



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.

Making the Most of Your "Test Drive"?

1

Determine the likely duration of your retirement phases



2

Examine lifestyle requirements for each phase

- Review all outgoing payments, such as expenses, liabilities, and special needs
- Determine adjustments, if any, needed for each retirement phase
- Determine additional amounts necessary to provide for your desired retirement lifestyle

3

Review sources of retirement income, options available, and your current options selected

- State Benefits
- Approved retirement plans
- Other Income

4

Take a "Test Drive"

- Determine which assets you might use for retirement, and which ones you would not want to use. For example, you would not use your principle residence or personal assets to provide needed income.
- Take your "test drive" and see if, or when, any shortfall is likely to occur
- Consider alternatives and take another "test drive"

5

Start your retirement journey

- Make adjustments based on your test drives
- Review and repeat your "test drive" annually

Your Retirement Test Drive

Retirement may last 20, 30, even 40 years.

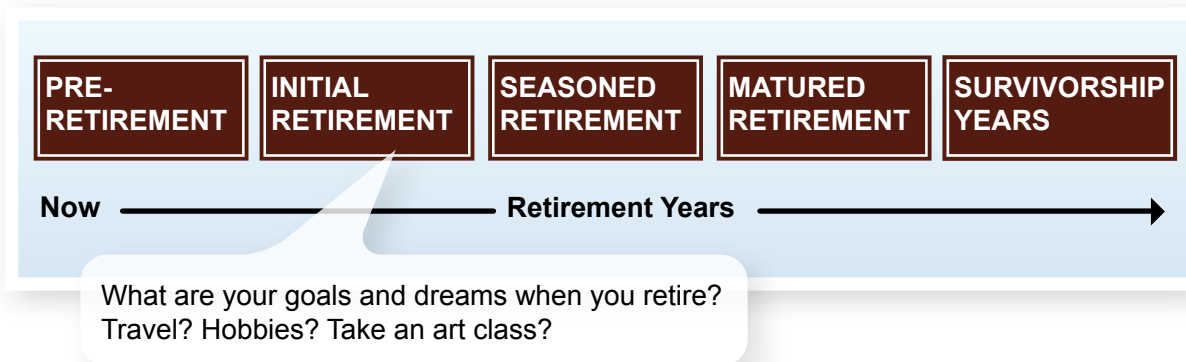


Have you asked yourself...

- 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

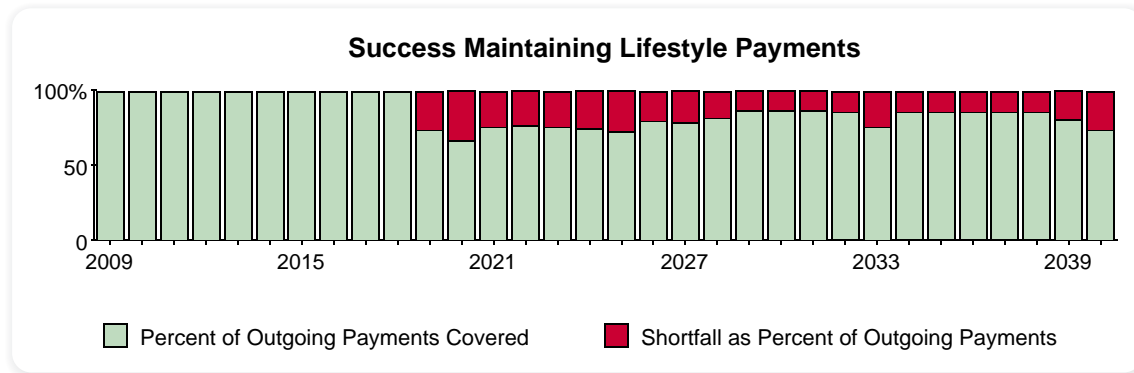
Asset	Limit Uses to	Current Balance
Family Home	Do Not Use	£425,000
Personal Possessions inc. cars	Do Not Use	£45,000

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 savings¹ between now and retirement of £1,865 could help eliminate the shortfall.
- Monthly savings¹ between now and 2019 of £1,035 could help eliminate the shortfall.
- Monthly savings¹ 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

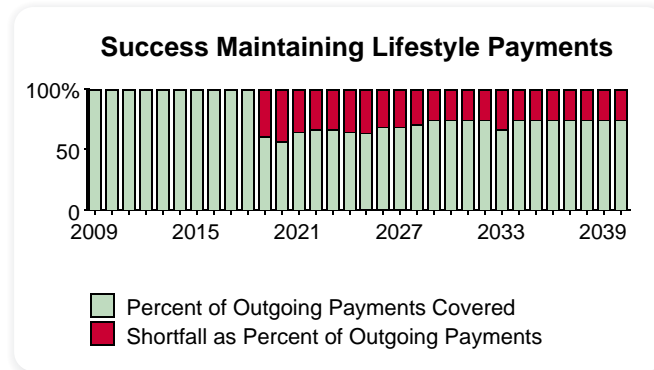
Additional "test drives" can be taken to evaluate changes.

¹ 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?

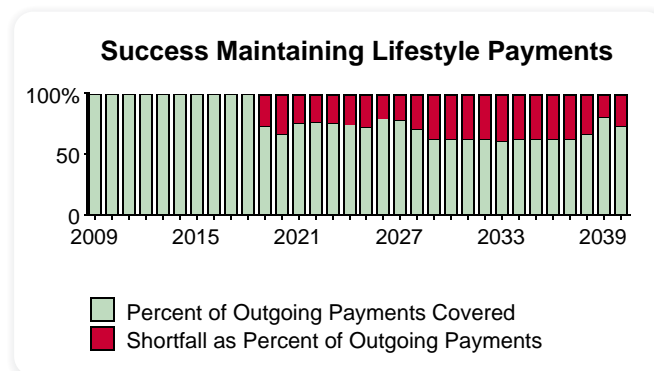


A shortfall occurs in March of 2019 with "restricted assets" equal to £665,801 at the end of that year.

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.

Your Retirement Payments

Scenario: Current Situation

Your Outgoing Lifestyle Payments

Your retirement needs consist of making all outgoing payments necessary to maintain your lifestyle. In addition to making your payments, you do not want to use any assets you have designated for other purposes or have indicated that it should not be used. Your goal is to make all of these outgoing payments necessary for your retirement lifestyle.

