for

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and

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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

	Prior to Retirement	During Retirement
Investment Objectives:	Maximise Accumulations	Preserve Principal
Appreciation and Earnings:	Seek Greatest Growth	Seek Greatest Income
Risk:	Risk Based on Time Horizons	Seek Lowest Risk
Taxes:	Defer Taxes	Save or Reduce Taxes

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

Personal and business concerns shift

	Prior to Retirement	During Retirement
Business:	Building Your Business	Business Continuation
Assets:	Accumulation of Assets	Distribution of Assets
Family Residence:	Pre-Retirement Life Style	Retirement Lifestyle
Location:	Best for Career or Business	Best for Family or Lifestyle

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

Prior to Retirement	During Retirement
Education	Initial Years
New Family	Seasoned Years
Career	Matured Years
Empty Nest	Survivorship Years

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.

Retirement Lifestyle Phases

Trying to plan for all of your retirement years at one time is very difficult. Looking at retirement in phases, based on the common activities of that phase, makes it much easier to plan. The level of activities is one way to classify retirement into different phases. These are the typical lifestyle phases of retirement:

The amount of retirement income required for each phase, before adjustments for inflation, usually averages 70% of pre-retirement income for basic needs. The needs vary with the level of activities. The greater your activities, the more income you need.

Retirement Phase	Level of Activities	Percent of Income Needed
INITIAL RETIREMENT	Activity level is almost the same as before retirement: work is replaced with more travel, hobbies, activities, etc. Assume 70% for basic needs and 20% for extra activities.	90%
SEASONED RETIREMENT	Activities decrease: less travel, hobbies, and other activities. Assume 70% for basic needs and 10% for extra activities.	80%
MATURED RETIREMENT	Activities decrease further, often due to health and other physical limitations. Assume 70% for your basic needs, and no extra activities.	70%
SURVIVORSHIP YEARS	The lifestyle costs after losing your spouse are usually at least 60% of pre-retirement income.	60%

These percentages of income are for total living expenses. Of course, they vary by individuals as well as from one year to another.

Your Retirement Test Drive

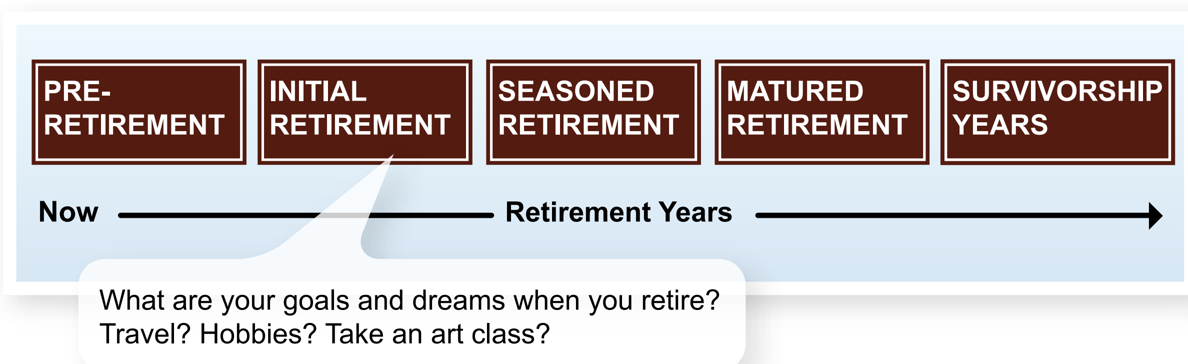
Retirement may last 20, 30, even 40 years.

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 situtation, considers retirement starting at Jenny's age 58, seasoned retirement starting at age 83, and matured retirement starting at age 93. 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:

- ABC Term for Andrew and Jenny
- Disability for Andrew

Essential Living expenses:

- Living Expenses

Education expense:

- University
- University

Pay debts:

- Loan for Family Home

Retirement Plans

Asset	Limit Uses to	Current Balance
Harris Engineering Money Purchase	Retirement	£25,430
Jenny Stakeholder	Retirement	£9,860
Personal Pension	Retirement	£24,000
Retained FS	Retirement	£5,000

"Restricted Assets" that should not be used for retirement

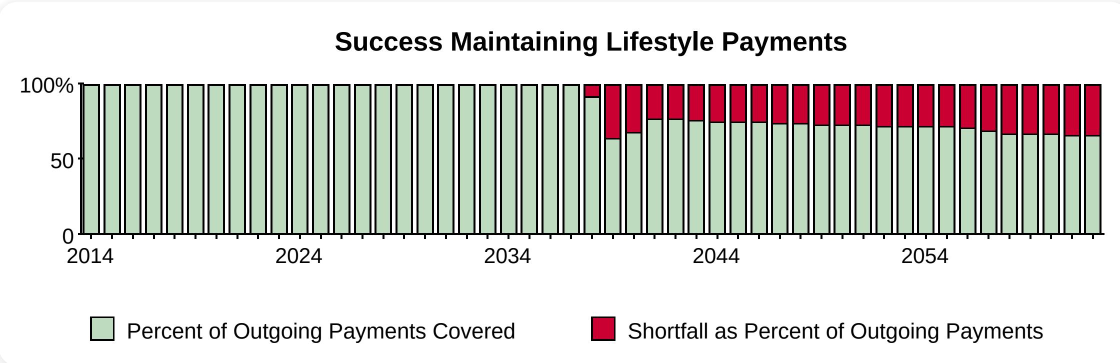
Asset	Limit Uses to	Current Balance
Family Home	Do Not Use	£345,000
Average Car Value	Do Not Use	£15,000

A successful "test drive" provides for these goals.

Test Drive Results

Scenario: Current Situation

If Andrew lives to age 85 and Jenny lives to age 90, does this scenario provide for all outgoing payments each year?



A shortfall occurs in November of 2038 with "restricted assets" equal to £871,613 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[1] between now and retirement of £2,179 could help eliminate the shortfall.
- Monthly savings[1] between now and retirement of 23% 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 £736,729 in 2038 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 November of 2038. An alternative source of income would be restricted assets, if any. Otherwise, you would have to reduce your lifestyle expenses.

Retirement Income by Sources

Scenario: Current Situation

Retirement Needs

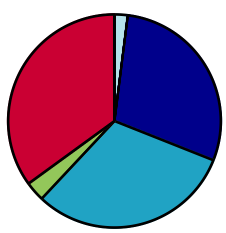
Retirement is set to begin when Jenny is age 58. This analysis illustrates Andrew dying at age 85 and Jenny dying at age 90, 7 years later.

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



Salary and Other Income	2%
Estimated State Benefits[1]	29%
Retirement Plans	31%
Assets Used	3%
Shortfall	35%

Likely Source 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 November of 2038 with "restricted assets" equal to £871,613 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 2032 is £826,636. Monthly deposits to avoid shortfalls is £2,179.

[1] 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 Retirement Needs

Scenario: Current Situation

Assumes Andrew lives to age 85 and Jenny lives to age 90.

Expected Income

Year	Total Income Needed	Income	State Benefits	Retirement Plan Distributions	Assets Used	Shortfall
2014	28,210	33,950	0	0	0	0
2015	53,172	59,946	0	0	0	0
2016	60,188	61,744	0	0	0	0
2017	62,052	63,597	0	0	0	0
2018	63,954	65,505	0	0	0	0
2019	65,897	67,470	0	0	0	0
2020	67,898	69,494	0	0	0	0
2021	73,616	71,579	0	0	2,038	0
2022	80,743	73,726	0	0	7,017	0
2023	81,944	75,938	0	0	6,007	0
2024	83,479	78,216	0	0	5,263	0
2025	83,350	80,562	0	0	2,788	0
2026	82,095	82,979	0	0	0	0
2027	82,568	85,469	0	0	0	0
2028	80,992	88,033	0	0	0	0
2029	82,499	90,674	0	0	0	0
2030	84,161	93,394	0	0	0	0
2031	86,116	96,196	0	0	0	0
INITIAL RETIREMENT YEARS						
2032	83,357	57,202	0	92,406	0	0
2033	66,810	0	0	20,454	46,356	0
2034	52,582	0	0	20,419	32,163	0
2035	53,982	0	0	20,393	33,589	0
2036	55,403	0	0	20,376	35,028	0
2037	56,841	0	0	21,009	35,832	0
2038	58,544	0	0	22,150	31,439	4,783
2039	60,301	0	3,900	21,954	0	34,447
2040	62,655	0	12,050	21,779	0	28,826
2041	65,988	0	24,823	21,623	0	19,542
2042	67,819	0	25,567	21,487	0	20,764
2043	69,710	0	26,334	21,370	0	22,005
2044	71,662	0	27,124	21,272	0	23,265
2045	73,677	0	27,938	21,192	0	24,547
2046	75,757	0	28,776	21,130	0	25,850
2047	77,903	0	29,640	21,086	0	27,177
2048	80,117	0	30,529	21,059	0	28,529
2049	82,402	0	31,445	21,050	0	29,908
2050	84,759	0	32,388	21,058	0	31,313
2051	87,190	0	33,360	21,083	0	32,748
2052	89,698	0	34,360	21,124	0	34,213
2053	92,284	0	35,391	21,183	0	35,710
2054	94,950	0	36,453	21,257	0	37,240
2055	97,700	0	37,546	21,349	0	38,805
2056	100,535	0	38,673	21,456	0	40,405
SEASONED RETIREMENT YEARS						
2057	100,891	0	34,854	20,444	0	45,593
2058	74,279	0	20,514	17,181	0	36,583
2059	76,433	0	21,129	17,338	0	37,966
2060	78,654	0	21,763	17,511	0	39,380
2061	80,945	0	22,416	17,700	0	40,828

