



*for*  
*Harry Williamson*  
*and*  
*Brenda Williamson*

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# Important Notes

This analysis provides only broad, general guidelines, which may be helpful in shaping your thinking about your retirement 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.

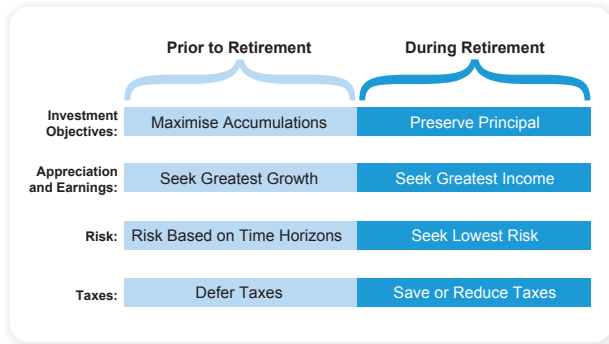
Actual results may vary substantially from the figures shown. All rates of return are hypothetical and are not a guarantee of future performance of any asset, including insurance or other financial products. All inflation rates are estimates provided by you.

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. These assumptions are not to be considered as legal advice; only your legal counsel 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 counselors 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 prospectus, if required, or a policy illustration provided by the insurer) will be provided for your review.

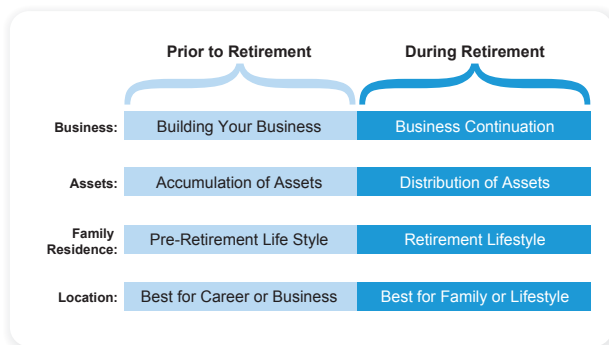
# Shifting Retirement Concerns

## Investment concerns shift



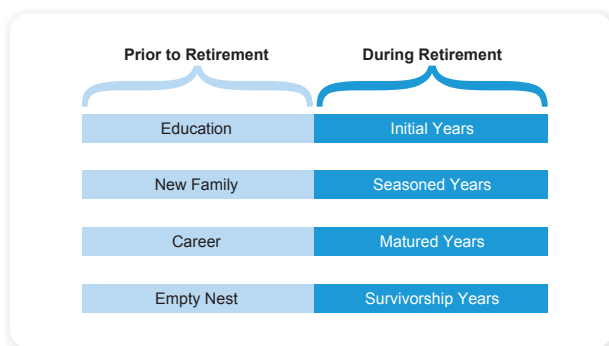
Investing *for* retirement requires different strategies than investing *during* retirement.

## Personal and business concerns shift



As the main focus of your lifestyle changes, your personal and business concerns shift

## The lifestyle phase you are experiencing determines many of your concerns



Life is a series of phases, some before retirement and some during retirement. Any plan should consider the concerns being experienced during each phase.

Your “retirement test drive” can help you determine the changes you may need as your concerns shift for retirement.

# Your Retirement Test Drive

Retirement may last 20, 30, even 40 years.

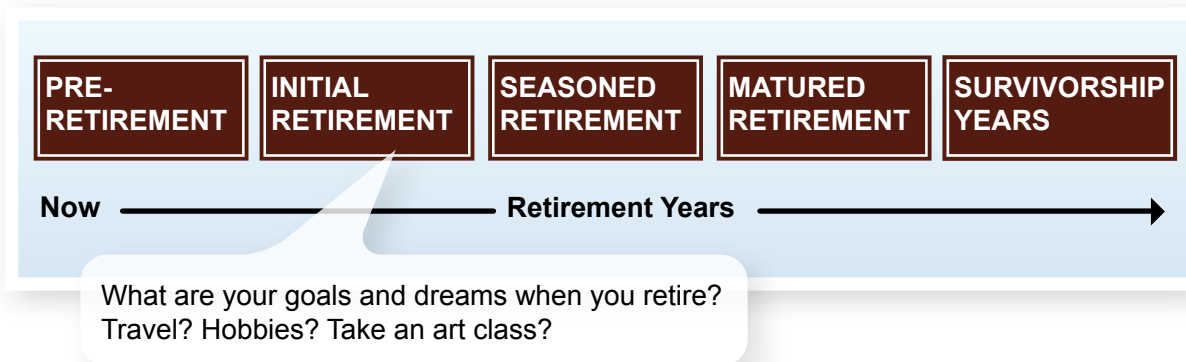


Have you asked yourself...

- Will I run out of money?
- How will rising health care costs affect me?
- Will inflation make retirement unaffordable?
- How do I invest my assets throughout retirement?
- What about my retirement plans?

These are difficult questions.

Considering all of your retirement years at once is also difficult. Breaking your retirement into smaller, more manageable phases allows you to consider what your lifestyle will be at certain points in time during retirement.



This analysis, based on your current situation, considers retirement starting at Harry's age 60, seasoned retirement starting at age 75, and matured retirement starting at age 85. Survivorship years start when one of you dies.

**Before making any changes, wouldn't it be nice to see the type of retirement your present plans would provide?**

**This analysis can show you how your current situation may work in retirement. It can also let you "test drive" alternative solutions as you prepare for your retirement ahead.**

**A "retirement test drive" may answer these questions!**

# Your Test Drive's Goals

## Scenario: Current Situation

Many retirement goals have a cost associated with them. These goals then become expected outgoing payments for your retirement lifestyle. The goal of your retirement "test drive" is to see if your anticipated income, along with the assets and investments you indicated as available for retirement, are adequate for the expected outgoing payments for your lifestyle.