Expenses

Description	Amount	Frequency	Percent Continuing after First Death	Percent Continuing after First Retirement
Standing Orders	£750	Monthly	70%	70%
Household Expenses	£650	Monthly	70%	70%
Entertainment	£650	Monthly	70%	100%
Golf Subs	£1,000	Annual	0%	100%
Regular Holidays	£2,000	Annual	70%	0%

Liabilities

Name	Balance	Date of Balance	Interest Rate	Payment	Frequency
Existing Debts					
Loan for Family Home	£45,600	02 Sep., 2008	5.75%	£495	Monthly
Car Loan	£2,750	02 Sep., 2008	7.50%	£67	Monthly

Special Needs

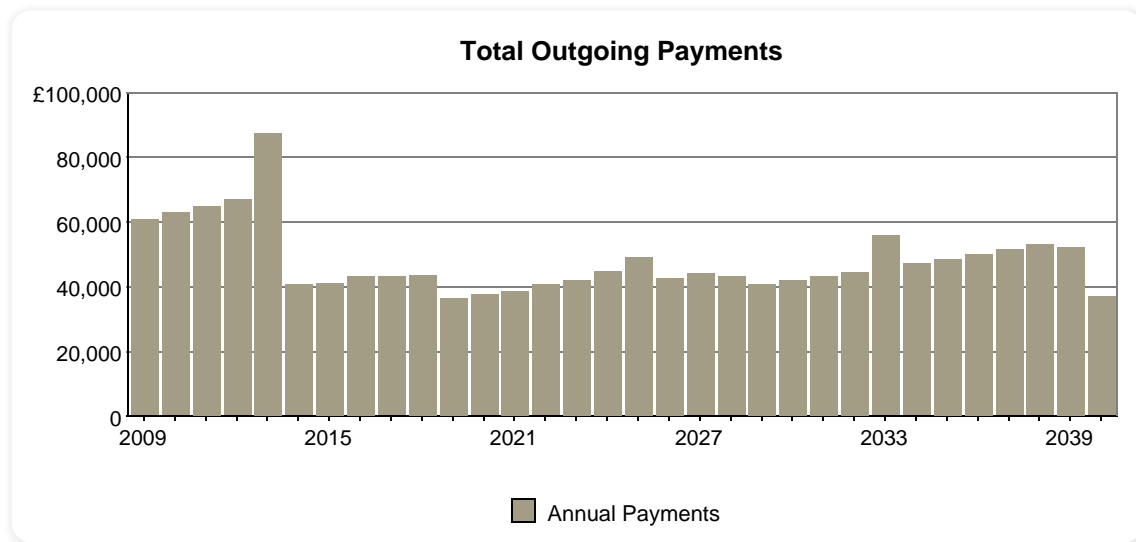
Description	Amount	Frequency
Contribution to Granddaughter's Wedding	£5,000	Monthly
Brenda's Mother's Home Help Costs	£250	Monthly
Retirement Holidays	£5,000	Annual

Your Retirement Payments

Scenario: Current Situation

This graph assumes Harry lives to age 86 and Brenda lives to age 86.

Expected outgoing payments to maintain your lifestyle



These are the outgoing payments you indicated you needed for your lifestyle. This illustration shows these lifestyle expenses with a focus on payments, adjusted annually for estimated inflation.

Outgoing payments vary with retirement phases

Retirement Phase	Beginning Year
Initial Retirement Years	2013
Seasoned Retirement Years	2028
Matured Retirement Years	2038
Survivorship Years	2039

Goal: Make all outgoing payments necessary for your retirement lifestyle without using restricted assets¹

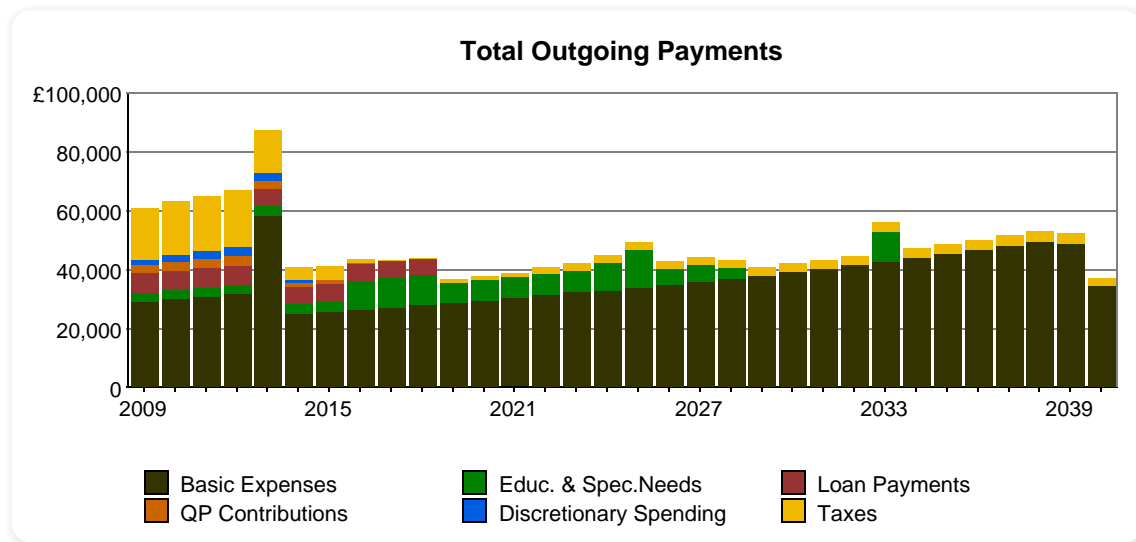
¹ Restricted assets are those assets you have designated for a specific purpose other than retirement or have designated “Do not use.”

Your Retirement Payments

Scenario: Current Situation

This graph assumes Harry lives to age 86 and Brenda lives to age 86.

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YOUR CURRENT SITUATION

Your Retirement Payments

Scenario: Current Situation

This graph assumes Harry lives to age 86 and Brenda lives to age 86.

Expected outgoing payments to maintain your lifestyle

Year	Basic Expenses	Educ. & Spec. Needs	Loan Payments	Retirement Plan Contributions	Discretionary Spending	Taxes	Total Outgoing Payments
PRE-RETIREMENT YEARS							
2009	29,165	3,000	6,738	3,000	1,551	17,736	61,190
2010	30,011	3,090	6,738	3,090	2,270	18,073	63,467
2011	30,882	3,183	6,738	3,183	2,645	18,625	65,447
2012	31,780	3,278	6,538	3,278	3,223	19,204	67,478
INITIAL RETIREMENT YEARS							
2013	58,771	3,377	5,940	2,701	2,748	14,568	88,249
2014	24,955	3,478	5,940	1,391	819	3,017	40,918
2015	25,691	3,582	5,940	1,433	0	4,712	41,358
2016	26,449	9,839	5,940	246	0	1,038	43,512
2017	27,230	10,134	5,940	0	0	50	43,354
2018	28,034	10,438	5,358	0	0	101	43,931
2019	28,862	6,720	0	0	0	1,084	36,665
2020	29,715	6,921	0	0	0	1,109	37,746
2021	30,594	7,129	0	0	0	1,134	38,856
2022	31,499	7,343	0	0	0	2,093	40,934
2023	32,431	7,563	0	0	0	2,411	42,405
2024	32,967	9,787	0	0	0	2,475	45,228
2025	33,956	13,104	0	0	0	2,540	49,600
2026	34,974	5,386	0	0	0	2,608	42,968
2027	36,023	5,709	0	0	0	2,677	44,410
SEASONED RETIREMENT YEARS							
2028	37,104	3,530	0	0	0	2,749	43,383
2029	38,217	0	0	0	0	2,823	41,040
2030	39,364	0	0	0	0	2,899	42,263
2031	40,545	0	0	0	0	2,977	43,522
2032	41,761	0	0	0	0	3,058	44,819
2033	43,014	10,164	0	0	0	3,141	56,319
2034	44,304	0	0	0	0	3,226	47,531
2035	45,633	0	0	0	0	3,314	48,948
2036	47,002	0	0	0	0	3,405	50,408
2037	48,413	0	0	0	0	3,499	51,911
MATURED RETIREMENT YEARS							
2038	49,865	0	0	0	0	3,595	53,460
2039	48,987	0	0	0	0	3,694	52,681
2040	34,481	0	0	0	0	2,674	37,155

Taxes during Your Retirement

Scenario: Current Situation

This graph assumes Harry lives to age 86 and Brenda lives to age 86.

