

LifeView® Financial Goal Analysis

For the exclusive use of **Thomas and Maria Baker**

Prepared by:

PLANNING FINANCIAL PLANNING
Financial Advisor

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This is a sample LifeView Financial Analysis. It is intended to demonstrate the type of analysis your Financial Advisor can create for you. This should not be construed as a recommendation for any specific product or service. An Actual Financial Analysis would be based on your individual financial considerations, needs, objectives, and risk tolerance. It would therefore differ from this sample Financial Analysis.

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IMPORTANT DISCLOSURE INFORMATION

IMPORTANT: The projections or other information generated by LifeView® Goal Analysis regarding the likelihood of various investment outcomes (including any assumed rates of return) are hypothetical in nature, do not reflect actual investment results, and are not guarantees of future results.

Every individual's financial circumstances, needs and risk tolerances are different. This LifeView® Financial Goal Analysis (the "Report") is based on the information you provided to us, the assumptions you have asked us to make and the other assumptions indicated herein as of the date of the Report. It is not an official account statement. The purpose of taking the time to organize your financial life is to gain better control of your financial future. This Report should be considered a working document that can assist you with this objective. You should carefully review the information and suggestions found in this Report and then decide on future steps.

LifeView Goal Analysis Assumptions and Limitations

Information Provided by You

Information that you provided about your assets, financial goals, and personal situation are key assumptions for the calculations and projections in this Report. Please review all the information thoroughly to ensure that it is correct and complete. In particular, please review the Report sections titled "Personal Information and Summary of Financial Goals", "Current Portfolio Allocation", and "Tax and Inflation Assumptions" to verify the accuracy of these assumptions. If any of the assumptions are incorrect, you should notify your Financial Advisor. Even small changes in assumptions can have a substantial impact on the results shown in this Report. The information provided by you should be reviewed periodically and updated when either the information or your circumstances change. Morgan Stanley has no responsibility and is under no obligation to monitor or update this Report in the future unless expressly engaged by you to do so at that time.

Annuities

The specific features of annuities are not considered in the LifeView Goal Analysis. If you have requested that the income or death benefit feature of an annuity be considered, please note that the analysis is illustrative only, and that all payments are dependent on the claims-paying ability of the issuing insurance company. Information included in the report relating to current value of an annuity is obtained from the issuer and Morgan Stanley does not guarantee the accuracy of the information. In addition, it is not a solicitation or recommendation that you purchase an annuity and you should not rely on the information presented when making an investment decision. Variable annuities are sold by prospectus only, which contain additional information including risk factors, fees and other costs that may apply. Please read the prospectus carefully before investing.

Asset Allocation Information

Any asset allocation information presented herein, which may take into account your assets in one or more Employee Retirement Income Security Act of 1974, as amended ("ERISA")-covered employee benefit plans and/or one or more individual retirement accounts, is for general asset allocation education and information purposes only, and should not be viewed as fiduciary investment advice or specific recommendations with respect to any particular investment or asset allocation mix under the Investment Advisers Act of 1940 as amended, ERISA, the Internal Revenue Code or any other applicable law. In applying any particular asset allocation model to your individual circumstances, you should consider your other assets, income and investments, in addition to any interest(s) you may have in ERISA-covered employee benefit plans or individual retirement accounts. Thus, it is very important for you to insure that you review this Report to make sure that it includes all of your assets, income and investments.

IMPORTANT DISCLOSURE INFORMATION

Assumptions and Limitations

LifeView Goal Analysis offers several methods of calculating results, each of which provides one outcome from a wide range of possible outcomes. LifeView Goal Analysis does not purport to recommend or implement an investment strategy. Financial forecasts, rates of return, risk, inflation, and other assumptions may be used as the basis for illustrations in LifeView Goal Analysis. They should not be considered a guarantee of future performance or a guarantee of achieving overall financial objectives. All results use simplifying estimates and assumptions that are not tailored to your specific circumstances. No Report has the ability to accurately predict the future, eliminate risk or guarantee investment results. As investment returns, inflation, taxes, and other economic conditions vary from the LifeView Goal Analysis assumptions, your actual results will vary (perhaps significantly) from those presented in this Report.

The assumed return rates in LifeView Goal Analysis are not reflective of any specific investment and do not include any fees or expenses that may be incurred by investing in specific products. The actual returns of a specific investment may be more or less than the returns used in LifeView Goal Analysis. The return assumptions are based on historic rates of return of securities indices which serve as proxies for the broad asset classes. It is not possible to directly invest in an index. Moreover, different forecasts may choose different indices as a proxy for the same asset class, thus influencing the return of the asset class. LifeView Goal Analysis results may vary with each use and over time.

The return assumptions used in this Report are estimates based on average annual returns for the index used as a proxy for each asset class. The portfolio returns are calculated by weighting individual return assumptions for each asset class according to your portfolio allocation. During the preparation of these analyses, your Morgan Stanley Financial Advisor may have refined the asset allocation strategy to develop a strategy which optimizes the potential returns that could be achieved with the appropriate level of risk that you would be willing to assume. Asset classes not included may have characteristics similar or superior to those being analyzed.

Hypothetical performance results have inherent limitations. There are frequently large differences between hypothetical and actual performance results subsequently achieved by any particular asset allocation or trading strategy. Hypothetical performance results do not represent actual trading and are generally designed with the benefit of hindsight. They cannot account for all factors associated with risk, including the impact of financial risk in actual trading or the ability to withstand losses or to adhere to a particular trading strategy in the face of trading losses. There are numerous other factors related to the markets in general or to the implementation of any specific trading strategy that cannot be fully accounted for in the preparation of hypothetical performance results and all of which can adversely affect actual trading results.

Morgan Stanley cannot give any assurances that any estimates, assumptions or other aspects of the analyses will prove correct. They are subject to actual known and unknown risks, uncertainties and other factors that could cause actual results to differ materially from those shown.

These analyses speak only as of the date of this Report. Morgan Stanley expressly disclaims any obligation or undertaking to update or revise any statement or other information contained herein to reflect any change in past results, future expectations or circumstances upon which that statement or other information is based.

Asset Classification

Morgan Stanley classifies assets based on general characteristics such as: income generation, underlying capital structure, or exposure to certain market sectors. As many assets contain characteristics of more than one asset class, allocations may be under or over inclusive. These classifications do not constitute a recommendation and may differ from the classification of instruments for regulatory or tax purposes. In addition, the Unclassified asset class contains securities that are not included in the various asset class classifications. This can include, but is not limited to, non-traditional Investments such as some Equity Unit Trusts, Index Options and Structured Investments. Additionally, investments for which we are unable to procure market data to properly classify may appear as Unclassified.

IMPORTANT DISCLOSURE INFORMATION

Rate of Return Methodology

The analysis contained in the Report is conducted using the Morgan Stanley Wealth Management Global Investment Committee's Secular Return Estimates ("GIC Estimate"). GIC Estimate approved returns are generated based on proprietary formulas which include studying historical return averages of the broad market indices and making strategic adjustments for more recent market conditions and other factors deemed relevant by the forecaster. The Return Methodology and Asset Allocation sections include a description of the return methodology that has been used to prepare this Report. The methodology should be carefully considered in evaluating the results presented to you.

Results Using Monte Carlo Simulations

Monte Carlo simulations are used to show how variations in rates of return each year can affect your results. A Monte Carlo simulation calculates the results of your Plan by running it many times, each time using a different sequence of returns. Some sequences of returns will give you better results, and some will give you worse results. These multiple trials provide a range of possible results, some successful (you would have met all your goals) and some unsuccessful (you would not have met all your goals). The percentage of trials that were successful is shown as the probability that your Plan, with all its underlying assumptions, could be successful. In LifeView Goal Analysis, this is the Probability of Success. Analogously, the percentage of trials that were unsuccessful is shown as the Probability of Failure. The Results Using Monte Carlo Simulations indicate the likelihood that an event may occur as well as the likelihood that it may not occur. In analyzing this information, please note that the analysis does not take into account actual market conditions, which may severely affect the outcome of your goals over the long-term.

LifeView Goal Analysis is powered by MoneyGuidePro®

IMPORTANT DISCLOSURE INFORMATION

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This report is not intended to be construed as "investment advice" as those terms are defined under Title I of the Employee Retirement Income Security Act of 1974, as amended ("ERISA"), Investment Adviser's Act of 1940, and/or the Internal Revenue Code of 1986 (the "Code"), as applicable. When Morgan Stanley Smith Barney LLC, its affiliates and Morgan Stanley Financial Advisors and Private Wealth Advisors (collectively, "Morgan Stanley") provide "investment advice" regarding a retirement or welfare benefit plan account, an individual retirement account or a Coverdell education savings account ("Retirement Account"), Morgan Stanley is a "fiduciary" as those terms are defined under the Employee Retirement Income Security Act of 1974, as amended ("ERISA"), and/or the Internal Revenue Code of 1986 (the "Code"), as applicable. When Morgan Stanley provides investment education, takes orders on an unsolicited basis or otherwise does not provide "investment advice", Morgan Stanley will not be considered a "fiduciary" under ERISA and/or the Code. For more information regarding Morgan Stanley's role with respect to a Retirement Account, please visit

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This Report does not constitute an offer to buy, sell, or recommend any particular investment or asset, nor does it recommend that you engage in any particular investment, manager or trading strategy. It reflects only allocations among broad asset classes. All investments have risks. The decisions as to when and how to invest are solely your responsibility.

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<https://www.morganstanley.com/wealth-relationshipwithms/pdfs/understandingyourrelationship.pdf>

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IMPORTANT DISCLOSURE INFORMATION

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Timing for implementing, monitoring and adjusting your strategies is a critical element in achieving your financial objectives. You are responsible for implementing, monitoring and periodically reviewing and adjusting your investment strategies.

By accepting delivery of this Report, you are deemed to acknowledge and agree that:

- 1) you have reviewed and accept the information contained within this Report and understand the disclaimers, assumptions and methods included with it;
- 2) you believe that all information provided by you is complete and accurate to the best of your knowledge;
- 3) you recognize that all investments have risks; that performance and attainment of financial objectives are not guaranteed; and that all estimates and assumed data, including returns, are included only for general education and do not represent a forecast of future events or results;
- 4) you understand that this Report was generated using a brokerage tool, is not a financial plan and created a brokerage (not advisory) relationship among you, your Financial Advisor and Morgan Stanley that governed the preparation of this Report and ended upon receipt of this Report;

5) you understand that Morgan Stanley and your Financial Advisor are not fiduciaries under ERISA, Investment Advisers Act of 1940 or the Internal Revenue Code with respect to this Report or your use or our use (on your behalf) of the software which generated this Report, or your IRA and retirement plan accounts unless Morgan Stanley and/or your Financial Advisor provide "investment advice," as that term is defined under ERISA, to you with respect to certain retirement, welfare benefit, or education savings account assets for a fee or other compensation. The information in this Report is provided to you on the understanding that, for purposes of ERISA, the Advisers Act and the Code, it is intended to be educational material, and will not be viewed for ERISA, the Advisers Act or Code purposes as fiduciary investment advice or specific recommendations with respect to asset allocation or any particular investment, and that (unless otherwise provided in a written mutual agreement, arrangement, or understanding with the retirement account owner and/or as described at www.morganstanley.com/disclosures/dol) you remain solely responsible for your assets and all investment decisions with respect to your assets; and

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Expectations and Concerns

Expectation
Both Thomas and Maria
Active Lifestyle
Opportunity to Help Others
Time to Travel

Owner	Concern	What Would Help
Medium		
Joint	Leaving Money to Others	Your plan can include a hypothetical illustration of bequests and gifting Goals.
Joint	Outliving My Resources	See how living longer can affect your plan.
Joint	Funding my free time	A good plan can help assure you have the money for new Goals to keep you busy and engaged.

The information on this page reflects the conversation(s) you had with your Financial Advisor. The purpose of this information is to facilitate conversation between you and your Financial Advisor regarding goal setting and resource prioritization. It is designed to influence the Goals and Resources section of the report but not replace it. If you believe that your Expectations and Concerns are not consistent with the information in the Goals and Resources section of the report, please reach out to your Financial Advisor.

See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

SAMPLE

Summary of Goals and Resources

Personal Information and Summary of Financial Goals

Thomas and Maria Baker

Needs		
10	Retirement - Basic Living Expense	
	Thomas (2032)	65
	Maria (2032)	65
	Both Retired (2032-2059)	\$250,000
	Maria Alone Retired (2060-2061)	\$190,000
	Move to Florida When both are retired	Base Inflation Rate (2.26%)
10	Health Care	
	Both Medicare (2032-2059)	\$11,524
	Maria Alone Medicare (2060-2061)	\$7,997
		Base Inflation Rate plus 2.74% (5.00%)
10	College - Emily	
	4 years starting in 2028	\$55,800
	Attending College - Private (4 years)	Base Inflation Rate plus 3.74% (6.00%)
10	College - Michael	
	4 years starting in 2023	\$55,800
	Attending College - Private (4 years)	Base Inflation Rate plus 3.74% (6.00%)
10	Florida Home	
	When both are retired	\$3,500,000
		Base Inflation Rate (2.26%)

See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Personal Information and Summary of Financial Goals

Thomas and Maria Baker

Wants

7 Car / Truck

In 2022
Recurring every 10 years for a total of 3 times

\$50,000
Base Inflation Rate (2.26%)

7 Travel

When both are retired
Recurring every 3 years for a total of 5 times

\$15,000
Base Inflation Rate (2.26%)

Wishes

3 Boat

In 2040

\$350,000
Base Inflation Rate (2.26%)

Personal Information

Thomas

Male - born 06/16/1967, age 55
Employed - \$500,000

Maria

Female - born 12/09/1967, age 54
Business Owner - \$250,000

Married, US Citizens living in NJ

- This section lists the Personal and Financial Goal information you provided, which will be used to create your Report. It is important that it is accurate and complete.