### Goals necessary to maintain your retirement lifestyle:

#### Maintain insurance coverages:

- Life Insurance for Harry and Brenda
- Personal Disability Insurance for Harry

#### Essential Living expenses:

- Standing Orders
- Entertainment
- Regular Holidays
- Household Expenses
- Golf Subs

#### Other specific expenses

- Contribution to Granddaughter's Wedding
- Retirement Holidays
- Brenda's Mother's Home Help Costs

#### Education expense:

- Contribution to University Costs

#### Pay debts:

- Loan for Family Home
- Car Loan

#### Planned gifts:

- Church Donations
- RSPCA

#### Planned future purchases:

- Golf Timeshare Transaction

### Retirement Plans

Asset	Limit Uses to	Current Balance
ABC Money Purchase	Retirement	£45,378
Pearson Stakeholder	Retirement	£25,480
Harry AXA PPP	Retirement	£4,530
Harry Clerical Medical PPP	Retirement	£6,540
Harry Scottish Widows	Retirement	£7,680
Harry Standard Life	Retirement	£5,430
Brenda Retained Final Salary	Retirement	£3,540

### Assets available for retirement

Asset	Limit Uses to	Current Balance
Cash Account	Unrestricted	£0
On Line Savings Account	Unrestricted	£5,000
Harry's ISAs	Unrestricted	£15,436
Brenda's ISAs	Unrestricted	£14,326

# Your Test Drive's Goals (Continued)

Scenario: Current Situation

## Assets available for retirement

Asset	Limit Uses to	Current Balance
Building Society	Unrestricted	£5,490
Harry's Share Portfolio	Unrestricted	£23,145
Harry Unit Trusts	Unrestricted	£2,340

## "Restricted Assets" that should not be used for retirement

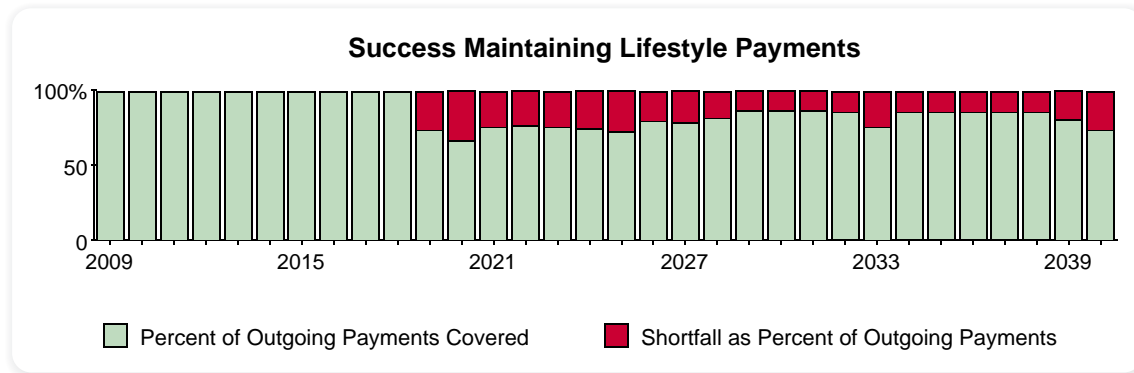
Asset	Limit Uses to	Current Balance
Family Home	Do Not Use	£425,000
Personal Possessions inc. cars	Do Not Use	£45,000

**A successful "test drive" provides for these goals.**

# Test Drive Results

Scenario: Current Situation

If Harry lives to age 86 and Brenda lives to age 86, does this scenario provide for all outgoing payments each year?



**A shortfall occurs in March of 2019 with "restricted assets" equal to £665,801 at the end of that year.**

There are shortfalls when your desired expenses exceed your estimated income. At that time, you would have to modify your lifestyle expenses to the available income unless restricted assets are used.

**You may want to reconsider your lifestyle expenses or the date of retirement**

- Are your lifestyle expenses "nice to have" or necessary to maintain your lifestyle?
- Delaying retirement a year or two may help eliminate the shortfall.

**Consider additional savings**

- Monthly savings<sup>1</sup> between now and retirement of £1,865 could help eliminate the shortfall.
- Monthly savings<sup>1</sup> between now and 2019 of £1,035 could help eliminate the shortfall.
- Monthly savings<sup>1</sup> between now and retirement of 27% of income each year could help eliminate the shortfall.

**Consider revising or repositioning investments or qualified plans distributions**

- Review your asset allocations.
- Review each retirement plan and its distribution options.

**Consider "downsizing" your home**

- Your home equity, estimated at £592,663 in 2019 that may be a source of retirement income.

**Consider changes that may further reduce taxes during retirement**

- Reconsider each qualified retirement plan for optional ways of taking distributions.

**Review your "restricted assets" to see which, if any, you may use**

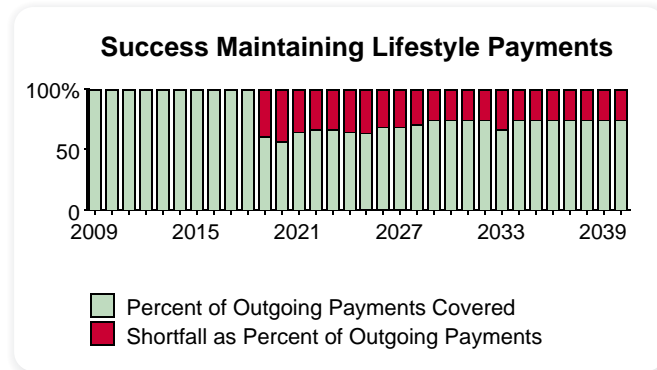
**Additional "test drives" can be taken to evaluate changes.**

<sup>1</sup> Shortfall estimated to occur March of 2019. An alternative source of income would be restricted assets, if any. Otherwise, you would have to reduce your lifestyle expenses.

# Test Drive Results-Adverse Risks

## Mortality Risks

If Harry lives to age 65 and Brenda lives to age 86, does this scenario provide for all outgoing payments each year?

