

**Presented by:**  
**Ross Mackereth**

For Evaluation Purposes Only

ABC Financial Services  
Old Grammar School House  
School Gardens  
Shrewsbury, Shropshire SY1 2AJ  
Phone: 01743 248515  
Fax: 01743 236214  
Email: [ross@bmcprofiles.com](mailto:ross@bmcprofiles.com)

PLEASE READ CAREFULLY

## Important Notes

This report illustrates your financial lifestyle, or your hypothetical cash flow and its effects on your net worth. This analysis provides only broad, general guidelines, which may be helpful in shaping your thinking about your planning needs. It can serve as a guide for discussions with your professional advisers. The quality of this analysis is dependent upon the accuracy of data provided by you. Calculations contained in this analysis are estimates only.

Actual results may vary substantially from the figures shown. All rates of return are hypothetical and are not a guarantee of future performance of any asset, including insurance or other financial products. All inflation rates are estimates provided by you.

This analysis contains very specific computations concerning the value of your assets today. These computations are based on assumptions you provided concerning the value of your assets today and the rate at which the assets will appreciate. These assumptions must be carefully reviewed for their reasonableness. These assumptions are only a "best guess". The actual values, rates of growth, and tax rates may be significantly different from those illustrated. The actual taxes due may be significantly greater or smaller than those illustrated. No guarantee can be made regarding values and taxes when actual appreciation rates and tax rates cannot be known at this time.

For illustrative purposes, many assumptions must be made concerning the sale of properties or the change of property ownership. These are for illustrative purposes and not to be considered as legal advice; only your solicitor should provide such advice. No legal or accounting advice is being rendered either by this report or through any other oral or written communications. Please discuss legal and accounting matters directly with your advisers in each of those areas. Because your planning concerns and goals may change in the future, periodically monitoring actual results and making appropriate adjustments are essential components of your program. Annual updating allows a year of estimated values to be replaced with actual results and can be very helpful in your determining whether your plans are on your desired course. Strategies may be proposed during the course of planning, including the acquisition of insurance and other financial products. When this occurs, additional information about the specific product (including a key features document, if required) will be provided for your review.



# 1

## Scenario Comparison

*Comparing scenarios leads to proper planning.*

Is your plan on track, or should you change directions? Comparing different planning scenarios can help you decide which planning strategies and techniques work best for you. By comparing strategies, you can get the perspective you need in order to make better financial decisions.

Scenario 1: *Proposed Strategy (Scenario Comparison)*

Scenario 2: *Current Situation*

# Comparing Scenarios

This comparison shows the key differences and similarities between the following two scenarios:

**Scenario 1:** *Proposed Strategy (Scenario Comparison)*

**Scenario 2:** *Current Situation*

## Major Scenario Differences

The complete analyses of scenarios being compared should be reviewed for differences. The chart below shows the differences in these two scenarios:

| Scenario Name  | Current Situation | Proposed Strategy (Scenario Comparison) |
|--|-------------------|---|
| <b>Incomes</b>                                       |                   |   |
| Govt Benefits Income                                 |                   |   |
| State Pension Info                                   |                   |   |
| Start Age  | 65                | 68                                      |
| Govt Benefits Income                                 |                   |   |
| State Pension Info                                   |                   |   |
| Start Age  | 65                | 68                                      |
| <b>Life Insurance</b>                                |                   |   |
| Life Insurance Policy - ABC Term                     |                   |   |
| Face Amount  | £250,000.00       | £400,000.00                             |
| As Of Date   | Jun. 5, 2009      | Jun. 30, 2009                           |
| Premium  | 115               | 155                                     |
| Life Insurance Policy - ABC Endowment                |                   |   |
| Insureds   | Dr. Anthony;Mary  | Mary;Dr. Anthony                        |
| <b>Disability Insurance</b>                          |                   |   |
| Disability Insurance Policy - Personal PHI - Anthony | Not included      | Exists                                  |
| Disability Insurance Policy - Personal PHI - Mary    | Not included      | Exists                                  |
| <b>Transactions</b>                                  |                   |   |
| Transaction - School Fees Contribution               |                   |   |
| From Transfers                                       |                   |   |
| Transfer   |                   |   |
| Transfer Value                                       | £200.00           | £700.00                                 |
| Increase Percent                                     | 0 %               | 3 %                                     |
| Inflate From Today                                   | No                | Yes                                     |
| End  | Jonathan's age 21 | Jonathan's age 22                       |
| Transaction - Retirement Plan Transaction            |                   |   |
| From Transfers                                       |                   |   |
| Salary Reduction From Transfer                       |                   |   |
| Employee Transfer                                    | £150.00           | £650.00                                 |
| Transaction - Cash In Share Portfolio                | Not included      | Exists                                  |
| Transaction - Save Surplus Income                    | Not included      | Exists                                  |

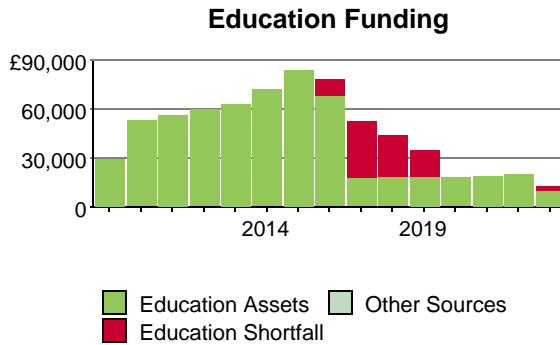
The Planning Assumptions and the Confirmation of Facts pages can provide more details for the items included within a scenario.

# Education Funding Compared

Other planning needs may have a direct effect on your goals for education funding.

## Scenario 1: *Proposed Strategy (Scenario Comparison)*

Provided by Other Sources 0%  
 Provided by Education Assets 87%  
 Shortage 13%

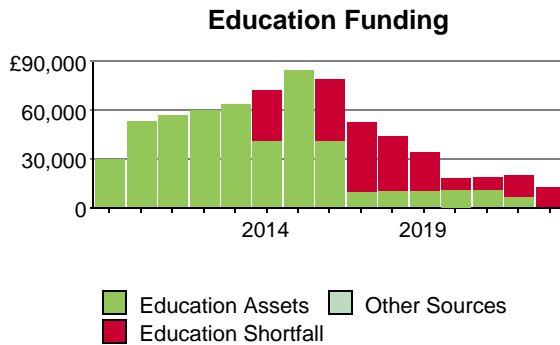


### Consideration:

The present value of the additional amounts needed for this scenario is £56,839

## Scenario 2: *Current Situation*

Provided by Other Sources 0%  
 Provided by Education Assets 70%  
 Shortage 30%



### Consideration:

The present value of the additional amounts needed for this scenario is £134,103

# Education Funding Summary

## Scenario 1: Proposed Strategy (Scenario Comparison)

| Year <sup>1</sup> | Annual Education Cost | Paid from Other Sources | Paid from Education Assets | Balance of Assets for Education <sup>2</sup> | Education Shortage for Year |
|-------------------|-----------------------|-------------------------|----------------------------|--|-----------------------------|
| 2009              | £29,750               | £0                      | £29,750                    | £205,905                                     | £0                          |
| 2010              | 54,060                | 0                       | 54,060                     | 178,270                                      | 0                           |
| 2011              | 57,304                | 0                       | 57,304                     | 146,009                                      | 0                           |
| 2012              | 60,742                | 0                       | 60,742                     | 108,633                                      | 0                           |
| 2013              | 64,386                | 0                       | 64,386                     | 65,559                                       | 0                           |
| 2014              | 73,547                | 0                       | 73,547                     | 10,966                                       | 0                           |
| 2015              | 85,820                | 0                       | 85,820                     | 50,858                                       | 0                           |
| 2016              | 80,319                | 0                       | 69,676                     | 0  | 10,643                      |
| 2017              | 53,527                | 0                       | 18,241                     | 0  | 35,285                      |
| 2018              | 44,771                | 0                       | 18,789                     | 0  | 25,982                      |
| 2019              | 34,772                | 0                       | 18,378                     | 983  | 16,395                      |
| 2020              | 18,034                | 0                       | 18,034                     | 2,984  | 0                           |
| 2021              | 19,116                | 0                       | 19,116                     | 4,597  | 0                           |
| 2022              | 20,263                | 0                       | 20,263                     | 2,051  | 0                           |
| 2023              | 12,529                | 0                       | 9,480                      | 0  | 3,049                       |

## Scenario 2: Current Situation

| Year <sup>1</sup> | Annual Education Cost | Paid from Other Sources | Paid from Education Assets | Balance of Assets for Education <sup>2</sup> | Education Shortage for Year |
|-------------------|-----------------------|-------------------------|----------------------------|--|-----------------------------|
| 2009              | £29,750               | £0                      | £29,750                    | £202,358                                     | £0                          |
| 2010              | 54,060                | 0                       | 54,060                     | 168,122                                      | 0                           |
| 2011              | 57,304                | 0                       | 57,304                     | 128,631                                      | 0                           |
| 2012              | 60,742                | 0                       | 60,742                     | 83,357                                       | 0                           |
| 2013              | 64,386                | 0                       | 64,386                     | 31,670                                       | 0                           |
| 2014              | 73,547                | 0                       | 41,563                     | 0  | 31,984                      |
| 2015              | 85,820                | 0                       | 85,820                     | 31,472                                       | 0                           |
| 2016              | 80,319                | 0                       | 41,662                     | 0  | 38,656                      |
| 2017              | 53,527                | 0                       | 10,001                     | 0  | 43,526                      |
| 2018              | 44,771                | 0                       | 10,229                     | 0  | 34,543                      |
| 2019              | 34,772                | 0                       | 10,463                     | 0  | 24,309                      |
| 2020              | 18,034                | 0                       | 10,705                     | 0  | 7,328                       |
| 2021              | 19,116                | 0                       | 10,955                     | 0  | 8,161                       |
| 2022              | 20,263                | 0                       | 6,540                      | 0  | 13,723                      |
| 2023              | 12,529                | 0                       | 0                          | 0  | 12,529                      |

<sup>1</sup> Assets designated for education are applied to the first education need. Based on the information provided, total education needs are £708,939. If you wish to pre-fund education costs in the event of death today, insurance death proceeds of £56,839 accumulating at 5% annually may fully fund the education needs illustrated above.

<sup>2</sup> Includes any planned deposits to Education Assets.

# Lifestyle Living—Maintaining Your Lifestyle

## Cash Flow Objective

- Pay all lifestyle expenses
- After applying any education funds, pay any remaining education cost
- Be able to fund specific needs and future purchases
- Under no circumstances use assets designated "Do Not Use" for cash flow

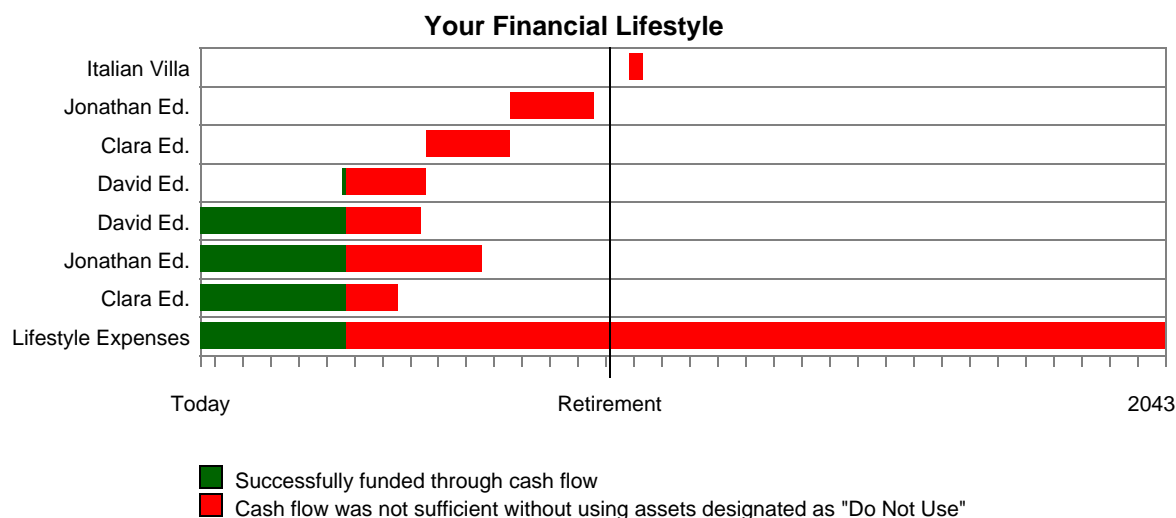
### Scenario 1: *Proposed Strategy (Scenario Comparison)*



### Consideration:

Scenario 1: *Proposed Strategy (Scenario Comparison)* had successful cash flow.

### Scenario 2: *Current Situation*



### Consideration:

Scenario 2: *Current Situation* failed in October of 2014

The value of the shortfall today invested at 5%:

£182,189

# Expected Income

## Scenario 1: *Proposed Strategy (Scenario Comparison)*

| Year   | Salary  | Other Income <sup>1</sup> | State Benefits | Earnings (Cash, Dividends) | Retirement Plan Distributions | Total Expected Income |
|--------|---------|---------------------------|----------------|----------------------------|-------------------------------|-----------------------|
| 2009   | £74,725 | £4,881                    | £0             | £0                         | £0                            | £79,606               |
| 2010   | 131,943 | 8,609                     | 0              | 0                          | 0                             | 140,552               |
| 2011   | 135,901 | 8,858                     | 0              | 0                          | 0                             | 144,759               |
| 2012   | 139,978 | 9,114                     | 0              | 0                          | 0                             | 149,093               |
| 2013   | 144,178 | 9,171                     | 0              | 0                          | 0                             | 153,349               |
| 2014   | 148,503 | 8,801                     | 0              | 0                          | 0                             | 157,304               |
| 2015   | 152,958 | 9,060                     | 0              | 24,375                     | 0                             | 186,393               |
| 2016   | 157,547 | 8,923                     | 0              | 0                          | 0                             | 166,470               |
| 2017   | 162,273 | 8,980                     | 0              | 0                          | 0                             | 171,253               |
| 2018   | 167,141 | 9,246                     | 0              | 0                          | 0                             | 176,388               |
| 2019   | 172,156 | 9,249                     | 0              | 26                         | 0                             | 181,431               |
| 2020   | 177,320 | 9,136                     | 0              | 0                          | 0                             | 186,456               |
| 2021   | 182,640 | 9,410                     | 0              | 0                          | 0                             | 192,050               |
| 2022   | 188,119 | 9,692                     | 0              | 0                          | 0                             | 197,811               |
| 2023   | 193,763 | 9,983                     | 0              | 0                          | 0                             | 203,746               |
| R 2024 | 156,848 | 9,426                     | 0              | 0                          | 179,846                       | 346,121               |
| 2025   | 0       | 0                         | 0              | 0                          | 55,171                        | 55,171                |
| 2026   | 0       | 0                         | 0              | 0                          | 57,060                        | 57,060                |
| 2027   | 0       | 0                         | 0              | 0                          | 59,044                        | 59,044                |
| 2028   | 0       | 0                         | 0              | 0                          | 61,127                        | 61,127                |
| 2029   | 0       | 0                         | 0              | 0                          | 63,315                        | 63,315                |
| 2030   | 0       | 0                         | 0              | 0                          | 65,611                        | 65,611                |
| 2031   | 0       | 0                         | 0              | 0                          | 68,023                        | 68,023                |
| 2032   | 0       | 0                         | 1,955          | 0                          | 70,555                        | 72,510                |
| 2033   | 0       | 0                         | 12,082         | 0                          | 73,213                        | 85,296                |
| 2034   | 0       | 0                         | 12,445         | 0                          | 76,005                        | 88,450                |
| 2035   | 0       | 0                         | 24,568         | 0                          | 78,936                        | 103,504               |
| 2036   | 0       | 0                         | 26,405         | 0                          | 82,014                        | 108,419               |
| 2037   | 0       | 0                         | 27,197         | 0                          | 85,246                        | 112,443               |
| 2038   | 0       | 0                         | 28,013         | 0                          | 88,639                        | 116,652               |
| 2039   | 0       | 0                         | 28,853         | 0                          | 92,202                        | 121,055               |
| 2040   | 0       | 0                         | 29,719         | 0                          | 95,943                        | 125,662               |
| 2041   | 0       | 0                         | 30,611         | 0                          | 99,871                        | 130,481               |
| 2042   | 0       | 0                         | 31,529         | 0                          | 103,995                       | 135,524               |
| 2043   | 0       | 0                         | 32,475         | 0                          | 108,326                       | 140,801               |

<sup>1</sup> Other Income includes any estimated tax refunds for the prior year.  
R-Retirement assumed to begin in this year.



SCENARIO COMPARISON

# Expected Income (Continued)

## Scenario 2: *Current Situation*

| Year   | Salary  | Other Income <sup>1</sup> | State Benefits | Earnings (Cash, Dividends) | Retirement Plan Distributions | Total Expected Income |
|--------|---------|---------------------------|----------------|----------------------------|-------------------------------|-----------------------|
| 2009   | £74,725 | £4,881                    | £0             | £0                         | £0                            | £79,606               |
| 2010   | 131,943 | 8,609                     | 0              | 0                          | 0                             | 140,552               |
| 2011   | 135,901 | 8,858                     | 0              | 0                          | 0                             | 144,759               |
| 2012   | 139,978 | 9,114                     | 0              | 0                          | 0                             | 149,093               |
| 2013   | 144,178 | 9,171                     | 0              | 0                          | 0                             | 153,349               |
| 2014   | 148,503 | 8,801                     | 0              | 0                          | 0                             | 157,304               |
| 2015   | 152,958 | 9,060                     | 0              | 24,375                     | 0                             | 186,393               |
| 2016   | 157,547 | 8,923                     | 0              | 0                          | 0                             | 166,470               |
| 2017   | 162,273 | 8,980                     | 0              | 0                          | 0                             | 171,253               |
| 2018   | 167,141 | 9,246                     | 0              | 0                          | 0                             | 176,388               |
| 2019   | 172,156 | 9,249                     | 0              | 0                          | 0                             | 181,405               |
| 2020   | 177,320 | 9,136                     | 0              | 0                          | 0                             | 186,456               |
| 2021   | 182,640 | 9,410                     | 0              | 0                          | 0                             | 192,050               |
| 2022   | 188,119 | 9,692                     | 0              | 0                          | 0                             | 197,811               |
| 2023   | 193,763 | 9,983                     | 0              | 0                          | 0                             | 203,746               |
| R 2024 | 156,848 | 9,426                     | 0              | 0                          | 122,253                       | 288,527               |
| 2025   | 0       | 0                         | 0              | 0                          | 45,677                        | 45,677                |
| 2026   | 0       | 0                         | 0              | 0                          | 47,566                        | 47,566                |
| 2027   | 0       | 0                         | 0              | 0                          | 49,550                        | 49,550                |
| 2028   | 0       | 0                         | 0              | 489                        | 51,633                        | 52,122                |
| 2029   | 0       | 0                         | 0              | 297                        | 53,821                        | 54,118                |
| 2030   | 0       | 0                         | 1,536          | 18                         | 56,117                        | 57,671                |
| 2031   | 0       | 0                         | 9,490          | 0                          | 58,529                        | 68,019                |
| 2032   | 0       | 0                         | 9,775          | 0                          | 61,061                        | 70,836                |
| 2033   | 0       | 0                         | 19,298         | 0                          | 63,720                        | 83,017                |
| 2034   | 0       | 0                         | 20,741         | 0                          | 66,511                        | 87,252                |
| 2035   | 0       | 0                         | 21,363         | 0                          | 69,442                        | 90,806                |
| 2036   | 0       | 0                         | 22,004         | 0                          | 72,520                        | 94,524                |
| 2037   | 0       | 0                         | 22,664         | 0                          | 75,752                        | 98,416                |
| 2038   | 0       | 0                         | 23,344         | 0                          | 79,145                        | 102,489               |
| 2039   | 0       | 0                         | 24,044         | 0                          | 82,708                        | 106,752               |
| 2040   | 0       | 0                         | 24,766         | 0                          | 86,449                        | 111,215               |
| 2041   | 0       | 0                         | 25,509         | 0                          | 90,377                        | 115,886               |
| 2042   | 0       | 0                         | 26,274         | 0                          | 94,501                        | 120,775               |
| 2043   | 0       | 0                         | 27,062         | 0                          | 98,832                        | 125,894               |

Note: Scenario 2: *Current Situation* failed in October of 2014

<sup>1</sup> Other Income includes any estimated tax refunds for the prior year.  
R-Retirement assumed to begin in this year.