Your Retirement Needs (Continued)

Scenario: Current Situation

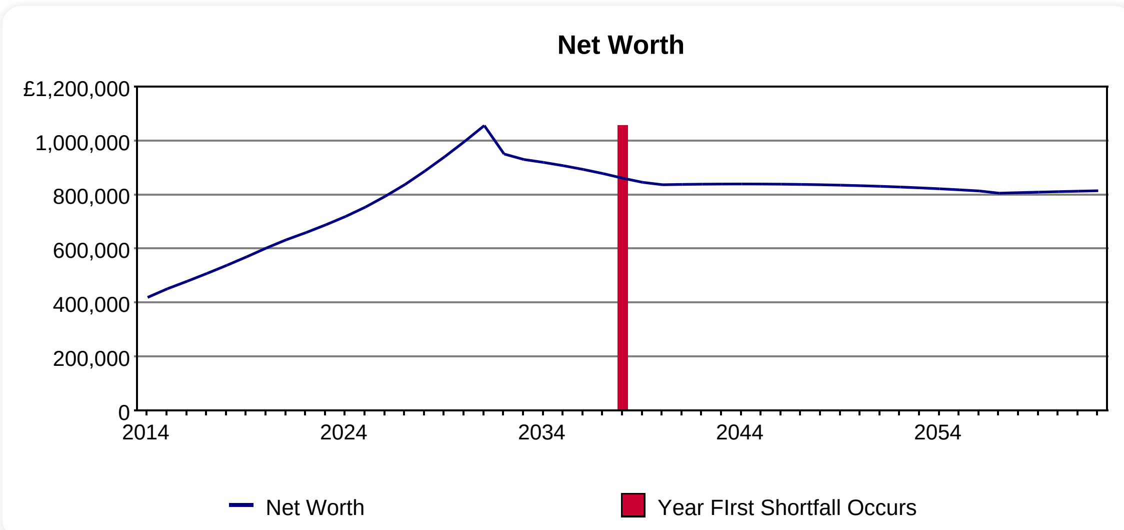
Year	Total Income Needed	Income	State Benefits	Retirement Plan Distributions	Assets Used	Shortfall
2062	83,306	0	23,089	17,906	0	42,311

Should Restricted Assets Be Used?

Scenario: Current Situation

Assumes Andrew lives to age 85 and Jenny lives to age 90.

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 November of 2038 with restricted assets equal to £871,613 at the end of that year. Included in that amount is the value of your principle residence estimated to be £736,729.

Review of restricted assets

Asset	Limit Uses to	Current Balance
Family Home	Do Not Use	£345,000
Average Car Value	Do Not Use	£15,000
Harris Engineering Money Purchase	Retirement	£25,430
Jenny Stakeholder	Retirement	£9,860
Personal Pension	Retirement	£24,000

Restricted assets may provide an alternative source of income.

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:

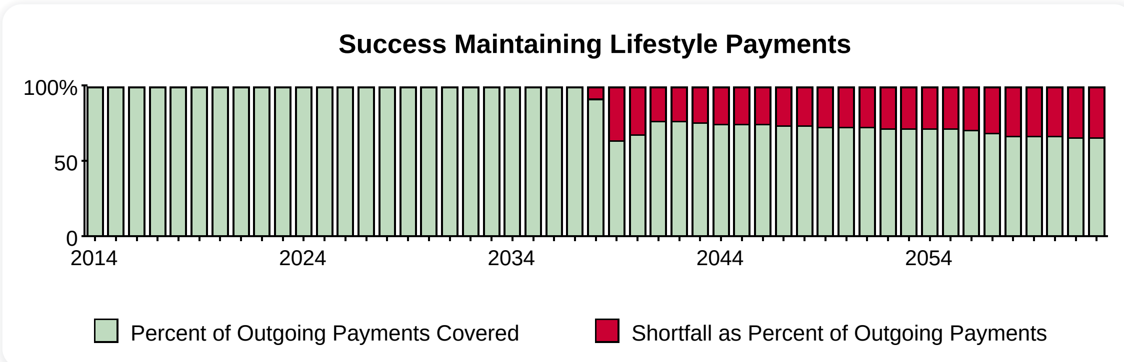
Scenario Name	Current Situation	Final Proposal
Andrew's Information		
Retirement Age	60	62
Jenny's Information		
Retirement Age	58	60
Assets		
Retirement Plan		
Growth Rate	6 %	8 %
Transactions		
Transaction - Retirement Plan Transaction		
From Transfers		
Salary Reduction From Transfer		
Employee Transfer	£100.00	£300.00
Employer Transfer	£100.00	£300.00