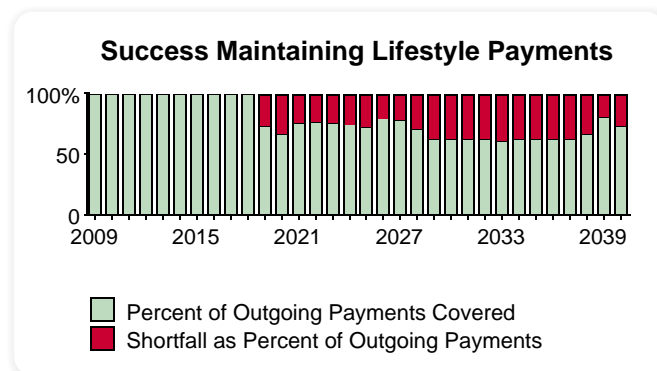


A shortfall occurs in March of 2019 with "restricted assets" equal to £665,801 at the end of that year.

**An earlier death may not result in a change in meeting your continuing lifestyle expenses.**

## Health Risks

If Harry has a long-term care need starting at age 75 and ending after 10 years at an estimated additional annual cost in today's money of £25,000, does this scenario provide for all outgoing payments each year if Harry lives to age 86 and Brenda lives to age 86?



A shortfall occurs in March of 2019 with "restricted assets" equal to £665,801 at the end of that year.

**Long-term care insurance may provide the additional income needed to reduce or eliminate these shortfalls.**



# Retirement Income by Sources

Scenario: Current Situation

## Retirement Needs

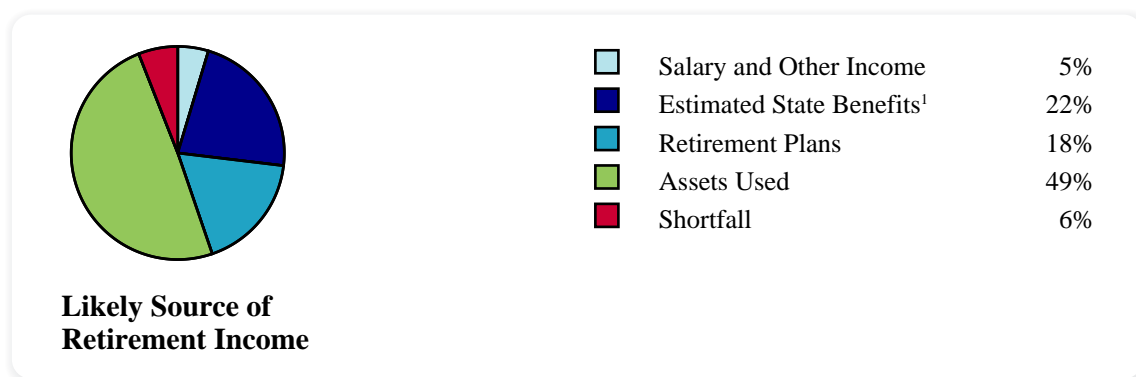
Retirement is set to begin when Harry is age 60. This analysis illustrates Harry dying at age 86 and Brenda dying at age 86, 3 years later.

This analysis examines your lifestyle expenses. It then considers sources of income such as any continuing salaries, other income, State Benefits, and your retirement plans. Assets you have designated for use at retirement are also considered. Assets you designated as "Do Not Use," have not been used to pay retirement expenses. Estimated retirement income and available assets are compared to all retirement expenses to determine any shortfalls.

### Retirement Success:

- Paying all lifestyle expenses
- Not using any restricted assets—those assets you have designated not to use or for another purpose
- Not running out of money

## Sources of Retirement Income



### Retirement Failure:

Estimated income and assets available for your retirement appear to be insufficient to provide for the retirement lifestyle. A shortfall occurs in March of 2019 with "restricted assets" equal to £665,801 at the end of that year.

### A cash flow failure occurs

The value of expenses not covered, the shortfall, at the start of retirement in year 2013 is £126,819. Monthly deposits to avoid shortfalls is £1,865.

<sup>1</sup> State Benefits are based on a number of factors. These include the number of years national insurance contributions have been made and whether you are contributing to additional state pensions such as SERPS and the Second State Pension. Actual State Benefits at retirement may be greater or less than the amount shown.

YOUR CURRENT SITUATION

# Your Retirement Needs

Scenario: Current Situation

Assumes Harry lives to age 86 and Brenda lives to age 86.

## Expected Income

Year	Total Income Needed	Income	State Benefits	Retirement Plan Distributions	Assets Used	Shortfall
<b>PRE-RETIREMENT YEARS</b>						
2009	61,190	63,600	0	0	0	0
2010	63,467	65,704	0	0	0	0
2011	65,447	67,664	0	0	0	0
2012	67,478	69,675	0	0	0	0
<b>INITIAL RETIREMENT YEARS</b>						
2013	88,249	54,392	0	29,213	4,643	0
2014	40,918	21,490	0	3,821	15,607	0
2015	41,358	20,777	0	3,892	16,689	0
2016	43,512	3,567	0	24,567	15,378	0
2017	43,354	0	0	9,580	33,252	0
2018	43,931	0	2,871	9,824	31,052	0
2019	36,665	0	8,870	10,075	5,144	12,575
2020	37,746	0	9,136	10,334	0	18,276
2021	38,856	0	15,826	10,601	0	12,430
2022	40,934	0	17,622	10,875	0	12,437
2023	42,405	0	18,151	11,158	0	13,096
2024	45,228	0	18,696	11,449	0	15,083
2025	49,600	0	19,256	11,749	0	18,594
2026	42,968	0	19,834	12,058	0	11,075
2027	44,410	0	20,429	12,377	0	11,604
<b>SEASONED RETIREMENT YEARS</b>						
2028	43,383	0	21,042	12,704	0	9,637
2029	41,040	0	21,673	13,042	0	6,325
2030	42,263	0	22,324	13,390	0	6,549
2031	43,522	0	22,993	13,748	0	6,780
2032	44,819	0	23,683	14,117	0	7,019
2033	56,319	0	24,394	14,497	0	17,428
2034	47,531	0	25,125	14,889	0	7,517
2035	48,948	0	25,879	15,292	0	7,777
2036	50,408	0	26,655	15,707	0	8,045
2037	51,911	0	27,455	16,135	0	8,321
<b>MATURED RETIREMENT YEARS</b>						
2038	53,460	0	28,279	16,575	0	8,606
2039	52,681	0	25,122	15,425	0	12,134
2040	37,155	0	13,500	10,932	0	12,723