Participant Name

Date of Birth

Age

Relationship

Emily

04/20/2010

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Child of Both

Michael

05/18/2005

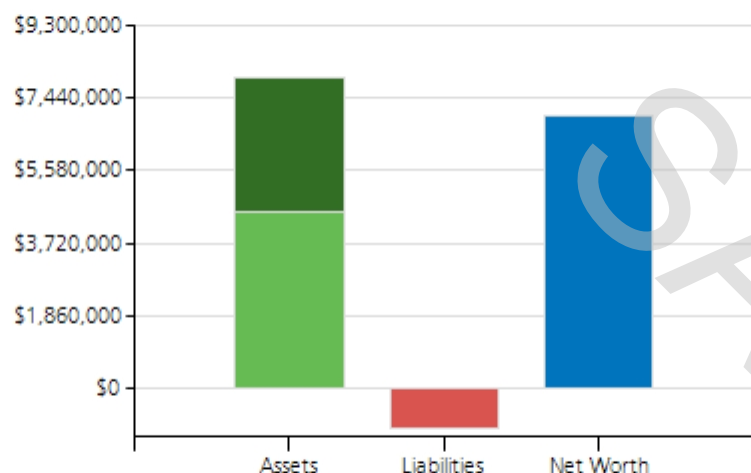
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Child of Both

See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Net Worth Summary - All Resources

This is your Net Worth Summary as of 11/07/2022. Your Net Worth is the difference between what you own (your Assets) and what you owe (your Liabilities). To get an accurate Net Worth statement, make certain all of your Assets and Liabilities are entered.



Investment Assets		\$4,522,515
Other Assets	+	\$3,451,690
Total Assets		\$7,974,205
Total Liabilities	-	\$1,000,000
Net Worth		\$6,974,205

Description	Total
Investment Assets	
Employer Retirement Plans	\$1,700,000
Individual Retirement Accounts	\$1,922,515
Annuities & Tax-Deferred Products	\$350,000
Taxable and/or Tax-Free Accounts	\$250,000
College Saving Plans	\$300,000
Total Investment Assets:	\$4,522,515
Other Assets	
Home and Personal Assets	\$2,000,000
Business and Property	\$1,250,000
Cash Value Life	\$200,000
Stock Options	\$1,690
Total Other Assets:	\$3,451,690
Liabilities	
Personal Real Estate Loan:	\$1,000,000
Total Liabilities:	\$1,000,000
Net Worth:	\$6,974,205

See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Net Worth Detail - All Resources

This is your Net Worth Detail as of 11/07/2022. Your Net Worth is the difference between what you own (your Assets) and what you owe (your Liabilities). To get an accurate Net Worth statement, make certain all of your Assets and Liabilities are entered.

Description	Thomas	Maria	Joint	Total
Investment Assets				
Employer Retirement Plans				
401(k)	\$1,000,000			\$1,000,000
SEP-IRA		\$700,000		\$700,000
Individual Retirement Accounts				
Roth IRA - Account	\$550,000			\$550,000
Traditional IRA - Account		\$892,515		\$892,515
Traditional IRA - Inherited IRA	\$480,000			\$480,000
Annuities & Tax-Deferred Products				
Variable Annuity with GMWB	\$350,000			\$350,000
Taxable and/or Tax-Free Accounts				
Thomas ETrade Brokerage	\$250,000			\$250,000
College Saving Plans				
529 Savings Plan	\$150,000			\$150,000
529 Savings Plan	\$150,000			\$150,000
Total Investment Assets:	\$2,930,000	\$1,592,515	\$0	\$4,522,515
Other Assets				
Home and Personal Assets				
NJ Home			\$2,000,000	\$2,000,000
Business and Property				
Business		\$1,250,000		\$1,250,000
Cash Value Life				
Universal Life		\$100,000		\$100,000
Whole Life	\$100,000			\$100,000

See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Net Worth Detail - All Resources

Description	Thomas	Maria	Joint	Total
Other Assets				
Stock Options				
Apple Inc	\$1,690			\$1,690
Total Other Assets:	\$101,690	\$1,350,000	\$2,000,000	\$3,451,690
Liabilities				
Personal Real Estate Loan:				
NJ Mortgage	\$1,000,000			\$1,000,000
Total Liabilities:	\$1,000,000	\$0	\$0	\$1,000,000
Net Worth:				\$6,974,205

See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Resource Summary

Investment Assets

Description	Owner	Current Value	As Of Date	Additions	Assign to Goal
Imported from Morgan Stanley - Manually Entered - HeldAway					
401(k)	Thomas	\$1,000,000	09/21/2022	\$39,200	Fund All Goals
Account Total		\$900,000			
529 Savings Plan	Thomas	\$150,000	09/21/2022		College - Emily
Account Total		\$150,000			
529 Savings Plan	Thomas	\$150,000	09/21/2022		College - Emily
Account Total		\$150,000			
Roth IRA - Account	Thomas	\$550,000	09/21/2022	\$4,500	Fund All Goals
Account Total		\$550,000			
SEP-IRA	Maria	\$700,000	09/21/2022	\$10,000	Fund All Goals
Account Total		\$670,000			
Thomas ETrade Brokerage	Thomas	\$250,000	09/21/2022		Fund All Goals
Taxable Account Total		\$250,000			
Traditional IRA - Account	Maria	\$892,515	09/21/2022	\$5,000	Fund All Goals
AMERICAN BALANCED A		\$111,800			
AMERICAN CAP WRLD GR & INC A		\$122,675			
AMERICAN FUNDAMENTAL INV A		\$208,110			
AMERICAN GLOBAL BALANCED A		\$123,960			
AMERICAN GR FD OF AMERICA A		\$153,420			
AMERICAN INV CO OF AMER A		\$122,550			
Traditional IRA - Inherited IRA	Thomas	\$480,000	09/21/2022		Fund All Goals
Account Total		\$380,000			
Variable Annuity with GMWB	Thomas	\$350,000	09/21/2022		Fund All Goals
Account Total		\$350,000			
Total Imported from Morgan Stanley - Manually Entered - HeldAway Assets		\$4,522,515			

See IMPORTANT DISCLOSURE INFORMATION at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Resource Summary

Investment Assets

Description	Owner	Current Value	As Of Date	Additions	Assign to Goal
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Total : \$4,522,515

Stock Options - See the Stock Options Summary for Scenario Detail.

Description	Owner	Scenario	Year	Amount	Assign to Goal
Manually Entered					
Apple Inc (AAPL)	Thomas		2022	\$1,690	

Other Assets

Description	Owner	Current Value	Future Value	Assign to Goal
Manually Entered				
Business	Maria	\$1,250,000	\$1,000,000	Fund All Goals
NJ Home	Joint Common	\$2,000,000	\$2,000,000	Fund All Goals
Universal Life	Maria	\$100,000	\$100,000	Leave To Estate
Whole Life	Thomas	\$100,000	\$100,000	Leave To Estate

Total of Other Assets : \$3,450,000

Insurance Policies

Description	Owner	Insured	Beneficiary	Annual Premium	Cash Value	Death Benefit	Premium Paid
Manually Entered							
Cash Value Life Insurance Policies Summary (included in Assets)							
Universal Life Universal Life	Maria	Maria	Co-Client of Insured - 100%	\$2,000	\$100,000	\$850,000	Until Insured Dies
Whole Life Whole Life	Thomas	Thomas	Co-Client of Insured - 100%	\$3,000	\$100,000	\$1,000,000	Until Insured Dies

Total Death Benefit of All Policies : \$1,850,000

See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Resource Summary

Social Security

Description	Value	Assign to Goal
Social Security	Thomas will file a normal application at age 67. He will receive \$40,882 in retirement benefits at age 67.	Fund All Goals
Social Security	Maria will file a normal application at age 67. She will receive \$40,882 in retirement benefits at age 67.	Fund All Goals

Retirement Income

Description	Owner	Value	Inflate?	Assign to Goal
Pension Income	Thomas	\$100,000 from Thomas's Retirement to End of Maria's Analysis (100% to Survivor)	No	Fund All Goals

Liabilities

Type	Description/Company	Owner	Outstanding Balance	Interest Rate	Monthly Payment
Manually Entered					
1st Mortgage	NJ Mortgage	Thomas	\$1,000,000	4.00%	\$5,000
Total Outstanding Balance :			\$1,000,000		

See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Investment Assets by Tax Category

Investment Assets by Tax Category

This summary includes only those Assets you have identified to fund Goals in this Analysis.

Asset Class	Qualified	Tax-Deferred	Taxable	Tax-Free	Roth	Coverdell (CESA)	529 Plan
Cash	\$280,000						
US Equities	\$1,431,130	\$227,500	\$250,000		\$302,500		\$165,000
International Equity	\$310,390	\$17,500			\$16,500		\$15,000
Emerging Market Equity	\$55,000				\$27,500		
Global Equities Other	\$36,000						\$7,500
Ultra Short Term Fixed Income	\$112,000	\$35,000			\$27,500		\$7,500
Short Term Fixed Income	\$101,300	\$17,500					\$7,500
US Fixed Income	\$183,064	\$17,500			\$88,000		\$15,000
International Fixed Income	\$59,232				\$22,000		
Inflation-linked Securities	\$25,600						
Preferred Securities	\$7,600						\$15,000
High Yield Fixed Income	\$96,400	\$17,500			\$55,000		\$22,500
Emerging Markets Fixed Income	\$51,200	\$17,500					
Global Fixed Income Other							\$7,500
Real Assets	\$45,000				\$11,000		\$7,500
Absolute Return Assets	\$84,700						
Equity Hedge Assets	\$75,700						\$22,500
Equity Return Assets	\$33,500						
Private Investments	\$59,100						\$7,500
Alternative Investments Other	\$25,600						
Total :	\$3,072,516	\$350,000	\$250,000		\$550,000		\$300,000

See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Investment Assets by Tax Category

Notes

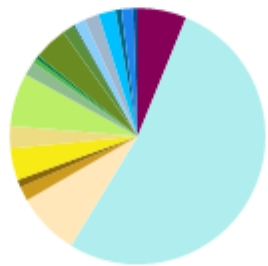
- Qualified Investment Assets include Employer Sponsored Retirement Plans and Traditional IRAs. Tax-Deferred assets include Fixed and Variable Annuities, US Savings Bonds, and Variable Life Insurance.
- Contributions to a 529 College Savings Plan can have tax implications to you and the beneficiary of the account. You should consult with your legal or tax professionals to discuss the federal and state tax consequences.

SAMPLE

See IMPORTANT DISCLOSURE INFORMATION at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Current Portfolio Allocation

This page shows how your Investment Assets are currently allocated among the different Asset Classes. It includes only those Assets you have identified to fund Goals.



Total Stock
63%

Projected Returns

Total Return	6.79%
Base Inflation Rate	2.26%
Real Return	4.53%
Standard Deviation	9.19%

Bear Market Returns

Great Recession November 2007 thru February 2009	-30%
Bond Bear Market July 1979 thru February 1980	10%

Asset Class	Rate of Return	Investment Portfolio	
		Value	% of Total
Cash	1.58%	\$280,000	6%
US Equities	8.37%	\$2,376,130	53%
International Equity	7.24%	\$359,389	8%
Emerging Market Equity	8.58%	\$82,500	2%
Global Equities Other	8.02%	\$43,500	1%
Ultra Short Term Fixed Income	3.01%	\$182,000	4%
Short Term Fixed Income	3.41%	\$126,300	3%
US Fixed Income	3.80%	\$303,564	7%
International Fixed Income	3.57%	\$81,232	2%
Inflation-linked Securities	4.90%	\$25,600	1%
Preferred Securities	4.41%	\$22,600	0%
High Yield Fixed Income	5.41%	\$191,400	4%
Emerging Markets Fixed Income	6.77%	\$68,700	2%
Global Fixed Income Other	3.68%	\$7,500	0%
Real Assets	6.01%	\$63,500	1%
Absolute Return Assets	5.18%	\$84,700	2%

See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Current Portfolio Allocation

Asset Class	Rate of Return	Investment Portfolio	
		Value	% of Total
Equity Hedge Assets	6.58%	\$98,200	2%
Equity Return Assets	7.23%	\$33,500	1%
Private Investments	10.13%	\$66,600	1%
Alternative Investments Other	6.32%	\$25,600	1%
Total :		\$4,522,515	100%

Effect of Stock Options

Value of Vested Stock Options (before tax)	\$1,690
Value of Portfolio with Vested Stock Options	\$4,524,205
Total Stock Including Stock Options	63%

Tax-Free Rates of Return

Ultra Short Term Fixed Income	2.64%
Short Term Fixed Income	2.99%
US Fixed Income	3.33%
High Yield Fixed Income	4.74%

Effect of Investment Strategies

Total Investment Portfolio :	\$4,522,515
Current GMWB Investment Strategies	\$350,000
Total Investment Assets :	\$4,522,515

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Goal Assignment Summary

Goal	Category	Description	Value	Annual Additions	Future Value
College - Emily	Investment	529 Savings Plan	\$150,000		
		529 Savings Plan	\$150,000		
Leave To Estate	Other	Whole Life	\$100,000		\$100,000 starting When both are retired
		Universal Life	\$100,000		\$100,000 starting When both are retired
Fund All Goals	Investment	Traditional IRA - Account	\$892,515	\$5,000	
		Variable Annuity with GMWB	\$350,000		
		Roth IRA - Account	\$550,000	\$4,500	
		Traditional IRA - Inherited IRA	\$480,000		
		SEP-IRA	\$700,000	\$10,000	
		401(k)	\$1,000,000	\$39,200	
		Thomas ETrade Brokerage	\$250,000		
	Stock Options	Apple Inc			\$5,985 starting in 2023
		Apple Inc			\$16,509 starting in 2024
		Apple Inc			\$24,670 starting in 2025
		Apple Inc			\$33,515 starting in 2026
		Apple Inc			\$43,099 starting in 2027
		Apple Inc			\$53,487 starting in 2028
		Apple Inc			\$64,743 starting in 2029
		Apple Inc			\$76,942 starting in 2030
	Other	NJ Home	\$2,000,000		\$2,000,000 starting When both are retired
		Business	\$1,250,000		\$1,000,000 starting When both are retired
	Retirement Income	Social Security			Thomas will file a normal application at age 67. He will receive \$40,882 in retirement benefits at age 67.
		Social Security			Maria will file a normal application at age 67. She will receive \$40,882 in retirement benefits at age 67.
		Pension Income			\$100,000 from Thomas's Retirement to End of Maria's Analysis (100% to Survivor)

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SAMPLE

Risk and Portfolio Information

Model Portfolio Table

The Risk-Based Portfolio was selected from this list of Model Portfolios, based upon the answers you provided in your Risk Tolerance Questionnaire. The Target Portfolio was selected based on your investment objectives and risk tolerance. The Target Portfolio will be the same as the Risk Based Portfolio unless you choose a Custom Portfolio or Model Portfolio. The Average Real Return is equal to the Average Total Return minus the inflation rate of 2.26%.