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

COMPARISON

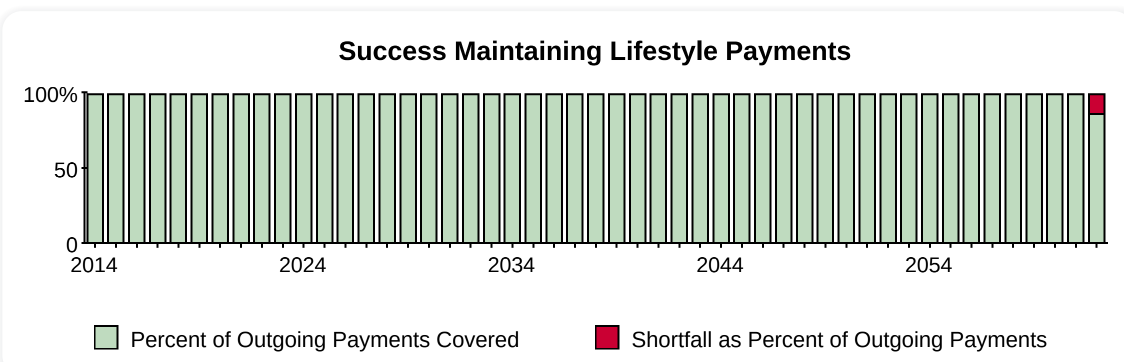
Test Drive Results

Scenario 1: Current Situation



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

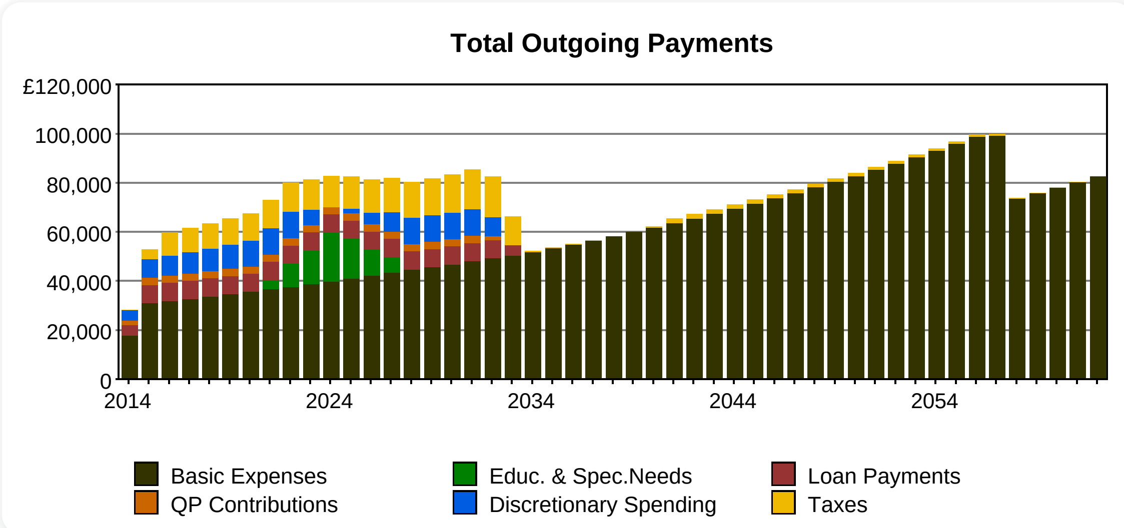
Scenario 2: Final Proposal



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

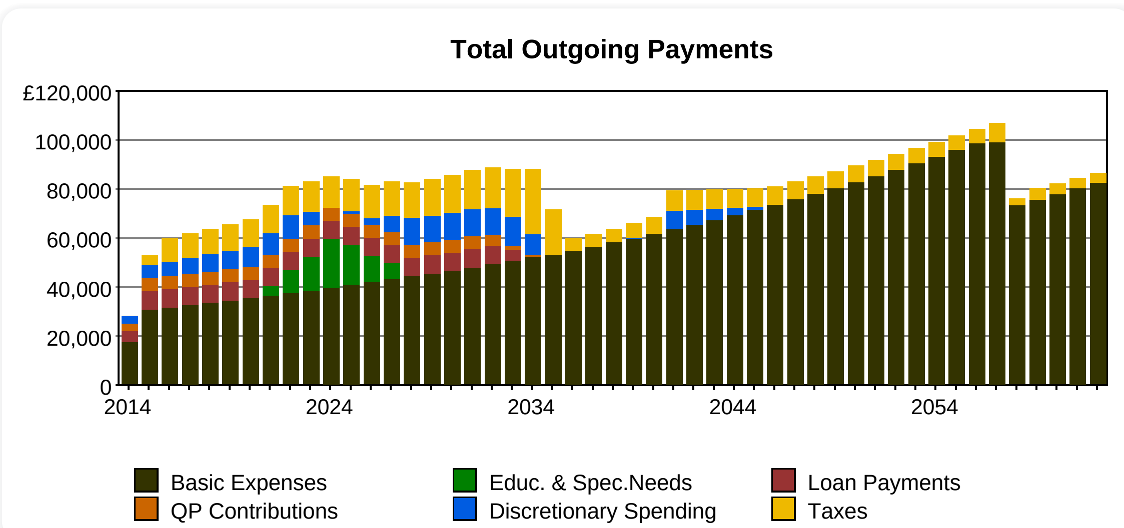
Your Retirement Payments

Scenario 1: Current Situation



This represents the outgoing payments necessary to support your lifestyle for this scenario.

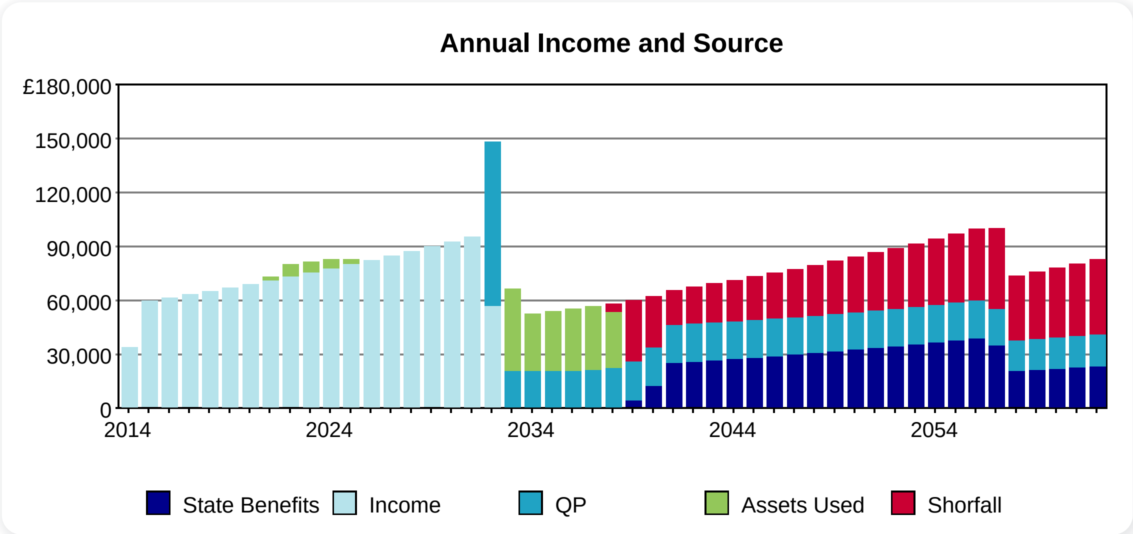
Scenario 2: Final Proposal



This represents the outgoing payments necessary to support your lifestyle for this scenario.

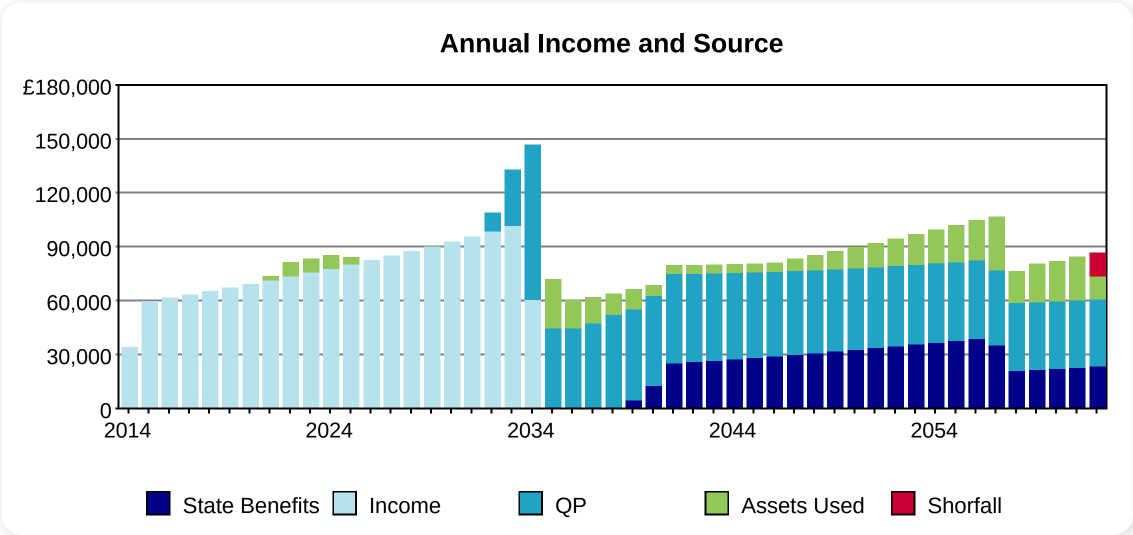
Income and Shortfalls

Scenario 1: Current Situation



A shortfall occurs in November of 2038 with "restricted assets" equal to £871,613 at the end of that year.

Scenario 2: Final Proposal



A shortfall occurs in May of 2062 with "restricted assets" equal to £1,822,270 at the end of that year.

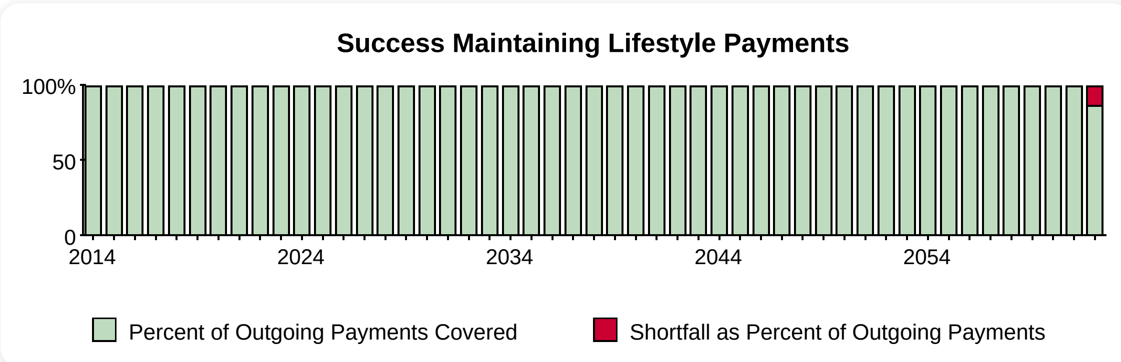

PROPOSED SCENARIO

A PROPOSED SCENARIO

Test Drive Results

Scenario: Final Proposal

If Andrew lives to age 85 and Jenny lives to age 90, does this scenario provide for all outgoing payments each year?