# Outgoing Payments

## Scenario 1: Proposed Strategy (Scenario Comparison)

| Year   | Basic Expenses | Education & Specific Needs | Loan Payments | Retirement Plan Contributions | Discretionary Spending | Tax Payments and Withholdings <sup>1</sup> | Total Outgoing Payments |
|--------|----------------|----------------------------|---------------|-------------------------------|------------------------|--|-------------------------|
| 2009   | £27,790        | £29,750                    | £6,535        | £8,986                        | £0                     | £22,694                                    | £95,755                 |
| 2010   | 48,936         | 54,060                     | 10,966        | 15,867                        | 0                      | 40,912                                     | 170,741                 |
| 2011   | 50,271         | 57,304                     | 10,602        | 16,343                        | 0                      | 49,919                                     | 184,439                 |
| 2012   | 51,511         | 60,742                     | 10,602        | 16,833                        | 0                      | 51,517                                     | 191,205                 |
| 2013   | 52,522         | 64,386                     | 11,330        | 17,338                        | 0                      | 53,248                                     | 198,825                 |
| 2014   | 53,981         | 73,547                     | 12,364        | 17,859                        | 0                      | 55,169                                     | 212,919                 |
| 2015   | 55,483         | 85,820                     | 12,449        | 18,394                        | 0                      | 56,790                                     | 228,937                 |
| 2016   | 57,031         | 80,319                     | 12,470        | 18,946                        | 0                      | 84,770                                     | 253,536                 |
| 2017   | 58,624         | 53,527                     | 12,522        | 19,515                        | 0                      | 60,019                                     | 204,207                 |
| 2018   | 60,266         | 44,771                     | 12,522        | 20,100                        | 0                      | 61,270                                     | 198,930                 |
| 2019   | 61,957         | 34,772                     | 12,511        | 20,703                        | 0                      | 62,681                                     | 192,624                 |
| 2020   | 63,699         | 18,034                     | 12,455        | 21,324                        | 0                      | 64,622                                     | 180,134                 |
| 2021   | 65,493         | 19,116                     | 12,449        | 21,964                        | 0                      | 66,591                                     | 185,612                 |
| 2022   | 67,341         | 20,263                     | 12,449        | 22,623                        | 0                      | 68,695                                     | 191,370                 |
| 2023   | 69,244         | 12,529                     | 12,449        | 23,301                        | 0                      | 70,888                                     | 188,411                 |
| R 2024 | 70,840         | 0                          | 11,576        | 19,527                        | 0                      | 62,380                                     | 164,323                 |
| 2025   | 74,393         | 0                          | 1,920         | 0                             | 0                      | 86,486                                     | 162,798                 |
| 2026   | 76,569         | 0                          | 1,920         | 0                             | 0                      | 10,087                                     | 88,576                  |
| 2027   | 78,810         | 0                          | 1,920         | 0                             | 0                      | 10,080                                     | 90,810                  |
| 2028   | 80,033         | 0                          | 1,920         | 0                             | 0                      | 10,149                                     | 92,102                  |
| 2029   | 81,636         | 0                          | 1,920         | 0                             | 0                      | 10,221                                     | 93,777                  |
| 2030   | 84,085         | 0                          | 1,920         | 0                             | 0                      | 10,311                                     | 96,316                  |
| 2031   | 86,608         | 0                          | 1,920         | 0                             | 0                      | 10,405                                     | 98,933                  |
| 2032   | 89,206         | 0                          | 1,920         | 0                             | 0                      | 10,501                                     | 101,627                 |
| 2033   | 91,882         | 0                          | 1,920         | 0                             | 0                      | 10,991                                     | 104,794                 |
| 2034   | 94,639         | 0                          | 1,920         | 0                             | 0                      | 13,205                                     | 109,763                 |
| 2035   | 97,478         | 0                          | 1,920         | 0                             | 0                      | 13,510                                     | 112,908                 |
| 2036   | 100,402        | 0                          | 1,920         | 0                             | 0                      | 16,240                                     | 118,562                 |
| 2037   | 103,414        | 0                          | 1,920         | 0                             | 0                      | 17,004                                     | 122,339                 |
| 2038   | 106,517        | 0                          | 1,920         | 0                             | 0                      | 17,584                                     | 126,020                 |
| 2039   | 109,712        | 0                          | 1,920         | 0                             | 0                      | 18,197                                     | 129,830                 |
| 2040   | 113,004        | 0                          | 1,920         | 0                             | 0                      | 18,848                                     | 133,772                 |
| 2041   | 116,394        | 0                          | 1,920         | 0                             | 0                      | 19,539                                     | 137,853                 |
| 2042   | 119,886        | 0                          | 1,920         | 0                             | 0                      | 20,272                                     | 142,078                 |
| 2043   | 123,482        | 0                          | 1,920         | 0                             | 0                      | 21,052                                     | 146,454                 |

<sup>1</sup> All payroll withholding taxes plus additional tax payments (income and capital gains tax). Refunds are shown as other income in the year received.

R-Retirement assumed to begin in this year.

# Outgoing Payments (Continued)

## Scenario 2: *Current Situation*

| Year   | Basic Expenses | Education & Specific Needs | Loan Payments | Retirement Plan Contributions | Discretionary Spending | Tax Payments and Withholdings <sup>1</sup> | Total Outgoing Payments |
|--------|----------------|----------------------------|---------------|-------------------------------|------------------------|--|-------------------------|
| 2009   | £26,320        | £29,750                    | £6,535        | £5,486                        | £12,671                | £22,694                                    | £103,456                |
| 2010   | 46,416         | 54,060                     | 10,966        | 9,687                         | 23,140                 | 41,763                                     | 186,032                 |
| 2011   | 47,751         | 57,304                     | 10,602        | 9,978                         | 23,191                 | 51,298                                     | 200,124                 |
| 2012   | 48,991         | 60,742                     | 10,602        | 10,277                        | 30,152                 | 52,765                                     | 213,529                 |
| 2013   | 50,002         | 64,386                     | 10,614        | 10,585                        | 25,757                 | 54,316                                     | 215,660                 |
| 2014   | 51,461         | 73,547                     | 12,250        | 10,903                        | 10,927                 | 55,946                                     | 215,034                 |
| 2015   | 52,963         | 85,820                     | 12,461        | 11,230                        | 25,906                 | 57,399                                     | 245,780                 |
| 2016   | 54,511         | 80,319                     | 12,499        | 11,567                        | 7,226                  | 85,210                                     | 251,332                 |
| 2017   | 56,104         | 53,527                     | 12,522        | 11,914                        | 0                      | 60,843                                     | 194,911                 |
| 2018   | 57,746         | 44,771                     | 12,522        | 12,271                        | 0                      | 62,615                                     | 189,927                 |
| 2019   | 59,437         | 34,772                     | 12,511        | 12,640                        | 10,316                 | 64,496                                     | 194,171                 |
| 2020   | 61,179         | 18,034                     | 12,455        | 13,019                        | 24,592                 | 66,432                                     | 195,711                 |
| 2021   | 62,973         | 19,116                     | 12,449        | 13,409                        | 25,244                 | 68,427                                     | 201,618                 |
| 2022   | 64,821         | 20,263                     | 12,449        | 13,812                        | 25,886                 | 70,482                                     | 207,712                 |
| 2023   | 66,724         | 12,529                     | 12,449        | 14,226                        | 35,465                 | 72,599                                     | 213,992                 |
| R 2024 | 68,840         | 0                          | 11,576        | 11,737                        | 30,877                 | 63,892                                     | 186,922                 |
| 2025   | 73,913         | 0                          | 1,920         | 0                             | 0                      | 86,531                                     | 162,364                 |
| 2026   | 76,089         | 0                          | 1,920         | 0                             | 0                      | 6,412                                      | 84,421                  |
| 2027   | 78,330         | 0                          | 1,920         | 0                             | 0                      | 6,225                                      | 86,475                  |
| 2028   | 79,833         | 0                          | 1,920         | 0                             | 0                      | 6,109                                      | 87,862                  |
| 2029   | 81,636         | 0                          | 1,920         | 0                             | 0                      | 5,988                                      | 89,545                  |
| 2030   | 84,085         | 0                          | 1,920         | 0                             | 0                      | 6,116                                      | 92,121                  |
| 2031   | 86,608         | 0                          | 1,920         | 0                             | 0                      | 6,714                                      | 95,242                  |
| 2032   | 89,206         | 0                          | 1,920         | 0                             | 0                      | 8,641                                      | 99,767                  |
| 2033   | 91,882         | 0                          | 1,920         | 0                             | 0                      | 9,056                                      | 102,858                 |
| 2034   | 94,639         | 0                          | 1,920         | 0                             | 0                      | 11,339                                     | 107,897                 |
| 2035   | 97,478         | 0                          | 1,920         | 0                             | 0                      | 12,028                                     | 111,425                 |
| 2036   | 100,402        | 0                          | 1,920         | 0                             | 0                      | 12,576                                     | 114,898                 |
| 2037   | 103,414        | 0                          | 1,920         | 0                             | 0                      | 13,152                                     | 118,486                 |
| 2038   | 106,517        | 0                          | 1,920         | 0                             | 0                      | 13,757                                     | 122,194                 |
| 2039   | 109,712        | 0                          | 1,920         | 0                             | 0                      | 14,394                                     | 126,027                 |
| 2040   | 113,004        | 0                          | 1,920         | 0                             | 0                      | 15,066                                     | 129,990                 |
| 2041   | 116,394        | 0                          | 1,920         | 0                             | 0                      | 15,775                                     | 134,089                 |
| 2042   | 119,886        | 0                          | 1,920         | 0                             | 0                      | 16,521                                     | 138,326                 |
| 2043   | 123,482        | 0                          | 1,920         | 0                             | 0                      | 17,305                                     | 142,707                 |

Note: Scenario 2: *Current Situation* failed in October of 2014

<sup>1</sup> All payroll withholding taxes plus additional tax payments (income and capital gains tax). Refunds are shown as other income in the year received.

R-Retirement assumed to begin in this year.

# Comparison of Maintaining Your Lifestyle

## Scenario 2: Proposed Strategy (Scenario Comparison)

| Year   | Expected Income | Total Outgoing Payments |
|--------|-----------------|-------------------------|
| 2009   | £79,606         | £95,755                 |
| 2010   | 140,552         | 170,741                 |
| 2011   | 144,759         | 184,439                 |
| 2012   | 149,093         | 191,205                 |
| 2013   | 153,349         | 198,825                 |
| 2014   | 157,304         | 212,919                 |
| 2015   | 186,393         | 228,937                 |
| 2016   | 166,470         | 253,536                 |
| 2017   | 171,253         | 204,207                 |
| 2018   | 176,388         | 198,930                 |
| 2019   | 181,431         | 192,624                 |
| 2020   | 186,456         | 180,134                 |
| 2021   | 192,050         | 185,612                 |
| 2022   | 197,811         | 191,370                 |
| 2023   | 203,746         | 188,411                 |
| R 2024 | 346,121         | 164,323                 |
| 2025   | 55,171          | 162,798                 |
| 2026   | 57,060          | 88,576                  |
| 2027   | 59,044          | 90,810                  |
| 2028   | 61,127          | 92,102                  |
| 2029   | 63,315          | 93,777                  |
| 2030   | 65,611          | 96,316                  |
| 2031   | 68,023          | 98,933                  |
| 2032   | 72,510          | 101,627                 |
| 2033   | 85,296          | 104,794                 |
| 2034   | 88,450          | 109,763                 |
| 2035   | 103,504         | 112,908                 |
| 2036   | 108,419         | 118,562                 |
| 2037   | 112,443         | 122,339                 |
| 2038   | 116,652         | 126,020                 |
| 2039   | 121,055         | 129,830                 |
| 2040   | 125,662         | 133,772                 |
| 2041   | 130,481         | 137,853                 |
| 2042   | 135,524         | 142,078                 |
| 2043   | 140,801         | 146,454                 |

## Scenario 2: Current Situation

| Year   | Expected Income | Total Outgoing Payments |
|--------|-----------------|-------------------------|
| 2009   | £79,606         | £103,456                |
| 2010   | 140,552         | 186,032                 |
| 2011   | 144,759         | 200,124                 |
| 2012   | 149,093         | 213,529                 |
| 2013   | 153,349         | 215,660                 |
| 2014   | 157,304         | 215,034                 |
| 2015   | 186,393         | 245,780                 |
| 2016   | 166,470         | 251,332                 |
| 2017   | 171,253         | 194,911                 |
| 2018   | 176,388         | 189,927                 |
| 2019   | 181,405         | 194,171                 |
| 2020   | 186,456         | 195,711                 |
| 2021   | 192,050         | 201,618                 |
| 2022   | 197,811         | 207,712                 |
| 2023   | 203,746         | 213,992                 |
| R 2024 | 288,527         | 186,922                 |
| 2025   | 45,677          | 162,364                 |
| 2026   | 47,566          | 84,421                  |
| 2027   | 49,550          | 86,475                  |
| 2028   | 52,122          | 87,862                  |
| 2029   | 54,118          | 89,545                  |
| 2030   | 57,671          | 92,121                  |
| 2031   | 68,019          | 95,242                  |
| 2032   | 70,836          | 99,767                  |
| 2033   | 83,017          | 102,858                 |
| 2034   | 87,252          | 107,897                 |
| 2035   | 90,806          | 111,425                 |
| 2036   | 94,524          | 114,898                 |
| 2037   | 98,416          | 118,486                 |
| 2038   | 102,489         | 122,194                 |
| 2039   | 106,752         | 126,027                 |
| 2040   | 111,215         | 129,990                 |
| 2041   | 115,886         | 134,089                 |
| 2042   | 120,775         | 138,326                 |
| 2043   | 125,894         | 142,707                 |

Note: Scenario 2: Current Situation failed in October of 2014

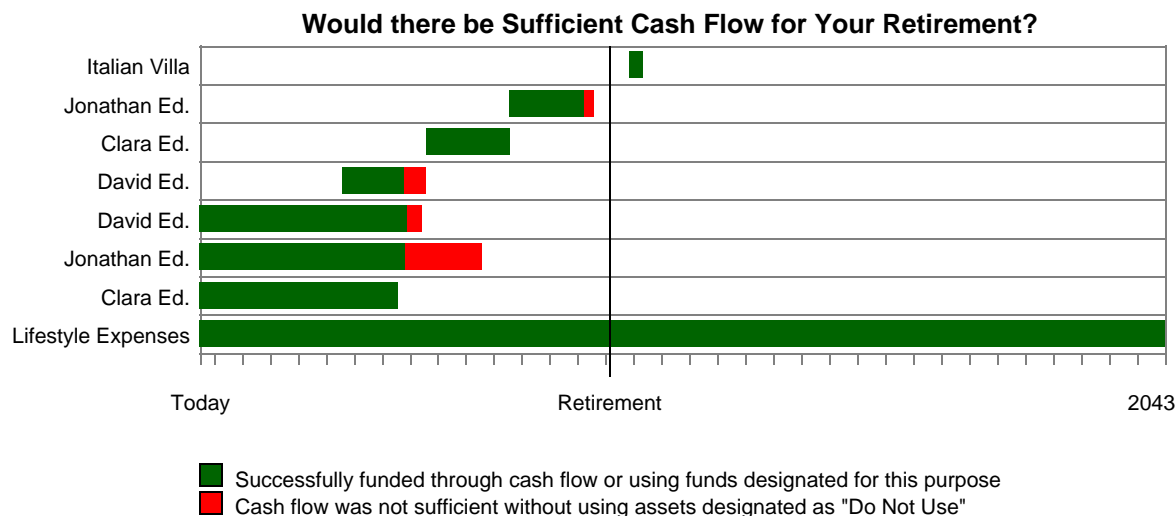
R-Retirement assumed to begin in this year.

# Lifestyle Living—Putting Retirement First

## Cash Flow Objective

- Pay all lifestyle expenses
- Use only assets designated for education, to fund education needs
- Under no circumstances use assets designated "Do Not Use" for cash flow

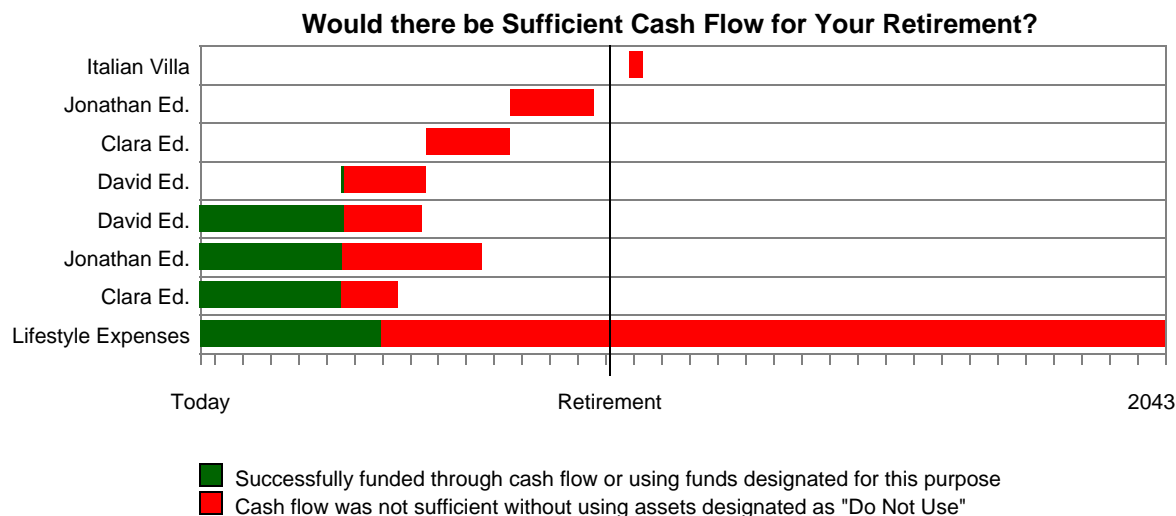
### Scenario 1: *Proposed Strategy (Scenario Comparison)*



### Consideration:

Scenario 1: *Proposed Strategy (Scenario Comparison) had successful cash flow.*

### Scenario 2: *Current Situation*



### Consideration:

Scenario 2: *Current Situation failed in January of 2016*

The value of the shortfall today invested at 5%:

£135,937

## SCENARIO COMPARISON

# Lifestyle Living—Putting Retirement First (Continued)

## Scenario 2: *Proposed Strategy* (Scenario Comparison)

| Year   | Expected<br>Income | Total Outgoing<br>Payments |
|--------|--------------------|----------------------------|
| 2009   | £79,606            | £95,755                    |
| 2010   | 140,552            | 170,741                    |
| 2011   | 144,759            | 184,439                    |
| 2012   | 149,093            | 191,205                    |
| 2013   | 153,349            | 198,825                    |
| 2014   | 157,304            | 212,919                    |
| 2015   | 186,393            | 228,937                    |
| 2016   | 166,470            | 253,514                    |
| 2017   | 171,253            | 204,146                    |
| 2018   | 176,388            | 199,405                    |
| 2019   | 181,431            | 193,650                    |
| 2020   | 186,456            | 181,729                    |
| 2021   | 192,050            | 187,391                    |
| 2022   | 197,811            | 193,227                    |
| 2023   | 203,746            | 190,348                    |
| R 2024 | 346,121            | 166,375                    |
| 2025   | 55,171             | 164,964                    |
| 2026   | 57,060             | 90,083                     |
| 2027   | 59,044             | 92,390                     |
| 2028   | 61,127             | 93,761                     |
| 2029   | 63,315             | 95,518                     |
| 2030   | 65,611             | 98,142                     |
| 2031   | 68,023             | 100,849                    |
| 2032   | 72,510             | 103,638                    |
| 2033   | 85,296             | 106,904                    |
| 2034   | 88,450             | 111,978                    |
| 2035   | 103,504            | 115,232                    |
| 2036   | 108,419            | 121,001                    |
| 2037   | 112,443            | 124,898                    |
| 2038   | 116,652            | 128,706                    |
| 2039   | 121,055            | 132,648                    |
| 2040   | 125,662            | 136,729                    |
| 2041   | 130,481            | 140,956                    |
| 2042   | 135,524            | 145,434                    |
| 2043   | 140,801            | 150,087                    |