Taxes after retirement

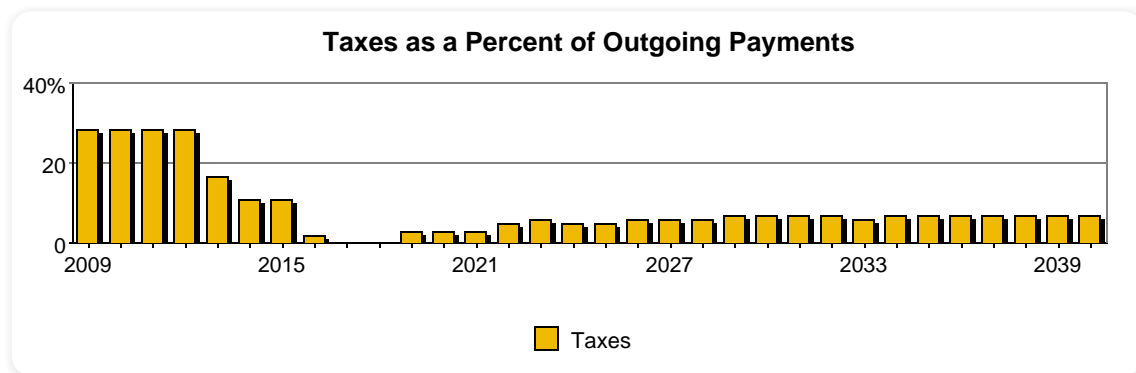
Taxable income usually decreases during retirement, but must be considered in any scenario. When securities or assets are sold to provide retirement income, capital gains taxes must be considered.

Taxation risk

"Taxation risk" is not knowing how taxes may affect your future income. Generally speaking taxes maintain a similar relationship to taxable income over time. By applying your effective average tax rate to estimated taxable income, you can see the likely affect of taxes during your retirement "test drive."

Income Tax Rates Used for Estimated Taxable Income

Income Tax Rates	
Basic Income Tax Rate	20%
Higher Income Tax Rate	40%
Capital Gains Tax Rate	18%



Qualified retirement plans

Qualified retirement plan distributions are taxable. How you take your income from your qualified retirement plan affects both your retirement income and your retirement payments.

Taxable income and taxes affects retirement needs

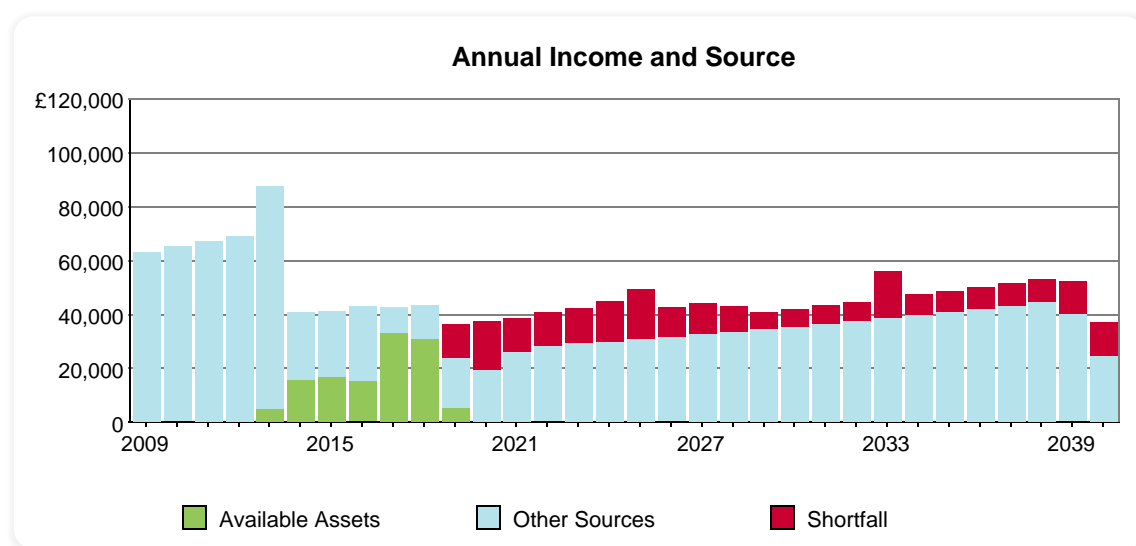
YOUR CURRENT SITUATION

Your Retirement Needs

Scenario: Current Situation

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.



A shortfall occurs in March of 2019 with "restricted assets"¹ equal to £665,801 at the end of that year. 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	61,190	63,600	0	0	0	0	624,470
2013	88,249	54,392	0	29,213	4,643	0	691,762
2028	43,383	0	21,042	12,704	0	134,807	711,621
2038	53,460	0	28,279	16,575	0	219,174	893,202
2039	52,681	0	25,122	15,425	0	231,307	912,246
2040	37,155	0	13,500	10,932	0	244,030	931,635

A shortfall occurs if your retirement needs cannot be satisfied by your expected income or by using the assets available. One solution may be to use some of the assets you previously restricted. Other options may be to seek higher returns from assets and investments, to use income more efficiently, or to reduce lifestyle expenses.

Shortfall is anticipated in year 2019.

¹ Restricted assets are those assets you have designated for a specific purpose other than retirement or have designated "Do not use."

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
PRE-RETIREMENT YEARS						
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
INITIAL RETIREMENT YEARS						
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
SEASONED RETIREMENT YEARS						
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
MATURED RETIREMENT YEARS						
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

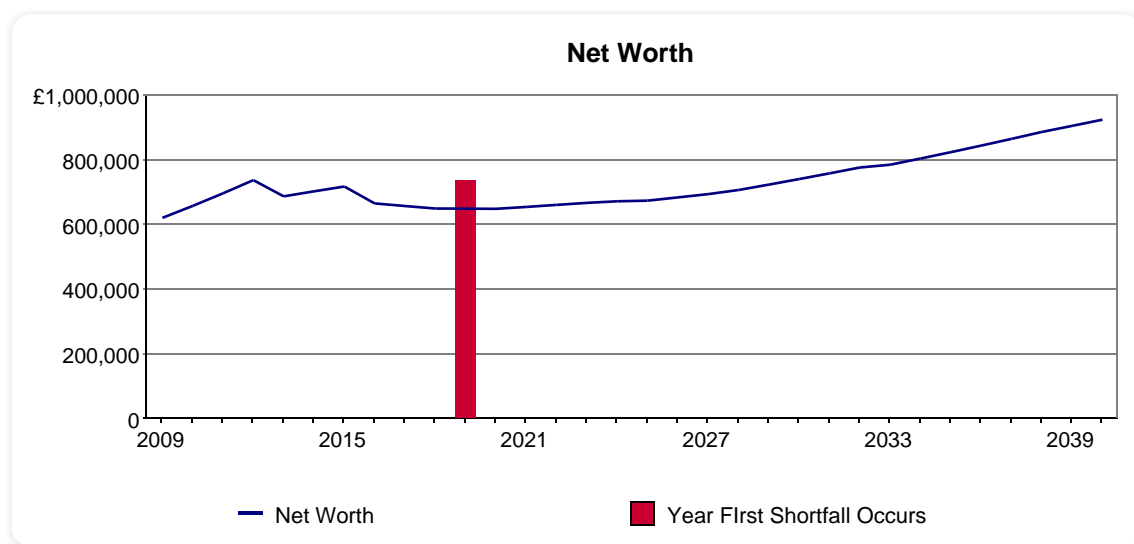
YOUR CURRENT SITUATION

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.