A shortfall occurs in May of 2062 with "restricted assets" equal to £1,822,270 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[1] between now and retirement of £94 could help eliminate the shortfall.
- Monthly savings[1] between now and retirement of 1% 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 £1,497,619 in 2062 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.

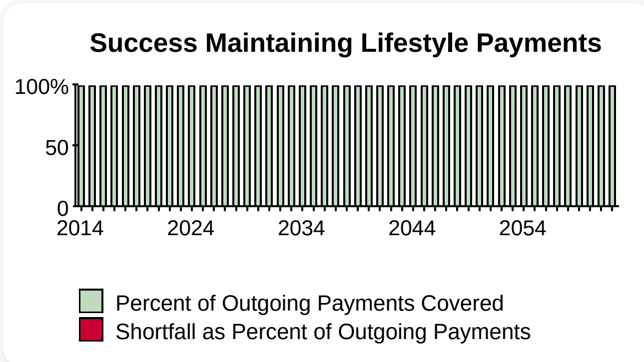
[1] Shortfall estimated to occur May of 2062. An alternative source of income would be restricted assets, if any. Otherwise, you would have to reduce your lifestyle expenses.

A PROPOSED SCENARIO

Test Drive Results-Adverse Risks

Mortality Risks

If Andrew lives to age 70 and Jenny lives to age 90, does this scenario provide for all outgoing payments each year?

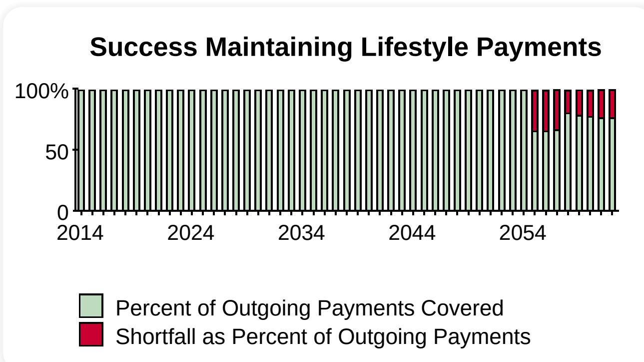


It appears that your expected income and available assets are sufficient to meet your outgoing payments during retirement.

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

Health Risks

If Andrew has a long-term care need starting at age 80 and ending after 5 years at an estimated additional annual cost in today's money of £20,000, does this scenario provide for all outgoing payments each year if Andrew lives to age 85 and Jenny lives to age 90?



A shortfall occurs in January of 2055 with "restricted assets" equal to £1,569,933 at the end of that year.

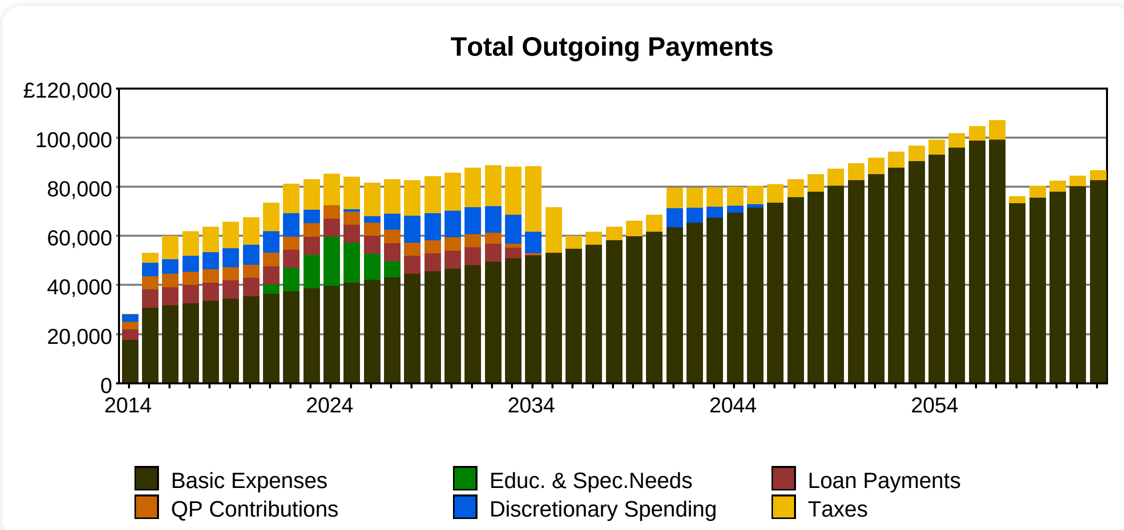
Long-term care insurance may provide the additional income needed to reduce or eliminate these shortfalls.

Your Retirement Payments

Scenario: Final Proposal

This graph assumes Andrew lives to age 85 and Jenny lives to age 90.

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	2034
Seasoned Retirement Years	2059
Matured Retirement Years	2069
Survivorship Years	2057

Goal: Make all outgoing payments necessary for your retirement lifestyle without using restricted assets[1]

[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

Retirement Income by Sources

Scenario: Final Proposal

Retirement Needs

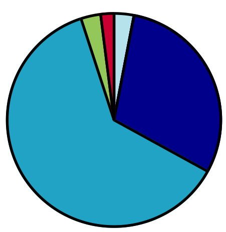
Retirement is set to begin when Jenny is age 60. This analysis illustrates Andrew dying at age 85 and Jenny dying at age 90, 7 years later.

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



Likely Source of Retirement Income

Salary and Other Income	3%
Estimated State Benefits[1]	30%
Retirement Plans	62%
Assets Used	3%
Shortfall	2%

Retirement Failure:

Estimated income and assets available for your retirement appear to be insufficient to provide for the retirement lifestyle. A shortfall occurs in May of 2062 with "restricted assets" equal to £1,822,270 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 2034 is £41,936. Monthly deposits to avoid shortfalls is £94.

[1] 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.

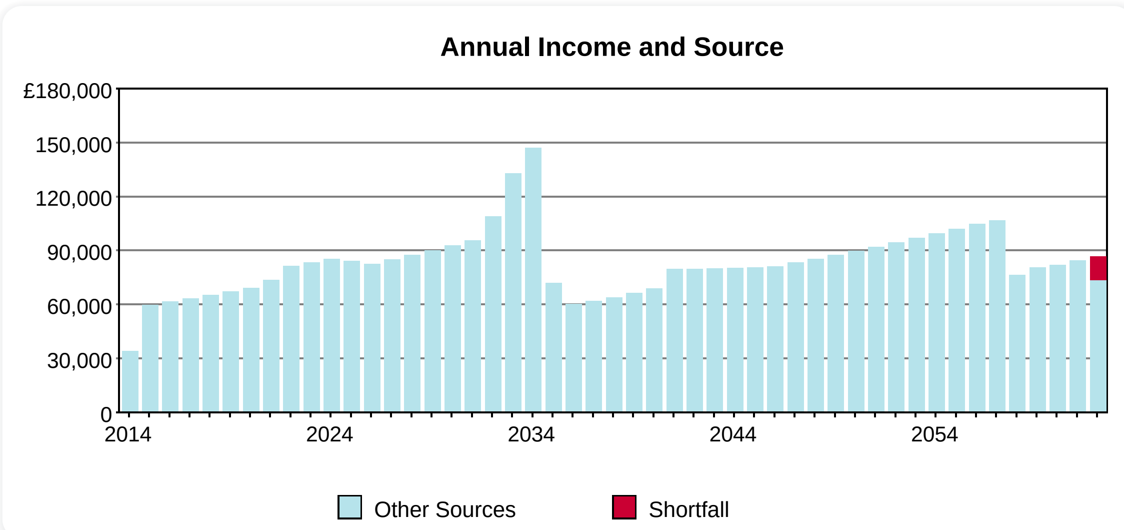
A PROPOSED SCENARIO

Your Retirement Needs

Scenario: Final Proposal

Assumes Andrew lives to age 85 and Jenny lives to age 90.