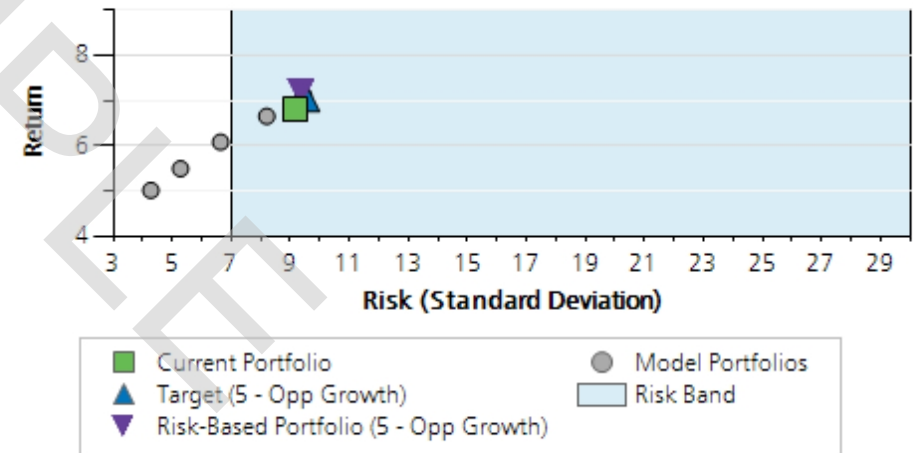
Portfolios	Name	Cash	Bond	Stock	Alternative	Unclassified	Projected Return	Standard Deviation
	Model 1 - Wealth Conservation	0%	61%	21%	18%	0%	5.01%	4.27%
	Model 2 - Income	0%	49%	30%	21%	0%	5.49%	5.28%
	Model 3 - Balanced Growth	0%	36%	40%	24%	0%	6.08%	6.64%
	Model 4 - Market Growth	0%	22%	53%	25%	0%	6.65%	8.20%
■	Current	6%	22%	63%	8%	0%	6.79%	9.19%
▼ ▲	Model 5 - Opportunistic Growth	0%	11%	63%	26%	0%	7.11%	9.45%

■ Risk Band ■ Current ▼ Risk-Based ▲ Target

Return vs. Risk Graph

When deciding how to invest your money, you must determine the amount of risk you are willing to assume to pursue a desired return. The Return versus Risk Graph reflects a set of portfolios that assume a low relative level of risk for each level of return, or conversely an optimal return for the degree of investment risk taken. The graph also shows the position of the Risk Band, Target, Risk-Based, and Custom Portfolios. The positioning of these portfolios illustrates how their respective risks and returns compare to each other as well as the optimized level of risk and return represented by the Portfolios.

This graph shows the relationship of return and risk for each Portfolio in the chart above.



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Portfolio Detail

Portfolio Detail - Model 5 - Opportunistic Growth

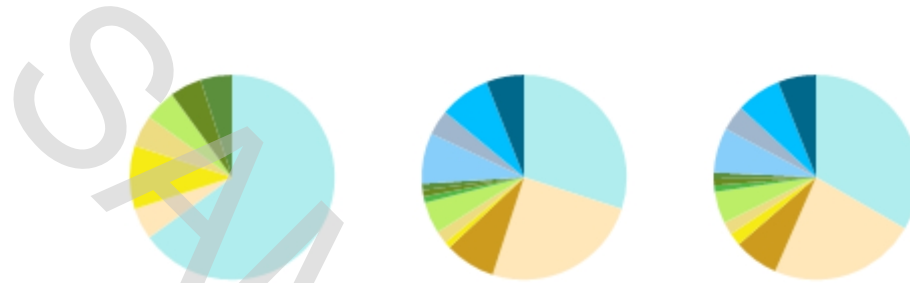
This chart summarizes the growth and return information for the portfolio for this period.

Portfolio Information	
Average Total Return	7.11%
Inflation	2.26%
Average Real Return	4.85%
Standard Deviation	9.45%

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Composite Portfolio Analysis

	Locked Assets	Target Portfolio Model 5 - Opportunistic Growth	Composite Portfolio Locked & Target	Risk-Based Model Model 5 - Opportunistic Growth
Total Return	7.07%	7.11%	7.11%	7.11%
Standard Deviation	10.09%	9.45%	9.45%	9.45%



Asset Class	Amount	Percent	Amount	Percent	Amount	Percent	Percent
US Equities	\$227,500	65%	\$1,251,755	30%	\$1,479,255	33%	30%
International Equity	\$17,500	5%	\$1,043,129	25%	\$1,060,629	23%	25%
Emerging Market Equity	\$0	0%	\$333,801	8%	\$333,801	7%	8%
Ultra Short Term Fixed Income	\$35,000	10%	\$41,725	1%	\$76,725	2%	1%
Short Term Fixed Income	\$17,500	5%	\$83,450	2%	\$100,950	2%	2%
US Fixed Income	\$17,500	5%	\$208,626	5%	\$226,126	5%	5%
Inflation-linked Securities	\$0	0%	\$41,725	1%	\$41,725	1%	1%
High Yield Fixed Income	\$17,500	5%	\$41,725	1%	\$59,225	1%	1%
Emerging Markets Fixed Income	\$17,500	5%	\$41,725	1%	\$59,225	1%	1%
Real Assets	\$0	0%	\$333,801	8%	\$333,801	7%	8%
Absolute Return Assets	\$0	0%	\$166,901	4%	\$166,901	4%	4%
Equity Hedge Assets	\$0	0%	\$333,801	8%	\$333,801	7%	8%
Equity Return Assets	\$0	0%	\$250,351	6%	\$250,351	6%	6%
Total:	\$350,000	100%	\$4,172,515	100%	\$4,522,515	100%	100%

SAMPLE

Results

What If Worksheet

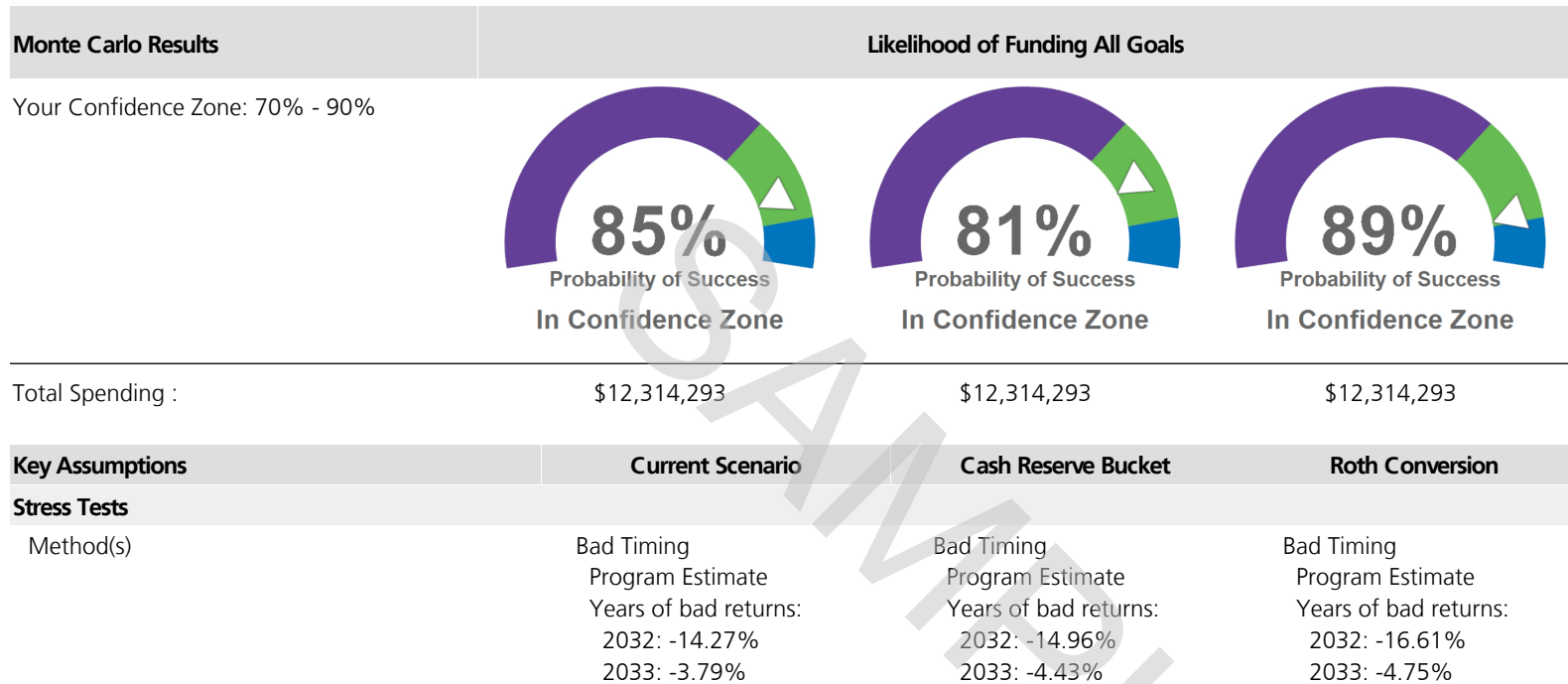
This Worksheet allows you to analyze and compare the results of one or more scenarios that you created by varying the Analysis

Goals	Estimated % of Goal Funded					
	Current Scenario		Cash Reserve Bucket		Roth Conversion	
	Average Return	Bad Timing	Average Return	Bad Timing	Average Return	Bad Timing
Need						
10 Basic Living Expense	100%	100%	100%	100%	100%	100%
10 Health Care	100%	100%	100%	100%	100%	100%
10 Emily	178%	178%	100%	100%	168%	168%
10 Michael	100%	100%	100%	100%	100%	100%
10 Florida Home	100%	100%	100%	100%	100%	100%
Want						
7 Car / Truck	100%	100%	100%	100%	100%	100%
7 Travel	100%	100%	100%	100%	100%	100%
Wish						
3 Boat	100%	100%	100%	100%	100%	100%
Safety Margin (Value at End of Scenario)						
Current dollars (in thousands) :	\$6,152	\$4,418	\$5,485	\$2,921	\$7,498	\$5,484
Future dollars (in thousands) :	\$14,708	\$10,562	\$13,113	\$6,983	\$17,926	\$13,110

- Indicates different data between the Scenario in the first column and the Scenario in any other column.

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What If Worksheet



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What If Worksheet

Key Assumptions	Current Scenario		Cash Reserve Bucket		Roth Conversion
Hypothetical Average Rate of Return					
Before Retirement :	Current	•	5 - Opp Growth	•	5 - Opp Growth
Composite Return :	6.79%	•	7.11%	•	7.11%
Composite Standard Deviation :	9.19%	•	9.45%	•	9.45%
Total Return Adjustment :	0.00%		0.00%		0.00%
Adjusted Real Return :	4.53%	•	4.85%	•	4.85%
After Retirement :	Current	•	5 - Opp Growth	•	5 - Opp Growth
Composite Return :	6.79%	•	7.11%	•	7.11%
Composite Standard Deviation :	9.19%	•	9.45%	•	9.45%
Total Return Adjustment :	0.00%		0.00%		0.00%
Adjusted Real Return :	4.53%	•	4.85%	•	4.85%
Base inflation rate :	2.26%		2.26%		2.26%

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What If Worksheet

Key Assumptions	Current Scenario	Cash Reserve Bucket	Roth Conversion
Goals			
Basic Living Expense			
Retirement Age			
Thomas	65	65	65
Maria	65	65	65
Analysis Age			
Thomas	92	92	92
Maria	94	94	94
One Retired			
Thomas Retired and Maria Employed	\$0	\$0	\$0
Maria Retired and Thomas Employed	\$0	\$0	\$0
Both Retired			
Both Retired	\$250,000	\$250,000	\$250,000
One Alone - Retired			
Maria Alone Retired	\$190,000	\$190,000	\$190,000
Thomas Alone Retired	\$0	\$0	\$0
One Alone - Employed			
Thomas Alone Employed	\$0	\$0	\$0
Maria Alone Employed	\$0	\$0	\$0
Health Care			
Percentage of costs to use :	100%	100%	100%
Cost determined by Schedule :	See details	See details	See details
College - Emily			
Year :	2028	2028	2028
Years of Education :	4	4	4
Annual Cost :	\$55,800	\$55,800	\$55,800
College - Michael			
Year :	2023	2023	2023
Years of Education :	4	4	4

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What If Worksheet

Key Assumptions	Current Scenario	Cash Reserve Bucket	Roth Conversion
Goals			
Annual Cost :	\$55,800	\$55,800	\$55,800
Florida Home			
Year :	When both are retired	When both are retired	When both are retired
Cost :	\$3,500,000	\$3,500,000	\$3,500,000
Car / Truck			
Year :	2022	2022	2022
Cost :	\$50,000	\$50,000	\$50,000
Is recurring :	Yes	Yes	Yes
Years between occurrences :	10	10	10
Number of occurrences :	3	3	3
Travel			
Year :	When both are retired	When both are retired	When both are retired
Cost :	\$15,000	\$15,000	\$15,000
Is recurring :	Yes	Yes	Yes
Years between occurrences :	3	3	3
Number of occurrences :	5	5	5
Boat			
Year :	2040	2040	2040
Cost :	\$350,000	\$350,000	\$350,000

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What If Worksheet

Key Assumptions	Current Scenario	Cash Reserve Bucket	Roth Conversion
Retirement Income			
Pension Income (Thomas)			
Annual Income :	\$100,000	\$100,000	\$100,000
Start Year :	Thomas's retirement	Thomas's retirement	Thomas's retirement
Select when income will end :	End of Maria's Analysis	End of Maria's Analysis	End of Maria's Analysis
Year to end retirement income :			
Survivor Benefit :	100%	100%	100%
Social Security			
Select Social Security Strategy	Current	Current	Current
Thomas			
Filing Method :	Normal	Normal	Normal
Age to File Application :	67	67	67
Age Retirement Benefits begin :	67	67	67
First Year Benefit :	\$40,882	\$40,882	\$40,882
Maria			
Filing Method :	Normal	Normal	Normal
Age to File Application :	67	67	67
Age Retirement Benefits begin :	67	67	67
First Year Benefit :	\$40,882	\$40,882	\$40,882
Reduce Benefits By :	0%	0%	0%
Goal Strategies			
Roth Conversion			
Include in Analysis		No	Yes
Thomas			
Conversion Amount : Calculated			
Conversion starts at Thomas's retirement			