Alternative Sources of Income

Scenario: Current Situation

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

Restricted assets may provide a source of additional retirement income.

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. Because of these restricted assets you can have a shortfall and still have substantial net worth. Changing the restrictions on one or more assets may provide an alternative source of income to prevent the shortfall.

Summary of assets including assets with restricted uses

Year	Principal Residence	Business and Farm Assets	Total Assets	Total Liabilities	Cumulative Annual Shortfall	Net Worth
PRE-RETIREMENT YEARS						
2009	440,997	0	667,757	43,288	0	624,470
2010	454,227	0	700,818	38,955	0	661,863
2011	467,854	0	735,596	34,354	0	701,242
2012	481,889	0	772,160	29,669	0	742,491
INITIAL RETIREMENT YEARS						
2013	496,346	0	717,083	25,322	0	691,762
2014	511,236	0	728,147	20,718	0	707,430
2015	526,573	0	738,359	15,842	0	722,517
2016	542,370	0	680,316	10,678	0	669,638
2017	558,642	0	666,696	5,209	0	661,487
2018	575,401	0	653,639	0	0	653,639
2019	592,663	0	665,801	0	12,575	653,225
2020	610,443	0	683,580	0	30,851	652,730
2021	628,756	0	701,894	0	43,281	658,613
2022	647,619	0	720,756	0	55,717	665,039
2023	667,047	0	740,185	0	68,814	671,371
2024	687,059	0	760,196	0	83,897	676,299
2025	707,670	0	780,808	0	102,492	678,317
2026	728,901	0	802,038	0	113,567	688,471
2027	750,768	0	823,905	0	125,171	698,735
SEASONED RETIREMENT YEARS						
2028	773,291	0	846,428	0	134,807	711,621
2029	796,489	0	869,627	0	141,132	728,495
2030	820,384	0	893,522	0	147,681	745,841
2031	844,996	0	918,133	0	154,462	763,672
2032	870,345	0	943,483	0	161,480	782,003
2033	896,456	0	969,593	0	178,908	790,685
2034	923,349	0	996,487	0	186,425	810,062
2035	951,050	0	1,024,188	0	194,202	829,986
2036	979,581	0	1,052,719	0	202,247	850,472
2037	1,008,969	0	1,082,107	0	210,568	871,539
MATURED RETIREMENT YEARS						
2038	1,039,238	0	1,112,376	0	219,174	893,202
2039	1,070,415	0	1,143,553	0	231,307	912,246
2040	1,102,527	0	1,175,665	0	244,030	931,635

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

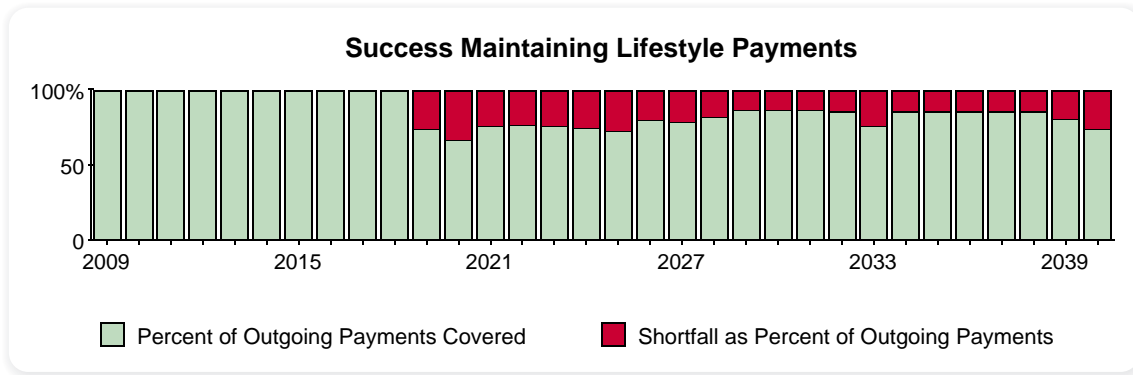
The complete analyses of scenarios being compared should be reviewed for differences. The chart below shows the differences in these two scenarios:

Scenario Name	Current Situation	Final Proposal
Incomes		
Salary	Not included	Exists
Liabilities		
Mortgage - Loan for Family Home		
Repayment	Not included	Exists
Credit Card - Lifetime Mortgage Credit Account	Not included	Exists
Cash Sources		
Cash Source - Lifetime Mortgage Credit Account	Not included	Exists
Transactions		
Transaction - Retirement Plan Transaction		
From Transfers		
Salary Reduction From Transfer		
Employee Transfer	£150.00	£500.00
Employer Transfer	£150.00	£500.00
	Yes	No
Spend Excess Cash	£500.00	£0.00
Average Cash Balance		
Illustration Assumptions		
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.