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 May of 2062 with "restricted assets"[1] equal to £1,822,270 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
2034	88,944	60,685	0	87,462	0	0	1,383,078
2057	107,941	0	34,854	42,444	30,215	0	1,727,029
2059	80,998	0	21,129	38,142	21,726	0	1,763,535
2062	87,397	0	23,089	37,610	13,165	13,501	1,808,770

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 2062.

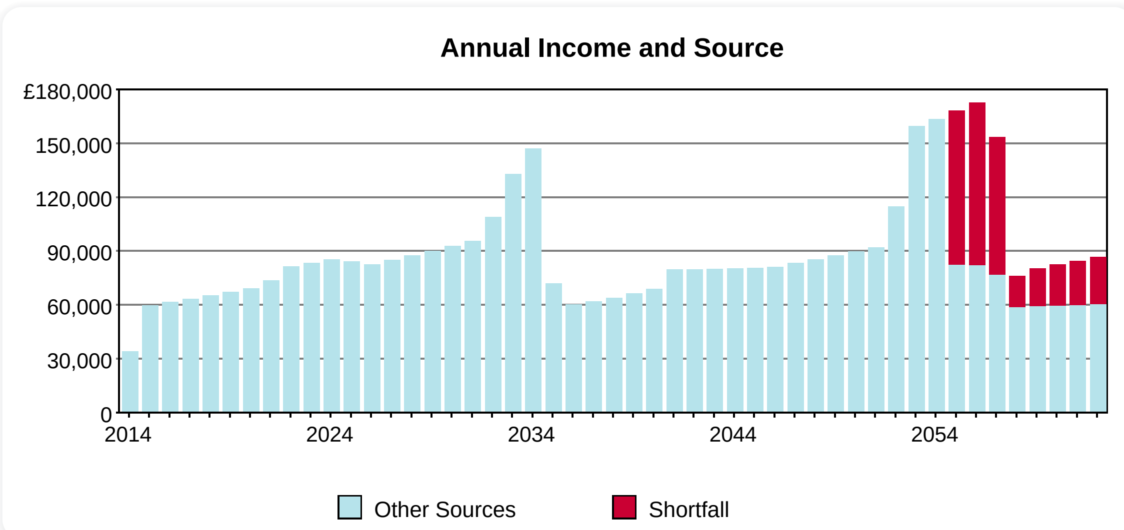
[1] Restricted assets are those assets you have designated for a specific purpose other than retirement or have designated “Do not use.”

Your Retirement Needs

Scenario: Final Proposal

This analysis illustrates Andrew dying at age 85 and Jenny dying at age 90. It also assumes that Andrew has a long-term care need starting at age 80 and ending after 5 years at an estimated additional annual cost in today's money of £20,000.

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 January of 2055 with "restricted assets"[1] equal to £1,569,933 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
2034	88,944	60,685	0	87,462	0	0	1,383,078
2057	154,912	0	34,854	42,444	0	256,183	1,379,179
2059	80,669	0	21,129	38,142	0	295,244	1,410,746
2062	87,319	0	23,089	37,610	0	369,819	1,452,451

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.

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A PROPOSED SCENARIO

Your Retirement Needs

Scenario: Final Proposal

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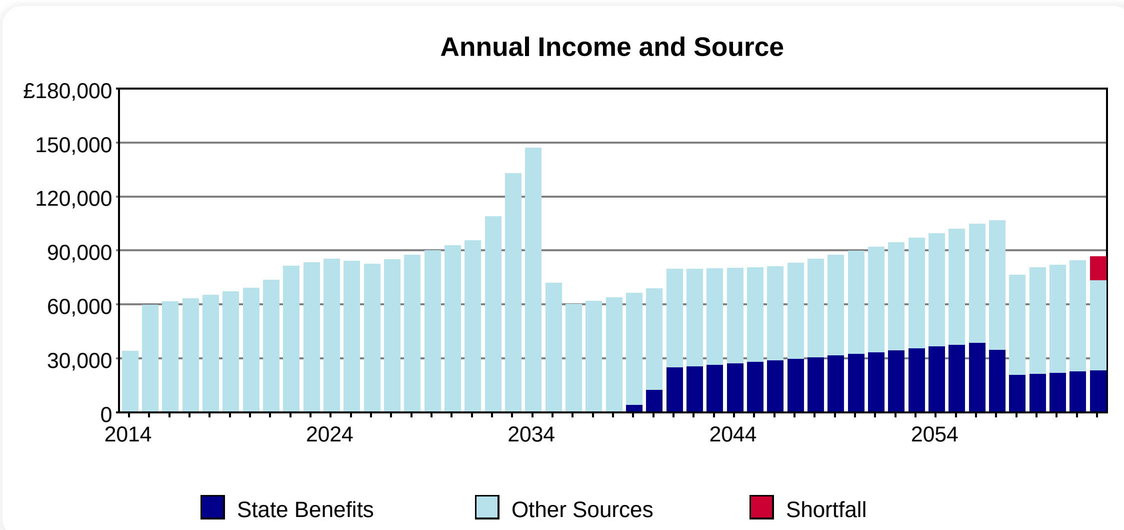

A shortfall occurs in May of 2062 with "restricted assets"[1] equal to £1,822,270 at the end of that year. The table below shows selected values from various phases of retirement.

Year	Total Income Needed	Annual Income	State Benefits	Retirement Plan Distributions	Assets Used	Cumulative Shortfalls	Net Worth
2034	88,944	60,685	0	87,462	0	0	1,383,078
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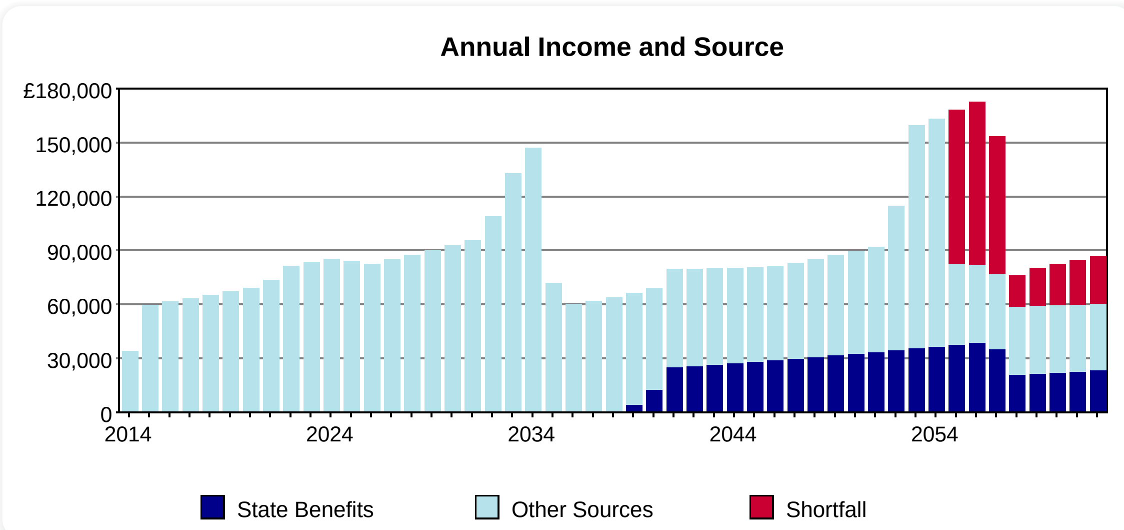

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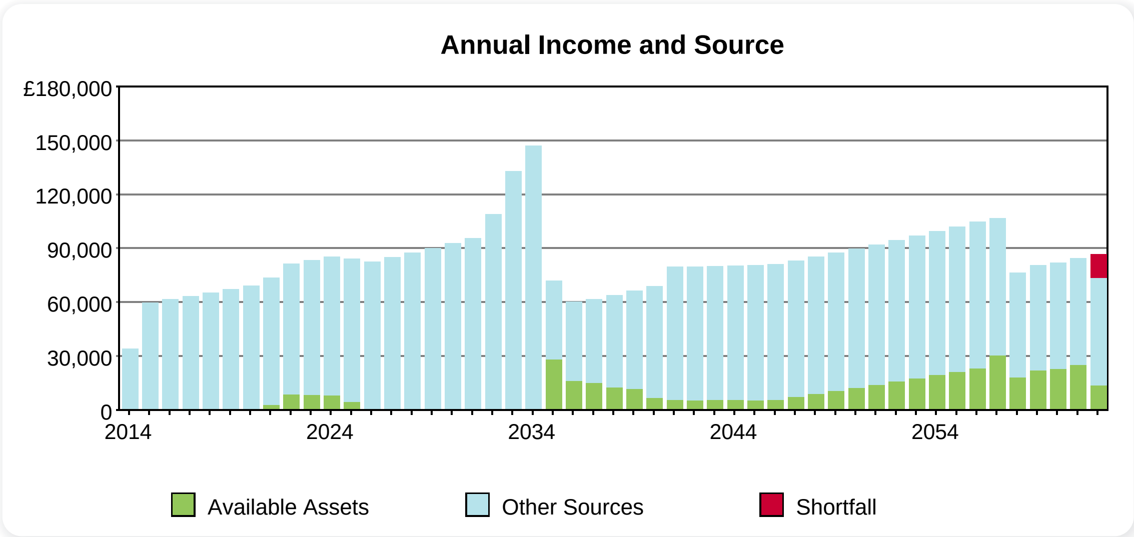