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What If Worksheet

Key Assumptions	Current Scenario	Cash Reserve Bucket	Roth Conversion
Asset Additions			
401(k)	Maximum	Maximum	Maximum
Roth:	N/A	N/A	N/A
Maximum contribution each year:	Yes	Yes	Yes
% Designated as Roth:	4.00%	4.00%	4.00%
Plan addition amount:	\$39,200	\$39,200	\$39,200
Year additions begin:	2022	2022	2022
Thomas - Fund All Goals			
Traditional IRA - Account			
Pre-Tax Addition:	\$5,000 Inflating	\$5,000 Inflating	\$5,000 Inflating
Maximum contribution each year:	No	No	No
After-Tax Addition:	\$0	\$0	\$0
Maximum contribution each year:	No	No	No
Year additions begin:	2022	2022	2022
Maria - Fund All Goals			
Roth IRA - Account			
Roth Addition:	\$4,500 Inflating	\$4,500 Inflating	\$4,500 Inflating
Maximum contribution each year:	No	No	No
Year additions begin:	2022	2022	2022
Thomas - Fund All Goals			
Extra Savings by Tax Category			
Thomas's Qualified		\$0	\$0
Maria's Qualified		\$0	\$0
Thomas's Roth		\$0	\$0
Maria's Roth		\$0	\$0
Thomas's Tax-Deferred		\$0	\$0
Maria's Tax-Deferred		\$0	\$0
Taxable		\$0	\$0

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What If Worksheet

Key Assumptions	Current Scenario	Cash Reserve Bucket	Roth Conversion
Stock Options			
Apple Inc			
Include in plan :	Yes	Yes	Yes
Stock Options Scenario :	Scenario 2	Scenario 2	Scenario 2
Vesting Termination Year :	2032	2032	2032
Return :	8.37%	8.37%	8.37%
Other Assets			
NJ Home			
Include in Analysis :	Yes	Yes	Yes
When received :	When both are retired	When both are retired	When both are retired
Amount of cash received :	\$2,000,000	\$2,000,000	\$2,000,000
Business			
Include in Analysis :	Yes	Yes	Yes
When received :	When both are retired	When both are retired	When both are retired
Amount of cash received :	\$1,000,000	\$1,000,000	\$1,000,000
Universal Life			
Include in Analysis :	Yes	Yes	Yes
When received :	When both are retired	When both are retired	When both are retired
Amount of cash received :	\$100,000	\$100,000	\$100,000
Whole Life			
Include in Analysis :	Yes	Yes	Yes
When received :	When both are retired	When both are retired	When both are retired
Amount of cash received :	\$100,000	\$100,000	\$100,000

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What If Worksheet

Key Assumptions	Current Scenario	Cash Reserve Bucket	Roth Conversion
Cash Reserve			
Include :	•	Yes	No
Your Goal Coverage			
Needs :	•	5	5
Wants :	•	3	3
Wishes :	•	1	1
Minimum Amount in Cash Reserve :	•	\$100,000	\$0
Annual offset for Cash Reserve :		\$0	\$0
Selected Allocation :	•	Allocate by Asset Class	Allocate by Asset Class
Return :	•	1.58%	0.00%
Standard Deviation :	•	0.72%	0.00%
Aspirational Bucket			
Include :		No	No
Additional :		\$0	\$0
Selected Allocation :		5 - Opp Growth	5 - Opp Growth
Return :		7.11%	7.11%
Standard Deviation :		9.45%	9.45%
Tax Options			
Include Tax Penalties :	Yes	Yes	Yes
Change Tax Rate?	No	No	No
Year To Change :			
Change Tax Rate by this % (+ or -) :	0.00%	0.00%	0.00%

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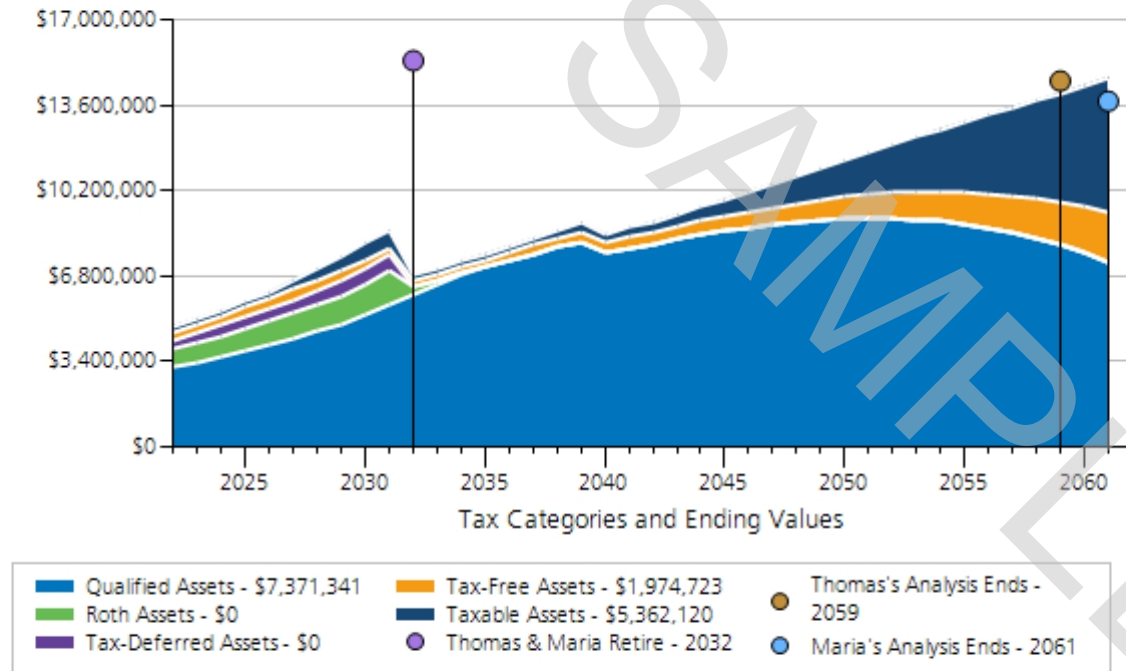
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Worksheet Detail - Combined Details

Scenario : Current Scenario using Average Return

These pages provide a picture of how your Investment Portfolio may hypothetically perform over the life of this Scenario. The graph shows the effect on the value of your Investment Portfolio for each year. The chart shows the detailed activities that increase and decrease your Investment Portfolio value each year including the funds needed to pay for each of your Goals. Shortfalls that occur in a particular year are denoted with an 'X' under the Goal column.

Total Portfolio Value Graph



x - denotes shortfall

See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Worksheet Detail - Combined Details

Scenario : Current Scenario using Average Return

Event or Ages	Year	Beginning Portfolio Value		Additions To Assets	Other Additions	Stock Options	Strategy Reductions	Strategy Income	Post Retirement Income	Investment Earnings	Taxes	Funds Used	
		Earmarked	Fund All Goals									All Goals	Ending Portfolio Value
55/55	2022	650,000	3,872,515	58,700	0	0	0	0	0	305,824	32,012	50,000	4,805,026
56/56	2023	697,839	4,107,187	59,341	0	5,985	0	0	0	324,493	33,233	59,148	5,102,464
57/57	2024	749,206	4,353,259	60,491	0	16,509	0	0	0	344,968	34,839	62,697	5,426,896
58/58	2025	804,360	4,622,537	61,852	0	24,670	0	0	0	367,164	36,769	66,459	5,777,355
59/59	2026	863,581	4,913,773	63,523	0	33,515	0	0	0	391,236	39,060	70,446	6,156,122
60/60	2027	927,171	5,228,952	64,905	0	43,099	0	0	0	423,056	44,198	0	6,642,986
61/61	2028	995,451	5,647,534	66,098	0	53,487	0	0	0	451,531	50,036	79,153	7,084,912
62/62	2029	983,525	6,101,387	68,002	0	64,743	0	0	0	482,178	56,642	83,903	7,559,291
63/63	2030	965,334	6,593,956	69,717	0	76,942	0	0	0	517,332	21,551	88,937	8,112,793
64/64	2031	940,074	7,172,719	71,144	0	0	0	0	0	548,367	22,504	94,273	8,615,528
Thomas & Maria Retire	2032	906,858	7,708,670	0	3,200,000	0	693,215	34,661	100,000	430,183	45,426	4,789,145	6,852,586
66/66	2033	442,100	6,410,486	0	0	0	0	35,257	100,000	444,476	13,835	339,634	7,078,850
67/67	2034	473,585	6,605,265	0	0	0	0	35,863	206,912	465,113	33,743	348,186	7,404,809
68/68	2035	506,446	6,898,363	0	0	0	0	36,479	209,328	482,598	75,738	377,093	7,680,384
69/69	2036	541,322	7,139,062	0	0	0	0	37,107	211,799	501,884	80,108	366,196	7,984,870
70/70	2037	578,637	7,406,233	0	0	0	0	41,519	214,326	522,152	82,455	375,659	8,304,753
71/71	2038	618,563	7,686,190	0	0	0	0	42,011	216,910	541,317	91,669	406,881	8,606,440
72/72	2039	661,286	7,945,154	0	0	0	0	42,508	219,552	562,447	107,567	395,507	8,927,873
73/73	2040	705,651	8,222,223	0	0	0	0	43,011	222,254	533,947	327,506	929,162	8,470,418
74/74	2041	751,699	7,718,719	0	0	0	0	43,521	225,017	551,417	110,309	439,405	8,740,658
75/75	2042	802,931	7,937,727	0	0	0	0	44,036	227,842	565,209	115,576	505,603	8,956,566
76/76	2043	857,060	8,099,507	0	0	0	0	44,557	230,731	585,093	123,030	438,706	9,255,212
77/77	2044	914,772	8,340,440	0	0	0	0	45,085	233,686	603,511	130,019	474,847	9,532,628
78/78	2045	976,473	8,556,155	0	0	0	0	45,619	236,707	624,116	138,649	462,227	9,838,194
79/79	2046	1,042,444	8,795,750	0	0	0	0	46,159	239,797	645,100	147,978	474,479	10,146,793
80/80	2047	1,112,988	9,033,805	0	0	0	0	46,705	242,956	666,440	158,055	487,087	10,457,754
81/81	2048	1,188,429	9,269,325	0	0	0	0	47,258	246,187	688,142	168,144	500,051	10,771,145
82/82	2049	1,269,114	9,502,032	0	0	0	0	47,818	249,491	710,147	179,801	513,385	11,085,415
83/83	2050	1,355,416	9,729,999	0	0	0	0	48,384	252,869	732,470	191,750	526,973	11,400,416
84/84	2051	1,447,389	9,953,027	0	0	0	0	48,957	256,324	755,011	206,012	540,951	11,713,744
85/85	2052	1,545,076	10,168,669	0	0	0	0	49,536	259,857	777,735	220,058	555,347	12,025,468
86/86	2053	1,649,553	10,375,916	0	0	0	0	50,123	263,470	800,601	234,992	570,189	12,334,481

x - denotes shortfall

See IMPORTANT DISCLOSURE INFORMATION at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Worksheet Detail - Combined Details

Scenario : Current Scenario using Average Return

Event or Ages	Year	Beginning Portfolio Value		Additions To Assets	Other Additions	Stock Options	Strategy Reductions	Strategy Income	Post Retirement Income	Investment Earnings	Taxes	Funds Used	Ending Portfolio Value
		Earmarked	Fund All Goals									All Goals	
87/87	2054	1,761,304	10,573,178	0	0	0	0	50,716	267,164	823,557	250,841	585,499	12,639,580
88/88	2055	1,880,848	10,758,732	0	0	0	0	51,317	270,942	846,612	266,625	601,279	12,940,547
89/89	2056	2,007,977	10,932,571	0	0	0	0	51,924	274,805	869,597	285,736	617,484	13,233,654
90/90	2057	2,142,476	11,091,178	0	0	0	0	52,539	278,756	892,443	302,319	634,265	13,520,808
91/91	2058	2,287,321	11,233,488	0	0	0	0	53,161	282,796	915,226	319,469	651,477	13,801,045
Thomas's Analysis Ends	2059	2,443,147	11,357,898	0	0	0	0	53,791	286,927	937,898	337,121	669,175	14,073,365
-/93	2060	2,609,908	11,463,457	0	0	0	0	54,428	195,576	964,425	401,212	495,260	14,391,322
Maria's Analysis Ends	2061	2,788,030	11,603,292	0	0	0	0	55,072	197,736	991,290	419,236	507,999	14,708,184

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Worksheet Detail - Combined Details

Scenario : Current Scenario using Average Return

Event or Ages	Year	Funds Used								Ending Portfolio Value
		Retirement	Health Care	College - Emily	College - Michael	Florida Home	Car / Truck	Travel	Boat	
55/55	2022	0	0	0	0	0	50,000	0	0	4,805,026
56/56	2023	0	0	0	59,148	0	0	0	0	5,102,464
57/57	2024	0	0	0	62,697	0	0	0	0	5,426,896
58/58	2025	0	0	0	66,459	0	0	0	0	5,777,355
59/59	2026	0	0	0	70,446	0	0	0	0	6,156,122
60/60	2027	0	0	0	0	0	0	0	0	6,642,986
61/61	2028	0	0	79,153	0	0	0	0	0	7,084,912
62/62	2029	0	0	83,903	0	0	0	0	0	7,559,291
63/63	2030	0	0	88,937	0	0	0	0	0	8,112,793
64/64	2031	0	0	94,273	0	0	0	0	0	8,615,528
Thomas & Maria Retire	2032	312,606	18,771	0	0	4,376,490	62,521	18,756	0	6,852,586
66/66	2033	319,671	19,963	0	0	0	0	0	0	7,078,850
67/67	2034	326,896	21,290	0	0	0	0	0	0	7,404,809
68/68	2035	334,284	22,752	0	0	0	0	20,057	0	7,680,384
69/69	2036	341,839	24,357	0	0	0	0	0	0	7,984,870
70/70	2037	349,564	26,095	0	0	0	0	0	0	8,304,753
71/71	2038	357,464	27,969	0	0	0	0	21,448	0	8,606,440
72/72	2039	365,543	29,964	0	0	0	0	0	0	8,927,873
73/73	2040	373,804	32,032	0	0	0	0	0	523,326	8,470,418
74/74	2041	382,252	34,217	0	0	0	0	22,935	0	8,740,658
75/75	2042	390,891	36,533	0	0	0	78,178	0	0	8,956,566
76/76	2043	399,725	38,981	0	0	0	0	0	0	9,255,212
77/77	2044	408,759	41,562	0	0	0	0	24,526	0	9,532,628
78/78	2045	417,997	44,230	0	0	0	0	0	0	9,838,194
79/79	2046	427,444	47,035	0	0	0	0	0	0	10,146,793
80/80	2047	437,104	49,983	0	0	0	0	0	0	10,457,754
81/81	2048	446,982	53,068	0	0	0	0	0	0	10,771,145
82/82	2049	457,084	56,301	0	0	0	0	0	0	11,085,415
83/83	2050	467,414	59,559	0	0	0	0	0	0	11,400,416
84/84	2051	477,978	62,973	0	0	0	0	0	0	11,713,744
85/85	2052	488,780	66,567	0	0	0	0	0	0	12,025,468