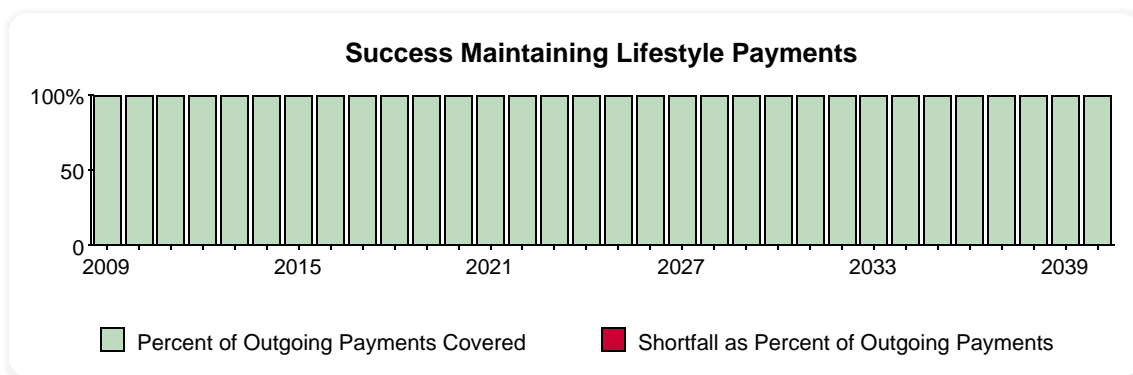
Test Drive Results

Scenario 1: Current Situation



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

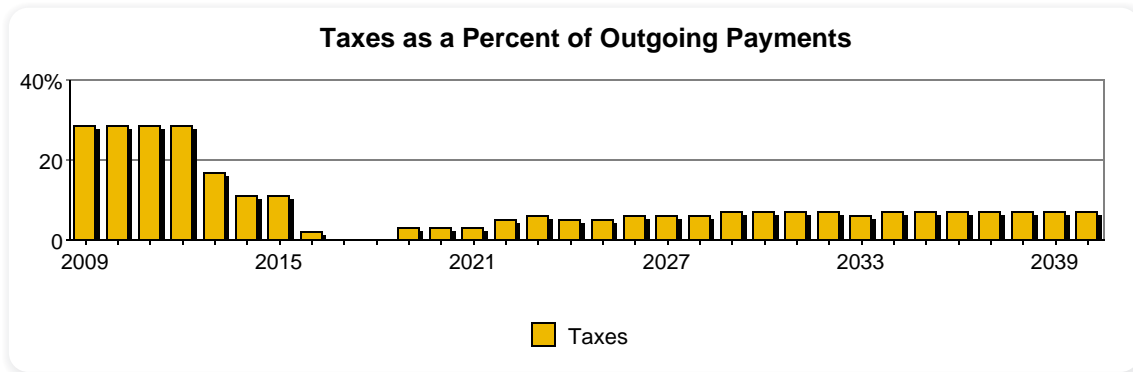
Scenario 2: Final Proposal



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

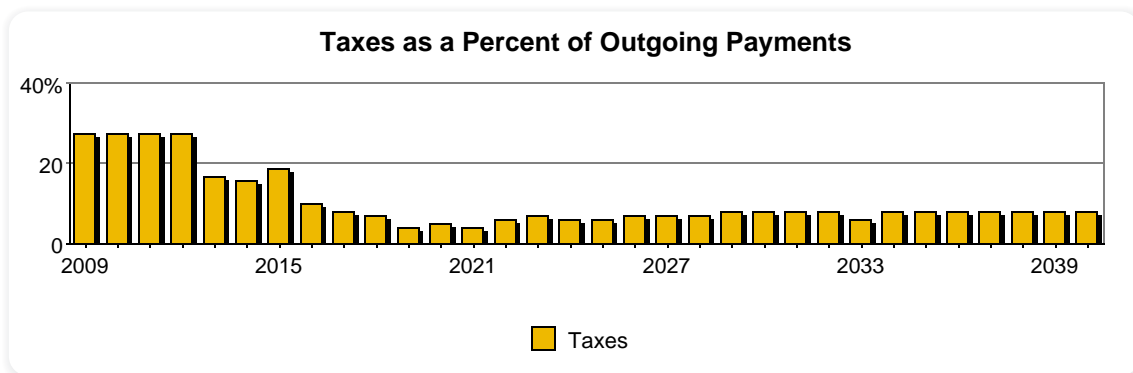
Taxes during Retirement

Scenario 1: Current Situation



This reflects the portion of outgoing payments that are likely to go for taxes in this scenario.

Scenario 2: Final Proposal

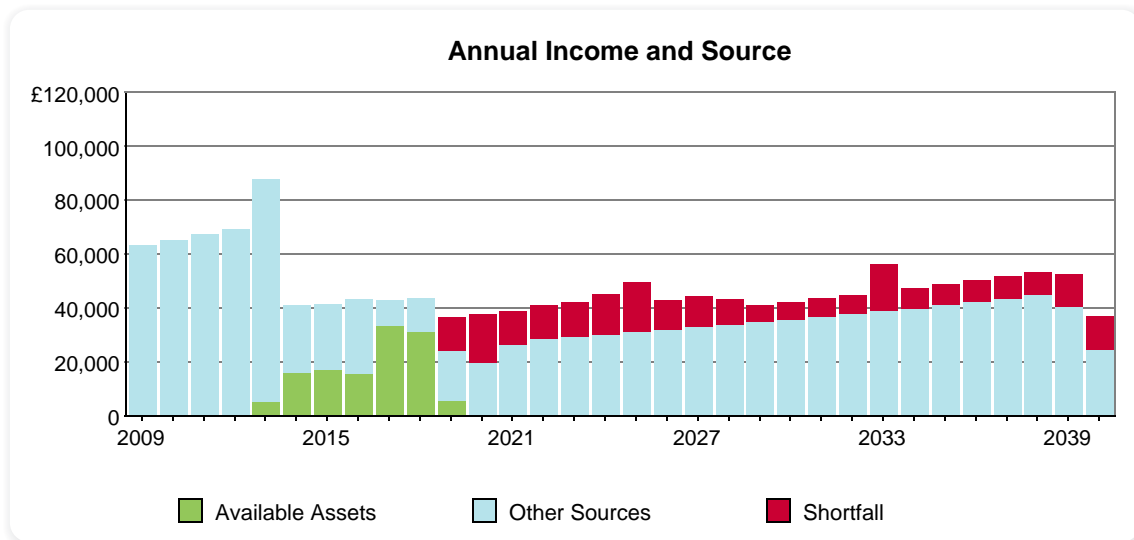


This reflects the portion of outgoing payments that are likely to go for taxes in this scenario.

COMPARISON

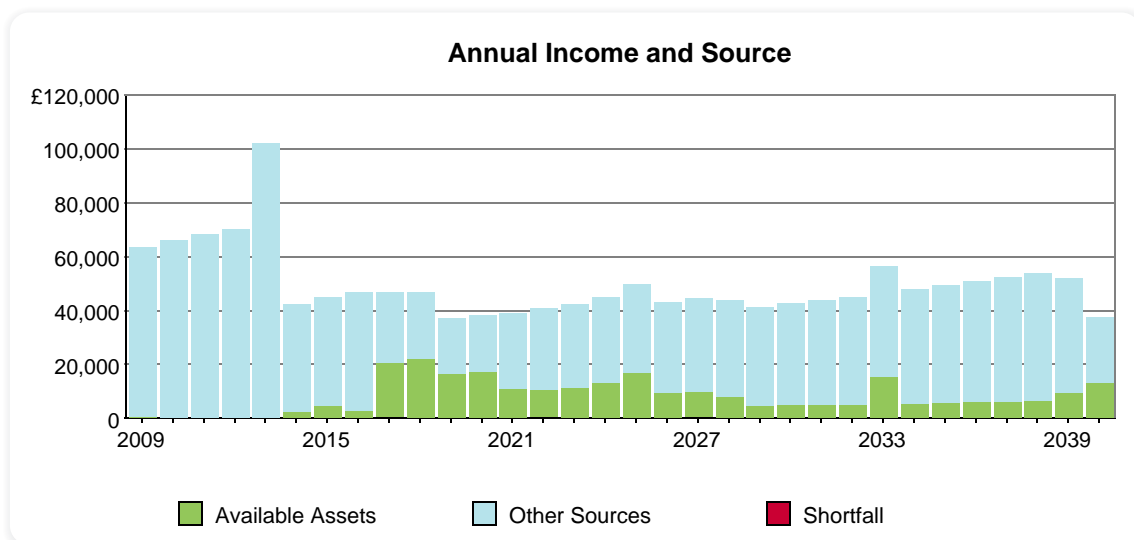
Income and Shortfalls

Scenario 1: Current Situation



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

Scenario 2: Final Proposal



COMPARISON

Cash Flow

Scenario 1: Current Situation

Year	Total Outgoing Payments	Total Income	Shortfall
2009	61,190	63,600	0
2010	63,467	65,704	0
2011	65,447	67,664	0
2012	67,478	69,675	0
2013	88,249	54,392	0
2014	40,918	21,490	0
2015	41,358	20,777	0
2016	43,512	3,567	0
2017	43,354	522	0
2018	43,931	3,055	0
2019	36,665	8,871	12,575
2020	37,746	9,136	18,276
2021	38,856	15,826	12,430
2022	40,934	17,622	12,437
2023	42,405	18,151	13,096
2024	45,228	18,696	15,083
2025	49,600	19,256	18,594
2026	42,968	19,834	11,075
2027	44,410	20,429	11,604
2028	43,383	21,042	9,637
2029	41,040	21,673	6,325
2030	42,263	22,324	6,549
2031	43,522	22,993	6,780
2032	44,819	23,683	7,019
2033	56,319	24,394	17,428
2034	47,531	25,125	7,517
2035	48,948	25,879	7,777
2036	50,408	26,655	8,045
2037	51,911	27,455	8,321
2038	53,460	28,279	8,606
2039	52,681	25,122	12,134
2040	37,155	13,500	12,723