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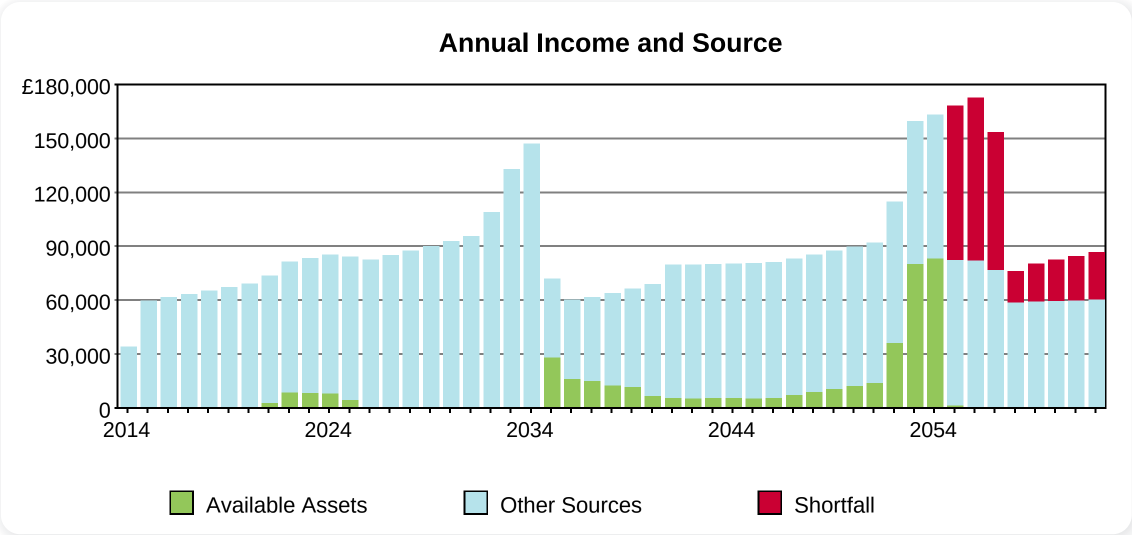

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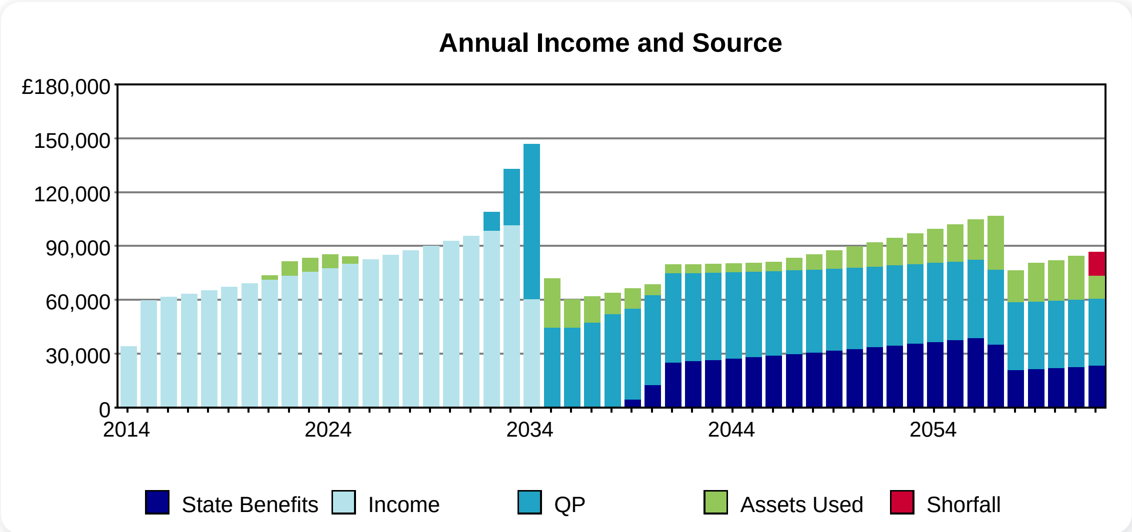

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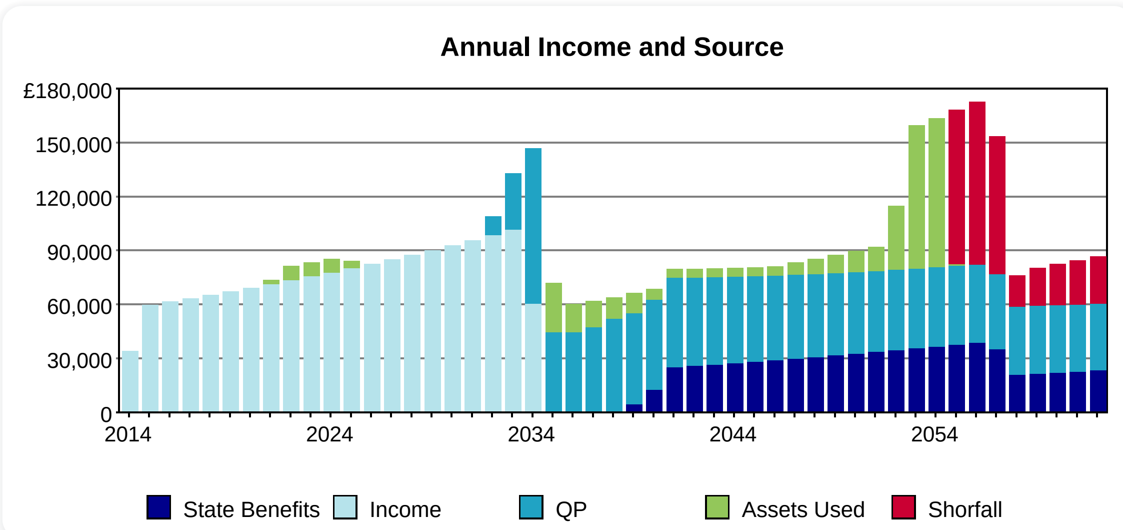

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A PROPOSED SCENARIO

Your Retirement Needs

Scenario: Final Proposal

Assumes Andrew lives to age 85 and Jenny lives to age 90.

Expected Income

Year	Total Income Needed	Income	State Benefits	Retirement Plan Distributions	Assets Used	Shortfall
2014	28,210	33,950	0	0	0	0
2015	53,372	59,946	0	0	0	0
2016	60,388	61,744	0	0	0	0
2017	62,252	63,597	0	0	0	0
2018	64,152	65,505	0	0	0	0
2019	66,094	67,470	0	0	0	0
2020	68,094	69,494	0	0	0	0
2021	73,997	71,579	0	0	2,419	0
2022	81,778	73,726	0	0	8,052	0
2023	83,763	75,938	0	0	7,825	0
2024	85,864	78,216	0	0	7,648	0
2025	84,727	80,562	0	0	4,164	0
2026	82,262	82,979	0	0	0	0
2027	83,731	85,469	0	0	0	0
2028	83,353	88,033	0	0	0	0
2029	84,851	90,674	0	0	0	0
2030	86,502	93,394	0	0	0	0
2031	88,446	96,196	0	0	0	0
2032	89,554	99,082	0	10,621	0	0
2033	88,914	102,054	0	31,812	0	0
INITIAL RETIREMENT YEARS						
2034	88,944	60,685	0	87,462	0	0
2035	72,221	0	0	44,471	27,750	0
2036	60,478	0	0	44,549	15,929	0
2037	62,013	0	0	47,226	14,787	0
2038	64,114	0	0	52,018	12,096	0
2039	66,708	0	3,900	51,400	11,409	0
2040	69,018	0	12,050	50,802	6,167	0
2041	80,079	0	24,823	50,225	5,031	0
2042	80,240	0	25,567	49,670	5,003	0
2043	80,450	0	26,334	49,134	4,981	0
2044	80,707	0	27,124	48,619	4,963	0
2045	81,012	0	27,938	48,125	4,949	0
2046	81,622	0	28,776	47,650	5,196	0
2047	83,689	0	29,640	47,196	6,853	0
2048	85,822	0	30,529	46,762	8,532	0
2049	88,022	0	31,445	46,348	10,230	0
2050	90,290	0	32,388	45,953	11,949	0
2051	92,629	0	33,360	45,578	13,691	0
2052	95,040	0	34,360	45,223	15,456	0
2053	97,525	0	35,391	44,888	17,246	0
2054	100,087	0	36,453	44,572	19,061	0
2055	102,727	0	37,546	44,277	20,904	0
2056	105,447	0	38,673	44,000	22,774	0
2057	107,941	0	34,854	42,444	30,215	0
2058	76,769	0	20,514	38,360	17,895	0
SEASONED RETIREMENT YEARS						
2059	80,998	0	21,129	38,142	21,726	0
2060	83,052	0	21,763	37,945	22,752	0
2061	85,181	0	22,416	37,767	24,686	0