## Scenario 2: *Current Situation*

| Year   | Expected<br>Income | Total Outgoing<br>Payments |
|--------|--------------------|----------------------------|
| 2009   | £79,606            | £103,456                   |
| 2010   | 140,552            | 186,032                    |
| 2011   | 144,759            | 200,124                    |
| 2012   | 149,093            | 213,529                    |
| 2013   | 153,349            | 215,660                    |
| 2014   | 157,304            | 228,851                    |
| 2015   | 186,393            | 245,789                    |
| 2016   | 166,470            | 270,845                    |
| 2017   | 171,253            | 222,712                    |
| 2018   | 176,388            | 219,035                    |
| 2019   | 181,405            | 214,053                    |
| 2020   | 186,456            | 202,422                    |
| 2021   | 192,050            | 209,099                    |
| 2022   | 197,811            | 220,681                    |
| 2023   | 203,746            | 224,731                    |
| R 2024 | 288,527            | 186,922                    |
| 2025   | 45,677             | 162,364                    |
| 2026   | 47,566             | 84,421                     |
| 2027   | 49,550             | 86,475                     |
| 2028   | 52,122             | 87,862                     |
| 2029   | 54,118             | 89,545                     |
| 2030   | 57,671             | 92,121                     |
| 2031   | 68,019             | 95,242                     |
| 2032   | 70,836             | 99,767                     |
| 2033   | 83,017             | 102,858                    |
| 2034   | 87,252             | 107,897                    |
| 2035   | 90,806             | 111,425                    |
| 2036   | 94,524             | 114,898                    |
| 2037   | 98,416             | 118,486                    |
| 2038   | 102,489            | 122,194                    |
| 2039   | 106,752            | 126,027                    |
| 2040   | 111,215            | 129,990                    |
| 2041   | 115,886            | 134,089                    |
| 2042   | 120,775            | 138,326                    |
| 2043   | 125,894            | 142,707                    |

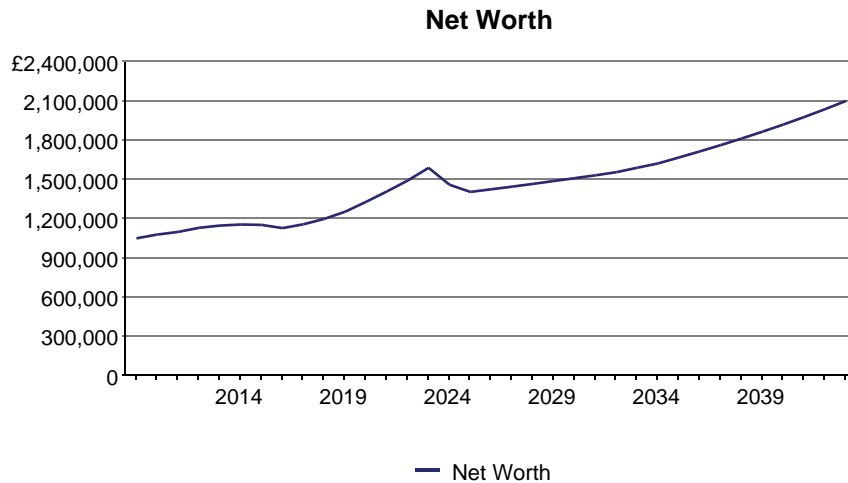
Note: Scenario 2: *Current Situation* failed in  
January of 2016

R-Retirement assumed to begin in this year.

# Lifestyle Living—Effects on Net Worth

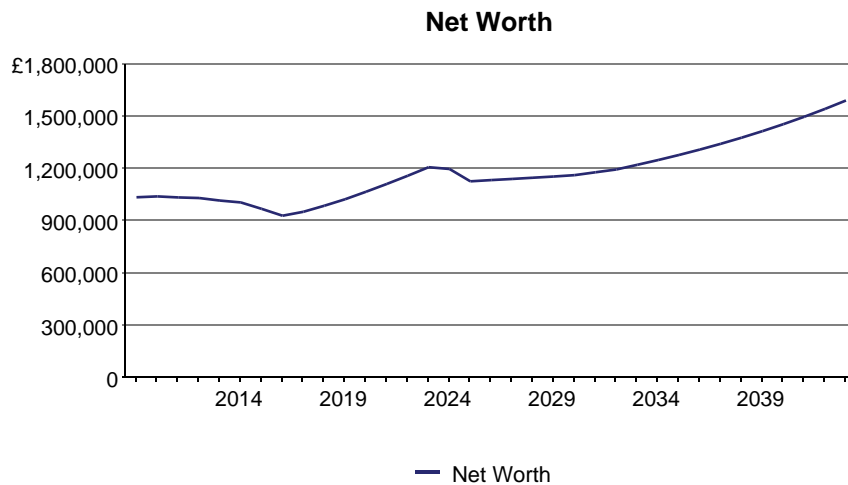
## Scenario 1: *Proposed Strategy (Scenario Comparison)*

Your future net worth is based on your cash flow. It assumes that everything goes as planned and you both live until 0, the first year cash flow failure is experienced.



## Scenario 2: *Current Situation*

Your future net worth is based on your cash flow. It assumes that everything goes as planned and you both live until 2014, the first year cash flow failure is experienced.



Scenario 2: *Current Situation failed in October of 2014*

SCENARIO COMPARISON

# Lifestyle Living—Effects on Net Worth (Continued)

## Scenario 1: *Proposed Strategy* (Scenario Comparison)

| Year   | End of Year<br>Assets <sup>1</sup> | End of Year<br>Liabilities | Net Worth  |
|--------|------------------------------------|----------------------------|------------|
| 2009   | £1,245,696                         | £193,117                   | £1,052,579 |
| 2010   | 1,274,774                          | 192,773                    | 1,082,002  |
| 2011   | 1,295,294                          | 192,773                    | 1,102,521  |
| 2012   | 1,326,865                          | 192,773                    | 1,134,092  |
| 2013   | 1,347,420                          | 195,938                    | 1,151,482  |
| 2014   | 1,359,811                          | 200,164                    | 1,159,646  |
| 2015   | 1,356,792                          | 200,164                    | 1,156,628  |
| 2016   | 1,332,645                          | 200,773                    | 1,131,873  |
| 2017   | 1,362,284                          | 200,773                    | 1,161,512  |
| 2018   | 1,404,036                          | 200,773                    | 1,203,263  |
| 2019   | 1,459,195                          | 200,490                    | 1,258,705  |
| 2020   | 1,535,264                          | 200,164                    | 1,335,099  |
| 2021   | 1,615,763                          | 200,164                    | 1,415,599  |
| 2022   | 1,700,482                          | 200,164                    | 1,500,318  |
| 2023   | 1,798,659                          | 200,164                    | 1,598,495  |
| R 2024 | 1,475,683                          | 8,000                      | 1,467,683  |
| 2025   | 1,420,037                          | 8,000                      | 1,412,037  |
| 2026   | 1,440,403                          | 8,000                      | 1,432,403  |
| 2027   | 1,460,767                          | 8,000                      | 1,452,767  |
| 2028   | 1,482,151                          | 8,000                      | 1,474,151  |
| 2029   | 1,504,323                          | 8,000                      | 1,496,323  |
| 2030   | 1,526,507                          | 8,000                      | 1,518,507  |
| 2031   | 1,548,706                          | 8,000                      | 1,540,706  |
| 2032   | 1,572,885                          | 8,000                      | 1,564,885  |
| 2033   | 1,607,261                          | 8,000                      | 1,599,261  |
| 2034   | 1,640,570                          | 8,000                      | 1,632,570  |
| 2035   | 1,686,834                          | 8,000                      | 1,678,834  |
| 2036   | 1,733,801                          | 8,000                      | 1,725,801  |
| 2037   | 1,782,507                          | 8,000                      | 1,774,507  |
| 2038   | 1,833,307                          | 8,000                      | 1,825,307  |
| 2039   | 1,886,349                          | 8,000                      | 1,878,349  |
| 2040   | 1,941,792                          | 8,000                      | 1,933,792  |
| 2041   | 1,999,810                          | 8,000                      | 1,991,810  |
| 2042   | 2,060,587                          | 8,000                      | 2,052,587  |
| 2043   | 2,124,322                          | 8,000                      | 2,116,322  |

## Scenario 2: *Current Situation*

| Year   | End of Year<br>Assets <sup>1</sup> | End of Year<br>Liabilities | Net Worth              |
|--------|------------------------------------|----------------------------|------------------------|
| 2009   | £1,233,413                         | £193,117                   | £1,040,296             |
| 2010   | 1,238,090                          | 192,773                    | 1,045,317              |
| 2011   | 1,232,150                          | 192,773                    | 1,039,377              |
| 2012   | 1,228,712                          | 192,773                    | 1,035,940              |
| 2013   | 1,213,960                          | 192,773                    | 1,021,187              |
| 2014   | 1,219,431                          | 200,773                    | 1,010,398 <sup>2</sup> |
| 2015   | 1,189,904                          | 200,164                    | 973,031                |
| 2016   | 1,201,380                          | 200,773                    | 933,208                |
| 2017   | 1,247,224                          | 200,773                    | 956,082                |
| 2018   | 1,295,049                          | 200,773                    | 991,056                |
| 2019   | 1,345,946                          | 200,490                    | 1,028,871              |
| 2020   | 1,398,009                          | 200,164                    | 1,072,344              |
| 2021   | 1,452,339                          | 200,164                    | 1,117,767              |
| 2022   | 1,509,038                          | 200,164                    | 1,165,227              |
| 2023   | 1,568,217                          | 200,164                    | 1,214,821              |
| R 2024 | 1,373,921                          | 8,000                      | 1,204,643              |
| 2025   | 1,302,200                          | 8,000                      | 1,132,921              |
| 2026   | 1,309,405                          | 8,000                      | 1,140,126              |
| 2027   | 1,315,961                          | 8,000                      | 1,146,683              |
| 2028   | 1,323,062                          | 8,000                      | 1,153,784              |
| 2029   | 1,330,099                          | 8,000                      | 1,160,821              |
| 2030   | 1,358,698                          | 8,000                      | 1,168,842              |
| 2031   | 1,401,821                          | 8,000                      | 1,185,431              |
| 2032   | 1,446,423                          | 8,000                      | 1,201,790              |
| 2033   | 1,492,555                          | 8,000                      | 1,228,769              |
| 2034   | 1,540,271                          | 8,000                      | 1,256,527              |
| 2035   | 1,589,626                          | 8,000                      | 1,285,950              |
| 2036   | 1,640,677                          | 8,000                      | 1,317,315              |
| 2037   | 1,693,484                          | 8,000                      | 1,350,740              |
| 2038   | 1,748,108                          | 8,000                      | 1,386,348              |
| 2039   | 1,804,670                          | 8,000                      | 1,424,281              |
| 2040   | 1,863,234                          | 8,000                      | 1,464,685              |
| 2041   | 1,923,823                          | 8,000                      | 1,507,706              |
| 2042   | 1,986,510                          | 8,000                      | 1,553,496              |
| 2043   | 2,051,569                          | 8,000                      | 1,602,220              |

Note: Scenario 2: *Current Situation* failed in October of 2014

Your change in net worth each year is the direct effect of your total cash flow. This illustration of your total net worth over time effectively compares the success of your cash flow planning.

<sup>1</sup> Assets equal total income less outgoing payments plus net effects of cash flow plus existing assets.

<sup>2</sup> Cash Flow Failure-Incoming cash flow plus any available assets remaining were insufficient to pay outgoing payments. Any assets remaining are those assets that you marked "Do Not Use."

R-Retirement assumed to begin in this year.

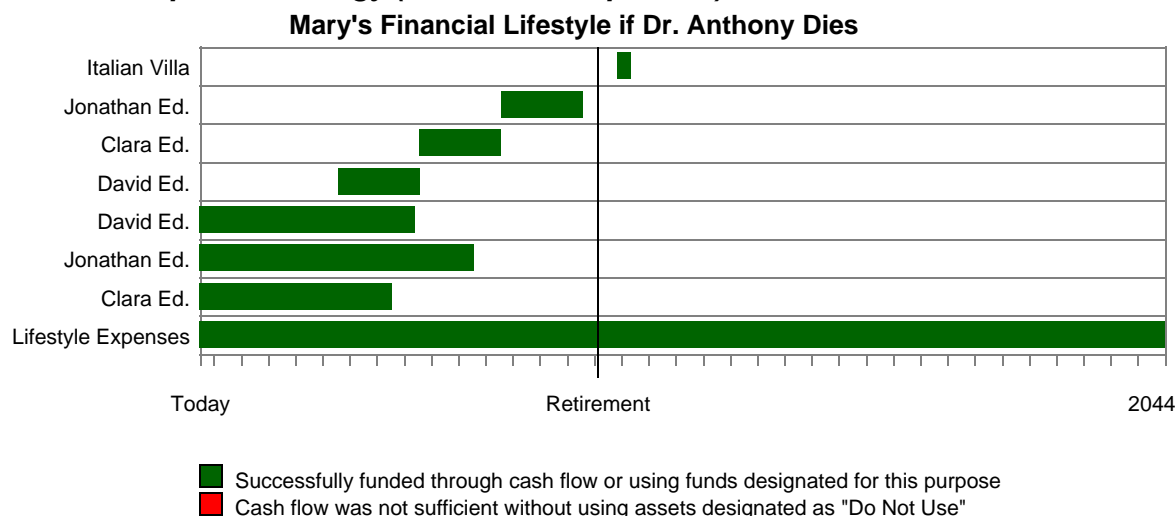


# Survivor's Lifestyle If Dr. Anthony Dies

## Cash Flow Objective if Dr. Anthony Died Today

- Pay all lifestyle expenses
- Use only assets designated for education, to fund education needs
- Calculate separately any additional needs for education, specific needs, or future purchases
- Under no circumstances use assets designated "Do Not Use" for cash flow

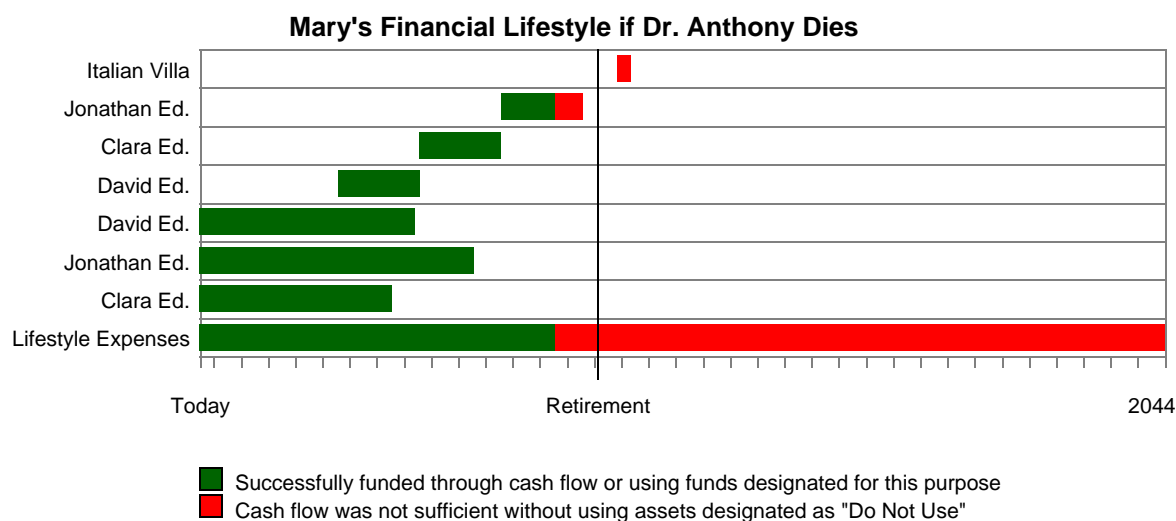
### Scenario 1: *Proposed Strategy (Scenario Comparison)*



### Consideration:

Scenario 1: *Proposed Strategy (Scenario Comparison) had successful cash flow.*

### Scenario 2: *Current Situation*



### Consideration:

Scenario 2: *Current Situation failed in August of 2022*  
 The value of the shortfall today invested at 5%:

£130,254

# Expected Income if Dr. Anthony Dies

## Scenario 1: *Proposed Strategy (Scenario Comparison)*

| Year   | Salary  | Other Income <sup>1</sup> | State Benefits | Earnings (Cash, Dividends) | Retirement Plan Distributions | Total Expected Income |
|--------|---------|---------------------------|----------------|----------------------------|-------------------------------|-----------------------|
| 2009   | £14,725 | £4,881                    | £0             | £0                         | £221,700                      | £241,306              |
| 2010   | 8,343   | 8,609                     | 0              | 0                          | 11,970                        | 28,922                |
| 2011   | 8,593   | 8,858                     | 0              | 0                          | 12,568                        | 30,020                |
| 2012   | 8,851   | 9,114                     | 0              | 0                          | 13,197                        | 31,162                |
| 2013   | 9,117   | 9,171                     | 0              | 0                          | 13,857                        | 32,145                |
| 2014   | 9,390   | 8,801                     | 0              | 0                          | 14,550                        | 32,741                |
| 2015   | 9,672   | 9,060                     | 0              | 24,375                     | 15,277                        | 58,384                |
| 2016   | 9,962   | 8,923                     | 0              | 0                          | 16,041                        | 34,926                |
| 2017   | 10,261  | 8,980                     | 0              | 0                          | 16,843                        | 36,084                |
| 2018   | 10,569  | 9,246                     | 0              | 0                          | 17,685                        | 37,500                |
| 2019   | 10,886  | 9,249                     | 0              | 26                         | 18,569                        | 38,730                |
| 2020   | 11,212  | 9,136                     | 0              | 0                          | 19,498                        | 39,846                |
| 2021   | 11,549  | 9,410                     | 0              | 0                          | 20,473                        | 41,431                |
| 2022   | 11,895  | 9,692                     | 0              | 0                          | 21,496                        | 43,084                |
| 2023   | 12,252  | 9,983                     | 0              | 0                          | 22,571                        | 44,806                |
| R 2024 | 1,052   | 9,426                     | 0              | 0                          | 41,689                        | 52,166                |
| 2025   | 0       | 0                         | 0              | 0                          | 37,999                        | 37,999                |
| 2026   | 0       | 0                         | 0              | 0                          | 39,899                        | 39,899                |
| 2027   | 0       | 0                         | 0              | 0                          | 41,894                        | 41,894                |
| 2028   | 0       | 0                         | 0              | 0                          | 43,989                        | 43,989                |
| 2029   | 0       | 0                         | 0              | 0                          | 46,188                        | 46,188                |
| 2030   | 0       | 0                         | 0              | 0                          | 48,498                        | 48,498                |
| 2031   | 0       | 0                         | 0              | 0                          | 50,923                        | 50,923                |
| 2032   | 0       | 0                         | 0              | 0                          | 53,469                        | 53,469                |
| 2033   | 0       | 0                         | 0              | 0                          | 56,142                        | 56,142                |
| 2034   | 0       | 0                         | 0              | 0                          | 58,949                        | 58,949                |
| 2035   | 0       | 0                         | 11,750         | 0                          | 61,897                        | 73,647                |
| 2036   | 0       | 0                         | 13,202         | 0                          | 64,992                        | 78,194                |
| 2037   | 0       | 0                         | 13,599         | 0                          | 68,241                        | 81,840                |
| 2038   | 0       | 0                         | 14,006         | 0                          | 71,653                        | 85,660                |
| 2039   | 0       | 0                         | 14,427         | 0                          | 75,236                        | 89,663                |
| 2040   | 0       | 0                         | 14,859         | 0                          | 78,998                        | 93,857                |
| 2041   | 0       | 0                         | 15,305         | 0                          | 82,948                        | 98,253                |
| 2042   | 0       | 0                         | 15,764         | 0                          | 87,095                        | 102,859               |
| 2043   | 0       | 0                         | 16,237         | 0                          | 91,450                        | 107,687               |
| 2044   | 0       | 0                         | 16,724         | 0                          | 96,022                        | 112,747               |

<sup>1</sup> Other Income includes any estimated tax refunds for the prior year.  
R-Retirement assumed to begin in this year.