Scenario 2: Final Proposal

Year	Total Outgoing Payments	Total Income	Shortfall
2009	63,839	63,600	0
2010	65,523	66,767	0
2011	67,258	68,771	0
2012	68,844	70,792	0
2013	89,427	60,042	0
2014	42,495	34,826	0
2015	44,991	35,105	0
2016	47,189	18,325	0
2017	47,120	15,201	0
2018	47,083	13,309	0
2019	37,167	8,870	0
2020	38,429	9,136	0
2021	39,425	16,305	0
2022	41,401	18,063	0
2023	42,864	18,528	0
2024	45,689	19,138	0
2025	50,062	19,530	0
2026	43,423	19,981	0
2027	44,865	20,462	0
2028	43,841	21,042	0
2029	41,509	21,673	0
2030	42,748	22,324	0
2031	44,022	22,993	0
2032	45,334	23,683	0
2033	56,849	24,394	0
2034	48,076	25,125	0
2035	49,510	25,879	0
2036	50,987	26,655	0
2037	52,508	27,455	0
2038	54,074	28,279	0
2039	52,127	25,122	0
2040	37,644	13,500	0

COMPARISON

Your Net Worth Values

Scenario 1: Current Situation

Year	Cumulative Annual Shortfall	Net Worth
2009	0	624,470
2010	0	661,863
2011	0	701,242
2012	0	742,491
2013	0	691,762
2014	0	707,430
2015	0	722,517
2016	0	669,638
2017	0	661,487
2018	0	653,639
2019	12,575	653,225
2020	30,851	652,730
2021	43,281	658,613
2022	55,717	665,039
2023	68,814	671,371
2024	83,897	676,299
2025	102,492	678,317
2026	113,567	688,471
2027	125,171	698,735
2028	134,807	711,621
2029	141,132	728,495
2030	147,681	745,841
2031	154,462	763,672
2032	161,480	782,003
2033	178,908	790,685
2034	186,425	810,062
2035	194,202	829,986
2036	202,247	850,472
2037	210,568	871,539
2038	219,174	893,202
2039	231,307	912,246
2040	244,030	931,635

Scenario 2: Final Proposal

Year	Cumulative Annual Shortfall	Net Worth
2009	0	631,484
2010	0	678,237
2011	0	728,009
2012	0	780,937
2013	0	704,454
2014	0	734,430
2015	0	763,714
2016	0	726,377
2017	0	734,417
2018	0	740,262
2019	0	746,377
2020	0	751,834
2021	0	763,883
2022	0	776,166
2023	0	787,821
2024	0	797,576
2025	0	803,372
2026	0	816,557
2027	0	829,172
2028	0	843,890
2029	0	862,310
2030	0	880,954
2031	0	899,811
2032	0	918,868
2033	0	927,687
2034	0	946,448
2035	0	965,311
2036	0	984,252
2037	0	1,003,244
2038	0	1,022,256
2039	0	1,038,384
2040	0	1,050,331



PROPOSED SCENARIO

Your Test Drive's Goals

Scenario: Final Proposal

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
- Lifetime Mortgage Credit Account
- 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

Your Test Drive's Goals (Continued)

Scenario: Final Proposal

Assets available for retirement

Asset	Limit Uses to	Current Balance
Brenda's ISAs	Unrestricted	£14,326
Building Society	Unrestricted	£5,490
Harry's Share Portfolio	Unrestricted	£23,145
Harry Unit Trusts	Unrestricted	£2,340
Lifetime Mortgage Credit Account	Unrestricted	£0

"Restricted Assets" that should not be used for retirement

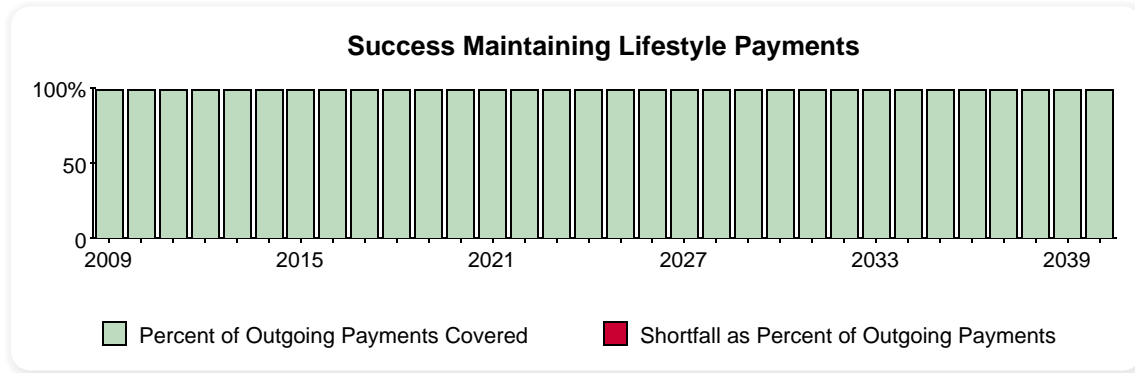
Asset	Limit Uses to	Current Balance
Family Home	Do Not Use	£425,000
Personal Possessions inc. cars	Do Not Use	£45,000

A successful "test drive" provides for these goals.

Test Drive Results

Scenario: 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?

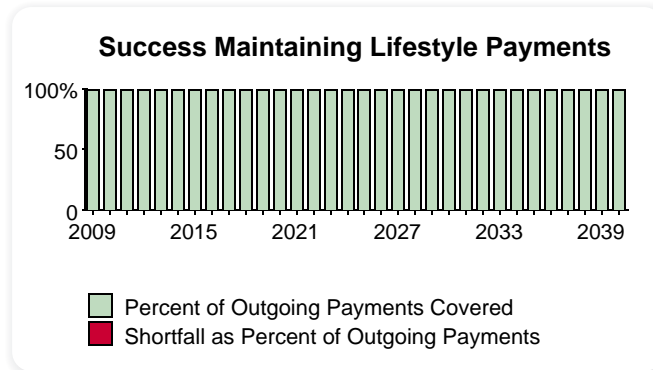
Would you like to consider the distributions to your heirs?

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?

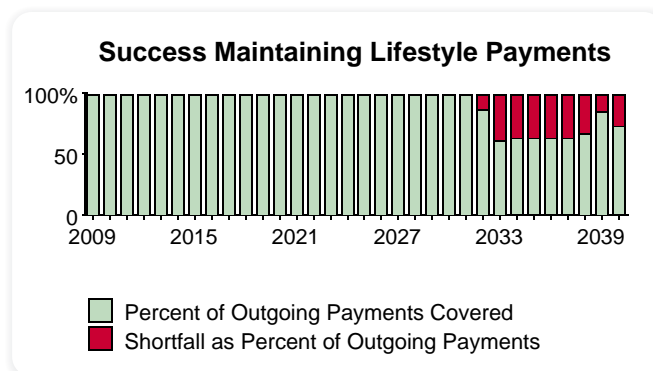


It appears that your expected income and available assets are sufficient to meet your outgoing payments during retirement.

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.

Your Retirement Payments

Scenario: Final Proposal

Your Outgoing Lifestyle Payments

Your retirement needs consist of making all outgoing payments necessary to maintain your lifestyle. In addition to making your payments, you do not want to use any assets you have designated for other purposes or have indicated that it should not be used. Your goal is to make all of these outgoing payments necessary for your retirement lifestyle.