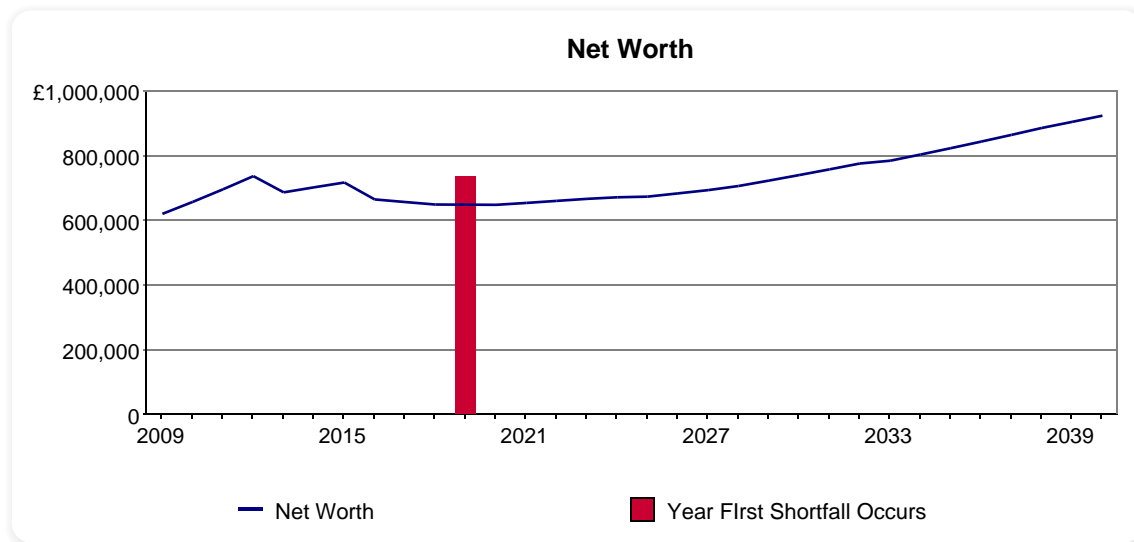
## YOUR CURRENT SITUATION

# Should Restricted Assets Be Used?

Scenario: Current Situation

Assumes Harry lives to age 86 and Brenda lives to age 86.

You may choose not to use certain assets as a source of retirement income. These assets are referred to in this analysis as restricted assets. These restricted assets could provide an alternative source of income to prevent a shortfall. If a shortfall occurs, you should re-examine your assets and any restrictions.



A shortfall occurs in March of 2019 with restricted assets equal to £665,801 at the end of that year. Included in that amount is the value of your principle residence estimated to be £592,663.

## Review of restricted assets

Asset	Limit Uses to	Current Balance
Family Home	Do Not Use	£425,000
Personal Possessions inc. cars	Do Not Use	£45,000
ABC Money Purchase	Retirement	£45,378
Pearson Stakeholder	Retirement	£25,480
Harry AXA PPP	Retirement	£4,530
Harry Clerical Medical PPP	Retirement	£6,540
Harry Scottish Widows	Retirement	£7,680
Harry Standard Life	Retirement	£5,430

**Restricted assets may provide an alternative source of income.**

## COMPARISON

# Comparison of Scenarios

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:** Current Situation

**Scenario 2:** Final Proposal

## Major Scenario Differences

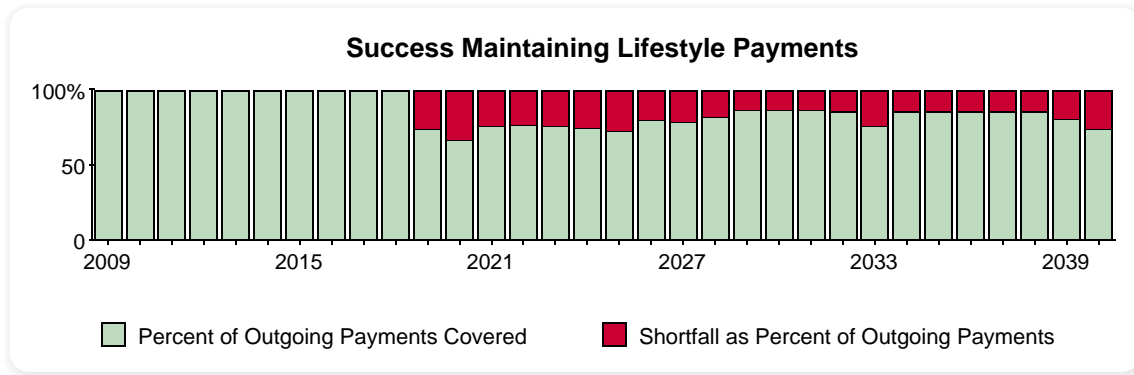
The complete analyses of scenarios being compared should be reviewed for differences. The chart below shows the differences in these two scenarios:

Scenario Name	Current Situation	Final Proposal
<b>Incomes</b>		
Salary	Not included	Exists
<b>Liabilities</b>		
Mortgage - Loan for Family Home		
Repayment	Not included	Exists
Credit Card - Lifetime Mortgage Credit Account	Not included	Exists
<b>Cash Sources</b>		
Cash Source - Lifetime Mortgage Credit Account	Not included	Exists
<b>Transactions</b>		
Transaction - Retirement Plan Transaction		
From Transfers		
Salary Reduction From Transfer		
Employee Transfer	£150.00	£500.00
Employer Transfer	£150.00	£500.00
	Yes	No
<b>Spend Excess Cash</b>	£500.00	£0.00
<b>Average Cash Balance</b>		
<b>Illustration Assumptions</b>		
Needs Analysis		
At Harry's Death		
Survivor		
Readjustment Period		
Durations	2	0
At Brenda's Death		
Long Term Care		
Calc Start		
Event Age	65	63
Calc End		
Duration		
Durations	15	5
Survivor		
Readjustment Period		
Durations	2	0

The Assumptions page and the Other Facts Used page can provide more details for the items included within a scenario.