A PROPOSED SCENARIO

Your Retirement Needs (Continued)

Scenario: Final Proposal

Year	Total Income Needed	Income	State Benefits	Retirement Plan Distributions	Assets Used	Shortfall
2062	87,397	0	23,089	37,610	13,165	13,501

Your Retirement Needs

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2018	64,152	65,505	0	0	0	0
2019	66,094	67,470	0	0	0	0
2020	68,094	69,494	0	0	0	0
2021	73,997	71,579	0	0	2,419	0
2022	81,778	73,726	0	0	8,052	0
2023	83,763	75,938	0	0	7,825	0
2024	85,864	78,216	0	0	7,648	0
2025	84,727	80,562	0	0	4,164	0
2026	82,262	82,979	0	0	0	0
2027	83,731	85,469	0	0	0	0
2028	83,353	88,033	0	0	0	0
2029	84,851	90,674	0	0	0	0
2030	86,502	93,394	0	0	0	0
2031	88,446	96,196	0	0	0	0
2032	89,554	99,082	0	10,621	0	0
2033	88,914	102,054	0	31,812	0	0
INITIAL RETIREMENT YEARS						
2034	88,944	60,685	0	87,462	0	0
2035	72,221	0	0	44,471	27,750	0
2036	60,478	0	0	44,549	15,929	0
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2050	90,290	0	32,388	45,953	11,949	0
2051	92,629	0	33,360	45,578	13,691	0
2052	115,539	0	34,360	45,223	35,955	0
2053	160,859	0	35,391	44,888	80,580	0
2054	165,202	0	36,453	44,572	83,744	0
2055	169,627	0	37,546	44,277	830	86,974
2056	174,269	0	38,673	44,000	0	91,596
2057	154,912	0	34,854	42,444	0	77,613
2058	76,537	0	20,514	38,360	0	17,664

Your Retirement Needs (Continued)

Scenario: Final Proposal

Year	Total Income Needed	Income	State Benefits	Retirement Plan Distributions	Assets Used	Shortfall
SEASONED RETIREMENT YEARS						
2059	80,669	0	21,129	38,142	0	21,397
2060	82,815	0	21,763	37,945	0	23,107
2061	85,031	0	22,416	37,767	0	24,848
2062	87,319	0	23,089	37,610	0	26,621

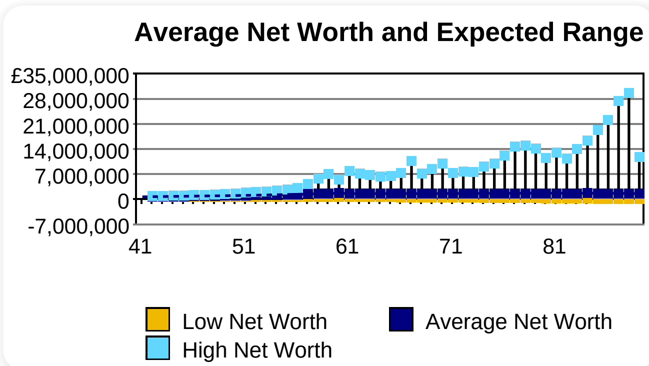

PROBABILITY OF SUCCESS™

Probability of Success®

Scenario: Final Proposal

Running Out of Money

It is common to fear running out of money and depleting your assets during retirement. If that were to happen, your net worth would become zero. The average net worth of all simulations can be an indicator of the probability of that occurring. The expected range shows the result of 70% of the simulations.



Relative Error

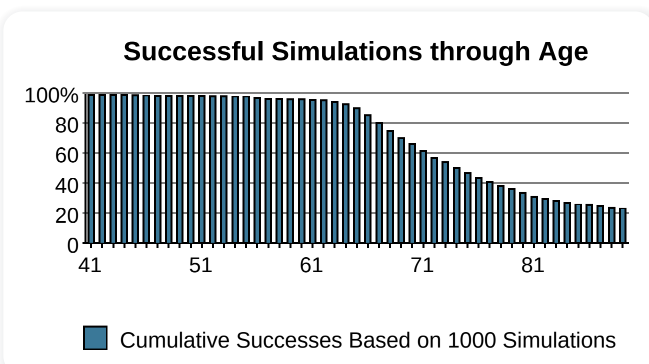
Supported by standard statistical theory, the relative error indicates a probability of greater than 99% that these values represent the true average result. Results cannot be guaranteed but are statistical measures applied to the results of a large number of simulations. Increasing the number of simulations will reduce the relative error. The average net worth of £1,337,974 based on 1000 simulations has a relative error of 8.82%.

Net worth approaching ZERO – means you are running out of money and assets

Success is much more than "not running out of money"

Success is maintaining your lifestyle and enjoying your retirement goals

- Success is paying all lifestyle expenses and needs
- Success is not using any asset you designated as "do not use"
- Success is leaving your heirs special assets



Success

This graph shows the percent of simulations that were successful in paying all your lifestyle expenses without using any of your “restricted assets” through each year.

Success is more than not running out of money – it’s maintaining your desired retirement lifestyle.

Probability of Success®

Assumptions

Methodology Used

Information is gathered from you about your assets, qualified retirement plans, income, liabilities, expenses, expected tax rates, as well as personal information and objectives. Details about these items are collected such as your expected rates of return, cost basis, and current value. Calculations are made assuming that everything performs as you specified. This set of results is referred to as the "deterministic" results.

Methodology Used for Probability Analysis

No actual securities nor indices are being used or recommended in this analysis. Additional calculations are made using your information as the basis, but varying the results each year based on the assumptions for simulations described on the "Probability of Success Details" pages. Each simulation is subjected to a number of "uncertainties" occurring that year: economic conditions will result in expected rates of returns being adjusted; mortality assumptions will determine if death is assumed for that year; disability assumptions will determine if a well person becomes disabled, or if a disabled person will recover; and inheritance assumptions will determine what, if any, inheritance may be received that year. All variations in the future are based on the historical averages of the past. (See page titled "Probability of Success Details" for specific sources of assumptions.)

By repeating this process many times and applying statistical measures to the results, it can be an indication of a statistically correlative result. The purpose of these calculations is not to predict the result of any specific investment or assets, but to see the interplay of all your assets and desired actions as they relate to your net worth, your net to heirs, and your cash flow sensitivity over time. Since all simulations are different, the results may vary with each use and over time.

Although each asset class may vary independently for any single year, all assets of the same class are assumed to vary similarly for each year. This is a limitation of this program. Assets of the same class may average the same returns and may have the same degree of risk, but in reality, they do not vary in the same manner each year. Other limitations of this program are described in the “Important Notes” pages.

Total returns and risk, as measured by volatility, vary directly: low risk usually have low returns, and high risk has the potential for higher returns, although any investment could also experience losses. The more the risk, the greater the probability of losses. Historical returns over the past 40 years have been used with a heavier weighting on the most recent ten years. The volatility for each asset class was based on standard deviations and the coefficient of volatility as shown for each class below:

Low Volatility = 0% (Almost no risk)	Very Conservative = 10% (Low risk)	Conservative = 40% (Below average risk)
Moderate = 90% (Average risk)	Aggressive = 120% (Higher than average risk)	Dynamic = 160% (Very high risk)

Assumptions in this Analysis

Scenario: Final Proposal

Andrew James Elliott	Age: 41	Male	Born: 12 September, 1972
Jenny Elliott	Age: 40	Female	Born: 8 January, 1974

Andrew and Jenny are married.