## SCENARIO COMPARISON

# Expected Income if Dr. Anthony Dies (Continued)

## Scenario 2: *Current Situation*

| Year   | Salary  | Other Income <sup>1</sup> | State Benefits | Earnings (Cash, Dividends) | Retirement Plan Distributions | Total Expected Income |
|--------|---------|---------------------------|----------------|----------------------------|-------------------------------|-----------------------|
| 2009   | £14,725 | £4,881                    | £0             | £0                         | £221,700                      | £241,306              |
| 2010   | 8,343   | 8,609                     | 0              | 0                          | 11,970                        | 28,922                |
| 2011   | 8,593   | 8,858                     | 0              | 0                          | 12,568                        | 30,020                |
| 2012   | 8,851   | 9,114                     | 0              | 0                          | 13,197                        | 31,162                |
| 2013   | 9,117   | 9,171                     | 0              | 0                          | 13,857                        | 32,145                |
| 2014   | 9,390   | 8,801                     | 0              | 0                          | 14,550                        | 32,741                |
| 2015   | 9,672   | 9,060                     | 0              | 24,375                     | 15,277                        | 58,384                |
| 2016   | 9,962   | 8,923                     | 0              | 0                          | 16,041                        | 34,926                |
| 2017   | 10,261  | 8,980                     | 0              | 0                          | 16,843                        | 36,084                |
| 2018   | 10,569  | 9,246                     | 0              | 0                          | 17,685                        | 37,500                |
| 2019   | 10,886  | 9,249                     | 0              | 0                          | 18,569                        | 38,705                |
| 2020   | 11,212  | 9,136                     | 0              | 0                          | 19,498                        | 39,846                |
| 2021   | 11,549  | 9,410                     | 0              | 0                          | 20,473                        | 41,431                |
| 2022   | 11,895  | 9,692                     | 0              | 0                          | 21,496                        | 43,084                |
| 2023   | 12,252  | 9,983                     | 0              | 0                          | 22,571                        | 44,806                |
| R 2024 | 1,052   | 9,426                     | 0              | 294                        | 41,689                        | 52,460                |
| 2025   | 0       | 0                         | 0              | 238                        | 37,999                        | 38,237                |
| 2026   | 0       | 0                         | 0              | 84                         | 39,899                        | 39,984                |
| 2027   | 0       | 0                         | 0              | 0                          | 41,894                        | 41,894                |
| 2028   | 0       | 0                         | 0              | 0                          | 43,989                        | 43,989                |
| 2029   | 0       | 0                         | 0              | 0                          | 46,188                        | 46,188                |
| 2030   | 0       | 0                         | 0              | 0                          | 48,498                        | 48,498                |
| 2031   | 0       | 0                         | 0              | 0                          | 50,923                        | 50,923                |
| 2032   | 0       | 0                         | 0              | 0                          | 53,469                        | 53,469                |
| 2033   | 0       | 0                         | 9,229          | 0                          | 56,142                        | 65,372                |
| 2034   | 0       | 0                         | 10,370         | 0                          | 58,949                        | 69,320                |
| 2035   | 0       | 0                         | 10,682         | 0                          | 61,897                        | 72,578                |
| 2036   | 0       | 0                         | 11,002         | 0                          | 64,992                        | 75,994                |
| 2037   | 0       | 0                         | 11,332         | 0                          | 68,241                        | 79,573                |
| 2038   | 0       | 0                         | 11,672         | 0                          | 71,653                        | 83,325                |
| 2039   | 0       | 0                         | 12,022         | 0                          | 75,236                        | 87,258                |
| 2040   | 0       | 0                         | 12,383         | 0                          | 78,998                        | 91,381                |
| 2041   | 0       | 0                         | 12,754         | 0                          | 82,948                        | 95,702                |
| 2042   | 0       | 0                         | 13,137         | 0                          | 87,095                        | 100,232               |
| 2043   | 0       | 0                         | 13,531         | 0                          | 91,450                        | 104,981               |
| 2044   | 0       | 0                         | 13,937         | 0                          | 96,022                        | 109,959               |

Note: Scenario 2: *Current Situation* failed in August of 2022

<sup>1</sup> Other Income includes any estimated tax refunds for the prior year.  
R-Retirement assumed to begin in this year.

# Outgoing Payments if Dr. Anthony Dies

## Scenario 1: Proposed Strategy (Scenario Comparison)

| Year   | Basic Expenses | Education & Specific Needs | Loan Payments | Retirement Plan Contributions | Discretionary Spending | Tax Payments and Withholdings <sup>1</sup> | Total Outgoing Payments |
|--------|----------------|----------------------------|---------------|-------------------------------|------------------------|--|-------------------------|
| 2009   | £25,690        | £29,750                    | £6,535        | £1,486                        | £0                     | £3,578                                     | £67,039                 |
| 2010   | 44,736         | 54,060                     | 12,412        | 417                           | 0                      | 5,113                                      | 116,739                 |
| 2011   | 46,071         | 57,304                     | 12,522        | 430                           | 0                      | 20,416                                     | 136,742                 |
| 2012   | 47,446         | 60,742                     | 12,522        | 443                           | 0                      | 20,538                                     | 141,690                 |
| 2013   | 48,862         | 64,386                     | 12,522        | 456                           | 0                      | 20,633                                     | 146,860                 |
| 2014   | 50,321         | 73,547                     | 12,522        | 470                           | 0                      | 20,520                                     | 157,379                 |
| 2015   | 51,823         | 85,820                     | 12,522        | 484                           | 0                      | 19,430                                     | 170,079                 |
| 2016   | 53,371         | 80,319                     | 12,522        | 498                           | 0                      | 22,142                                     | 168,852                 |
| 2017   | 54,964         | 53,527                     | 12,522        | 513                           | 0                      | 17,833                                     | 139,360                 |
| 2018   | 56,606         | 44,771                     | 12,522        | 528                           | 0                      | 16,078                                     | 130,506                 |
| 2019   | 58,297         | 34,772                     | 12,522        | 544                           | 0                      | 14,786                                     | 120,922                 |
| 2020   | 60,039         | 18,034                     | 12,522        | 561                           | 0                      | 14,107                                     | 105,263                 |
| 2021   | 61,833         | 19,116                     | 12,522        | 577                           | 0                      | 13,338                                     | 107,387                 |
| 2022   | 63,681         | 20,263                     | 12,522        | 595                           | 0                      | 12,597                                     | 109,658                 |
| 2023   | 65,584         | 12,529                     | 12,522        | 613                           | 0                      | 11,795                                     | 103,043                 |
| R 2024 | 64,676         | 0                          | 11,639        | 53                            | 0                      | 10,004                                     | 86,371                  |
| 2025   | 55,202         | 0                          | 1,920         | 0                             | 0                      | 76,683                                     | 133,805                 |
| 2026   | 56,858         | 0                          | 1,920         | 0                             | 0                      | 8,400                                      | 67,178                  |
| 2027   | 58,564         | 0                          | 1,920         | 0                             | 0                      | 8,494                                      | 68,978                  |
| 2028   | 60,321         | 0                          | 1,920         | 0                             | 0                      | 8,665                                      | 70,906                  |
| 2029   | 62,130         | 0                          | 1,920         | 0                             | 0                      | 8,847                                      | 72,897                  |
| 2030   | 63,994         | 0                          | 1,920         | 0                             | 0                      | 9,039                                      | 74,953                  |
| 2031   | 65,914         | 0                          | 1,920         | 0                             | 0                      | 9,242                                      | 77,076                  |
| 2032   | 67,891         | 0                          | 1,920         | 0                             | 0                      | 9,458                                      | 79,270                  |
| 2033   | 69,928         | 0                          | 1,920         | 0                             | 0                      | 9,689                                      | 81,537                  |
| 2034   | 72,026         | 0                          | 1,920         | 0                             | 0                      | 9,934                                      | 83,880                  |
| 2035   | 74,187         | 0                          | 1,920         | 0                             | 0                      | 10,196                                     | 86,303                  |
| 2036   | 76,412         | 0                          | 1,920         | 0                             | 0                      | 12,886                                     | 91,218                  |
| 2037   | 78,705         | 0                          | 1,920         | 0                             | 0                      | 13,612                                     | 94,236                  |
| 2038   | 81,066         | 0                          | 1,920         | 0                             | 0                      | 14,159                                     | 97,144                  |
| 2039   | 83,498         | 0                          | 1,920         | 0                             | 0                      | 14,893                                     | 100,311                 |
| 2040   | 86,003         | 0                          | 1,920         | 0                             | 0                      | 15,690                                     | 103,613                 |
| 2041   | 88,583         | 0                          | 1,920         | 0                             | 0                      | 16,555                                     | 107,058                 |
| 2042   | 91,240         | 0                          | 1,920         | 0                             | 0                      | 17,492                                     | 110,653                 |
| 2043   | 93,978         | 0                          | 1,920         | 0                             | 0                      | 18,508                                     | 114,405                 |
| 2044   | 96,797         | 0                          | 1,920         | 0                             | 0                      | 19,606                                     | 118,323                 |

<sup>1</sup> All payroll withholding taxes plus additional tax payments (income and capital gains tax). Refunds are shown as other income in the year received.

R-Retirement assumed to begin in this year.

# Outgoing Payments if Dr. Anthony Dies (Continued)

## Scenario 2: *Current Situation*

| Year   | Basic Expenses | Education & Specific Needs | Loan Payments | Retirement Plan Contributions | Discretionary Spending | Tax Payments and Withholdings <sup>1</sup> | Total Outgoing Payments |
|--------|----------------|----------------------------|---------------|-------------------------------|------------------------|--|-------------------------|
| 2009   | £25,360        | £29,750                    | £6,535        | £986                          | £8,000                 | £3,578                                     | £74,209                 |
| 2010   | 44,496         | 54,060                     | 12,369        | 417                           | 0                      | 3,983                                      | 115,325                 |
| 2011   | 45,831         | 57,304                     | 12,522        | 430                           | 0                      | 16,439                                     | 132,525                 |
| 2012   | 47,206         | 60,742                     | 12,522        | 443                           | 0                      | 16,420                                     | 137,333                 |
| 2013   | 48,622         | 64,386                     | 12,522        | 456                           | 0                      | 16,369                                     | 142,355                 |
| 2014   | 50,081         | 73,547                     | 12,522        | 470                           | 0                      | 16,101                                     | 152,720                 |
| 2015   | 51,583         | 85,820                     | 12,522        | 484                           | 0                      | 14,840                                     | 165,250                 |
| 2016   | 53,131         | 80,319                     | 12,522        | 498                           | 0                      | 17,388                                     | 163,858                 |
| 2017   | 54,724         | 53,527                     | 12,522        | 513                           | 0                      | 12,908                                     | 134,195                 |
| 2018   | 56,366         | 44,771                     | 12,522        | 528                           | 0                      | 10,977                                     | 125,165                 |
| 2019   | 58,057         | 34,772                     | 12,522        | 544                           | 0                      | 9,502                                      | 115,398                 |
| 2020   | 59,799         | 18,034                     | 12,522        | 561                           | 0                      | 8,395                                      | 99,311                  |
| 2021   | 61,593         | 19,116                     | 12,522        | 577                           | 0                      | 7,998                                      | 101,807                 |
| 2022   | 63,441         | 20,263                     | 12,522        | 595                           | 0                      | 7,635                                      | 104,456                 |
| 2023   | 65,344         | 12,529                     | 12,522        | 613                           | 0                      | 7,267                                      | 98,275                  |
| R 2024 | 64,656         | 0                          | 11,639        | 53                            | 0                      | 6,455                                      | 82,802                  |
| 2025   | 55,202         | 0                          | 1,920         | 0                             | 0                      | 75,217                                     | 132,339                 |
| 2026   | 56,858         | 0                          | 1,920         | 0                             | 0                      | 5,700                                      | 64,478                  |
| 2027   | 58,564         | 0                          | 1,920         | 0                             | 0                      | 5,848                                      | 66,332                  |
| 2028   | 60,321         | 0                          | 1,920         | 0                             | 0                      | 6,174                                      | 68,415                  |
| 2029   | 62,130         | 0                          | 1,920         | 0                             | 0                      | 6,527                                      | 70,577                  |
| 2030   | 63,994         | 0                          | 1,920         | 0                             | 0                      | 6,899                                      | 72,813                  |
| 2031   | 65,914         | 0                          | 1,920         | 0                             | 0                      | 7,290                                      | 75,124                  |
| 2032   | 67,891         | 0                          | 1,920         | 0                             | 0                      | 7,703                                      | 77,515                  |
| 2033   | 69,928         | 0                          | 1,920         | 0                             | 0                      | 8,138                                      | 79,986                  |
| 2034   | 72,026         | 0                          | 1,920         | 0                             | 0                      | 10,442                                     | 84,388                  |
| 2035   | 74,187         | 0                          | 1,920         | 0                             | 0                      | 11,153                                     | 87,260                  |
| 2036   | 76,412         | 0                          | 1,920         | 0                             | 0                      | 11,729                                     | 90,061                  |
| 2037   | 78,705         | 0                          | 1,920         | 0                             | 0                      | 12,333                                     | 92,958                  |
| 2038   | 81,066         | 0                          | 1,920         | 0                             | 0                      | 12,968                                     | 95,954                  |
| 2039   | 83,498         | 0                          | 1,920         | 0                             | 0                      | 13,636                                     | 99,053                  |
| 2040   | 86,003         | 0                          | 1,920         | 0                             | 0                      | 14,338                                     | 102,261                 |
| 2041   | 88,583         | 0                          | 1,920         | 0                             | 0                      | 15,078                                     | 105,581                 |
| 2042   | 91,240         | 0                          | 1,920         | 0                             | 0                      | 15,855                                     | 109,016                 |
| 2043   | 93,978         | 0                          | 1,920         | 0                             | 0                      | 16,940                                     | 112,837                 |
| 2044   | 96,797         | 0                          | 1,920         | 0                             | 0                      | 18,165                                     | 116,881                 |

Note: Scenario 2: *Current Situation* failed in August of 2022

<sup>1</sup> All payroll withholding taxes plus additional tax payments (income and capital gains tax). Refunds are shown as other income in the year received.

R-Retirement assumed to begin in this year.

## SCENARIO COMPARISON

# Comparison if Dr. Anthony Dies

## Scenario 1: Proposed Strategy (Scenario Comparison)

| Year   | Expected Income | Total Outgoing Payments |
|--------|-----------------|-------------------------|
| 2009   | £241,306        | £67,039                 |
| 2010   | 28,922          | 116,739                 |
| 2011   | 30,020          | 136,742                 |
| 2012   | 31,162          | 141,690                 |
| 2013   | 32,145          | 146,860                 |
| 2014   | 32,741          | 157,379                 |
| 2015   | 58,384          | 170,079                 |
| 2016   | 34,926          | 168,852                 |
| 2017   | 36,084          | 139,360                 |
| 2018   | 37,500          | 130,506                 |
| 2019   | 38,730          | 120,922                 |
| 2020   | 39,846          | 105,263                 |
| 2021   | 41,431          | 107,387                 |
| 2022   | 43,084          | 109,658                 |
| 2023   | 44,806          | 103,043                 |
| R 2024 | 52,166          | 86,371                  |
| 2025   | 37,999          | 133,805                 |
| 2026   | 39,899          | 67,178                  |
| 2027   | 41,894          | 68,978                  |
| 2028   | 43,989          | 70,906                  |
| 2029   | 46,188          | 72,897                  |
| 2030   | 48,498          | 74,953                  |
| 2031   | 50,923          | 77,076                  |
| 2032   | 53,469          | 79,270                  |
| 2033   | 56,142          | 81,537                  |
| 2034   | 58,949          | 83,880                  |
| 2035   | 73,647          | 86,303                  |
| 2036   | 78,194          | 91,218                  |
| 2037   | 81,840          | 94,236                  |
| 2038   | 85,660          | 97,144                  |
| 2039   | 89,663          | 100,311                 |
| 2040   | 93,857          | 103,613                 |
| 2041   | 98,253          | 107,058                 |
| 2042   | 102,859         | 110,653                 |
| 2043   | 107,687         | 114,405                 |
| 2044   | 112,747         | 118,323                 |

## Scenario 2: Current Situation

| Year   | Expected Income | Total Outgoing Payments |
|--------|-----------------|-------------------------|
| 2009   | £241,306        | £74,209                 |
| 2010   | 28,922          | 115,325                 |
| 2011   | 30,020          | 132,525                 |
| 2012   | 31,162          | 137,333                 |
| 2013   | 32,145          | 142,355                 |
| 2014   | 32,741          | 152,720                 |
| 2015   | 58,384          | 165,250                 |
| 2016   | 34,926          | 163,858                 |
| 2017   | 36,084          | 134,195                 |
| 2018   | 37,500          | 125,165                 |
| 2019   | 38,705          | 115,398                 |
| 2020   | 39,846          | 99,311                  |
| 2021   | 41,431          | 101,807                 |
| 2022   | 43,084          | 104,456                 |
| 2023   | 44,806          | 98,275                  |
| R 2024 | 52,460          | 82,802                  |
| 2025   | 38,237          | 132,339                 |
| 2026   | 39,984          | 64,478                  |
| 2027   | 41,894          | 66,332                  |
| 2028   | 43,989          | 68,415                  |
| 2029   | 46,188          | 70,577                  |
| 2030   | 48,498          | 72,813                  |
| 2031   | 50,923          | 75,124                  |
| 2032   | 53,469          | 77,515                  |
| 2033   | 65,372          | 79,986                  |
| 2034   | 69,320          | 84,388                  |
| 2035   | 72,578          | 87,260                  |
| 2036   | 75,994          | 90,061                  |
| 2037   | 79,573          | 92,958                  |
| 2038   | 83,325          | 95,954                  |
| 2039   | 87,258          | 99,053                  |
| 2040   | 91,381          | 102,261                 |
| 2041   | 95,702          | 105,581                 |
| 2042   | 100,232         | 109,016                 |
| 2043   | 104,981         | 112,837                 |
| 2044   | 109,959         | 116,881                 |

Note: Scenario 2: Current Situation failed in August of 2022

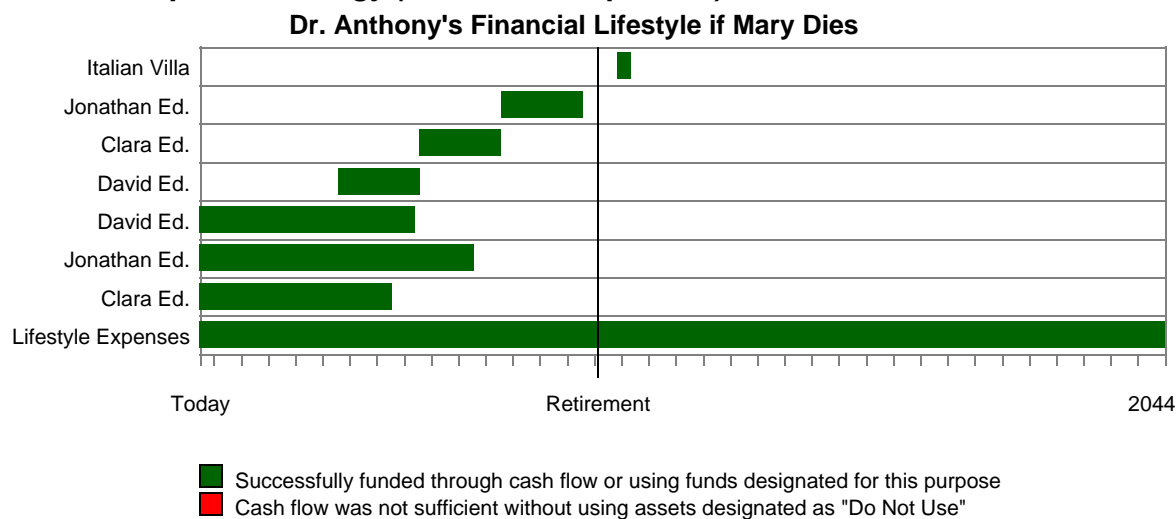
R-Retirement assumed to begin in this year.