Expenses

Description	Amount	Frequency	Percent Continuing after First Death	Percent Continuing after First Retirement
Standing Orders	£750	Monthly	70%	70%
Household Expenses	£650	Monthly	70%	70%
Entertainment	£650	Monthly	70%	100%
Golf Subs	£1,000	Annual	0%	100%
Regular Holidays	£2,000	Annual	70%	0%

Liabilities

Name	Balance	Date of Balance	Interest Rate	Payment	Frequency
Existing Debts					
Loan for Family Home	£45,600	02 Sep., 2008	5.75%	£495	Monthly
Car Loan	£2,750	02 Sep., 2008	7.50%	£67	Monthly
Lifetime Mortgage Credit Account	£0	27 Oct., 2008	6.00%	£0	Monthly

Special Needs

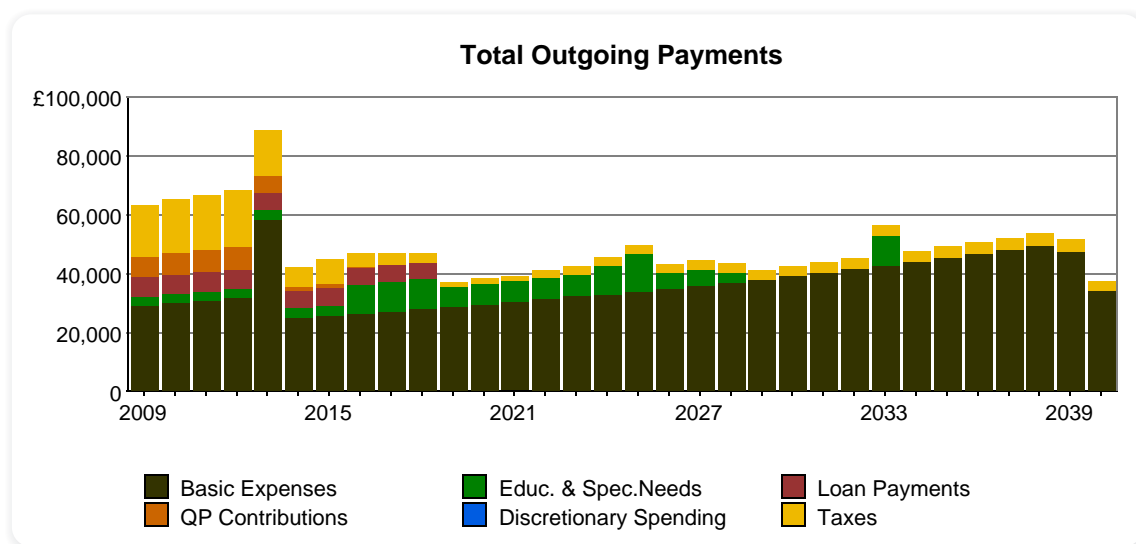
Description	Amount	Frequency
Contribution to Granddaughter's Wedding	£5,000	Monthly
Brenda's Mother's Home Help Costs	£250	Monthly
Retirement Holidays	£5,000	Annual

Your Retirement Payments

Scenario: Final Proposal

This graph assumes Harry lives to age 86 and Brenda lives to age 86.

Expected outgoing payments to maintain your lifestyle



These are the outgoing payments you indicated you needed for your lifestyle. This illustration shows these lifestyle expenses, adjusted annually for estimated inflation.

Outgoing payments vary with retirement phases

Retirement Phase	Beginning Year
Initial Retirement Years	2013
Seasoned Retirement Years	2028
Matured Retirement Years	2038
Survivorship Years	2039

Goal: Make all outgoing payments necessary for your retirement lifestyle without using restricted assets¹

¹ Restricted assets are those assets you have designated for a specific purpose other than retirement or have designated "Do not use."

A PROPOSED SCENARIO

Your Retirement Payments

Scenario: Final Proposal

This graph assumes Harry lives to age 86 and Brenda lives to age 86.

Expected outgoing payments to maintain your lifestyle

Year	Basic Expenses	Educ. & Spec. Needs	Loan Payments	Retirement Plan Contributions	Discretionary Spending	Taxes	Total Outgoing Payments
PRE-RETIREMENT YEARS							
2009	29,165	3,000	6,738	7,200	0	17,736	63,839
2010	30,011	3,090	6,738	7,416	0	17,009	65,523
2011	30,882	3,183	6,738	7,638	0	17,518	67,258
2012	31,780	3,278	6,538	7,868	0	18,086	68,844
INITIAL RETIREMENT YEARS							
2013	58,771	3,377	5,940	5,853	0	14,196	89,427
2014	24,955	3,478	5,940	1,391	0	5,987	42,495
2015	25,691	3,582	5,940	1,433	0	8,345	44,991
2016	26,449	9,839	5,940	246	0	4,715	47,189
2017	27,230	10,134	5,940	0	0	3,816	47,120
2018	28,034	10,438	5,358	0	0	3,253	47,083
2019	28,862	6,720	0	0	0	1,585	37,167
2020	29,715	6,921	0	0	0	1,792	38,429
2021	30,594	7,129	0	0	0	1,702	39,425
2022	31,499	7,343	0	0	0	2,560	41,401
2023	32,431	7,563	0	0	0	2,870	42,864
2024	32,967	9,787	0	0	0	2,936	45,689
2025	33,956	13,104	0	0	0	3,002	50,062
2026	34,974	5,386	0	0	0	3,063	43,423
2027	36,023	5,709	0	0	0	3,133	44,865
SEASONED RETIREMENT YEARS							
2028	37,104	3,530	0	0	0	3,207	43,841
2029	38,217	0	0	0	0	3,291	41,509
2030	39,364	0	0	0	0	3,384	42,748
2031	40,545	0	0	0	0	3,477	44,022
2032	41,761	0	0	0	0	3,573	45,334
2033	43,014	10,164	0	0	0	3,671	56,849
2034	44,304	0	0	0	0	3,772	48,076
2035	45,633	0	0	0	0	3,877	49,510
2036	47,002	0	0	0	0	3,984	50,987
2037	48,413	0	0	0	0	4,095	52,508
MATURED RETIREMENT YEARS							
2038	49,865	0	0	0	0	4,209	54,074
2039	47,800	0	0	0	0	4,327	52,127
2040	34,481	0	0	0	0	3,163	37,644

Taxes during Your Retirement

Scenario: Final Proposal

This graph assumes Harry lives to age 86 and Brenda lives to age 86.

Taxes after retirement

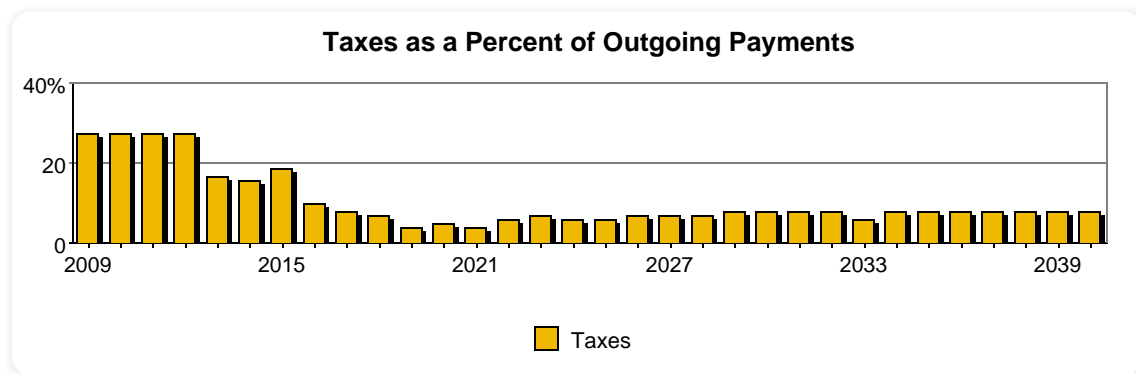
Taxable income usually decreases during retirement, but must be considered in any scenario. When securities or assets are sold to provide retirement income, capital gains taxes must be considered.