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Worksheet Detail - Combined Details

Scenario : Current Scenario using Average Return

Event or Ages	Year	Funds Used								Ending Portfolio Value
		Retirement	Health Care	College - Emily	College - Michael	Florida Home	Car / Truck	Travel	Boat	
86/86	2053	499,827	70,362	0	0	0	0	0	0	12,334,481
87/87	2054	511,123	74,376	0	0	0	0	0	0	12,639,580
88/88	2055	522,674	78,605	0	0	0	0	0	0	12,940,547
89/89	2056	534,487	82,998	0	0	0	0	0	0	13,233,654
90/90	2057	546,566	87,699	0	0	0	0	0	0	13,520,808
91/91	2058	558,918	92,559	0	0	0	0	0	0	13,801,045
Thomas's Analysis Ends	2059	571,550	97,625	0	0	0	0	0	0	14,073,365
-/93	2060	444,195	51,065	0	0	0	0	0	0	14,391,322
Maria's Analysis Ends	2061	454,234	53,765	0	0	0	0	0	0	14,708,184

x - denotes shortfall

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Worksheet Detail - Combined Details

Notes

- **IMPORTANT:** The projections or other information generated by this tool regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results, and are not guarantees of future results.
- Results may vary with use and over time.
- The return assumptions used are estimates based on average annual returns for the index used as a proxy for each asset class. The portfolio returns were calculated by weighting individual return assumptions for each asset class according to the portfolio allocation selected by you or your Financial Advisor. The portfolio returns may have also been modified by your Financial Advisor to reflect the outcome of a different return by conducting a Total Return Adjustment or selecting a Custom Portfolio. For a explanation of the methodology used to calculate returns, please review the Important Disclosure Information and Return Methodology sections.
- The return assumptions in this tool are not reflective of any specific product, do not include any fees or expenses that may be incurred by investing in specific products, nor all costs that you will incur when you implement your investment strategy. The return assumptions and hypothetical illustrations that follow may be impacted after applying such costs, which may include investment advisory program fees up to a maximum of 2.0%, submanager fees, brokerage commissions, sales load or other expenses, which will depend on whether you choose a brokerage or an advisory relationship. The actual returns of a specific product may be more or less than the returns used in this tool.
- No investment strategy or allocation can eliminate risk or guarantee investment results.
- Additions and withdrawals occur at the beginning of the year.
- Other Additions come from items entered in the Other Assets section and any applicable proceeds from insurance policies.
- Stock Options and Restricted Stock values are after-tax and based on the Exercise Scenario selected.
- Strategy Income is based on the particulars of the Goal Strategies selected. Strategy Income from immediate annuities and 72(t) distributions is pre-tax. Strategy Income from Net Unrealized Appreciation (NUA) is after-tax.
- Post Retirement Income includes the following: Social Security, pension, annuity, rental property, royalty, alimony, part-time employment, trust, and any other retirement income as entered in the Scenario.
- For married clients, if either Social Security Program Estimate or Use This Amount and Evaluate Annually is selected for a participant, the Program defaults to the greater of the selected benefit or the age-adjusted spousal benefit based on the other participant's benefit. The spousal benefit is not applicable to domestic partners.
- Investment Earnings are calculated on all assets after any withdrawals for 'Goal Expense', 'Taxes on Withdrawals' and 'Tax Penalties' are subtracted.
- The taxes column is a sum of (1) taxes on retirement income, (2) taxes on strategy income, (3) taxes on withdrawals from qualified assets for Required Minimum Distributions, (4) taxes on withdrawals from taxable assets' untaxed gain used to fund Goals in that year, (5) taxes on withdrawals from tax-deferred or qualified assets used to fund Goals in that year, and (6) taxes on the investment earnings of taxable assets. Tax rates used are detailed in the Tax and Inflation Options page. (Please note, the Taxes column does not include any taxes owed from the exercise of Stock Options or the vesting of Restricted Stock.)
- Tax Penalties can occur when Qualified and Tax-Deferred Assets are used prior to age 59½. If there is a value in this column, it illustrates that you are using your assets in this Scenario in a manner that may incur tax penalties. Generally, it is better to avoid tax penalties whenever possible.
- These calculations do not incorporate penalties associated with use of 529 Plan withdrawals for non-qualified expenses.
- Funds for each Goal Expense are used first from Earmarked Assets. If sufficient funds are not available from Earmarked Assets, Fund All Goals Assets will be used to fund the remaining portion of the Goal Expense, if available in that year.

x - denotes shortfall

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Worksheet Detail - Combined Details

- All funds needed for a Goal must be available in the year the Goal occurs. Funds from Earmarked Assets that become available after the Goal year(s) have passed are not included in the funding of that Goal, and accumulate until the end of the Scenario.
- For married clients, ownership of qualified assets is assumed to roll over to the surviving co-client at the death of the original owner. For domestic partners, qualified assets are assumed to be transferred as a non-spousal inheritance to the surviving co-client at the death of the original owner. In both cases, the Program assumes the surviving co-client inherits all remaining assets of the original owner.

x - denotes shortfall

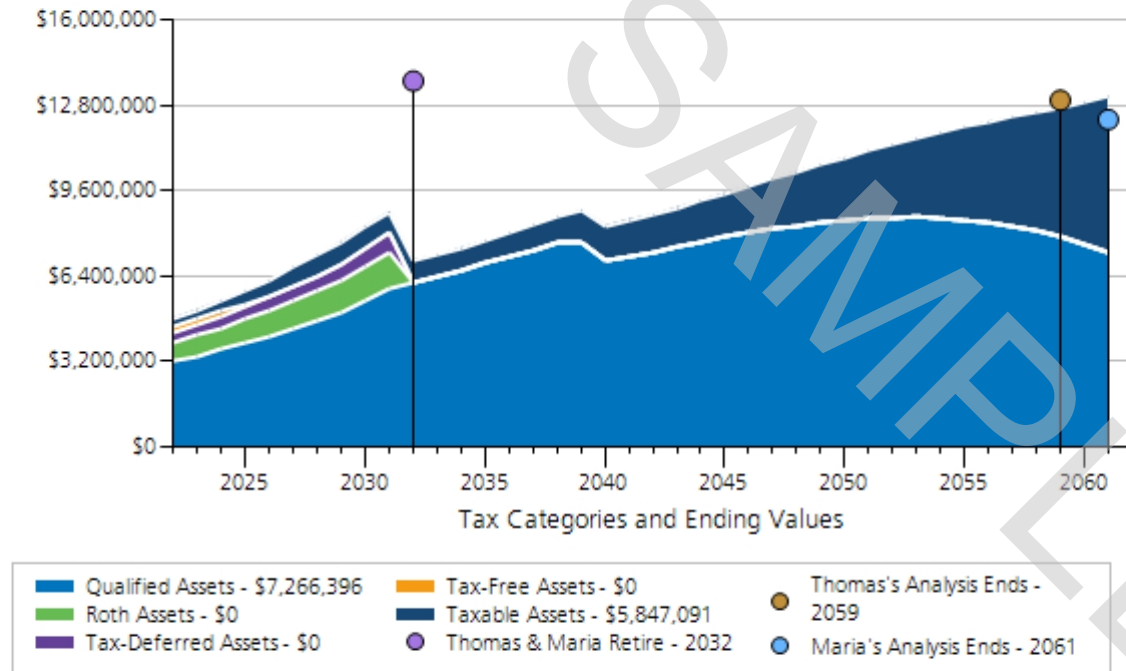
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Worksheet Detail - Combined Details

Scenario : Cash Reserve Bucket using Average Return

These pages provide a picture of how your Investment Portfolio may hypothetically perform over the life of this Scenario. The graph shows the effect on the value of your Investment Portfolio for each year. The chart shows the detailed activities that increase and decrease your Investment Portfolio value each year including the funds needed to pay for each of your Goals. Shortfalls that occur in a particular year are denoted with an 'X' under the Goal column.

Total Portfolio Value Graph



x - denotes shortfall

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Worksheet Detail - Combined Details

Scenario : Cash Reserve Bucket using Average Return

Event or Ages	Year	Beginning Portfolio Value		Additions To Assets	Other Additions	Stock Options	Strategy Reductions	Strategy Income	Post Retirement Income	Investment Earnings	Taxes	Funds Used	Ending Portfolio Value
		Earmarked	Fund All Goals									All Goals	
55/55	2022	350,000	4,172,515	58,700	0	0	0	0	0	320,492	32,962	50,000	4,818,745
56/56	2023	374,756	4,443,990	59,341	0	5,985	0	0	0	341,254	36,167	59,148	5,130,009
57/57	2024	401,262	4,728,748	60,491	0	16,509	0	0	0	363,834	39,942	62,697	5,468,204
58/58	2025	429,643	5,038,561	61,852	0	24,670	0	0	0	388,151	44,246	66,459	5,832,173
59/59	2026	460,032	5,372,141	63,523	0	33,515	0	0	0	414,345	49,130	70,446	6,223,980
60/60	2027	492,570	5,731,410	64,905	0	43,099	0	0	0	447,837	54,651	0	6,725,170
61/61	2028	527,409	6,197,761	66,098	0	53,487	0	0	0	478,498	59,961	79,153	7,184,138
62/62	2029	564,713	6,619,425	68,002	0	64,743	0	0	0	511,547	64,364	83,903	7,680,164
63/63	2030	604,655	7,075,508	69,717	0	76,942	0	0	0	550,275	25,344	88,937	8,262,817
64/64	2031	647,422	7,615,395	71,144	0	0	0	0	0	585,959	23,525	94,273	8,802,123
Thomas & Maria Retire	2032	693,215	8,108,908	0	3,200,000	0	693,215	34,661	100,000	431,903	92,965	4,789,145	6,993,362
66/66	2033	211,070	6,782,291	0	0	0	0	35,257	100,000	447,547	57,505	339,634	7,179,026
67/67	2034	222,754	6,956,272	0	0	0	0	35,863	206,912	464,915	81,868	348,186	7,456,662
68/68	2035	235,084	7,221,579	0	0	0	0	36,479	209,328	482,550	84,274	377,093	7,723,654
69/69	2036	248,096	7,475,558	0	0	0	0	37,107	211,799	499,418	93,748	366,196	8,012,034
70/70	2037	261,829	7,750,205	0	0	0	0	41,519	214,326	518,436	90,732	375,659	8,319,925
71/71	2038	276,322	8,043,603	0	0	0	0	42,011	216,910	537,753	93,332	406,881	8,616,385
72/72	2039	291,617	8,324,768	0	0	0	0	42,508	219,552	551,690	173,551	395,507	8,861,077
73/73	2040	305,933	8,555,145	0	0	0	0	43,011	222,254	507,653	423,798	929,162	8,281,035
74/74	2041	320,385	7,960,650	0	0	0	0	43,521	225,017	522,597	118,222	439,405	8,514,543
75/75	2042	336,661	8,177,882	0	0	0	0	44,036	227,842	535,840	118,683	505,603	8,697,975
76/76	2043	353,926	8,344,049	0	0	0	0	44,557	230,731	552,057	118,039	438,706	8,968,575
77/77	2044	372,982	8,595,593	0	0	0	0	45,085	233,686	568,075	124,459	474,847	9,216,115
78/78	2045	392,153	8,823,961	0	0	0	0	45,619	236,707	584,462	132,006	462,227	9,488,669
79/79	2046	412,074	9,076,595	0	0	0	0	46,159	239,797	600,747	140,178	474,479	9,760,716
80/80	2047	433,007	9,327,709	0	0	0	0	46,705	242,956	616,855	149,021	487,087	10,031,125
81/81	2048	455,004	9,576,121	0	0	0	0	47,258	246,187	632,782	157,868	500,051	10,299,433
82/82	2049	478,117	9,821,315	0	0	0	0	47,818	249,491	648,392	168,152	513,385	10,563,596
83/83	2050	502,405	10,061,191	0	0	0	0	48,384	252,869	663,644	178,372	526,973	10,823,149
84/84	2051	527,927	10,295,222	0	0	0	0	48,957	256,324	678,370	190,292	540,951	11,075,556
85/85	2052	554,745	10,520,811	0	0	0	0	49,536	259,857	692,520	202,550	555,347	11,319,574
86/86	2053	582,866	10,736,707	0	0	0	0	50,123	263,470	705,933	215,778	570,189	11,553,133

x - denotes shortfall

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Worksheet Detail - Combined Details

Scenario : Cash Reserve Bucket using Average Return

Event or Ages	Year	Beginning Portfolio Value		Additions To Assets	Other Additions	Stock Options	Strategy Reductions	Strategy Income	Post Retirement Income	Investment Earnings	Taxes	Funds Used	
		Earmarked	Fund All Goals									All Goals	Ending Portfolio Value
87/87	2054	611,707	10,941,426	0	0	0	0	50,716	267,164	718,463	229,843	585,499	11,774,134
88/88	2055	641,737	11,132,398	0	0	0	0	51,317	270,942	730,064	243,087	601,279	11,982,092
89/89	2056	673,240	11,308,851	0	0	0	0	51,924	274,805	745,842	260,402	617,484	12,176,777
90/90	2057	706,291	11,470,486	0	0	0	0	52,539	278,756	760,873	277,243	634,265	12,357,437
91/91	2058	740,964	11,616,473	0	0	0	0	53,161	282,796	789,698	300,606	651,477	12,531,008
Thomas's Analysis Ends	2059	775,094	11,755,914	0	0	0	0	53,791	286,927	818,692	323,401	669,175	12,697,843
-/93	2060	812,535	11,885,308	0	0	0	0	54,428	195,576	846,289	390,995	495,260	12,907,881
Maria's Analysis Ends	2061	851,845	12,056,035	0	0	0	0	55,072	197,736	874,202	413,404	507,999	13,113,487