# Survivor's Lifestyle If Mary Dies

## Cash Flow Objective if Mary Died Today

- Pay all lifestyle expenses
- Use only assets designated for education, to fund education needs
- Calculate separately any additional needs for education, specific needs, or future purchases
- Under no circumstances use assets designated "Do Not Use" for cash flow

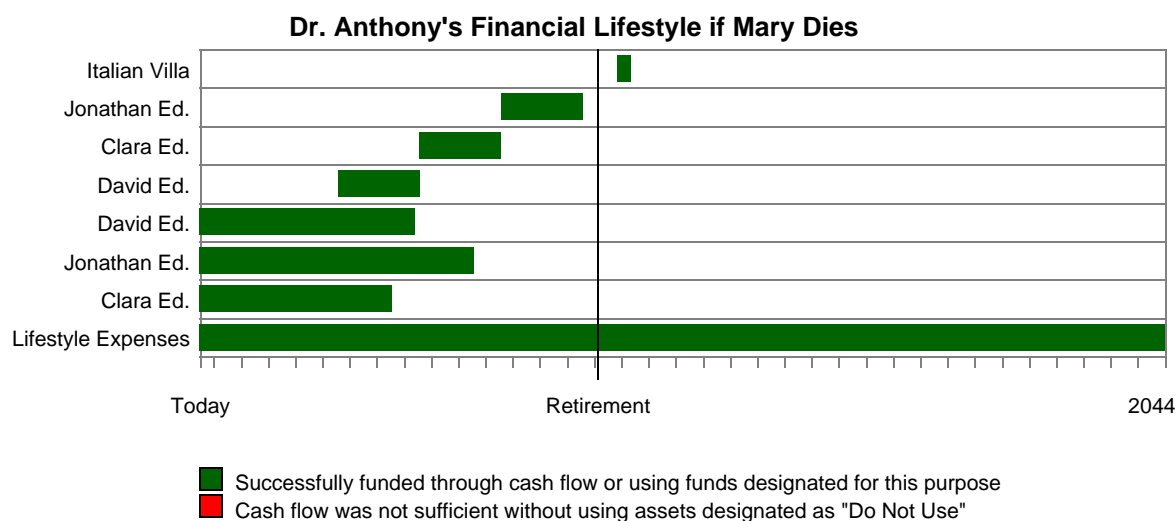
## Scenario 1: Proposed Strategy (Scenario Comparison)



### Consideration:

Scenario 1: *Proposed Strategy (Scenario Comparison) had successful cash flow.*

## Scenario 2: Current Situation



### Consideration:

Scenario 2: *Current Situation had successful cash flow.*

# Expected Income if Mary Dies

## Scenario 1: *Proposed Strategy (Scenario Comparison)*

| Year   | Salary  | Other Income <sup>1</sup> | State Benefits | Earnings (Cash, Dividends) | Retirement Plan Distributions | Total Expected Income |
|--------|---------|---------------------------|----------------|----------------------------|-------------------------------|-----------------------|
| 2009   | £70,675 | £3,997                    | £0             | £0                         | £24,032                       | £98,704               |
| 2010   | 123,600 | 6,798                     | 0              | 0                          | 3,636                         | 134,034               |
| 2011   | 127,308 | 7,002                     | 0              | 0                          | 3,818                         | 138,128               |
| 2012   | 131,127 | 7,212                     | 0              | 0                          | 4,009                         | 142,348               |
| 2013   | 135,061 | 7,428                     | 0              | 0                          | 4,209                         | 146,699               |
| 2014   | 139,113 | 7,651                     | 0              | 0                          | 4,420                         | 151,184               |
| 2015   | 143,286 | 7,881                     | 0              | 24,375                     | 4,641                         | 180,183               |
| 2016   | 147,585 | 8,117                     | 0              | 0                          | 4,873                         | 160,575               |
| 2017   | 152,012 | 8,361                     | 0              | 0                          | 5,116                         | 165,490               |
| 2018   | 156,573 | 8,612                     | 0              | 0                          | 5,372                         | 170,557               |
| 2019   | 161,270 | 8,870                     | 0              | 26                         | 5,641                         | 175,806               |
| 2020   | 166,108 | 9,136                     | 0              | 0                          | 5,923                         | 181,167               |
| 2021   | 171,091 | 9,410                     | 0              | 0                          | 6,219                         | 186,720               |
| 2022   | 176,224 | 9,692                     | 0              | 0                          | 6,530                         | 192,446               |
| 2023   | 181,511 | 9,983                     | 0              | 0                          | 6,857                         | 198,350               |
| R 2024 | 155,797 | 9,426                     | 0              | 0                          | 169,057                       | 334,279               |
| 2025   | 0       | 0                         | 0              | 0                          | 49,615                        | 49,615                |
| 2026   | 0       | 0                         | 0              | 0                          | 51,227                        | 51,227                |
| 2027   | 0       | 0                         | 0              | 0                          | 52,919                        | 52,919                |
| 2028   | 0       | 0                         | 0              | 0                          | 54,696                        | 54,696                |
| 2029   | 0       | 0                         | 0              | 0                          | 56,562                        | 56,562                |
| 2030   | 0       | 0                         | 0              | 0                          | 58,521                        | 58,521                |
| 2031   | 0       | 0                         | 0              | 0                          | 60,578                        | 60,578                |
| 2032   | 0       | 0                         | 1,955          | 0                          | 62,738                        | 64,693                |
| 2033   | 0       | 0                         | 12,082         | 0                          | 65,006                        | 77,088                |
| 2034   | 0       | 0                         | 12,445         | 0                          | 67,387                        | 79,832                |
| 2035   | 0       | 0                         | 12,818         | 0                          | 69,887                        | 82,705                |
| 2036   | 0       | 0                         | 13,202         | 0                          | 72,513                        | 85,715                |
| 2037   | 0       | 0                         | 13,599         | 0                          | 75,269                        | 88,868                |
| 2038   | 0       | 0                         | 14,006         | 0                          | 78,164                        | 92,170                |
| 2039   | 0       | 0                         | 14,427         | 0                          | 81,203                        | 95,630                |
| 2040   | 0       | 0                         | 14,859         | 0                          | 84,394                        | 99,253                |
| 2041   | 0       | 0                         | 15,305         | 0                          | 87,745                        | 103,050               |
| 2042   | 0       | 0                         | 15,764         | 0                          | 91,263                        | 107,027               |
| 2043   | 0       | 0                         | 16,237         | 0                          | 94,957                        | 111,194               |
| 2044   | 0       | 0                         | 16,724         | 0                          | 98,836                        | 115,560               |

<sup>1</sup> Other Income includes any estimated tax refunds for the prior year.  
R-Retirement assumed to begin in this year.



## Expected Income if Mary Dies (Continued)

### Scenario 2: Current Situation

| Year   | Salary  | Other Income <sup>1</sup> | State Benefits | Earnings (Cash, Dividends) | Retirement Plan Distributions | Total Expected Income |
|--------|---------|---------------------------|----------------|----------------------------|-------------------------------|-----------------------|
| 2009   | £70,675 | £3,997                    | £0             | £0                         | £24,032                       | £98,704               |
| 2010   | 123,600 | 6,798                     | 0              | 0                          | 3,636                         | 134,034               |
| 2011   | 127,308 | 7,002                     | 0              | 0                          | 3,818                         | 138,128               |
| 2012   | 131,127 | 7,212                     | 0              | 0                          | 4,009                         | 142,348               |
| 2013   | 135,061 | 7,428                     | 0              | 0                          | 4,209                         | 146,699               |
| 2014   | 139,113 | 7,651                     | 0              | 0                          | 4,420                         | 151,184               |
| 2015   | 143,286 | 7,881                     | 0              | 24,375                     | 4,641                         | 180,183               |
| 2016   | 147,585 | 8,117                     | 0              | 0                          | 4,873                         | 160,575               |
| 2017   | 152,012 | 8,361                     | 0              | 0                          | 5,116                         | 165,490               |
| 2018   | 156,573 | 8,612                     | 0              | 0                          | 5,372                         | 170,557               |
| 2019   | 161,270 | 8,870                     | 0              | 0                          | 5,641                         | 175,781               |
| 2020   | 166,108 | 9,136                     | 0              | 0                          | 5,923                         | 181,167               |
| 2021   | 171,091 | 9,410                     | 0              | 0                          | 6,219                         | 186,720               |
| 2022   | 176,224 | 9,692                     | 0              | 0                          | 6,530                         | 192,446               |
| 2023   | 181,511 | 9,983                     | 0              | 0                          | 6,857                         | 198,350               |
| R 2024 | 155,797 | 9,426                     | 0              | 0                          | 111,463                       | 276,685               |
| 2025   | 0       | 0                         | 0              | 0                          | 40,122                        | 40,122                |
| 2026   | 0       | 0                         | 0              | 0                          | 41,733                        | 41,733                |
| 2027   | 0       | 0                         | 0              | 0                          | 43,426                        | 43,426                |
| 2028   | 0       | 0                         | 0              | 0                          | 45,202                        | 45,202                |
| 2029   | 0       | 0                         | 0              | 0                          | 47,068                        | 47,068                |
| 2030   | 0       | 0                         | 1,536          | 0                          | 49,027                        | 50,563                |
| 2031   | 0       | 0                         | 9,490          | 0                          | 51,084                        | 60,575                |
| 2032   | 0       | 0                         | 9,775          | 0                          | 53,244                        | 63,019                |
| 2033   | 0       | 0                         | 10,068         | 0                          | 55,512                        | 65,580                |
| 2034   | 0       | 0                         | 10,370         | 0                          | 57,893                        | 68,264                |
| 2035   | 0       | 0                         | 10,682         | 0                          | 60,393                        | 71,075                |
| 2036   | 0       | 0                         | 11,002         | 0                          | 63,019                        | 74,021                |
| 2037   | 0       | 0                         | 11,332         | 0                          | 65,775                        | 77,107                |
| 2038   | 0       | 0                         | 11,672         | 0                          | 68,670                        | 80,342                |
| 2039   | 0       | 0                         | 12,022         | 0                          | 71,709                        | 83,731                |
| 2040   | 0       | 0                         | 12,383         | 0                          | 74,900                        | 87,283                |
| 2041   | 0       | 0                         | 12,754         | 0                          | 78,251                        | 91,005                |
| 2042   | 0       | 0                         | 13,137         | 0                          | 81,769                        | 94,906                |
| 2043   | 0       | 0                         | 13,531         | 0                          | 85,463                        | 98,994                |
| 2044   | 0       | 0                         | 13,937         | 0                          | 89,342                        | 103,279               |

<sup>1</sup> Other Income includes any estimated tax refunds for the prior year.  
R-Retirement assumed to begin in this year.

# Outgoing Payments if Mary Dies

## Scenario 1: Proposed Strategy (Scenario Comparison)

| Year   | Basic Expenses | Education & Specific Needs | Loan Payments | Retirement Plan Contributions | Discretionary Spending | Tax Payments and Withholdings <sup>1</sup> | Total Outgoing Payments |
|--------|----------------|----------------------------|---------------|-------------------------------|------------------------|--|-------------------------|
| 2009   | £26,470        | £29,750                    | £6,535        | £8,784                        | £0                     | £22,357                                    | £93,896                 |
| 2010   | 46,296         | 54,060                     | 10,966        | 15,450                        | 0                      | 46,610                                     | 173,382                 |
| 2011   | 47,631         | 57,304                     | 12,159        | 15,913                        | 0                      | 61,408                                     | 194,415                 |
| 2012   | 49,006         | 60,742                     | 12,436        | 16,391                        | 0                      | 63,684                                     | 202,258                 |
| 2013   | 50,422         | 64,386                     | 12,449        | 16,883                        | 0                      | 65,738                                     | 209,878                 |
| 2014   | 51,881         | 73,547                     | 12,449        | 17,389                        | 0                      | 67,758                                     | 223,023                 |
| 2015   | 53,383         | 85,820                     | 12,449        | 17,911                        | 0                      | 69,716                                     | 239,279                 |
| 2016   | 54,931         | 80,319                     | 12,470        | 18,448                        | 0                      | 98,430                                     | 264,598                 |
| 2017   | 56,524         | 53,527                     | 12,522        | 19,002                        | 0                      | 73,720                                     | 215,295                 |
| 2018   | 58,166         | 44,771                     | 12,522        | 19,572                        | 0                      | 75,256                                     | 210,287                 |
| 2019   | 59,857         | 34,772                     | 12,511        | 20,159                        | 0                      | 77,009                                     | 204,308                 |
| 2020   | 61,599         | 18,034                     | 12,455        | 20,764                        | 0                      | 79,505                                     | 192,356                 |
| 2021   | 63,393         | 19,116                     | 12,449        | 21,386                        | 0                      | 82,022                                     | 198,366                 |
| 2022   | 65,241         | 20,263                     | 12,449        | 22,028                        | 0                      | 84,720                                     | 204,700                 |
| 2023   | 67,144         | 12,529                     | 12,449        | 22,689                        | 0                      | 87,537                                     | 202,347                 |
| R 2024 | 66,156         | 0                          | 11,576        | 19,475                        | 0                      | 80,676                                     | 177,882                 |
| 2025   | 55,202         | 0                          | 1,920         | 0                             | 0                      | 103,478                                    | 160,600                 |
| 2026   | 56,858         | 0                          | 1,920         | 0                             | 0                      | 30,571                                     | 89,349                  |
| 2027   | 58,564         | 0                          | 1,920         | 0                             | 0                      | 31,248                                     | 91,731                  |
| 2028   | 60,321         | 0                          | 1,920         | 0                             | 0                      | 32,109                                     | 94,350                  |
| 2029   | 62,130         | 0                          | 1,920         | 0                             | 0                      | 33,009                                     | 97,060                  |
| 2030   | 63,994         | 0                          | 1,920         | 0                             | 0                      | 33,950                                     | 99,864                  |
| 2031   | 65,914         | 0                          | 1,920         | 0                             | 0                      | 34,932                                     | 102,766                 |
| 2032   | 67,891         | 0                          | 1,920         | 0                             | 0                      | 35,961                                     | 105,772                 |
| 2033   | 69,928         | 0                          | 1,920         | 0                             | 0                      | 37,821                                     | 109,669                 |
| 2034   | 72,026         | 0                          | 1,920         | 0                             | 0                      | 43,162                                     | 117,108                 |
| 2035   | 74,187         | 0                          | 1,920         | 0                             | 0                      | 44,686                                     | 120,793                 |
| 2036   | 76,412         | 0                          | 1,920         | 0                             | 0                      | 46,276                                     | 124,609                 |
| 2037   | 78,705         | 0                          | 1,920         | 0                             | 0                      | 47,945                                     | 128,570                 |
| 2038   | 81,066         | 0                          | 1,920         | 0                             | 0                      | 49,696                                     | 132,682                 |
| 2039   | 83,498         | 0                          | 1,920         | 0                             | 0                      | 51,536                                     | 136,954                 |
| 2040   | 86,003         | 0                          | 1,920         | 0                             | 0                      | 53,468                                     | 141,391                 |
| 2041   | 88,583         | 0                          | 1,920         | 0                             | 0                      | 55,499                                     | 146,001                 |
| 2042   | 91,240         | 0                          | 1,920         | 0                             | 0                      | 57,633                                     | 150,793                 |
| 2043   | 93,978         | 0                          | 1,920         | 0                             | 0                      | 59,877                                     | 155,775                 |
| 2044   | 96,797         | 0                          | 1,920         | 0                             | 0                      | 62,238                                     | 160,955                 |

<sup>1</sup> All payroll withholding taxes plus additional tax payments (income and capital gains tax). Refunds are shown as other income in the year received.

R-Retirement assumed to begin in this year.

# Outgoing Payments if Mary Dies (Continued)

## Scenario 2: Current Situation

| Year   | Basic Expenses | Education & Specific Needs | Loan Payments | Retirement Plan Contributions | Discretionary Spending | Tax Payments and Withholdings <sup>1</sup> | Total Outgoing Payments |
|--------|----------------|----------------------------|---------------|-------------------------------|------------------------|--|-------------------------|
| 2009   | £25,360        | £29,750                    | £6,535        | £5,284                        | £16,283                | £22,357                                    | £105,569                |
| 2010   | 44,496         | 54,060                     | 10,966        | 9,270                         | 15,253                 | 45,561                                     | 179,605                 |
| 2011   | 45,831         | 57,304                     | 10,602        | 9,548                         | 16,420                 | 58,919                                     | 198,624                 |
| 2012   | 47,206         | 60,742                     | 12,301        | 9,835                         | 15,602                 | 60,878                                     | 206,564                 |
| 2013   | 48,622         | 64,386                     | 12,449        | 10,130                        | 16,509                 | 62,929                                     | 215,024                 |
| 2014   | 50,081         | 73,547                     | 12,487        | 10,433                        | 7,366                  | 64,793                                     | 218,706                 |
| 2015   | 51,583         | 85,820                     | 12,461        | 10,746                        | 18,404                 | 66,483                                     | 245,498                 |
| 2016   | 53,131         | 80,319                     | 12,499        | 11,069                        | 4,549                  | 94,524                                     | 256,090                 |
| 2017   | 54,724         | 53,527                     | 12,522        | 11,401                        | 0                      | 69,426                                     | 201,601                 |
| 2018   | 56,366         | 44,771                     | 12,522        | 11,743                        | 0                      | 70,618                                     | 196,021                 |
| 2019   | 58,057         | 34,772                     | 12,511        | 12,095                        | 6,958                  | 72,373                                     | 196,767                 |
| 2020   | 59,799         | 18,034                     | 12,455        | 12,458                        | 16,946                 | 74,239                                     | 193,931                 |
| 2021   | 61,593         | 19,116                     | 12,449        | 12,832                        | 17,331                 | 76,401                                     | 199,721                 |
| 2022   | 63,441         | 20,263                     | 12,449        | 13,217                        | 17,698                 | 78,695                                     | 205,762                 |
| 2023   | 65,344         | 12,529                     | 12,449        | 13,613                        | 26,994                 | 81,060                                     | 211,988                 |
| R 2024 | 64,656         | 0                          | 11,576        | 11,685                        | 31,912                 | 73,569                                     | 193,397                 |
| 2025   | 55,202         | 0                          | 1,920         | 0                             | 0                      | 94,323                                     | 151,445                 |
| 2026   | 56,858         | 0                          | 1,920         | 0                             | 0                      | 14,185                                     | 72,963                  |
| 2027   | 58,564         | 0                          | 1,920         | 0                             | 0                      | 14,238                                     | 74,722                  |
| 2028   | 60,321         | 0                          | 1,920         | 0                             | 0                      | 14,468                                     | 76,708                  |
| 2029   | 62,130         | 0                          | 1,920         | 0                             | 0                      | 14,712                                     | 78,762                  |
| 2030   | 63,994         | 0                          | 1,920         | 0                             | 0                      | 14,971                                     | 80,886                  |
| 2031   | 65,914         | 0                          | 1,920         | 0                             | 0                      | 15,864                                     | 83,698                  |
| 2032   | 67,891         | 0                          | 1,920         | 0                             | 0                      | 19,471                                     | 89,283                  |
| 2033   | 69,928         | 0                          | 1,920         | 0                             | 0                      | 20,057                                     | 91,905                  |
| 2034   | 72,026         | 0                          | 1,920         | 0                             | 0                      | 20,673                                     | 94,619                  |
| 2035   | 74,187         | 0                          | 1,920         | 0                             | 0                      | 21,328                                     | 97,434                  |
| 2036   | 76,412         | 0                          | 1,920         | 0                             | 0                      | 22,023                                     | 100,356                 |
| 2037   | 78,705         | 0                          | 1,920         | 0                             | 0                      | 22,764                                     | 103,388                 |
| 2038   | 81,066         | 0                          | 1,920         | 0                             | 0                      | 23,552                                     | 106,537                 |
| 2039   | 83,498         | 0                          | 1,920         | 0                             | 0                      | 24,391                                     | 109,808                 |
| 2040   | 86,003         | 0                          | 1,920         | 0                             | 0                      | 25,284                                     | 113,207                 |
| 2041   | 88,583         | 0                          | 1,920         | 0                             | 0                      | 26,237                                     | 116,740                 |
| 2042   | 91,240         | 0                          | 1,920         | 0                             | 0                      | 27,252                                     | 120,413                 |
| 2043   | 93,978         | 0                          | 1,920         | 0                             | 0                      | 28,335                                     | 124,232                 |
| 2044   | 96,797         | 0                          | 1,920         | 0                             | 0                      | 29,490                                     | 128,207                 |

<sup>1</sup> All payroll withholding taxes plus additional tax payments (income and capital gains tax). Refunds are shown as other income in the year received.