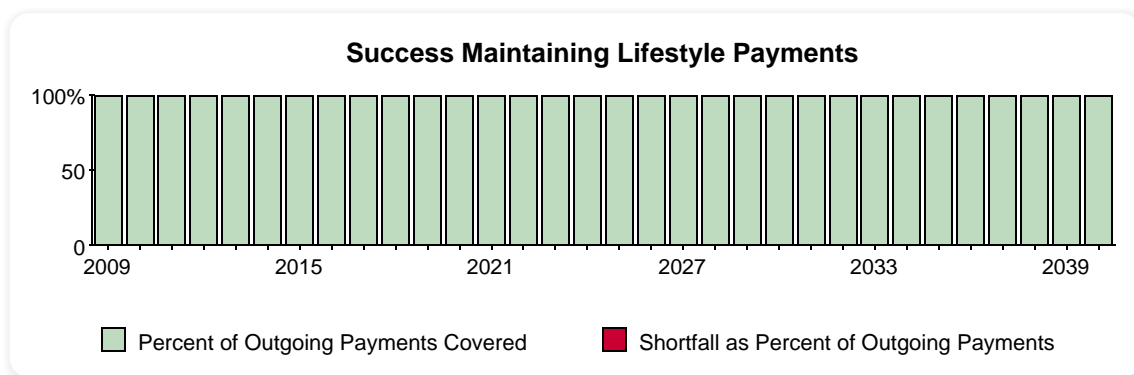
# Test Drive Results

## Scenario 1: Current Situation



When this shortfall occurs, your lifestyle must be adjusted or you must use restricted assets.

## Scenario 2: Final Proposal



It appears that all of the outgoing payments to maintain your lifestyle will be met in this scenario.

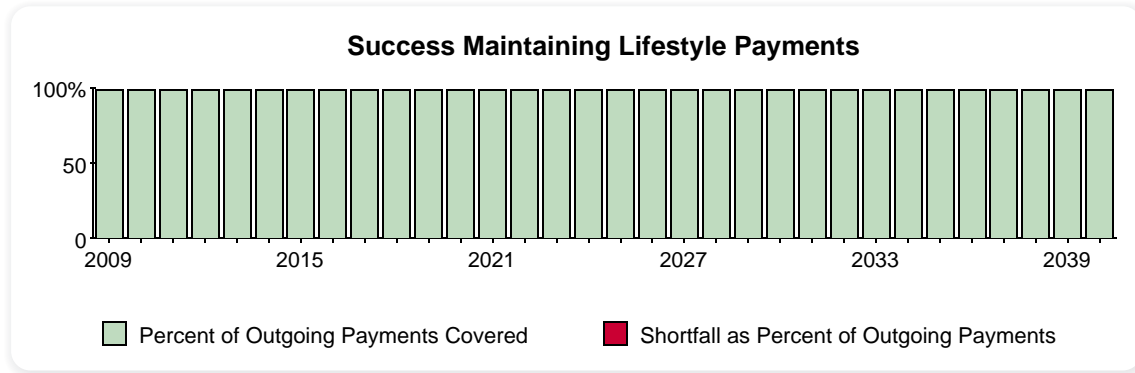


# **PROPOSED SCENARIO**

# Test Drive Results

Scenario: Final Proposal

If Harry lives to age 86 and Brenda lives to age 86, does this scenario provide for all outgoing payments each year?



**It appears that your expected income and available assets are sufficient to meet your outgoing payments during retirement.**

**You may want to “test drive” some additional lifestyle expenses during retirement.**

**Are there any future purchases you would want to consider during retirement?**

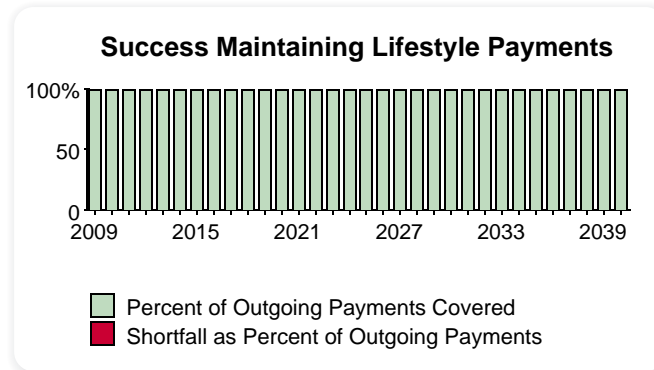
**Would you like to consider the distributions to your heirs?**

**Additional "test drives" can be taken to evaluate changes to your retirement plans.**

# Test Drive Results-Adverse Risks

## Mortality Risks

If Harry lives to age 65 and Brenda lives to age 86, does this scenario provide for all outgoing payments each year?

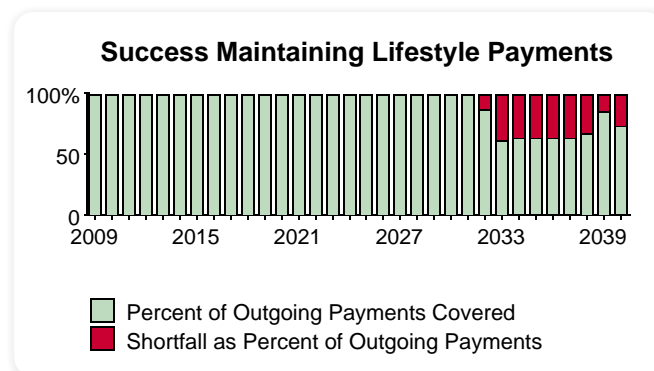


It appears that your expected income and available assets are sufficient to meet your outgoing payments during retirement.