State Benefits

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

Jenny is eligible for certain State Benefits. Jenny's certain State Benefits are based on levels in today's terms increased by inflation. Jenny plans to take State Benefits starting at age 60.

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 2 June, 2014. 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

Andrew:
Final Expenses: £0

Jenny:
Final Expenses: £0

A PROPOSED SCENARIO

Assumptions in this Analysis (Continued)

Scenario: Final Proposal

Estate Assumptions

For the purposes of Inheritance Tax analysis, it is assumed death occurs to Andrew at the end of the current year followed immediately by the death of Jenny. 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 Andrew to Jenny are considered part of the estate at Jenny'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%
Additional Income Tax Rate: 45%

Capital Gains Tax

Taxation on the gains from assets that are liable to Capital Gains Tax are deducted at the rate of 18% up to the basic tax band and 28% thereafter. 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 Jenny 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.

Assumptions in this Analysis (Continued)

Scenario: Final Proposal

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.

Education Inflation Rate

An education inflation rate of 3.000% 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 (Staffordshire), 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.)

Discretionary Spending

For this illustration, it has been assumed that you will spend any excess money in your cash account in excess of £0. In addition, it assumes that any tax refunds are spent. "Sweeps" and all other transactions are processed prior to determining the amount of discretionary spending for each month.

Sweep Excess Money to Other Assets

Monthly transfers of 100% from Cash Account to Building Society; already started and ending after the illustration. Only transfer funds when the balance of the account exceeds £1,000.

A PROPOSED SCENARIO

Other Facts Used

Scenario: Final Proposal

Andrew James Elliott

Age: 41 **Male** **Born:** 12 Sep., 1972

Email Address: andrew@mail.com

Do not use Email for Notifications

Jenny Elliott

Age: 40 **Female** **Born:** 08 Jan., 1974

Email Address: jenny@mail.com

Do not use Email for Notifications

Andrew and Jenny are married.
Home Phone: 01743 248515

Business Phone: 01743 236214

Mailing Address

23 Lawn Green Court
Shrewsbury, Staffordshire, ST3 7TF

Children and Dependents

Name	Date of Birth	Gender	Relationship	Dependent of
Christopher	09 Oct., 2003	Male	Child	Jenny, Andrew
Shannon	18 Mar., 2005	Female	Child	Jenny, Andrew

Salaries

Employer	Employee	Current Salary	Frequency	Inflation Rate
Harris Engineering	Andrew	£700	Monthly	3.000%
The Tea Tree	Jenny	£650	Monthly	3.000%

Other Income

Description	Recipient	Amount	Frequency	Inflation Rate	Tax Exempt
Dividend (Dividend)	Andrew	£3,500	Monthly	3.000%	No

Current Bank Accounts, Savings, Deposit

Account Name	Owner	Current Balance	Balance As Of	Interest Rate	
Bank Account	Jenny, Andrew	£1,250	27 Feb., 2012	0.000%	
Cash Account	Jenny, Andrew	£0	23 Jan., 2013	0.000%	This asset is the Cash Account
Building Society	Jenny, Andrew	£12,000	27 Feb., 2012	2.500%	

Tax-Efficient Investments

Account Name	Owner	Current Balance	Balance As Of	Interest Rate
ABC ISA	Andrew	£5,430	27 Feb., 2012	4.000%
ABC ISA Jenny	Jenny	£7,632	27 Feb., 2012	4.000%

Investment

Account Name	Owner	Current Balance	Balance As Of	Interest Rate
Pension Tax-free Cash Proceeds	Jenny, Andrew	£0	15 Jan., 2014	0.000%

Other Facts Used (Continued)

Scenario: Final Proposal

Stocks

Name/ Symbol	Owner	Current Value	Balance As Of	Basis	Rates: Div. Rate	Rates: App. Rate
Inherited BT Shares	Andrew	£7,425	27 Feb., 2012	£0	1.300%[1]	3.000%

Investment Bonds

Name/Symbol	Owner	Market Value	Balance As Of	Face Amount	Growth Rate
Investment Bond	Andrew	£14,365	27 Apr., 2013	£10,000	6.000%

Retirement Plans

Name	Owner	Current Balance	Balance As Of	Growth Rate	Owner Contrib.	Employer Contrib.
Harris Engineering Money Purchase	Andrew	£25,430	27 Feb., 2012	8.000%	£300	£300
Jenny Stakeholder	Jenny	£9,860	27 Feb., 2012	6.000%	£50	£50
Personal Pension	Andrew	£24,000	28 Sep., 2012	5.000%	£100	£0

Final Salary Scheme

Name	Owner	Benefit	Lump Sum	Death In Service Lump Sum	Inflation Rate	Start
Retained FS	Andrew	£5,000	£0	£0	3.000%	Starting when Andrew retires

Residences

Family Home

Owner	Current Value	Balance As Of	Cost Basis	Appreciation Rate
Jenny, Andrew	£345,000	27 Apr., 2013	£195,000	3.000%

Personal Loan Secured by this Asset

Balance as of	Mortgage Balance	Payment	Frequency	Interest Rate
27 Feb., 2012	£95,000	£630	Monthly	5.500%

Personal Property

Name	Owner	Current Value	Value As Of	Basis	Growth Rate
Average Car Value	Jenny, Andrew	£15,000	28 Sep., 2012	£0	3.000%

Life Insurance-Individual

Name	Insured	Owner	Beneficiary	Face Amount	Premium	Frequency	Cash Value
ABC Term	First To Die	Andrew	Andrew	£150,000	£46	Monthly	£0

Disability Insurance-Individual

Name	Insured	Owner	Monthly Benefit	Waiting Period	Benefit Period	Premium	Frequency
Disability	Andrew	Andrew	£500	90 Days	Age 65	£54	Monthly

[1] Dividends are assumed to be reinvested in similar investments.

Other Facts Used (Continued)

Scenario: Final Proposal

Essential Living Expenses

Description	Amount	Frequency	Percent Continuing after First Death	Percent Continuing after First Disability	Percent Continuing after First Retirement
Living Expenses	£2,400	Monthly	70%	100%	100%

Education Expenses

Description	Amount	Frequency	Percent of Estimated Aid
University	£7,500	Annual	0%
University	£7,500	Annual	0%

Debt

Liability Name	Owner	Payment Amount	Frequency	Current Balance	Balance As Of	Interest Rate
Loan for Family Home	Jenny, Andrew	£630	Monthly	£95,000	27 Feb., 2012	5.500%

Distribute Income to Specific Assets

Description	From	To	Amount	Apply Inflation
Dividend to Savings	Dividend	Building Society	20%	n/a
Already started and ending after the illustration.				
Jenny's Income to Savings	The Tea Tree	Building Society	20%	n/a
Already started and ending when Jenny retires.				

Reposition Assets

Description	From	To	Frequency	Amount	Apply Inflation
Savings	Bank Account	Building Society	Monthly	£500	no
Already started and ending when the first client retires.					
Sell Investment Bond	Investment Bond	Building Society	n/a	n/a	n/a
Starting when both clients retire.					

Sweep Transaction

Description	From	To	Thres-hold	Min, Trans.	Frequency	Amount	Apply Inflation
Surplus Cash to Building Society	Cash Account	Building Society	£1,000	£0	Monthly	100%	n/a
Already started and ending after the illustration.							

Other Facts Used (Continued)

Scenario: Final Proposal

Pension Distribution

Description	From	To	Tax Free Option	Drawdown Method	GAD Rate	Frequency	Convert To Annuity
Money Purchase tax-free cash	Harris Engineering Money Purchase	Pension Tax-free Cash Proceeds	25%	Amount	0.00	Annual	no
Starting when Andrew retires and ending after a one time occurrence.							
Money Purchase Drawdown to 65	Harris Engineering Money Purchase	Cash Account		Maximum	6000.00	Annual	no
Starting when Andrew turns 60 and ending when Andrew turns 65.							
Money Purchase Drawdown from 65	Harris Engineering Money Purchase	Cash Account		Maximum	7500.00	Annual	no
Starting when Andrew turns 65 and ending after the illustration.							