R-Retirement assumed to begin in this year.

# Comparison if Mary Dies

## Scenario 2: Proposed Strategy (Scenario Comparison)

| Year   | Expected Income | Total Outgoing Payments |
|--------|-----------------|-------------------------|
| 2009   | £98,704         | £93,896                 |
| 2010   | 134,034         | 173,382                 |
| 2011   | 138,128         | 194,415                 |
| 2012   | 142,348         | 202,258                 |
| 2013   | 146,699         | 209,878                 |
| 2014   | 151,184         | 223,023                 |
| 2015   | 180,183         | 239,279                 |
| 2016   | 160,575         | 264,598                 |
| 2017   | 165,490         | 215,295                 |
| 2018   | 170,557         | 210,287                 |
| 2019   | 175,806         | 204,308                 |
| 2020   | 181,167         | 192,356                 |
| 2021   | 186,720         | 198,366                 |
| 2022   | 192,446         | 204,700                 |
| 2023   | 198,350         | 202,347                 |
| R 2024 | 334,279         | 177,882                 |
| 2025   | 49,615          | 160,600                 |
| 2026   | 51,227          | 89,349                  |
| 2027   | 52,919          | 91,731                  |
| 2028   | 54,696          | 94,350                  |
| 2029   | 56,562          | 97,060                  |
| 2030   | 58,521          | 99,864                  |
| 2031   | 60,578          | 102,766                 |
| 2032   | 64,693          | 105,772                 |
| 2033   | 77,088          | 109,669                 |
| 2034   | 79,832          | 117,108                 |
| 2035   | 82,705          | 120,793                 |
| 2036   | 85,715          | 124,609                 |
| 2037   | 88,868          | 128,570                 |
| 2038   | 92,170          | 132,682                 |
| 2039   | 95,630          | 136,954                 |
| 2040   | 99,253          | 141,391                 |
| 2041   | 103,050         | 146,001                 |
| 2042   | 107,027         | 150,793                 |
| 2043   | 111,194         | 155,775                 |
| 2044   | 115,560         | 160,955                 |

## Scenario 2: Current Situation

| Year   | Expected Income | Total Outgoing Payments |
|--------|-----------------|-------------------------|
| 2009   | £98,704         | £105,569                |
| 2010   | 134,034         | 179,605                 |
| 2011   | 138,128         | 198,624                 |
| 2012   | 142,348         | 206,564                 |
| 2013   | 146,699         | 215,024                 |
| 2014   | 151,184         | 218,706                 |
| 2015   | 180,183         | 245,498                 |
| 2016   | 160,575         | 256,090                 |
| 2017   | 165,490         | 201,601                 |
| 2018   | 170,557         | 196,021                 |
| 2019   | 175,781         | 196,767                 |
| 2020   | 181,167         | 193,931                 |
| 2021   | 186,720         | 199,721                 |
| 2022   | 192,446         | 205,762                 |
| 2023   | 198,350         | 211,988                 |
| R 2024 | 276,685         | 193,397                 |
| 2025   | 40,122          | 151,445                 |
| 2026   | 41,733          | 72,963                  |
| 2027   | 43,426          | 74,722                  |
| 2028   | 45,202          | 76,708                  |
| 2029   | 47,068          | 78,762                  |
| 2030   | 50,563          | 80,886                  |
| 2031   | 60,575          | 83,698                  |
| 2032   | 63,019          | 89,283                  |
| 2033   | 65,580          | 91,905                  |
| 2034   | 68,264          | 94,619                  |
| 2035   | 71,075          | 97,434                  |
| 2036   | 74,021          | 100,356                 |
| 2037   | 77,107          | 103,388                 |
| 2038   | 80,342          | 106,537                 |
| 2039   | 83,731          | 109,808                 |
| 2040   | 87,283          | 113,207                 |
| 2041   | 91,005          | 116,740                 |
| 2042   | 94,906          | 120,413                 |
| 2043   | 98,994          | 124,232                 |
| 2044   | 103,279         | 128,207                 |

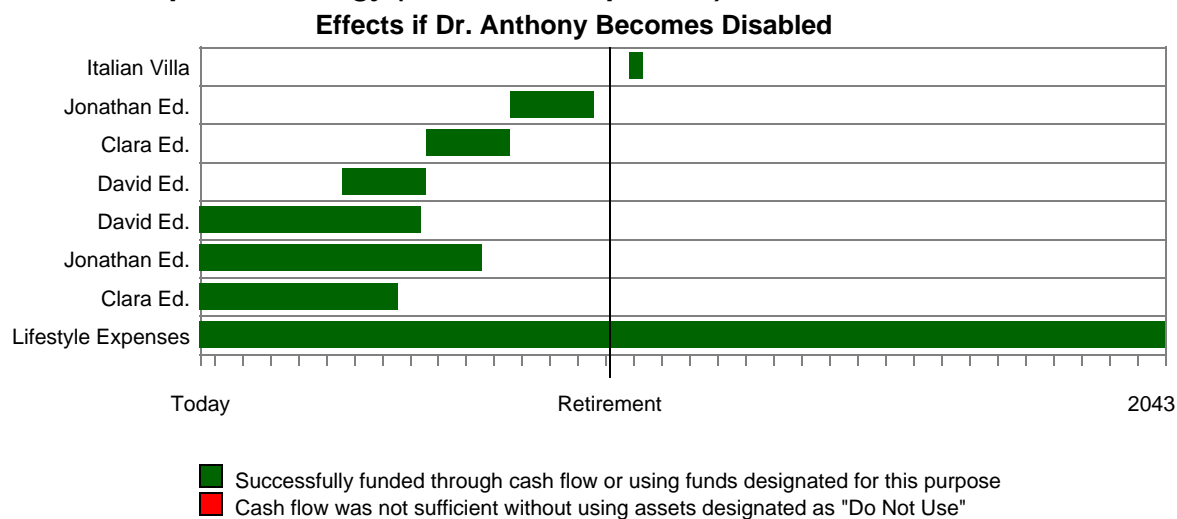
R-Retirement assumed to begin in this year.

# Lifestyle if Dr. Anthony Becomes Disabled

## Cash Flow Objective if Dr. Anthony Becomes Disabled

- Pay all lifestyle expenses
- Use only assets designated for education, to fund education needs
- Calculate separately any additional needs for education, specific needs, or future purchases
- Under no circumstances use assets designated "Do Not Use" for cash flow

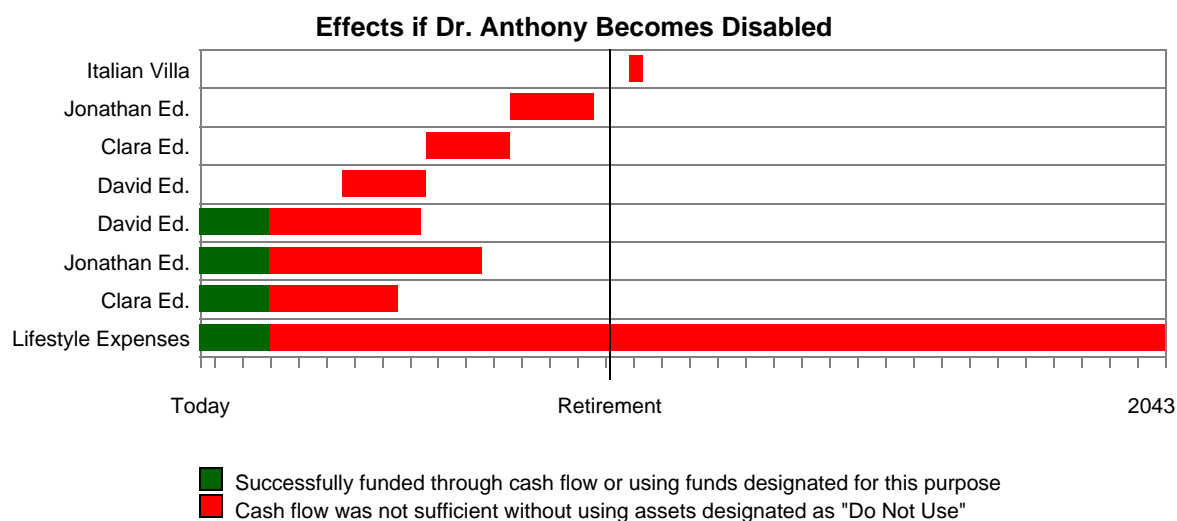
### Scenario 1: Proposed Strategy (Scenario Comparison)



### Consideration:

Scenario 1: *Proposed Strategy (Scenario Comparison) had successful cash flow.*

### Scenario 2: Current Situation



### Consideration:

Scenario 2: *Current Situation failed in January of 2012*

The value of the shortfall today invested at 5%:

£566,097

## SCENARIO COMPARISON

# Expected Income if Dr. Anthony Becomes Disabled

## Scenario 1: Proposed Strategy (Scenario Comparison)

| Year   | Salary | Other Income <sup>1</sup> | State Benefits | Earnings (Cash, Dividends) | Retirement Plan Distributions | Total Expected Income |
|--------|--------|---------------------------|----------------|----------------------------|-------------------------------|-----------------------|
| 2009   | £4,725 | £58,381                   | £0             | £0                         | £0                            | £63,106               |
| 2010   | 8,343  | 88,949                    | 0              | 0                          | 0                             | 97,292                |
| 2011   | 8,593  | 95,743                    | 0              | 0                          | 0                             | 104,336               |
| 2012   | 8,851  | 73,549                    | 0              | 0                          | 0                             | 82,400                |
| 2013   | 9,117  | 75,539                    | 0              | 0                          | 0                             | 84,656                |
| 2014   | 9,390  | 77,160                    | 0              | 0                          | 0                             | 86,550                |
| 2015   | 9,672  | 79,469                    | 0              | 24,375                     | 0                             | 113,516               |
| 2016   | 9,962  | 81,444                    | 0              | 0                          | 0                             | 91,406                |
| 2017   | 10,261 | 83,677                    | 0              | 0                          | 0                             | 93,938                |
| 2018   | 10,569 | 86,185                    | 0              | 0                          | 0                             | 96,753                |
| 2019   | 10,886 | 88,496                    | 0              | 26                         | 0                             | 99,407                |
| 2020   | 11,212 | 90,760                    | 0              | 0                          | 0                             | 101,972               |
| 2021   | 11,549 | 93,482                    | 0              | 0                          | 0                             | 105,031               |
| 2022   | 11,895 | 96,287                    | 0              | 0                          | 0                             | 108,182               |
| 2023   | 12,252 | 99,176                    | 0              | 0                          | 0                             | 111,428               |
| R 2024 | 1,052  | 101,294                   | 0              | 0                          | 104,975                       | 207,320               |
| 2025   | 0      | 94,624                    | 0              | 0                          | 42,829                        | 137,453               |
| 2026   | 0      | 97,463                    | 0              | 0                          | 44,718                        | 142,181               |
| 2027   | 0      | 100,387                   | 0              | 0                          | 46,702                        | 147,089               |
| 2028   | 0      | 103,399                   | 0              | 0                          | 48,785                        | 152,184               |
| 2029   | 0      | 88,750                    | 0              | 0                          | 50,972                        | 139,723               |
| 2030   | 0      | 0                         | 0              | 0                          | 53,269                        | 53,269                |
| 2031   | 0      | 0                         | 0              | 0                          | 55,681                        | 55,681                |
| 2032   | 0      | 0                         | 1,955          | 0                          | 58,213                        | 60,168                |
| 2033   | 0      | 0                         | 12,082         | 0                          | 60,871                        | 72,953                |
| 2034   | 0      | 0                         | 12,445         | 0                          | 63,663                        | 76,108                |
| 2035   | 0      | 0                         | 24,568         | 0                          | 66,594                        | 91,162                |
| 2036   | 0      | 0                         | 26,405         | 0                          | 69,672                        | 96,077                |
| 2037   | 0      | 0                         | 27,197         | 0                          | 72,904                        | 100,101               |
| 2038   | 0      | 0                         | 28,013         | 0                          | 76,297                        | 104,310               |
| 2039   | 0      | 0                         | 28,853         | 0                          | 79,860                        | 108,713               |
| 2040   | 0      | 0                         | 29,719         | 0                          | 83,601                        | 113,320               |
| 2041   | 0      | 0                         | 30,611         | 0                          | 87,529                        | 118,139               |
| 2042   | 0      | 0                         | 31,529         | 0                          | 91,653                        | 123,182               |
| 2043   | 0      | 0                         | 32,475         | 0                          | 95,984                        | 128,459               |

<sup>1</sup> Other Income includes any estimated tax refunds for the prior year.  
R-Retirement assumed to begin in this year.

## SCENARIO COMPARISON

# Expected Income if Dr. Anthony Becomes Disabled (Continued)

## Scenario 2: *Current Situation*

| Year   | Salary | Other Income <sup>1</sup> | State Benefits | Earnings (Cash, Dividends) | Retirement Plan Distributions | Total Expected Income |
|--------|--------|---------------------------|----------------|----------------------------|-------------------------------|-----------------------|
| 2009   | £4,725 | £40,881                   | £0             | £0                         | £0                            | £45,606               |
| 2010   | 8,343  | 45,689                    | 0              | 0                          | 0                             | 54,032                |
| 2011   | 8,593  | 51,185                    | 0              | 0                          | 0                             | 59,778                |
| 2012   | 8,851  | 27,654                    | 0              | 0                          | 0                             | 36,506                |
| 2013   | 9,117  | 28,268                    | 0              | 0                          | 0                             | 37,384                |
| 2014   | 9,390  | 28,471                    | 0              | 0                          | 0                             | 37,861                |
| 2015   | 9,672  | 29,319                    | 0              | 24,375                     | 0                             | 63,366                |
| 2016   | 9,962  | 29,790                    | 0              | 0                          | 0                             | 39,752                |
| 2017   | 10,261 | 30,473                    | 0              | 0                          | 0                             | 40,734                |
| 2018   | 10,569 | 31,384                    | 0              | 0                          | 0                             | 41,953                |
| 2019   | 10,886 | 32,051                    | 0              | 0                          | 0                             | 42,937                |
| 2020   | 11,212 | 32,622                    | 0              | 0                          | 0                             | 43,834                |
| 2021   | 11,549 | 33,601                    | 0              | 0                          | 0                             | 45,149                |
| 2022   | 11,895 | 34,609                    | 0              | 0                          | 0                             | 46,504                |
| 2023   | 12,252 | 35,647                    | 0              | 0                          | 0                             | 47,899                |
| R 2024 | 1,052  | 35,859                    | 0              | 297                        | 104,975                       | 142,182               |
| 2025   | 0      | 27,227                    | 0              | 0                          | 42,829                        | 70,055                |
| 2026   | 0      | 28,043                    | 0              | 0                          | 44,718                        | 72,761                |
| 2027   | 0      | 28,885                    | 0              | 0                          | 46,702                        | 75,587                |
| 2028   | 0      | 29,751                    | 0              | 0                          | 48,785                        | 78,536                |
| 2029   | 0      | 25,536                    | 0              | 0                          | 50,972                        | 76,509                |
| 2030   | 0      | 0                         | 1,536          | 0                          | 53,269                        | 54,805                |
| 2031   | 0      | 0                         | 9,490          | 237                        | 55,681                        | 65,408                |
| 2032   | 0      | 0                         | 9,775          | 10                         | 58,213                        | 67,998                |
| 2033   | 0      | 0                         | 19,298         | 0                          | 60,871                        | 80,169                |
| 2034   | 0      | 0                         | 20,741         | 0                          | 63,663                        | 84,404                |
| 2035   | 0      | 0                         | 21,363         | 0                          | 66,594                        | 87,957                |
| 2036   | 0      | 0                         | 22,004         | 0                          | 69,672                        | 91,676                |
| 2037   | 0      | 0                         | 22,664         | 0                          | 72,904                        | 95,568                |
| 2038   | 0      | 0                         | 23,344         | 0                          | 76,297                        | 99,641                |
| 2039   | 0      | 0                         | 24,044         | 0                          | 79,860                        | 103,904               |
| 2040   | 0      | 0                         | 24,766         | 0                          | 83,601                        | 108,366               |
| 2041   | 0      | 0                         | 25,509         | 0                          | 87,529                        | 113,038               |
| 2042   | 0      | 0                         | 26,274         | 0                          | 91,653                        | 117,927               |
| 2043   | 0      | 0                         | 27,062         | 0                          | 95,984                        | 123,046               |

Note: Scenario 2: *Current Situation* failed in January of 2012

<sup>1</sup> Other Income includes any estimated tax refunds for the prior year.  
R-Retirement assumed to begin in this year.

# Outgoing Payments if Dr. Anthony Becomes Disabled

## Scenario 1: *Proposed Strategy (Scenario Comparison)*

| Year   | Basic Expenses | Education & Specific Needs | Loan Payments | Retirement Plan Contributions | Discretionary Spending | Tax Payments and Withholdings <sup>1</sup> | Total Outgoing Payments |
|--------|----------------|----------------------------|---------------|-------------------------------|------------------------|--|-------------------------|
| 2009   | £26,740        | £29,750                    | £6,535        | £236                          | £0                     | £392                                       | £63,653                 |
| 2010   | 47,136         | 54,060                     | 10,966        | 417                           | 0                      | 7,057                                      | 119,635                 |
| 2011   | 48,471         | 57,304                     | 10,602        | 430                           | 0                      | 8,740                                      | 125,547                 |
| 2012   | 49,711         | 60,742                     | 10,602        | 443                           | 0                      | 11,330                                     | 132,828                 |
| 2013   | 50,722         | 64,386                     | 10,751        | 456                           | 0                      | 5,910                                      | 132,225                 |
| 2014   | 52,181         | 73,547                     | 12,522        | 470                           | 0                      | 6,922                                      | 145,641                 |
| 2015   | 53,683         | 85,820                     | 12,461        | 484                           | 0                      | 6,352                                      | 158,799                 |
| 2016   | 55,231         | 80,319                     | 12,507        | 498                           | 0                      | 17,771                                     | 166,326                 |
| 2017   | 56,824         | 53,527                     | 12,522        | 513                           | 0                      | 6,381                                      | 129,768                 |
| 2018   | 58,466         | 44,771                     | 12,522        | 528                           | 0                      | 5,997                                      | 122,285                 |
| 2019   | 60,157         | 34,772                     | 12,511        | 544                           | 0                      | 5,878                                      | 113,863                 |
| 2020   | 61,899         | 18,034                     | 12,455        | 561                           | 0                      | 6,114                                      | 99,062                  |
| 2021   | 63,693         | 19,116                     | 12,449        | 577                           | 0                      | 6,323                                      | 102,158                 |
| 2022   | 65,541         | 20,263                     | 12,449        | 595                           | 0                      | 6,586                                      | 105,433                 |
| 2023   | 67,444         | 12,529                     | 12,449        | 613                           | 0                      | 6,859                                      | 99,893                  |
| R 2024 | 69,340         | 0                          | 11,576        | 53                            | 0                      | 6,199                                      | 87,168                  |
| 2025   | 74,393         | 0                          | 1,868         | 0                             | 0                      | 81,593                                     | 157,854                 |
| 2026   | 76,569         | 0                          | 1,868         | 0                             | 0                      | 14,786                                     | 93,223                  |
| 2027   | 78,810         | 0                          | 1,868         | 0                             | 0                      | 16,382                                     | 97,060                  |
| 2028   | 80,033         | 0                          | 1,868         | 0                             | 0                      | 18,201                                     | 100,103                 |
| 2029   | 81,636         | 0                          | 1,868         | 0                             | 0                      | 20,152                                     | 103,656                 |
| 2030   | 84,085         | 0                          | 1,920         | 0                             | 0                      | 20,207                                     | 106,212                 |
| 2031   | 86,608         | 0                          | 1,920         | 0                             | 0                      | 13,474                                     | 102,002                 |
| 2032   | 89,206         | 0                          | 1,920         | 0                             | 0                      | 13,714                                     | 104,840                 |
| 2033   | 91,882         | 0                          | 1,920         | 0                             | 0                      | 14,364                                     | 108,166                 |
| 2034   | 94,639         | 0                          | 1,920         | 0                             | 0                      | 16,743                                     | 113,302                 |
| 2035   | 97,478         | 0                          | 1,920         | 0                             | 0                      | 17,224                                     | 116,622                 |
| 2036   | 100,402        | 0                          | 1,920         | 0                             | 0                      | 20,137                                     | 122,459                 |
| 2037   | 103,414        | 0                          | 1,920         | 0                             | 0                      | 21,094                                     | 126,428                 |
| 2038   | 106,517        | 0                          | 1,920         | 0                             | 0                      | 21,875                                     | 130,312                 |
| 2039   | 109,712        | 0                          | 1,920         | 0                             | 0                      | 22,701                                     | 134,333                 |
| 2040   | 113,004        | 0                          | 1,920         | 0                             | 0                      | 23,574                                     | 138,498                 |
| 2041   | 116,394        | 0                          | 1,920         | 0                             | 0                      | 24,498                                     | 142,812                 |
| 2042   | 119,886        | 0                          | 1,920         | 0                             | 0                      | 25,477                                     | 147,282                 |
| 2043   | 123,482        | 0                          | 1,920         | 0                             | 0                      | 26,518                                     | 151,921                 |

<sup>1</sup> All payroll withholding taxes plus additional tax payments (income and capital gains tax). Refunds are shown as other income in the year received.