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Worksheet Detail - Combined Details

Scenario : Cash Reserve Bucket using Average Return

Event or Ages	Year	Funds Used								Ending Portfolio Value
		Retirement	Health Care	College - Emily	College - Michael	Florida Home	Car / Truck	Travel	Boat	
55/55	2022	0	0	0	0	0	50,000	0	0	4,818,745
56/56	2023	0	0	0	59,148	0	0	0	0	5,130,009
57/57	2024	0	0	0	62,697	0	0	0	0	5,468,204
58/58	2025	0	0	0	66,459	0	0	0	0	5,832,173
59/59	2026	0	0	0	70,446	0	0	0	0	6,223,980
60/60	2027	0	0	0	0	0	0	0	0	6,725,170
61/61	2028	0	0	79,153	0	0	0	0	0	7,184,138
62/62	2029	0	0	83,903	0	0	0	0	0	7,680,164
63/63	2030	0	0	88,937	0	0	0	0	0	8,262,817
64/64	2031	0	0	94,273	0	0	0	0	0	8,802,123
Thomas & Maria Retire	2032	312,606	18,771	0	0	4,376,490	62,521	18,756	0	6,993,362
66/66	2033	319,671	19,963	0	0	0	0	0	0	7,179,026
67/67	2034	326,896	21,290	0	0	0	0	0	0	7,456,662
68/68	2035	334,284	22,752	0	0	0	0	20,057	0	7,723,654
69/69	2036	341,839	24,357	0	0	0	0	0	0	8,012,034
70/70	2037	349,564	26,095	0	0	0	0	0	0	8,319,925
71/71	2038	357,464	27,969	0	0	0	0	21,448	0	8,616,385
72/72	2039	365,543	29,964	0	0	0	0	0	0	8,861,077
73/73	2040	373,804	32,032	0	0	0	0	0	523,326	8,281,035
74/74	2041	382,252	34,217	0	0	0	0	22,935	0	8,514,543
75/75	2042	390,891	36,533	0	0	0	78,178	0	0	8,697,975
76/76	2043	399,725	38,981	0	0	0	0	0	0	8,968,575
77/77	2044	408,759	41,562	0	0	0	0	24,526	0	9,216,115
78/78	2045	417,997	44,230	0	0	0	0	0	0	9,488,669
79/79	2046	427,444	47,035	0	0	0	0	0	0	9,760,716
80/80	2047	437,104	49,983	0	0	0	0	0	0	10,031,125
81/81	2048	446,982	53,068	0	0	0	0	0	0	10,299,433
82/82	2049	457,084	56,301	0	0	0	0	0	0	10,563,596
83/83	2050	467,414	59,559	0	0	0	0	0	0	10,823,149
84/84	2051	477,978	62,973	0	0	0	0	0	0	11,075,556
85/85	2052	488,780	66,567	0	0	0	0	0	0	11,319,574

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Worksheet Detail - Combined Details

Scenario : Cash Reserve Bucket using Average Return

Event or Ages	Year	Funds Used								Ending Portfolio Value
		Retirement	Health Care	College - Emily	College - Michael	Florida Home	Car / Truck	Travel	Boat	
86/86	2053	499,827	70,362	0	0	0	0	0	0	11,553,133
87/87	2054	511,123	74,376	0	0	0	0	0	0	11,774,134
88/88	2055	522,674	78,605	0	0	0	0	0	0	11,982,092
89/89	2056	534,487	82,998	0	0	0	0	0	0	12,176,777
90/90	2057	546,566	87,699	0	0	0	0	0	0	12,357,437
91/91	2058	558,918	92,559	0	0	0	0	0	0	12,531,008
Thomas's Analysis Ends	2059	571,550	97,625	0	0	0	0	0	0	12,697,843
-/93	2060	444,195	51,065	0	0	0	0	0	0	12,907,881
Maria's Analysis Ends	2061	454,234	53,765	0	0	0	0	0	0	13,113,487

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Worksheet Detail - Combined Details

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- Results may vary with use and over time.
- The return assumptions used are estimates based on average annual returns for the index used as a proxy for each asset class. The portfolio returns were calculated by weighting individual return assumptions for each asset class according to the portfolio allocation selected by you or your Financial Advisor. The portfolio returns may have also been modified by your Financial Advisor to reflect the outcome of a different return by conducting a Total Return Adjustment or selecting a Custom Portfolio. For a explanation of the methodology used to calculate returns, please review the Important Disclosure Information and Return Methodology sections.
- The return assumptions in this tool are not reflective of any specific product, do not include any fees or expenses that may be incurred by investing in specific products, nor all costs that you will incur when you implement your investment strategy. The return assumptions and hypothetical illustrations that follow may be impacted after applying such costs, which may include investment advisory program fees up to a maximum of 2.0%, submanager fees, brokerage commissions, sales load or other expenses, which will depend on whether you choose a brokerage or an advisory relationship. The actual returns of a specific product may be more or less than the returns used in this tool.
- No investment strategy or allocation can eliminate risk or guarantee investment results.
- Additions and withdrawals occur at the beginning of the year.
- Other Additions come from items entered in the Other Assets section and any applicable proceeds from insurance policies.
- Stock Options and Restricted Stock values are after-tax and based on the Exercise Scenario selected.
- Strategy Income is based on the particulars of the Goal Strategies selected. Strategy Income from immediate annuities and 72(t) distributions is pre-tax. Strategy Income from Net Unrealized Appreciation (NUA) is after-tax.
- Post Retirement Income includes the following: Social Security, pension, annuity, rental property, royalty, alimony, part-time employment, trust, and any other retirement income as entered in the Scenario.
- For married clients, if either Social Security Program Estimate or Use This Amount and Evaluate Annually is selected for a participant, the Program defaults to the greater of the selected benefit or the age-adjusted spousal benefit based on the other participant's benefit. The spousal benefit is not applicable to domestic partners.
- Investment Earnings are calculated on all assets after any withdrawals for 'Goal Expense', 'Taxes on Withdrawals' and 'Tax Penalties' are subtracted.
- The taxes column is a sum of (1) taxes on retirement income, (2) taxes on strategy income, (3) taxes on withdrawals from qualified assets for Required Minimum Distributions, (4) taxes on withdrawals from taxable assets' untaxed gain used to fund Goals in that year, (5) taxes on withdrawals from tax-deferred or qualified assets used to fund Goals in that year, and (6) taxes on the investment earnings of taxable assets. Tax rates used are detailed in the Tax and Inflation Options page. (Please note, the Taxes column does not include any taxes owed from the exercise of Stock Options or the vesting of Restricted Stock.)
- Tax Penalties can occur when Qualified and Tax-Deferred Assets are used prior to age 59½. If there is a value in this column, it illustrates that you are using your assets in this Scenario in a manner that may incur tax penalties. Generally, it is better to avoid tax penalties whenever possible.
- These calculations do not incorporate penalties associated with use of 529 Plan withdrawals for non-qualified expenses.
- Funds for each Goal Expense are used first from Earmarked Assets. If sufficient funds are not available from Earmarked Assets, Fund All Goals Assets will be used to fund the remaining portion of the Goal Expense, if available in that year.

x - denotes shortfall

See IMPORTANT DISCLOSURE INFORMATION at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Worksheet Detail - Combined Details

- All funds needed for a Goal must be available in the year the Goal occurs. Funds from Earmarked Assets that become available after the Goal year(s) have passed are not included in the funding of that Goal, and accumulate until the end of the Scenario.
- For married clients, ownership of qualified assets is assumed to roll over to the surviving co-client at the death of the original owner. For domestic partners, qualified assets are assumed to be transferred as a non-spousal inheritance to the surviving co-client at the death of the original owner. In both cases, the Program assumes the surviving co-client inherits all remaining assets of the original owner.

x - denotes shortfall

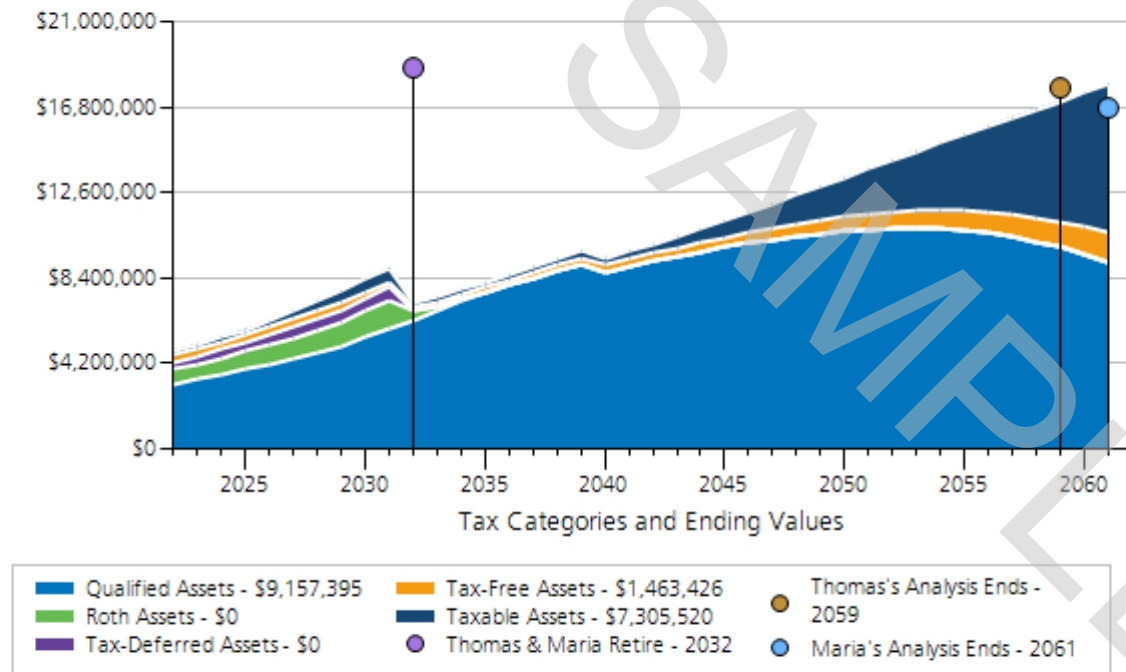
See IMPORTANT DISCLOSURE INFORMATION at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Worksheet Detail - Combined Details

Scenario : Roth Conversion using Average Return

These pages provide a picture of how your Investment Portfolio may hypothetically perform over the life of this Scenario. The graph shows the effect on the value of your Investment Portfolio for each year. The chart shows the detailed activities that increase and decrease your Investment Portfolio value each year including the funds needed to pay for each of your Goals. Shortfalls that occur in a particular year are denoted with an 'X' under the Goal column.

Total Portfolio Value Graph



x - denotes shortfall

See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Worksheet Detail - Combined Details

Scenario : Roth Conversion using Average Return

Event or Ages	Year	Beginning Portfolio Value		Additions To Assets	Other Additions	Stock Options	Strategy Reductions	Strategy Income	Post Retirement Income	Investment Earnings	Taxes	Funds Used	Ending Portfolio Value
		Earmarked	Fund All Goals									All Goals	
55/55	2022	650,000	3,872,515	58,700	0	0	0	0	0	320,492	31,448	50,000	4,820,260
56/56	2023	696,100	4,124,160	59,341	0	5,985	0	0	0	341,362	32,800	59,148	5,134,999
57/57	2024	745,469	4,389,531	60,491	0	16,509	0	0	0	364,189	34,538	62,697	5,478,953
58/58	2025	798,339	4,680,614	61,852	0	24,670	0	0	0	388,916	36,608	66,459	5,851,324
59/59	2026	854,960	4,996,365	63,523	0	33,515	0	0	0	415,708	39,047	70,446	6,254,578
60/60	2027	915,596	5,338,982	64,905	0	43,099	0	0	0	450,014	44,156	0	6,768,440
61/61	2028	980,532	5,787,908	66,098	0	53,487	0	0	0	481,576	49,945	79,153	7,240,503
62/62	2029	965,289	6,275,214	68,002	0	64,743	0	0	0	515,557	56,480	83,903	7,748,423
63/63	2030	943,859	6,804,564	69,717	0	76,942	0	0	0	555,132	19,832	88,937	8,341,445
64/64	2031	915,495	7,425,950	71,144	0	0	0	0	0	591,553	20,642	94,273	8,889,228
Thomas & Maria Retire	2032	879,380	8,009,848	0	3,200,000	0	693,215	34,661	100,000	476,647	45,168	4,789,145	7,173,008
66/66	2033	410,526	6,762,482	0	0	0	0	35,257	100,000	494,993	13,568	339,634	7,450,055
67/67	2034	437,467	7,012,588	0	0	0	0	35,863	206,912	520,403	33,445	348,186	7,831,602
68/68	2035	465,310	7,366,292	0	0	0	0	36,479	209,328	544,262	54,225	377,093	8,190,354
69/69	2036	494,680	7,695,675	0	0	0	0	37,107	211,799	568,983	79,713	366,196	8,562,335
70/70	2037	525,932	8,036,403	0	0	0	0	41,519	214,326	595,121	82,019	375,659	8,955,623
71/71	2038	559,190	8,396,433	0	0	0	0	42,011	216,910	620,463	91,187	406,881	9,336,938
72/72	2039	594,584	8,742,355	0	0	0	0	42,508	219,552	647,047	116,512	395,507	9,734,027
73/73	2040	630,917	9,103,110	0	0	0	0	43,011	222,254	623,464	314,463	929,162	9,379,131
74/74	2041	668,435	8,710,696	0	0	0	0	43,521	225,017	646,976	122,456	439,405	9,732,784
75/75	2042	709,422	9,023,362	0	0	0	0	44,036	227,842	667,200	129,589	505,603	10,036,670
76/76	2043	752,992	9,283,677	0	0	0	0	44,557	230,731	693,324	138,984	438,706	10,427,591
77/77	2044	799,311	9,628,280	0	0	0	0	45,085	233,686	718,323	148,082	474,847	10,801,756
78/78	2045	848,557	9,953,199	0	0	0	0	45,619	236,707	745,529	159,063	462,227	11,208,321
79/79	2046	900,920	10,307,401	0	0	0	0	46,159	239,797	773,238	170,995	474,479	11,622,041
80/80	2047	956,579	10,665,462	0	0	0	0	46,705	242,956	801,397	184,718	487,087	12,041,295
81/81	2048	1,015,051	11,026,245	0	0	0	0	47,258	246,187	829,950	198,579	500,051	12,466,061
82/82	2049	1,077,212	11,388,849	0	0	0	0	47,818	249,491	858,772	214,564	513,385	12,894,193
83/83	2050	1,143,302	11,750,891	0	0	0	0	48,384	252,869	887,819	230,601	526,973	13,325,692
84/84	2051	1,213,577	12,112,115	0	0	0	0	48,957	256,324	916,947	250,497	540,951	13,756,472
85/85	2052	1,286,951	12,469,521	0	0	0	0	49,536	259,857	946,052	269,325	555,347	14,187,245
86/86	2053	1,365,970	12,821,274	0	0	0	0	50,123	263,470	975,091	289,238	570,189	14,616,502

x - denotes shortfall

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Worksheet Detail - Combined Details