**An earlier death may not result in a change in meeting your continuing lifestyle expenses.**

## Health Risks

If Harry has a long-term care need starting at age 75 and ending after 10 years at an estimated additional annual cost in today's money of £25,000, does this scenario provide for all outgoing payments each year if Harry lives to age 86 and Brenda lives to age 86?



A shortfall occurs in September of 2032 with "restricted assets" equal to £943,483 at the end of that year.

**Long-term care insurance may provide the additional income needed to reduce or eliminate these shortfalls.**



# Retirement Income by Sources

Scenario: Final Proposal

## Retirement Needs

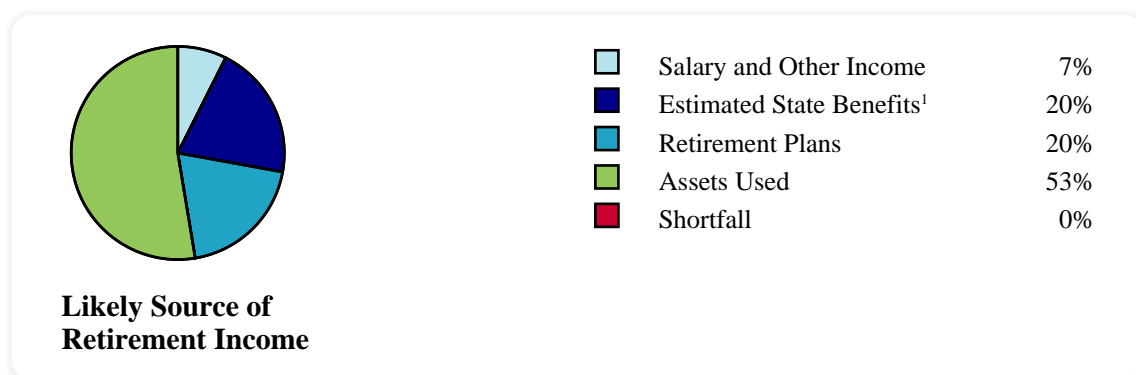
Retirement is set to begin when Harry is age 60. This analysis illustrates Harry dying at age 86 and Brenda dying at age 86, 3 years later.

This analysis examines your lifestyle expenses. It then considers sources of income such as any continuing salaries, other income, State Benefits, and your retirement plans. Assets you have designated for use at retirement are also considered. Assets you designated as "Do Not Use," have not been used to pay retirement expenses. Estimated retirement income and available assets are compared to all retirement expenses to determine any shortfalls.

### Retirement Success:

- Paying all lifestyle expenses
- Not using any restricted assets—those assets you have designated not to use or for another purpose
- Not running out of money

## Sources of Retirement Income



### Retirement Success

Estimated income and assets available for your retirement appear to be sufficient to provide for the retirement lifestyle.

<sup>1</sup> State Benefits are based on a number of factors. These include the number of years national insurance contributions have been made and whether you are contributing to additional state pensions such as SERPS and the Second State Pension. Actual State Benefits at retirement may be greater or less than the amount shown.

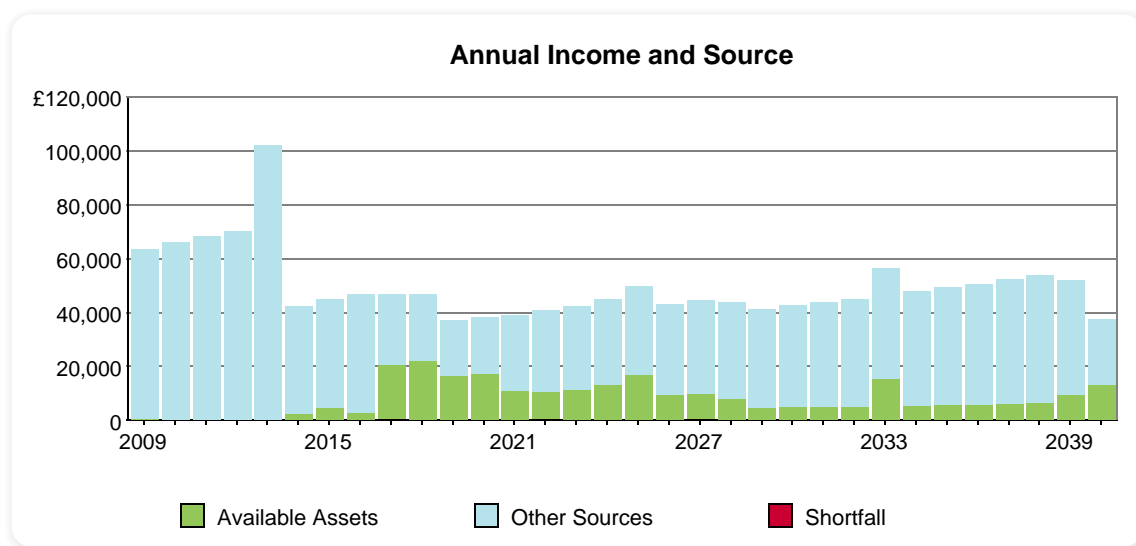
A PROPOSED SCENARIO

# Your Retirement Needs

Scenario: Final Proposal

Assumes Harry lives to age 86 and Brenda lives to age 86.

Your retirement needs consist of your basic lifestyle expenses, education and special needs, loan payments, any remaining qualified retirement plan contributions, discretionary spending, and your taxes. Your expected incomes and the assets you wish to make available for your retirement needs must satisfy these needs.



**It appears that your expected income and available assets are sufficient to meet your outgoing payments during retirement. The table below shows selected values from various phases of retirement.**

Year	Total Income Needed	Annual Income	State Benefits	Retirement Plan Distributions	Assets Used	Cumulative Shortfalls	Net Worth
2009	63,839	63,600	0	0	239	0	631,484
2013	89,427	60,042	0	42,886	0	0	704,454
2028	43,841	0	21,042	15,044	7,755	0	843,890
2038	54,074	0	28,279	19,720	6,076	0	1,022,256
2039	52,127	0	25,122	17,854	9,150	0	1,038,384
2040	37,644	0	13,500	10,932	13,212	0	1,050,331

# Assumptions in this Analysis

Scenario: Final Proposal

<b>Harry Williamson</b>	Age: 55	Male	Born: 23 September, 1953
<b>Brenda Williamson</b>	Age: 52	Female	Born: 10 March, 1956

Harry and Brenda are married.