R-Retirement assumed to begin in this year.



# Outgoing Payments if Dr. Anthony Becomes Disabled (Continued)

## Scenario 2: *Current Situation*

| Year   | Basic Expenses | Education & Specific Needs | Loan Payments | Retirement Plan Contributions | Discretionary Spending | Tax Payments and Withholdings <sup>1</sup> | Total Outgoing Payments |
|--------|----------------|----------------------------|---------------|-------------------------------|------------------------|--|-------------------------|
| 2009   | £26,320        | £29,750                    | £6,535        | £236                          | £11,944                | £392                                       | £75,178                 |
| 2010   | 46,416         | 54,060                     | 10,966        | 417                           | 0                      | 6,971                                      | 118,830                 |
| 2011   | 47,751         | 57,304                     | 10,652        | 430                           | 4,895                  | 8,103                                      | 129,135                 |
| 2012   | 48,991         | 60,742                     | 12,412        | 443                           | 8,000                  | 9,671                                      | 140,258                 |
| 2013   | 50,002         | 64,386                     | 12,522        | 456                           | 0                      | 4,373                                      | 131,740                 |
| 2014   | 51,461         | 73,547                     | 12,522        | 470                           | 0                      | 4,941                                      | 142,940                 |
| 2015   | 52,963         | 85,820                     | 12,522        | 484                           | 0                      | 4,512                                      | 156,302                 |
| 2016   | 54,511         | 80,319                     | 12,522        | 498                           | 0                      | 16,137                                     | 163,987                 |
| 2017   | 56,104         | 53,527                     | 12,522        | 513                           | 0                      | 4,824                                      | 127,490                 |
| 2018   | 57,746         | 44,771                     | 12,522        | 528                           | 0                      | 4,932                                      | 120,501                 |
| 2019   | 59,437         | 34,772                     | 12,522        | 544                           | 0                      | 5,081                                      | 112,357                 |
| 2020   | 61,179         | 18,034                     | 12,522        | 561                           | 0                      | 5,234                                      | 97,530                  |
| 2021   | 62,973         | 19,116                     | 12,522        | 577                           | 0                      | 5,392                                      | 100,580                 |
| 2022   | 64,821         | 20,263                     | 12,522        | 595                           | 0                      | 5,554                                      | 103,755                 |
| 2023   | 66,724         | 12,529                     | 12,522        | 613                           | 0                      | 5,721                                      | 98,110                  |
| R 2024 | 68,840         | 0                          | 11,639        | 53                            | 0                      | 4,933                                      | 85,465                  |
| 2025   | 73,913         | 0                          | 1,920         | 0                             | 0                      | 81,126                                     | 156,958                 |
| 2026   | 76,089         | 0                          | 1,920         | 0                             | 0                      | 11,128                                     | 89,137                  |
| 2027   | 78,330         | 0                          | 1,920         | 0                             | 0                      | 11,307                                     | 91,557                  |
| 2028   | 79,833         | 0                          | 1,920         | 0                             | 0                      | 11,615                                     | 93,369                  |
| 2029   | 81,636         | 0                          | 1,920         | 0                             | 0                      | 11,943                                     | 95,499                  |
| 2030   | 84,085         | 0                          | 1,920         | 0                             | 0                      | 11,278                                     | 97,283                  |
| 2031   | 86,608         | 0                          | 1,920         | 0                             | 0                      | 6,450                                      | 94,978                  |
| 2032   | 89,206         | 0                          | 1,920         | 0                             | 0                      | 8,100                                      | 99,227                  |
| 2033   | 91,882         | 0                          | 1,920         | 0                             | 0                      | 8,487                                      | 102,289                 |
| 2034   | 94,639         | 0                          | 1,920         | 0                             | 0                      | 10,769                                     | 107,328                 |
| 2035   | 97,478         | 0                          | 1,920         | 0                             | 0                      | 11,458                                     | 110,856                 |
| 2036   | 100,402        | 0                          | 1,920         | 0                             | 0                      | 12,006                                     | 114,328                 |
| 2037   | 103,414        | 0                          | 1,920         | 0                             | 0                      | 12,582                                     | 117,916                 |
| 2038   | 106,517        | 0                          | 1,920         | 0                             | 0                      | 13,188                                     | 121,625                 |
| 2039   | 109,712        | 0                          | 1,920         | 0                             | 0                      | 13,825                                     | 125,457                 |
| 2040   | 113,004        | 0                          | 1,920         | 0                             | 0                      | 14,494                                     | 129,418                 |
| 2041   | 116,394        | 0                          | 1,920         | 0                             | 0                      | 15,198                                     | 133,512                 |
| 2042   | 119,886        | 0                          | 1,920         | 0                             | 0                      | 15,940                                     | 137,746                 |
| 2043   | 123,482        | 0                          | 1,920         | 0                             | 0                      | 16,724                                     | 142,126                 |

Note: Scenario 2: *Current Situation* failed in January of 2012

<sup>1</sup> All payroll withholding taxes plus additional tax payments (income and capital gains tax). Refunds are shown as other income in the year received.

R-Retirement assumed to begin in this year.

# Comparison if Dr. Anthony Becomes Disabled

## Scenario 2: *Proposed Strategy* (Scenario Comparison)

| Year   | Expected Income | Total Outgoing Payments |
|--------|-----------------|-------------------------|
| 2009   | £63,106         | £63,653                 |
| 2010   | 97,292          | 119,635                 |
| 2011   | 104,336         | 125,547                 |
| 2012   | 82,400          | 132,828                 |
| 2013   | 84,656          | 132,225                 |
| 2014   | 86,550          | 145,641                 |
| 2015   | 113,516         | 158,799                 |
| 2016   | 91,406          | 166,326                 |
| 2017   | 93,938          | 129,768                 |
| 2018   | 96,753          | 122,285                 |
| 2019   | 99,407          | 113,863                 |
| 2020   | 101,972         | 99,062                  |
| 2021   | 105,031         | 102,158                 |
| 2022   | 108,182         | 105,433                 |
| 2023   | 111,428         | 99,893                  |
| R 2024 | 207,320         | 87,168                  |
| 2025   | 137,453         | 157,854                 |
| 2026   | 142,181         | 93,223                  |
| 2027   | 147,089         | 97,060                  |
| 2028   | 152,184         | 100,103                 |
| 2029   | 139,723         | 103,656                 |
| 2030   | 53,269          | 106,212                 |
| 2031   | 55,681          | 102,002                 |
| 2032   | 60,168          | 104,840                 |
| 2033   | 72,953          | 108,166                 |
| 2034   | 76,108          | 113,302                 |
| 2035   | 91,162          | 116,622                 |
| 2036   | 96,077          | 122,459                 |
| 2037   | 100,101         | 126,428                 |
| 2038   | 104,310         | 130,312                 |
| 2039   | 108,713         | 134,333                 |
| 2040   | 113,320         | 138,498                 |
| 2041   | 118,139         | 142,812                 |
| 2042   | 123,182         | 147,282                 |
| 2043   | 128,459         | 151,921                 |

## Scenario 2: *Current Situation*

| Year   | Expected Income | Total Outgoing Payments |
|--------|-----------------|-------------------------|
| 2009   | £45,606         | £75,178                 |
| 2010   | 54,032          | 118,830                 |
| 2011   | 59,778          | 129,135                 |
| 2012   | 36,506          | 140,258                 |
| 2013   | 37,384          | 131,740                 |
| 2014   | 37,861          | 142,940                 |
| 2015   | 63,366          | 156,302                 |
| 2016   | 39,752          | 163,987                 |
| 2017   | 40,734          | 127,490                 |
| 2018   | 41,953          | 120,501                 |
| 2019   | 42,937          | 112,357                 |
| 2020   | 43,834          | 97,530                  |
| 2021   | 45,149          | 100,580                 |
| 2022   | 46,504          | 103,755                 |
| 2023   | 47,899          | 98,110                  |
| R 2024 | 142,182         | 85,465                  |
| 2025   | 70,055          | 156,958                 |
| 2026   | 72,761          | 89,137                  |
| 2027   | 75,587          | 91,557                  |
| 2028   | 78,536          | 93,369                  |
| 2029   | 76,509          | 95,499                  |
| 2030   | 54,805          | 97,283                  |
| 2031   | 65,408          | 94,978                  |
| 2032   | 67,998          | 99,227                  |
| 2033   | 80,169          | 102,289                 |
| 2034   | 84,404          | 107,328                 |
| 2035   | 87,957          | 110,856                 |
| 2036   | 91,676          | 114,328                 |
| 2037   | 95,568          | 117,916                 |
| 2038   | 99,641          | 121,625                 |
| 2039   | 103,904         | 125,457                 |
| 2040   | 108,366         | 129,418                 |
| 2041   | 113,038         | 133,512                 |
| 2042   | 117,927         | 137,746                 |
| 2043   | 123,046         | 142,126                 |

Note: Scenario 2: *Current Situation* failed in January of 2012

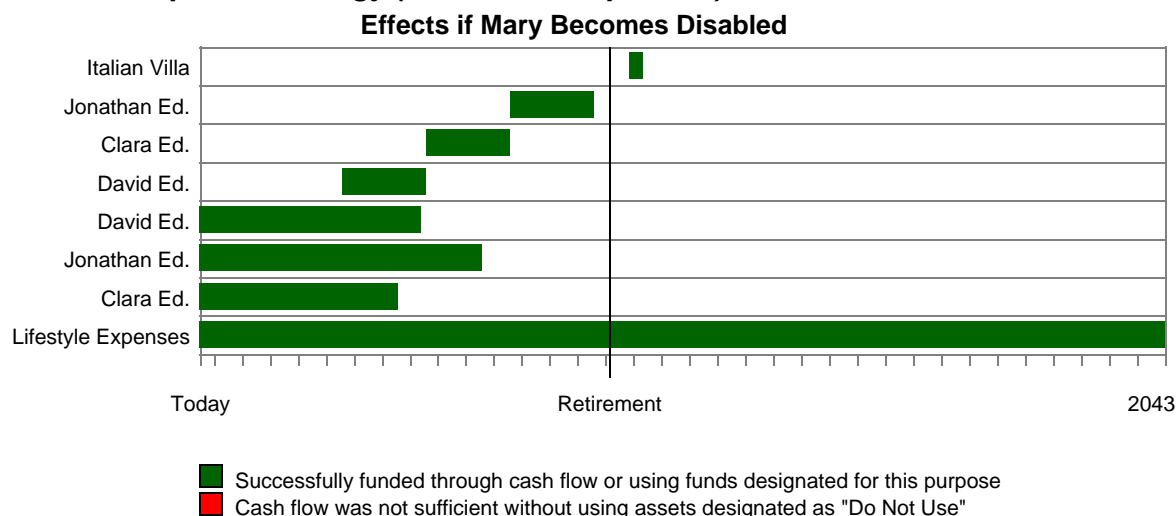
R-Retirement assumed to begin in this year.

# Lifestyle if Mary Becomes Disabled

## Cash Flow Objective if Mary Becomes Disabled

- Pay all lifestyle expenses
- Use only assets designated for education, to fund education needs
- Calculate separately any additional needs for education, specific needs, or future purchases
- Under no circumstances use assets designated "Do Not Use" for cash flow

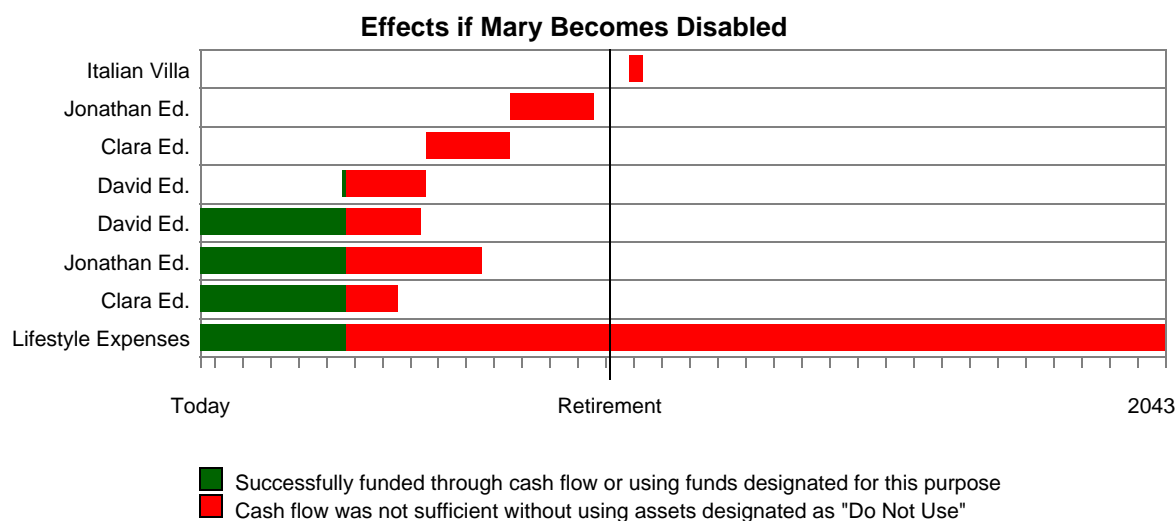
### Scenario 1: *Proposed Strategy (Scenario Comparison)*



### Consideration:

Scenario 1: *Proposed Strategy (Scenario Comparison) had successful cash flow.*

### Scenario 2: *Current Situation*



### Consideration:

Scenario 2: *Current Situation failed in October of 2014*

The value of the shortfall today invested at 5%:

£191,271

# Expected Income if Mary Becomes Disabled

## Scenario 1: *Proposed Strategy (Scenario Comparison)*

| Year   | Salary  | Other Income <sup>1</sup> | State Benefits | Earnings (Cash, Dividends) | Retirement Plan Distributions | Total Expected Income |
|--------|---------|---------------------------|----------------|----------------------------|-------------------------------|-----------------------|
| 2009   | £70,000 | £11,471                   | £0             | £0                         | £0                            | £81,471               |
| 2010   | 123,600 | 22,607                    | 0              | 0                          | 0                             | 146,207               |
| 2011   | 127,308 | 23,458                    | 0              | 0                          | 0                             | 150,766               |
| 2012   | 131,127 | 23,046                    | 0              | 0                          | 0                             | 154,173               |
| 2013   | 135,061 | 23,521                    | 0              | 0                          | 0                             | 158,582               |
| 2014   | 139,113 | 23,581                    | 0              | 0                          | 0                             | 162,694               |
| 2015   | 143,286 | 24,283                    | 0              | 24,375                     | 0                             | 191,944               |
| 2016   | 147,585 | 24,603                    | 0              | 0                          | 0                             | 172,188               |
| 2017   | 152,012 | 25,131                    | 0              | 0                          | 0                             | 177,143               |
| 2018   | 156,573 | 25,881                    | 0              | 0                          | 0                             | 182,454               |
| 2019   | 161,270 | 26,383                    | 0              | 26                         | 0                             | 187,679               |
| 2020   | 166,108 | 26,784                    | 0              | 0                          | 0                             | 192,892               |
| 2021   | 171,091 | 27,588                    | 0              | 0                          | 0                             | 198,679               |
| 2022   | 176,224 | 28,415                    | 0              | 0                          | 0                             | 204,639               |
| 2023   | 181,511 | 29,268                    | 0              | 0                          | 0                             | 210,778               |
| R 2024 | 155,797 | 29,289                    | 0              | 0                          | 179,846                       | 364,932               |
| 2025   | 0       | 20,459                    | 0              | 0                          | 55,171                        | 75,630                |
| 2026   | 0       | 21,073                    | 0              | 0                          | 57,060                        | 78,133                |
| 2027   | 0       | 21,705                    | 0              | 0                          | 59,044                        | 80,749                |
| 2028   | 0       | 22,356                    | 0              | 0                          | 61,127                        | 83,483                |
| 2029   | 0       | 23,027                    | 0              | 0                          | 63,315                        | 86,341                |
| 2030   | 0       | 23,718                    | 0              | 0                          | 65,611                        | 89,329                |
| 2031   | 0       | 24,429                    | 0              | 0                          | 68,023                        | 92,452                |
| 2032   | 0       | 2,097                     | 1,955          | 0                          | 70,555                        | 74,607                |
| 2033   | 0       | 0                         | 12,082         | 0                          | 73,213                        | 85,296                |
| 2034   | 0       | 0                         | 12,445         | 0                          | 76,005                        | 88,450                |
| 2035   | 0       | 0                         | 24,568         | 0                          | 78,936                        | 103,504               |
| 2036   | 0       | 0                         | 26,405         | 0                          | 82,014                        | 108,419               |
| 2037   | 0       | 0                         | 27,197         | 0                          | 85,246                        | 112,443               |
| 2038   | 0       | 0                         | 28,013         | 0                          | 88,639                        | 116,652               |
| 2039   | 0       | 0                         | 28,853         | 0                          | 92,202                        | 121,055               |
| 2040   | 0       | 0                         | 29,719         | 0                          | 95,943                        | 125,662               |
| 2041   | 0       | 0                         | 30,611         | 0                          | 99,871                        | 130,481               |
| 2042   | 0       | 0                         | 31,529         | 0                          | 103,995                       | 135,524               |
| 2043   | 0       | 0                         | 32,475         | 0                          | 108,326                       | 140,801               |

<sup>1</sup> Other Income includes any estimated tax refunds for the prior year.  
R-Retirement assumed to begin in this year.