Scenario : Roth Conversion using Average Return

Event or Ages	Year	Beginning Portfolio Value		Additions To Assets	Other Additions	Stock Options	Strategy Reductions	Strategy Income	Post Retirement Income	Investment Earnings	Taxes	Funds Used	
		Earmarked	Fund All Goals									All Goals	Ending Portfolio Value
87/87	2054	1,450,005	13,166,497	0	0	0	0	50,716	267,164	1,003,958	310,447	585,499	15,042,394
88/88	2055	1,539,382	13,503,012	0	0	0	0	51,317	270,942	1,032,665	330,879	601,279	15,465,160
89/89	2056	1,634,450	13,830,709	0	0	0	0	51,924	274,805	1,060,952	354,622	617,484	15,880,735
90/90	2057	1,735,584	14,145,151	0	0	0	0	52,539	278,756	1,088,838	377,125	634,265	16,289,478
91/91	2058	1,843,180	14,446,299	0	0	0	0	53,161	282,796	1,116,211	400,530	651,477	16,689,640
Thomas's Analysis Ends	2059	1,957,662	14,731,978	0	0	0	0	53,791	286,927	1,142,949	425,357	669,175	17,078,775
-/93	2060	2,078,892	14,999,883	0	0	0	0	54,428	195,576	1,172,598	500,827	495,260	17,505,290
Maria's Analysis Ends	2061	2,207,593	15,297,697	0	0	0	0	55,072	197,736	1,201,657	525,413	507,999	17,926,342

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Worksheet Detail - Combined Details

Scenario : Roth Conversion using Average Return

Event or Ages	Year	Funds Used								Ending Portfolio Value
		Retirement	Health Care	College - Emily	College - Michael	Florida Home	Car / Truck	Travel	Boat	
55/55	2022	0	0	0	0	0	50,000	0	0	4,820,260
56/56	2023	0	0	0	59,148	0	0	0	0	5,134,999
57/57	2024	0	0	0	62,697	0	0	0	0	5,478,953
58/58	2025	0	0	0	66,459	0	0	0	0	5,851,324
59/59	2026	0	0	0	70,446	0	0	0	0	6,254,578
60/60	2027	0	0	0	0	0	0	0	0	6,768,440
61/61	2028	0	0	79,153	0	0	0	0	0	7,240,503
62/62	2029	0	0	83,903	0	0	0	0	0	7,748,423
63/63	2030	0	0	88,937	0	0	0	0	0	8,341,445
64/64	2031	0	0	94,273	0	0	0	0	0	8,889,228
Thomas & Maria Retire	2032	312,606	18,771	0	0	4,376,490	62,521	18,756	0	7,173,008
66/66	2033	319,671	19,963	0	0	0	0	0	0	7,450,055
67/67	2034	326,896	21,290	0	0	0	0	0	0	7,831,602
68/68	2035	334,284	22,752	0	0	0	0	20,057	0	8,190,354
69/69	2036	341,839	24,357	0	0	0	0	0	0	8,562,335
70/70	2037	349,564	26,095	0	0	0	0	0	0	8,955,623
71/71	2038	357,464	27,969	0	0	0	0	21,448	0	9,336,938
72/72	2039	365,543	29,964	0	0	0	0	0	0	9,734,027
73/73	2040	373,804	32,032	0	0	0	0	0	523,326	9,379,131
74/74	2041	382,252	34,217	0	0	0	0	22,935	0	9,732,784
75/75	2042	390,891	36,533	0	0	0	78,178	0	0	10,036,670
76/76	2043	399,725	38,981	0	0	0	0	0	0	10,427,591
77/77	2044	408,759	41,562	0	0	0	0	24,526	0	10,801,756
78/78	2045	417,997	44,230	0	0	0	0	0	0	11,208,321
79/79	2046	427,444	47,035	0	0	0	0	0	0	11,622,041
80/80	2047	437,104	49,983	0	0	0	0	0	0	12,041,295
81/81	2048	446,982	53,068	0	0	0	0	0	0	12,466,061
82/82	2049	457,084	56,301	0	0	0	0	0	0	12,894,193
83/83	2050	467,414	59,559	0	0	0	0	0	0	13,325,692
84/84	2051	477,978	62,973	0	0	0	0	0	0	13,756,472
85/85	2052	488,780	66,567	0	0	0	0	0	0	14,187,245

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Worksheet Detail - Combined Details

Scenario : Roth Conversion using Average Return

Event or Ages	Year	Funds Used								Ending Portfolio Value
		Retirement	Health Care	College - Emily	College - Michael	Florida Home	Car / Truck	Travel	Boat	
86/86	2053	499,827	70,362	0	0	0	0	0	0	14,616,502
87/87	2054	511,123	74,376	0	0	0	0	0	0	15,042,394
88/88	2055	522,674	78,605	0	0	0	0	0	0	15,465,160
89/89	2056	534,487	82,998	0	0	0	0	0	0	15,880,735
90/90	2057	546,566	87,699	0	0	0	0	0	0	16,289,478
91/91	2058	558,918	92,559	0	0	0	0	0	0	16,689,640
Thomas's Analysis Ends	2059	571,550	97,625	0	0	0	0	0	0	17,078,775
-/93	2060	444,195	51,065	0	0	0	0	0	0	17,505,290
Maria's Analysis Ends	2061	454,234	53,765	0	0	0	0	0	0	17,926,342

x - denotes shortfall

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Worksheet Detail - Combined Details

Notes

- **IMPORTANT:** The projections or other information generated by this tool regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results, and are not guarantees of future results.
- Results may vary with use and over time.
- The return assumptions used are estimates based on average annual returns for the index used as a proxy for each asset class. The portfolio returns were calculated by weighting individual return assumptions for each asset class according to the portfolio allocation selected by you or your Financial Advisor. The portfolio returns may have also been modified by your Financial Advisor to reflect the outcome of a different return by conducting a Total Return Adjustment or selecting a Custom Portfolio. For a explanation of the methodology used to calculate returns, please review the Important Disclosure Information and Return Methodology sections.
- The return assumptions in this tool are not reflective of any specific product, do not include any fees or expenses that may be incurred by investing in specific products, nor all costs that you will incur when you implement your investment strategy. The return assumptions and hypothetical illustrations that follow may be impacted after applying such costs, which may include investment advisory program fees up to a maximum of 2.0%, submanager fees, brokerage commissions, sales load or other expenses, which will depend on whether you choose a brokerage or an advisory relationship. The actual returns of a specific product may be more or less than the returns used in this tool.
- No investment strategy or allocation can eliminate risk or guarantee investment results.
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- Stock Options and Restricted Stock values are after-tax and based on the Exercise Scenario selected.
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- Post Retirement Income includes the following: Social Security, pension, annuity, rental property, royalty, alimony, part-time employment, trust, and any other retirement income as entered in the Scenario.
- For married clients, if either Social Security Program Estimate or Use This Amount and Evaluate Annually is selected for a participant, the Program defaults to the greater of the selected benefit or the age-adjusted spousal benefit based on the other participant's benefit. The spousal benefit is not applicable to domestic partners.
- Investment Earnings are calculated on all assets after any withdrawals for 'Goal Expense', 'Taxes on Withdrawals' and 'Tax Penalties' are subtracted.
- The taxes column is a sum of (1) taxes on retirement income, (2) taxes on strategy income, (3) taxes on withdrawals from qualified assets for Required Minimum Distributions, (4) taxes on withdrawals from taxable assets' untaxed gain used to fund Goals in that year, (5) taxes on withdrawals from tax-deferred or qualified assets used to fund Goals in that year, and (6) taxes on the investment earnings of taxable assets. Tax rates used are detailed in the Tax and Inflation Options page. (Please note, the Taxes column does not include any taxes owed from the exercise of Stock Options or the vesting of Restricted Stock.)
- Tax Penalties can occur when Qualified and Tax-Deferred Assets are used prior to age 59½. If there is a value in this column, it illustrates that you are using your assets in this Scenario in a manner that may incur tax penalties. Generally, it is better to avoid tax penalties whenever possible.
- These calculations do not incorporate penalties associated with use of 529 Plan withdrawals for non-qualified expenses.
- Funds for each Goal Expense are used first from Earmarked Assets. If sufficient funds are not available from Earmarked Assets, Fund All Goals Assets will be used to fund the remaining portion of the Goal Expense, if available in that year.

x - denotes shortfall

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Worksheet Detail - Combined Details

- All funds needed for a Goal must be available in the year the Goal occurs. Funds from Earmarked Assets that become available after the Goal year(s) have passed are not included in the funding of that Goal, and accumulate until the end of the Scenario.
- For married clients, ownership of qualified assets is assumed to roll over to the surviving co-client at the death of the original owner. For domestic partners, qualified assets are assumed to be transferred as a non-spousal inheritance to the surviving co-client at the death of the original owner. In both cases, the Program assumes the surviving co-client inherits all remaining assets of the original owner.

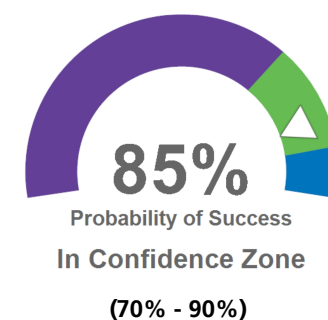
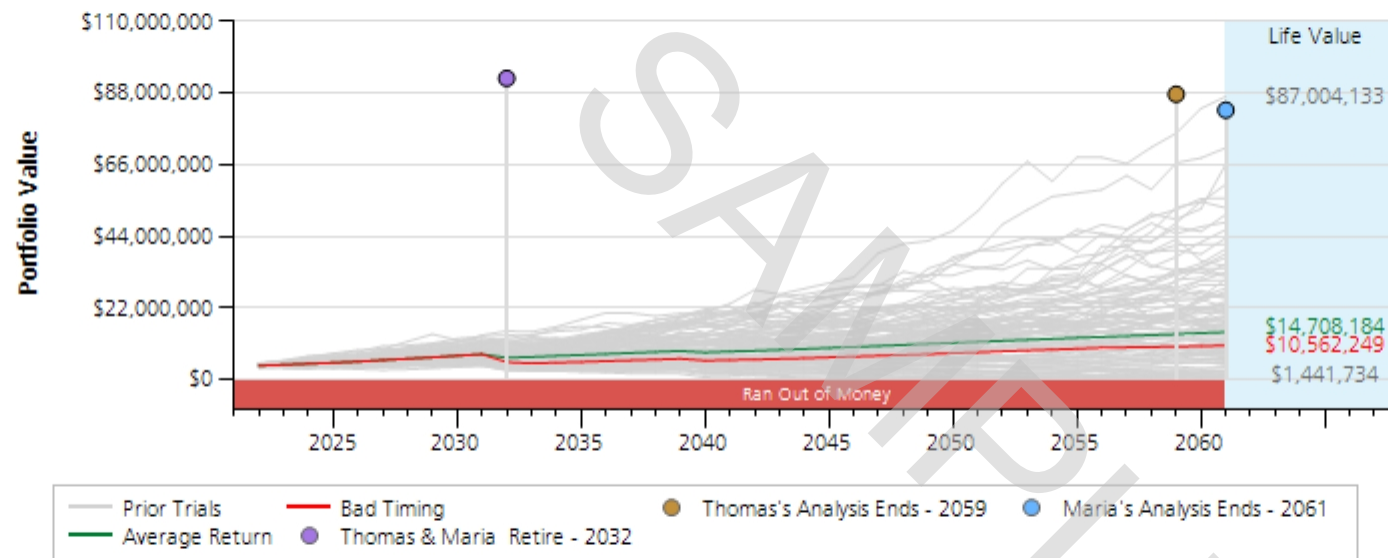
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See IMPORTANT DISCLOSURE INFORMATION at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Worksheet Detail - Inside the Numbers Final Result

Inside the Numbers - Final Result For Current Scenario

- The graph below shows the results for all 1000 Monte Carlo Trials.
- The Probability of Success meter displays the percentage of trials that were successful in funding all of your goals.
- We identify the Confidence Zone as a probability of Success between 70% and 90%.



In the table below, values are shown for the 99th, 75th, 50th, 25th and 1st percentile trials based on the End of Plan value. For each trial displayed, the corresponding portfolio value is illustrated for specific years of the plan. These trials serve as checkpoints to illustrate how the portfolio might perform over the life of the plan.

Although the graph and table help illustrate a general range of results you may expect, neither of them reflect the Final Result, your Probability of Success.