## State Benefits

Harry is eligible for certain State Benefits. Harry's certain State Benefits are based on levels in today's terms increased by inflation. Harry plans to take State Benefits starting at age 65.

Brenda is eligible for certain State Benefits. Brenda's certain State Benefits are based on levels in today's terms increased by inflation. Brenda plans to take State Benefits starting at age 65.

## Ages and Events

Ages illustrated are based on the age as of the last birthday.

## Calculation Date

The starting date for the calculations in this report is 8 January, 2009. Assets that were entered with a valuation date more than one month prior to this date have their value adjusted for appreciation to approximate the value of the asset on this calculation date.

## Calendar Year Processing

Each year of the illustration ends with December. The current year will calculate from the month of the Calculation Date through December of that year.

## Nature of Monthly Calculations

Calculations are made each month, based on the amounts available at the start of the month. No attempt is made to determine the exact date within a month various transactions occur.

## Interest Rates and Earnings

Interest and earnings are credited for 1/12<sup>th</sup> of the annual amount requested for each month. This is for the purpose of helping to determine the applicable cash flow and does not represent a guarantee of this or any interest or earnings. All rates of return illustrated are hypothetical and are not associated with any particular investment product.

## Insurance

The numbers produced by this analysis in no way guarantee the right to purchase life insurance in the amounts illustrated. If any new life insurance is illustrated, this presentation is not valid unless accompanied by a complete illustration of proposed policy values.

## Final Expenses

**Harry:**  
Final Expenses: £0

**Brenda:**  
Final Expenses: £0

# Assumptions in this Analysis (Continued)

Scenario: Final Proposal

## Estate Assumptions

For the purposes of Inheritance Tax analysis, it is assumed death occurs to Harry at the end of the current year followed immediately by the death of Brenda. Each client's estate is assessed individually at the time of death and jointly-held assets and liabilities are divided equally. The value of any assets jointly held with a third party are deemed part of the estate. Death benefits from pension plans are assumed to be held in trust and therefore not liable to Inheritance Taxation at the holder's death. However pension benefits transferred from Harry to Brenda are considered part of the estate at Brenda's death. Life insurance proceeds are paid to your named beneficiary and are considered part of the estate for Inheritance Tax purposes. This analysis incorporates the current Inheritance Tax Nil Rate band in its calculations.

## Loans, Credit Cards, and Lines of Credit

Any form of credit illustrated is not a guarantee that such credit will be accepted by a lending institution. Different forms of credit may have a number of fees associated with various uses of the credit. Please consult the lending institution for details as well as all fees and rules for using that credit.

## Restrictive Uses of Assets

Assets that are marked for restricted use will only be used to provide cash for that purpose.

## Income Taxes

### Income Tax Rates

Basic Income Tax Rate: 20%  
Higher Income Tax Rate: 40%

## Capital Gains Tax

Taxation on the gains from assets that are liable to Capital Gains Tax is deducted at the fixed rate of 18% in the year the asset is liquidated or sold. Liable gains on Investment Bonds are taxed at 20%. An individual's Annual Exemption amount is deducted from the total gains in any given year before Capital Gains Tax is applied. The current Annual Exemption amount is increased annually by the State Benefits inflation rate. Capital Gains Tax is not applied to the following asset types: Bank Accounts, Other Bonds (Government), ISAs PEPs TESSAs, Property – Main Residence, Savings (Cash Equiv.) and Venture Capital Trusts. Entrepreneur Capital Gains Tax relief is not applied.

## Assumed Retirement

Retirement is assumed to be when Harry reaches, or would have reached, age 60. Any change you indicated in the basic living expenses is applied at that time.

## General Inflation Rate

A general inflation rate of 3% is used for all basic living expenses and where indicated.

## Education Payments

Education costs are stated as annual amounts but are assumed to be paid in 12 monthly payments. Payments are assumed to start in August of each year unless a specific starting date is stated.

# Assumptions in this Analysis (Continued)

Scenario: Final Proposal

## Education Inflation Rate

An education inflation rate of 6.000% is used for all education funding expenses. Historically, the cost of education has experienced a rate different than the general inflation rate of all goods and services. Adjustments for the education inflation rate are made in January of each year.

## Costs Associated with Long-Term Care

Estimated costs of long-term care are based on the average costs for a nursing home stay in the current county of residence (Shropshire), adjusted for the current level of long-term care inflation rate. Basic living expenses are further adjusted as if disabled and any salary or retirement contributions are discontinued. (Estimated costs based on Laing and Buisson survey carried out in 2003.)

# Other Facts Used

Scenario: Final Proposal

## Harry Williamson

Age: 55 Male Born: 23 Sep., 1953

Email Address: handb22@hotmail.com

Do not use Email for Notifications

Harry and Brenda are married.

Home Phone: 0122 938290

Business Phone: 0122 956478

### Mailing Address

55 Yew Tree Avenue  
Shrewsbury, , SY1 2AJ

## Brenda Williamson

Age: 52 Female Born: 10 Mar., 1956

Email Address: handb23@hotmail.com

Do not use Email for Notifications

### Children and Dependents

Name	Date of Birth	Gender	Relationship	Dependent of
Jamie	29 Aug., 1978	Male	Child	Brenda, Harry
Jackie	20 Jan., 1981	Female	Child	Brenda, Harry
Christopher	23 Feb., 2006	Male	Grandchild	Not a Dependent
Susie	04 Jul., 2008	Female	Grandchild	Not a Dependent

### Salaries

Employer	Employee	Current Salary	Frequency	Inflation Rate
ABC Communications	Harry	£3,850	Monthly	3.000%
Pearson and Co. Solicitors	Brenda	£1,450	Monthly	3.000%
Harry's part-time work	Harry	£1,000	Monthly	3.000%