## SCENARIO COMPARISON

# Expected Income if Mary Becomes Disabled (Continued)

## Scenario 2: *Current Situation*

| Year   | Salary  | Other Income <sup>1</sup> | State Benefits | Earnings (Cash, Dividends) | Retirement Plan Distributions | Total Expected Income |
|--------|---------|---------------------------|----------------|----------------------------|-------------------------------|-----------------------|
| 2009   | £70,000 | £6,471                    | £0             | £0                         | £0                            | £76,471               |
| 2010   | 123,600 | 10,247                    | 0              | 0                          | 0                             | 133,847               |
| 2011   | 127,308 | 10,727                    | 0              | 0                          | 0                             | 138,035               |
| 2012   | 131,127 | 9,933                     | 0              | 0                          | 0                             | 141,061               |
| 2013   | 135,061 | 10,015                    | 0              | 0                          | 0                             | 145,076               |
| 2014   | 139,113 | 9,670                     | 0              | 0                          | 0                             | 148,783               |
| 2015   | 143,286 | 9,955                     | 0              | 24,375                     | 0                             | 177,616               |
| 2016   | 147,585 | 9,844                     | 0              | 0                          | 0                             | 157,429               |
| 2017   | 152,012 | 9,929                     | 0              | 0                          | 0                             | 161,942               |
| 2018   | 156,573 | 10,224                    | 0              | 0                          | 0                             | 166,797               |
| 2019   | 161,270 | 10,257                    | 0              | 0                          | 0                             | 171,526               |
| 2020   | 166,108 | 10,173                    | 0              | 0                          | 0                             | 176,281               |
| 2021   | 171,091 | 10,478                    | 0              | 0                          | 0                             | 181,570               |
| 2022   | 176,224 | 10,793                    | 0              | 0                          | 0                             | 187,017               |
| 2023   | 181,511 | 11,117                    | 0              | 0                          | 0                             | 192,627               |
| R 2024 | 155,797 | 10,593                    | 0              | 0                          | 122,253                       | 288,643               |
| 2025   | 0       | 1,203                     | 0              | 0                          | 45,677                        | 46,879                |
| 2026   | 0       | 1,239                     | 0              | 0                          | 47,566                        | 48,805                |
| 2027   | 0       | 1,276                     | 0              | 0                          | 49,550                        | 50,826                |
| 2028   | 0       | 1,314                     | 0              | 0                          | 51,633                        | 52,947                |
| 2029   | 0       | 1,353                     | 0              | 346                        | 53,821                        | 55,520                |
| 2030   | 0       | 1,394                     | 1,536          | 44                         | 56,117                        | 59,091                |
| 2031   | 0       | 1,436                     | 9,490          | 0                          | 58,529                        | 69,455                |
| 2032   | 0       | 123                       | 9,775          | 0                          | 61,061                        | 70,959                |
| 2033   | 0       | 0                         | 19,298         | 0                          | 63,720                        | 83,017                |
| 2034   | 0       | 0                         | 20,741         | 0                          | 66,511                        | 87,252                |
| 2035   | 0       | 0                         | 21,363         | 0                          | 69,442                        | 90,806                |
| 2036   | 0       | 0                         | 22,004         | 0                          | 72,520                        | 94,524                |
| 2037   | 0       | 0                         | 22,664         | 0                          | 75,752                        | 98,416                |
| 2038   | 0       | 0                         | 23,344         | 0                          | 79,145                        | 102,489               |
| 2039   | 0       | 0                         | 24,044         | 0                          | 82,708                        | 106,752               |
| 2040   | 0       | 0                         | 24,766         | 0                          | 86,449                        | 111,215               |
| 2041   | 0       | 0                         | 25,509         | 0                          | 90,377                        | 115,886               |
| 2042   | 0       | 0                         | 26,274         | 0                          | 94,501                        | 120,775               |
| 2043   | 0       | 0                         | 27,062         | 0                          | 98,832                        | 125,894               |

Note: Scenario 2: *Current Situation* failed in October of 2014

<sup>1</sup> Other Income includes any estimated tax refunds for the prior year.  
R-Retirement assumed to begin in this year.

# Outgoing Payments if Mary Becomes Disabled

## Scenario 1: *Proposed Strategy (Scenario Comparison)*

| Year   | Basic Expenses | Education & Specific Needs | Loan Payments | Retirement Plan Contributions | Discretionary Spending | Tax Payments and Withholdings <sup>1</sup> | Total Outgoing Payments |
|--------|----------------|----------------------------|---------------|-------------------------------|------------------------|--|-------------------------|
| 2009   | £27,650        | £29,750                    | £6,535        | £8,750                        | £0                     | £22,301                                    | £94,986                 |
| 2010   | 48,696         | 54,060                     | 10,966        | 15,450                        | 0                      | 40,787                                     | 169,959                 |
| 2011   | 50,031         | 57,304                     | 10,602        | 15,913                        | 0                      | 50,769                                     | 184,619                 |
| 2012   | 51,271         | 60,742                     | 10,602        | 16,391                        | 0                      | 52,545                                     | 191,551                 |
| 2013   | 52,282         | 64,386                     | 12,054        | 16,883                        | 0                      | 54,207                                     | 199,812                 |
| 2014   | 53,741         | 73,547                     | 12,427        | 17,389                        | 0                      | 56,287                                     | 213,391                 |
| 2015   | 55,243         | 85,820                     | 12,449        | 17,911                        | 0                      | 57,989                                     | 229,412                 |
| 2016   | 56,791         | 80,319                     | 12,470        | 18,448                        | 0                      | 86,110                                     | 254,137                 |
| 2017   | 58,384         | 53,527                     | 12,522        | 19,002                        | 0                      | 61,512                                     | 204,948                 |
| 2018   | 60,026         | 44,771                     | 12,522        | 19,572                        | 0                      | 62,927                                     | 199,819                 |
| 2019   | 61,717         | 34,772                     | 12,511        | 20,159                        | 0                      | 64,512                                     | 193,671                 |
| 2020   | 63,459         | 18,034                     | 12,455        | 20,764                        | 0                      | 66,636                                     | 181,348                 |
| 2021   | 65,253         | 19,116                     | 12,449        | 21,386                        | 0                      | 68,801                                     | 187,004                 |
| 2022   | 67,101         | 20,263                     | 12,449        | 22,028                        | 0                      | 71,111                                     | 192,951                 |
| 2023   | 69,004         | 12,529                     | 12,449        | 22,689                        | 0                      | 73,523                                     | 190,193                 |
| R 2024 | 70,820         | 0                          | 11,576        | 19,475                        | 0                      | 66,207                                     | 168,077                 |
| 2025   | 74,393         | 0                          | 1,920         | 0                             | 0                      | 92,600                                     | 168,913                 |
| 2026   | 76,569         | 0                          | 1,920         | 0                             | 0                      | 15,988                                     | 94,477                  |
| 2027   | 78,810         | 0                          | 1,920         | 0                             | 0                      | 16,398                                     | 97,128                  |
| 2028   | 80,033         | 0                          | 1,920         | 0                             | 0                      | 16,909                                     | 98,863                  |
| 2029   | 81,636         | 0                          | 1,920         | 0                             | 0                      | 17,450                                     | 101,006                 |
| 2030   | 84,085         | 0                          | 1,920         | 0                             | 0                      | 18,034                                     | 104,040                 |
| 2031   | 86,608         | 0                          | 1,920         | 0                             | 0                      | 18,652                                     | 107,180                 |
| 2032   | 89,206         | 0                          | 1,920         | 0                             | 0                      | 19,301                                     | 110,428                 |
| 2033   | 91,882         | 0                          | 1,920         | 0                             | 0                      | 15,647                                     | 109,450                 |
| 2034   | 94,639         | 0                          | 1,920         | 0                             | 0                      | 18,546                                     | 115,105                 |
| 2035   | 97,478         | 0                          | 1,920         | 0                             | 0                      | 19,062                                     | 118,460                 |
| 2036   | 100,402        | 0                          | 1,920         | 0                             | 0                      | 22,048                                     | 124,370                 |
| 2037   | 103,414        | 0                          | 1,920         | 0                             | 0                      | 23,124                                     | 128,459                 |
| 2038   | 106,517        | 0                          | 1,920         | 0                             | 0                      | 24,039                                     | 132,476                 |
| 2039   | 109,712        | 0                          | 1,920         | 0                             | 0                      | 25,013                                     | 136,645                 |
| 2040   | 113,004        | 0                          | 1,920         | 0                             | 0                      | 26,052                                     | 140,976                 |
| 2041   | 116,394        | 0                          | 1,920         | 0                             | 0                      | 27,160                                     | 145,474                 |
| 2042   | 119,886        | 0                          | 1,920         | 0                             | 0                      | 28,342                                     | 150,147                 |
| 2043   | 123,482        | 0                          | 1,920         | 0                             | 0                      | 29,603                                     | 155,005                 |

<sup>1</sup> All payroll withholding taxes plus additional tax payments (income and capital gains tax). Refunds are shown as other income in the year received.

R-Retirement assumed to begin in this year.

# Outgoing Payments if Mary Becomes Disabled (Continued)

## Scenario 2: *Current Situation*

| Year   | Basic Expenses | Education & Specific Needs | Loan Payments | Retirement Plan Contributions | Discretionary Spending | Tax Payments and Withholdings <sup>1</sup> | Total Outgoing Payments |
|--------|----------------|----------------------------|---------------|-------------------------------|------------------------|--|-------------------------|
| 2009   | £26,320        | £29,750                    | £6,535        | £5,250                        | £10,164                | £22,301                                    | £100,321                |
| 2010   | 46,416         | 54,060                     | 10,966        | 9,270                         | 17,705                 | 40,910                                     | 179,327                 |
| 2011   | 47,751         | 57,304                     | 10,602        | 9,548                         | 18,091                 | 49,579                                     | 192,874                 |
| 2012   | 48,991         | 60,742                     | 10,602        | 9,835                         | 24,440                 | 51,035                                     | 205,644                 |
| 2013   | 50,002         | 64,386                     | 10,602        | 10,130                        | 19,296                 | 52,315                                     | 206,731                 |
| 2014   | 51,461         | 73,547                     | 11,930        | 10,433                        | 7,927                  | 53,867                                     | 209,165                 |
| 2015   | 52,963         | 85,820                     | 12,461        | 10,746                        | 19,040                 | 55,262                                     | 236,293                 |
| 2016   | 54,511         | 80,319                     | 12,499        | 11,069                        | 4,736                  | 83,016                                     | 246,149                 |
| 2017   | 56,104         | 53,527                     | 12,522        | 11,401                        | 0                      | 58,582                                     | 192,137                 |
| 2018   | 57,746         | 44,771                     | 12,522        | 11,743                        | 0                      | 60,287                                     | 187,070                 |
| 2019   | 59,437         | 34,772                     | 12,511        | 12,095                        | 6,803                  | 62,098                                     | 187,716                 |
| 2020   | 61,179         | 18,034                     | 12,455        | 12,458                        | 16,632                 | 63,962                                     | 184,720                 |
| 2021   | 62,973         | 19,116                     | 12,449        | 12,832                        | 17,045                 | 65,883                                     | 190,298                 |
| 2022   | 64,821         | 20,263                     | 12,449        | 13,217                        | 17,442                 | 67,862                                     | 196,053                 |
| 2023   | 66,724         | 12,529                     | 12,449        | 13,613                        | 26,768                 | 69,900                                     | 201,983                 |
| R 2024 | 68,840         | 0                          | 11,576        | 11,685                        | 31,752                 | 62,072                                     | 185,925                 |
| 2025   | 73,913         | 0                          | 1,920         | 0                             | 0                      | 86,597                                     | 162,429                 |
| 2026   | 76,089         | 0                          | 1,920         | 0                             | 0                      | 6,661                                      | 84,670                  |
| 2027   | 78,330         | 0                          | 1,920         | 0                             | 0                      | 6,493                                      | 86,743                  |
| 2028   | 79,833         | 0                          | 1,920         | 0                             | 0                      | 6,398                                      | 88,152                  |
| 2029   | 81,636         | 0                          | 1,920         | 0                             | 0                      | 6,298                                      | 89,854                  |
| 2030   | 84,085         | 0                          | 1,920         | 0                             | 0                      | 6,392                                      | 92,397                  |
| 2031   | 86,608         | 0                          | 1,920         | 0                             | 0                      | 6,996                                      | 95,523                  |
| 2032   | 89,206         | 0                          | 1,920         | 0                             | 0                      | 8,928                                      | 100,054                 |
| 2033   | 91,882         | 0                          | 1,920         | 0                             | 0                      | 9,080                                      | 102,883                 |
| 2034   | 94,639         | 0                          | 1,920         | 0                             | 0                      | 11,339                                     | 107,897                 |
| 2035   | 97,478         | 0                          | 1,920         | 0                             | 0                      | 12,028                                     | 111,425                 |
| 2036   | 100,402        | 0                          | 1,920         | 0                             | 0                      | 12,576                                     | 114,898                 |
| 2037   | 103,414        | 0                          | 1,920         | 0                             | 0                      | 13,152                                     | 118,486                 |
| 2038   | 106,517        | 0                          | 1,920         | 0                             | 0                      | 13,757                                     | 122,194                 |
| 2039   | 109,712        | 0                          | 1,920         | 0                             | 0                      | 14,394                                     | 126,027                 |
| 2040   | 113,004        | 0                          | 1,920         | 0                             | 0                      | 15,066                                     | 129,990                 |
| 2041   | 116,394        | 0                          | 1,920         | 0                             | 0                      | 15,775                                     | 134,089                 |
| 2042   | 119,886        | 0                          | 1,920         | 0                             | 0                      | 16,521                                     | 138,326                 |
| 2043   | 123,482        | 0                          | 1,920         | 0                             | 0                      | 17,305                                     | 142,707                 |

Note: Scenario 2: *Current Situation* failed in October of 2014

<sup>1</sup> All payroll withholding taxes plus additional tax payments (income and capital gains tax). Refunds are shown as other income in the year received.

R-Retirement assumed to begin in this year.

# Comparison if Mary Becomes Disabled

## Scenario 2: *Proposed Strategy* (Scenario Comparison)

| Year   | Expected Income | Total Outgoing Payments |
|--------|-----------------|-------------------------|
| 2009   | £81,471         | £94,986                 |
| 2010   | 146,207         | 169,959                 |
| 2011   | 150,766         | 184,619                 |
| 2012   | 154,173         | 191,551                 |
| 2013   | 158,582         | 199,812                 |
| 2014   | 162,694         | 213,391                 |
| 2015   | 191,944         | 229,412                 |
| 2016   | 172,188         | 254,137                 |
| 2017   | 177,143         | 204,948                 |
| 2018   | 182,454         | 199,819                 |
| 2019   | 187,679         | 193,671                 |
| 2020   | 192,892         | 181,348                 |
| 2021   | 198,679         | 187,004                 |
| 2022   | 204,639         | 192,951                 |
| 2023   | 210,778         | 190,193                 |
| R 2024 | 364,932         | 168,077                 |
| 2025   | 75,630          | 168,913                 |
| 2026   | 78,133          | 94,477                  |
| 2027   | 80,749          | 97,128                  |
| 2028   | 83,483          | 98,863                  |
| 2029   | 86,341          | 101,006                 |
| 2030   | 89,329          | 104,040                 |
| 2031   | 92,452          | 107,180                 |
| 2032   | 94,607          | 110,428                 |
| 2033   | 85,296          | 109,450                 |
| 2034   | 88,450          | 115,105                 |
| 2035   | 103,504         | 118,460                 |
| 2036   | 108,419         | 124,370                 |
| 2037   | 112,443         | 128,459                 |
| 2038   | 116,652         | 132,476                 |
| 2039   | 121,055         | 136,645                 |
| 2040   | 125,662         | 140,976                 |
| 2041   | 130,481         | 145,474                 |
| 2042   | 135,524         | 150,147                 |
| 2043   | 140,801         | 155,005                 |

## Scenario 2: *Current Situation*

| Year   | Expected Income | Total Outgoing Payments |
|--------|-----------------|-------------------------|
| 2009   | £76,471         | £100,321                |
| 2010   | 133,847         | 179,327                 |
| 2011   | 138,035         | 192,874                 |
| 2012   | 141,061         | 205,644                 |
| 2013   | 145,076         | 206,731                 |
| 2014   | 148,783         | 209,165                 |
| 2015   | 177,616         | 236,293                 |
| 2016   | 157,429         | 246,149                 |
| 2017   | 161,942         | 192,137                 |
| 2018   | 166,797         | 187,070                 |
| 2019   | 171,526         | 187,716                 |
| 2020   | 176,281         | 184,720                 |
| 2021   | 181,570         | 190,298                 |
| 2022   | 187,017         | 196,053                 |
| 2023   | 192,627         | 201,983                 |
| R 2024 | 288,643         | 185,925                 |
| 2025   | 46,879          | 162,429                 |
| 2026   | 48,805          | 84,670                  |
| 2027   | 50,826          | 86,743                  |
| 2028   | 52,947          | 88,152                  |
| 2029   | 55,520          | 89,854                  |
| 2030   | 59,091          | 92,397                  |
| 2031   | 69,455          | 95,523                  |
| 2032   | 70,959          | 100,054                 |
| 2033   | 83,017          | 102,883                 |
| 2034   | 87,252          | 107,897                 |
| 2035   | 90,806          | 111,425                 |
| 2036   | 94,524          | 114,898                 |
| 2037   | 98,416          | 118,486                 |
| 2038   | 102,489         | 122,194                 |
| 2039   | 106,752         | 126,027                 |
| 2040   | 111,215         | 129,990                 |
| 2041   | 115,886         | 134,089                 |
| 2042   | 120,775         | 138,326                 |
| 2043   | 125,894         | 142,707                 |

Note: Scenario 2: *Current Situation failed in October of 2014*

R-Retirement assumed to begin in this year.



# Investment Profiles & Asset Allocation

## Investment Profiles

Often it is helpful to compare your investment portfolio with the portfolios of people with similar risk tolerances, investment objectives, and time frames—these portfolios are referred to as profiles. The comparisons for these two scenarios appear below.

### Scenario 1: *Proposed Strategy (Scenario Comparison)*

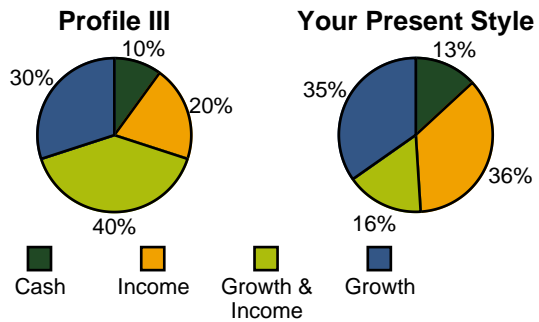
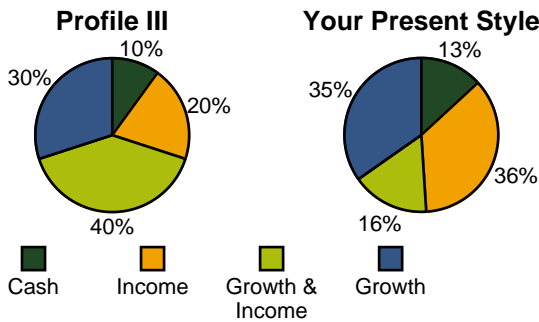
### Scenario 2: *Current Situation*

#### Investments By Investment Style

Profile III is the typical investment style of people seeking a balanced portfolio between income and growth. Cash assets are maintained for emergencies. Equal emphasis is on growth and income.

#### Investments By Investment Style

Profile III is the typical investment style of people seeking a balanced portfolio between income and growth. Cash assets are maintained for emergencies. Equal emphasis is on growth and income.

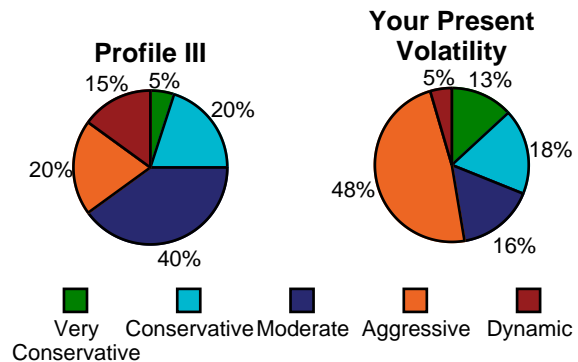
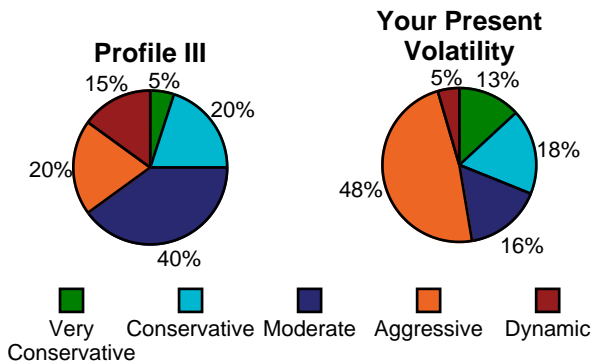


#### Investments By Volatility Class

People in Profile III are typically seeking a balanced program with limited ups and downs. Often, they have only a limited amount of time to reach their goals.

#### Investments By Volatility Class

People in Profile III are typically seeking a balanced program with limited ups and downs. Often, they have only a limited amount of time to reach their goals.



**Allocation of your assets should consider not just what you have (investment category), but its cash flow (investment style) and its risks and returns (volatility).**