Taxation risk

"Taxation risk" is not knowing how taxes may affect your future income. Generally speaking taxes maintain a similar relationship to taxable income over time. By applying your effective average tax rate to estimated taxable income, you can see the likely affect of taxes during your retirement "test drive."

Income Tax Rates Used for Estimated Taxable Income

Income Tax Rates	
Basic Income Tax Rate	20%
Higher Income Tax Rate	40%
Capital Gains Tax Rate	18%



Qualified retirement plans

Qualified retirement plan distributions are taxable. How you take your income from your qualified retirement plan affects both your retirement income and your retirement payments.

Taxable income and taxes affects retirement needs

Primary Sources of Retirement Income

Scenario: Final Proposal

Your retirement income comes from several sources. Some income you receive is from sources you have little control over such as State Benefits. Some income is a result of choices you have made such as retirement plan distributions. The balance of your income must come from your assets as earnings, withdrawals, or liquidations.

State Benefits

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

Qualified Retirement Plans

Retirement Plans

Name	Owner	Current Balance	Balance As Of	Growth Rate	Owner Contrib'ns	Employer Contrib'ns
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%	£0	£0
Harry Clerical Medical PPP	Harry	£6,540	02 Sep., 2008	6.000%	£0	£0
Harry Scottish Widows	Harry	£7,680	02 Sep., 2008	6.000%	£0	£0
Harry Standard Life	Harry	£5,430	02 Sep., 2008	6.000%	£0	£0

Pension Plans

Name	Owner
Brenda Retained Final Salary	Brenda

Income Transactions

All other income items and transactions will be reflected in the analysis as they are specified. If income is not sufficient to make the outgoing payments in a month, then assets will be used in the order listed below, but honoring all of your restrictions.

Other Assets

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
Building Society	Unrestricted	£5,490
Harry's Share Portfolio	Unrestricted	£23,145
Harry Unit Trusts	Unrestricted	£2,340
Lifetime Mortgage Credit Account	Unrestricted	£0

A PROPOSED SCENARIO

Your Retirement Needs

Scenario: Final Proposal

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
PRE-RETIREMENT YEARS						
2009	63,839	63,600	0	0	239	0
2010	65,523	66,767	0	0	0	0
2011	67,258	68,771	0	0	0	0
2012	68,844	70,792	0	0	0	0
INITIAL RETIREMENT YEARS						
2013	89,427	60,042	0	42,886	0	0
2014	42,495	34,826	0	5,368	2,301	0
2015	44,991	35,105	0	5,485	4,401	0
2016	47,189	18,325	0	26,208	2,656	0
2017	47,120	15,201	0	11,270	20,648	0
2018	47,083	10,438	2,871	11,565	22,209	0
2019	37,167	0	8,870	11,868	16,428	0
2020	38,429	0	9,136	12,181	17,112	0
2021	39,425	0	15,826	12,503	10,617	0
2022	41,401	0	17,622	12,835	10,504	0
2023	42,864	0	18,151	13,176	11,160	0
2024	45,689	0	18,696	13,528	13,023	0
2025	50,062	0	19,256	13,890	16,642	0
2026	43,423	0	19,834	14,264	9,178	0
2027	44,865	0	20,429	14,648	9,755	0
SEASONED RETIREMENT YEARS						
2028	43,841	0	21,042	15,044	7,755	0
2029	41,509	0	21,673	15,452	4,384	0
2030	42,748	0	22,324	15,872	4,553	0
2031	44,022	0	22,993	16,305	4,724	0
2032	45,334	0	23,683	16,750	4,900	0
2033	56,849	0	24,394	17,209	15,246	0
2034	48,076	0	25,125	17,682	5,268	0
2035	49,510	0	25,879	18,169	5,462	0
2036	50,987	0	26,655	18,671	5,660	0
2037	52,508	0	27,455	19,187	5,865	0
MATURED RETIREMENT YEARS						
2038	54,074	0	28,279	19,720	6,076	0
2039	52,127	0	25,122	17,854	9,150	0
2040	37,644	0	13,500	10,932	13,212	0

Alternative Sources of Income

Scenario: Final Proposal

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

Restricted assets may provide a source of additional retirement income.

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. Because of these restricted assets you can have a shortfall and still have substantial net worth. Changing the restrictions on one or more assets may provide an alternative source of income to prevent the shortfall.

Summary of assets including assets with restricted uses

Year	Principal Residence	Business and Farm Assets	Total Assets	Total Liabilities	Cumulative Annual Shortfall	Net Worth
PRE-RETIREMENT YEARS						
2009	440,997	0	674,772	43,288	0	631,484
2010	454,227	0	717,192	38,955	0	678,237
2011	467,854	0	762,363	34,354	0	728,009
2012	481,889	0	810,607	29,669	0	780,937
INITIAL RETIREMENT YEARS						
2013	496,346	0	729,776	25,322	0	704,454
2014	511,236	0	755,147	20,718	0	734,430
2015	526,573	0	779,555	15,842	0	763,714
2016	542,370	0	737,055	10,678	0	726,377
2017	558,642	0	739,626	5,209	0	734,417
2018	575,401	0	740,262	0	0	740,262
2019	592,663	0	746,377	0	0	746,377
2020	610,443	0	751,834	0	0	751,834
2021	628,756	0	763,883	0	0	763,883
2022	647,619	0	776,166	0	0	776,166
2023	667,047	0	787,821	0	0	787,821
2024	687,059	0	797,576	0	0	797,576
2025	707,670	0	803,372	0	0	803,372
2026	728,901	0	816,557	0	0	816,557
2027	750,768	0	829,172	0	0	829,172
SEASONED RETIREMENT YEARS						
2028	773,291	0	847,028	3,138	0	843,890
2029	796,489	0	870,230	7,920	0	862,310
2030	820,384	0	894,128	13,174	0	880,954
2031	844,996	0	918,743	18,932	0	899,811
2032	870,345	0	944,097	25,229	0	918,868
2033	896,456	0	970,211	42,523	0	927,687
2034	923,349	0	997,108	50,661	0	946,448
2035	951,050	0	1,024,813	59,502	0	965,311
2036	979,581	0	1,053,349	69,096	0	984,252
2037	1,008,969	0	1,082,740	79,496	0	1,003,244
MATURED RETIREMENT YEARS						
2038	1,039,238	0	1,113,014	90,758	0	1,022,256
2039	1,070,415	0	1,143,553	105,169	0	1,038,384
2040	1,102,527	0	1,175,665	125,334	0	1,050,331

Assumptions in this Analysis

Scenario: Final Proposal

Harry Williamson	Age: 55	Male	Born: 23 September, 1953
Brenda Williamson	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 1/12th 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

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% ¹	6.400%

¹ 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% ¹	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

¹ 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