### Current Bank Accounts, Savings, Deposit

Account Name	Owner	Current Balance	Balance As Of	Interest Rate
Cash Account	Brenda, Harry	£0	02 Sep., 2008	0.000%
On Line Savings Account	Brenda, Harry	£5,000	02 Sep., 2008	4.500%
Building Society	Brenda, Harry	£5,490	02 Sep., 2008	4.750%

This asset is the Cash Account

### Tax-Efficient Investments

Account Name	Owner	Current Balance	Balance As Of	Interest Rate
Harry's ISAs	Harry	£15,436	02 Sep., 2008	6.000%
Brenda's ISAs	Brenda	£14,326	02 Sep., 2008	6.000%

### Investment Trust

Name/Symbol	Owner	Current Value	Balance As Of	Basis	Rates	
					Div. Rate	App. Rate
Harry Unit Trusts	Harry	£2,340	02 Sep., 2008	£1,500	0.000% <sup>1</sup>	6.400%

<sup>1</sup> Received in Cash

# Other Facts Used (Continued)

Scenario: Final Proposal

## Stocks

Name/ Symbol	Owner	Current Value	Balance As Of	Basis	Rates	
					Div. Rate	App. Rate
Harry's Share Portfolio	Harry	£23,145	02 Sep., 2008	£15,000	1.300% <sup>1</sup>	6.200%

## Retirement Plans

Name	Owner	Current Balance	Balance As Of	Growth Rate	Owner Contrib.	Employer Contrib.
ABC Money Purchase	Harry	£45,378	02 Sep., 2008	6.000%	£500	£500
Pearson Stakeholder	Brenda	£25,480	02 Sep., 2008	6.000%	£100	£100
Harry AXA PPP	Harry	£4,530	02 Sep., 2008	6.000%	n/a	n/a
Harry Clerical Medical PPP	Harry	£6,540	02 Sep., 2008	6.000%	n/a	n/a
Harry Scottish Widows	Harry	£7,680	02 Sep., 2008	6.000%	n/a	n/a
Harry Standard Life	Harry	£5,430	02 Sep., 2008	6.000%	n/a	n/a

## Final Salary Scheme

Name	Owner	Benefit	Lump Sum	Death In Service Lump Sum	Inflation Rate	Start
Brenda Retained Final Salary	Brenda	£3,540	£0	£12,350	3.000%	Starting when Brenda retires

## Residences

### Family Home

Owner	Current Value	Balance As Of	Cost Basis	Appreciation Rate
Brenda, Harry	£425,000	02 Sep., 2008	£0	3.000%

Personal Loan Secured by this Asset

Balance as of	Mortgage Balance	Payment	Frequency	Interest Rate
02 Sep., 2008	£45,600	£495	Monthly	5.750%

## Personal Property

Name	Owner	Current Value	Value As Of	Basis	Growth Rate
Personal Possessions inc. cars	Brenda, Harry	£45,000	02 Sep., 2008	£0	0.000%

## Life Insurance-Individual

Name	Insured	Owner	Beneficiary	Face Amount	Premium	Frequency	Cash Value
Life Insurance	First To Die	Harry	Harry	£100,000	£35	Monthly	£0

## Disability Insurance-Individual

Name	Insured	Owner	Monthly Benefit	Waiting Period	Benefit Period	Premium	Frequency
Personal Disability Insurance	Harry	Harry	£1,250	90 Days	Lifetime	£45	Monthly

<sup>1</sup> Dividends are assumed to be reinvested in similar investments.

# Other Facts Used (Continued)

Scenario: Final Proposal

## Gifts

### Church Donations

Donor:	Harry	Already started and ending after the illustration.	
Initial Gift:	£500	Growth Rate after Transfer:	0.000%
Annual Increase:	3%	Deduction Limit:	
		Frequency of Gifts:	Annual

### RSPCA

Donor:	Brenda	Already started and ending after the illustration.	
Initial Gift:	£100	Growth Rate after Transfer:	0.000%
Annual Increase:	3%	Deduction Limit:	
		Frequency of Gifts:	Annual

## Essential Living Expenses

Description	Amount	Frequency	Percent Continuing after First Death	Percent Continuing after First Disability	Percent Continuing after First Retirement
Standing Orders	£750	Monthly	70%	100%	70%
Already started and ending after the illustration.					
Household Expenses	£650	Monthly	70%	100%	70%
Already started and ending after the illustration.					
Entertainment	£650	Monthly	70%	100%	100%
Already started and ending after the illustration.					
Golf Subs	£1,000	Annual	0%	0%	100%
Starting on Aug 01, 2009 and ending after the illustration.					
Regular Holidays	£2,000	Annual	70%	100%	0%
Starting on Aug 01, 2009 and ending when both clients retire.					

## Specific Need Expenses

Description	Amount	Frequency
Contribution to Granddaughter's Wedding	£5,000	Monthly
Starting when Susie turns 25 and ending after a one time occurrence.		
Brenda's Mother's Home Help Costs	£250	Monthly
Already started and ending after 10 years.		
Retirement Holidays	£5,000	Annual
Starting when both clients retire and ending after 10 years.		

## Education Expenses

Description	Amount	Frequency	Percent of Estimated Aid
Contribution to University Costs	£2,000	Annual	0%
Starting when Christopher turns 18 and ending after 4 years.			

## Debt

Liability Name	Owner	Current Balance	Balance As Of	Interest Rate
Loan for Family Home	Brenda, Harry	£45,600	02 Sep., 2008	5.750%
Car Loan	Brenda	£2,750	02 Sep., 2008	7.500%
Lifetime Mortgage Credit Account	Brenda, Harry	£0	27 Oct., 2008	6.000%



A PROPOSED SCENARIO

# Other Facts Used (Continued)

Scenario: Final Proposal

## Future Purchase

Description	Future Owners	Anticipated Cost	Inflation	Start
Golf Timeshare	Brenda, Harry	£25,000	3.000%	Starting when Harry retires