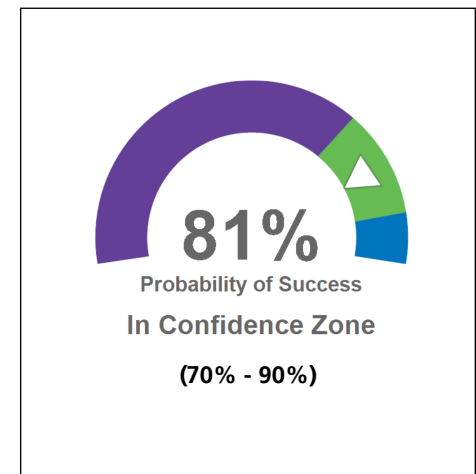
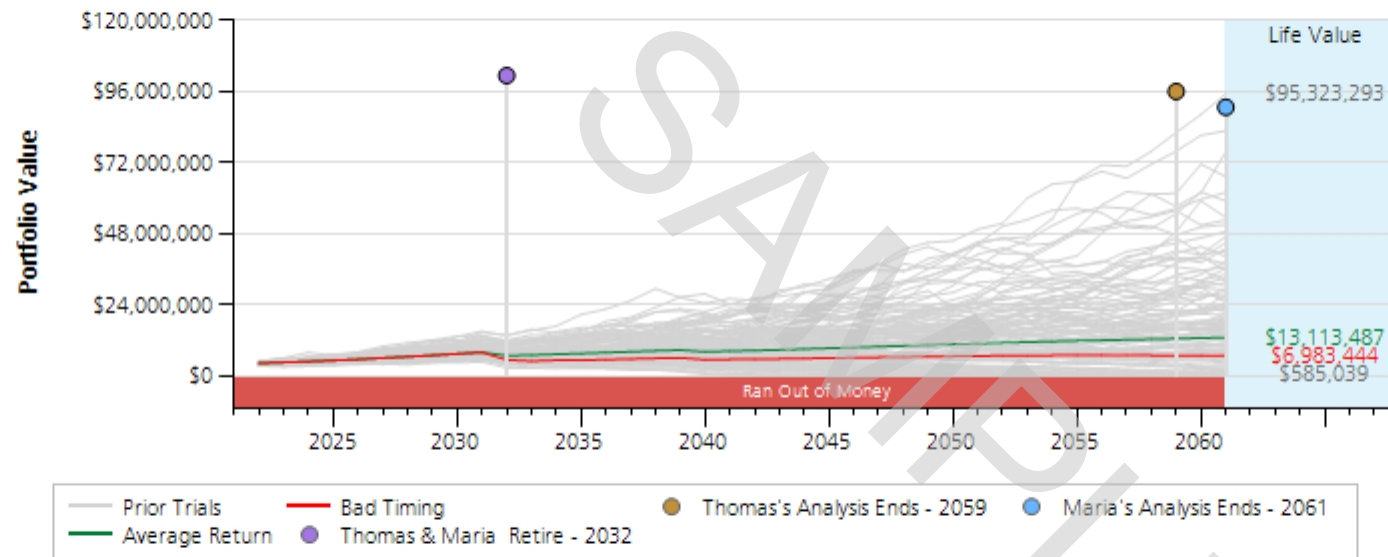
Trial Number	Percentile	Year 5	Year 10	Year 15	Year 20	Year 25	Life Future Dollars	Life Current Dollars	Year Money Goes to \$0
10	99th Percentile	\$6,465,981	\$10,219,091	\$14,926,393	\$23,348,601	\$31,516,573	\$87,004,133	\$36,392,688	
250	75th Percentile	\$4,796,880	\$7,660,000	\$6,820,277	\$7,311,620	\$10,011,213	\$27,293,302	\$11,416,430	
500	50th Percentile	\$5,056,341	\$6,836,553	\$8,224,977	\$8,036,747	\$9,824,980	\$15,336,574	\$6,415,088	
750	25th Percentile	\$5,845,143	\$8,068,391	\$7,671,273	\$6,316,924	\$7,299,364	\$5,800,470	\$2,426,260	
990	1st Percentile	\$3,796,005	\$4,442,991	\$2,313,743	\$637,617	\$506,299	\$1,441,734	\$603,058	

See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Worksheet Detail - Inside the Numbers Final Result

Inside the Numbers - Final Result For Cash Reserve Bucket

- The graph below shows the results for all 1000 Monte Carlo Trials.
- The Probability of Success meter displays the percentage of trials that were successful in funding all of your goals.
- We identify the Confidence Zone as a probability of Success between 70% and 90%.



In the table below, values are shown for the 99th, 75th, 50th, 25th and 1st percentile trials based on the End of Plan value. For each trial displayed, the corresponding portfolio value is illustrated for specific years of the plan. These trials serve as checkpoints to illustrate how the portfolio might perform over the life of the plan.

Although the graph and table help illustrate a general range of results you may expect, neither of them reflect the Final Result, your Probability of Success.

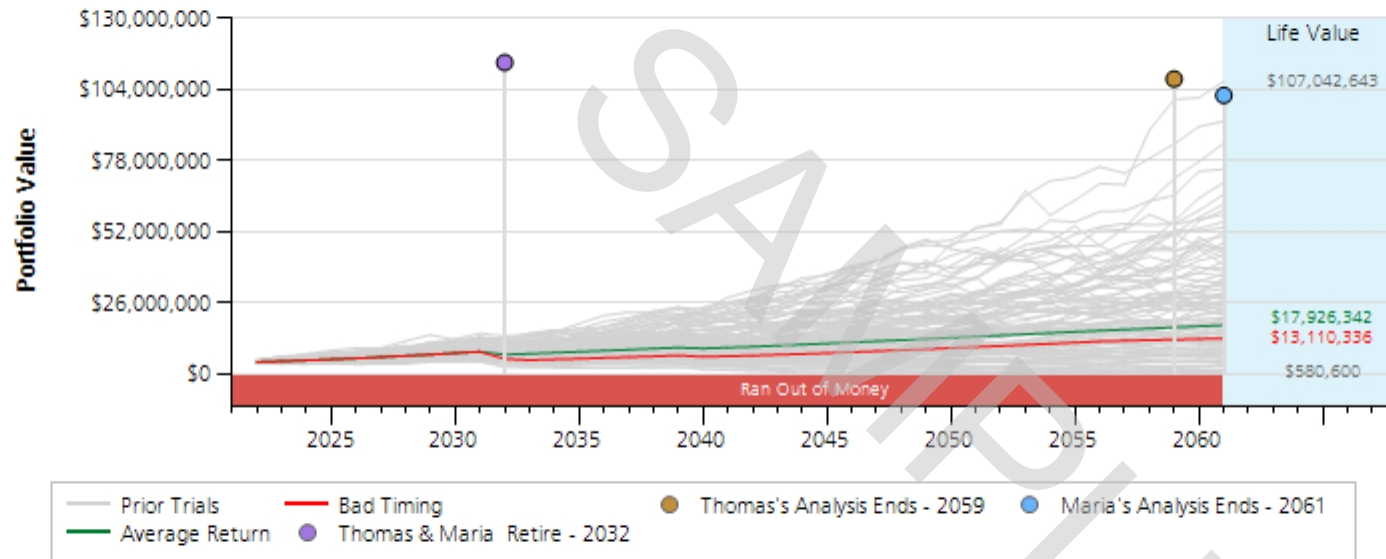
Trial Number	Percentile	Year 5	Year 10	Year 15	Year 20	Year 25	Life Future Dollars	Life Current Dollars	Year Money Goes to \$0
10	99th Percentile	\$7,632,102	\$14,806,162	\$22,670,136	\$26,218,447	\$34,206,715	\$95,323,293	\$39,872,484	
250	75th Percentile	\$6,731,067	\$8,011,715	\$9,735,990	\$12,831,310	\$15,042,149	\$30,643,391	\$12,817,729	
500	50th Percentile	\$5,154,501	\$7,694,151	\$7,010,279	\$9,180,880	\$14,224,362	\$15,751,959	\$6,588,838	
750	25th Percentile	\$4,875,689	\$8,151,675	\$6,142,171	\$5,682,929	\$6,672,862	\$4,653,806	\$1,946,626	
990	1st Percentile	\$3,962,193	\$5,825,122	\$3,141,624	\$385,424	\$211,423	\$585,039	\$244,714	

See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Worksheet Detail - Inside the Numbers Final Result

Inside the Numbers - Final Result For Roth Conversion

- The graph below shows the results for all 1000 Monte Carlo Trials.
- The Probability of Success meter displays the percentage of trials that were successful in funding all of your goals.
- We identify the Confidence Zone as a probability of Success between 70% and 90%.



In the table below, values are shown for the 99th, 75th, 50th, 25th and 1st percentile trials based on the End of Plan value. For each trial displayed, the corresponding portfolio value is illustrated for specific years of the plan. These trials serve as checkpoints to illustrate how the portfolio might perform over the life of the plan.

Although the graph and table help illustrate a general range of results you may expect, neither of them reflect the Final Result, your Probability of Success.

Trial Number	Percentile	Year 5	Year 10	Year 15	Year 20	Year 25	Life Future Dollars	Life Current Dollars	Year Money Goes to \$0
10	99th Percentile	\$6,583,788	\$10,137,754	\$14,708,851	\$25,534,991	\$38,010,821	\$107,042,643	\$44,774,534	
250	75th Percentile	\$5,632,580	\$8,271,965	\$13,639,471	\$16,896,975	\$23,646,890	\$35,861,989	\$15,000,600	
500	50th Percentile	\$5,019,966	\$9,380,980	\$10,749,865	\$14,519,199	\$14,770,415	\$19,959,347	\$8,348,733	
750	25th Percentile	\$4,649,436	\$7,124,764	\$7,751,000	\$9,070,667	\$10,297,557	\$8,960,363	\$3,748,003	
990	1st Percentile	\$5,151,386	\$4,519,827	\$2,328,649	\$1,423,844	\$475,929	\$580,600	\$242,857	

See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Worksheet Detail - Allocation Comparison

Scenario : Cash Reserve Bucket

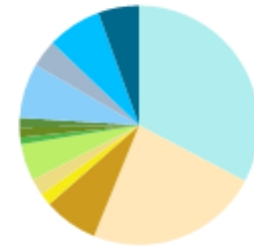
These charts compare your Current Portfolio with the Composite Portfolio you selected and show changes associated with investment strategies (if applicable) and allocation changes you should consider.

Current Portfolio



Projected Returns		
6.79%	Total Return	7.11%
2.26%	Base Inflation Rate	2.26%
4.53%	Real Return	4.85%
9.19%	Standard Deviation	9.45%
Bear Market Returns		
-30%	Great Recession	-35%
10%	Bond Bear Market	14%

Composite Portfolio
Model 5 - Opportunistic Growth



Portfolio Comparison with Allocation Changes

Current Amount	% of Total	Asset Class	% of Total	Composite Amount	Increase / Decrease
\$280,000	6%	Cash	0%	\$0	-\$280,000
\$2,376,130	53%	US Equities	33%	\$1,479,255	-\$896,876
\$359,389	8%	International Equity	23%	\$1,060,629	\$701,239
\$82,500	2%	Emerging Market Equity	7%	\$333,801	\$251,301
\$43,500	1%	Global Equities Other	0%	\$0	-\$43,500
\$182,000	4%	Ultra Short Term Fixed Income	2%	\$76,725	-\$105,275
\$126,300	3%	Short Term Fixed Income	2%	\$100,950	-\$25,350
\$303,564	7%	US Fixed Income	5%	\$226,126	-\$77,438
\$81,232	2%	International Fixed Income	0%	\$0	-\$81,232
\$25,600	1%	Inflation-linked Securities	1%	\$41,725	\$16,125
\$22,600	0%	Preferred Securities	0%	\$0	-\$22,600
\$191,400	4%	High Yield Fixed Income	1%	\$59,225	-\$132,175
\$68,700	2%	Emerging Markets Fixed Income	1%	\$59,225	-\$9,475
\$7,500	0%	Global Fixed Income Other	0%	\$0	-\$7,500

See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Worksheet Detail - Allocation Comparison

Scenario : Cash Reserve Bucket

Portfolio Comparison with Allocation Changes

Current Amount	% of Total	Asset Class	% of Total	Composite Amount	Increase / Decrease
\$63,500	1%	Real Assets	7%	\$333,801	\$270,301
\$84,700	2%	Absolute Return Assets	4%	\$166,901	\$82,201
\$98,200	2%	Equity Hedge Assets	7%	\$333,801	\$235,601
\$33,500	1%	Equity Return Assets	6%	\$250,351	\$216,851
\$66,600	1%	Private Investments	0%	\$0	-\$66,600
\$25,600	1%	Alternative Investments Other	0%	\$0	-\$25,600
\$4,522,515				\$4,522,515	\$0

Effect of Investment Strategies

Current Value	Changes to the Investable Assets	Target Value
\$4,522,515	Total Investment Portfolio	\$4,522,515
\$350,000	Current GMWB Investment Strategies	\$350,000
\$4,522,515	Total Investment Assets	\$4,522,515

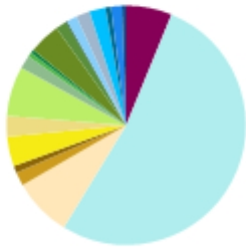
See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Worksheet Detail - Allocation Comparison

Scenario : Roth Conversion

These charts compare your Current Portfolio with the Composite Portfolio you selected and show changes associated with investment strategies (if applicable) and allocation changes you should consider.

Current Portfolio



Composite Portfolio
Model 5 - Opportunistic Growth



Projected Returns		
6.79%	Total Return	7.11%
2.26%	Base Inflation Rate	2.26%
4.53%	Real Return	4.85%
9.19%	Standard Deviation	9.45%
Bear Market Returns		
-30%	Great Recession	-35%
10%	Bond Bear Market	14%

Portfolio Comparison with Allocation Changes

Current Amount	% of Total	Asset Class	% of Total	Composite Amount	Increase / Decrease
\$280,000	6%	Cash	0%	\$0	-\$280,000
\$2,376,130	53%	US Equities	33%	\$1,479,255	-\$896,876
\$359,389	8%	International Equity	23%	\$1,060,629	\$701,239
\$82,500	2%	Emerging Market Equity	7%	\$333,801	\$251,301
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\$182,000	4%	Ultra Short Term Fixed Income	2%	\$76,725	-\$105,275
\$126,300	3%	Short Term Fixed Income	2%	\$100,950	-\$25,350
\$303,564	7%	US Fixed Income	5%	\$226,126	-\$77,438
\$81,232	2%	International Fixed Income	0%	\$0	-\$81,232
\$25,600	1%	Inflation-linked Securities	1%	\$41,725	\$16,125
\$22,600	0%	Preferred Securities	0%	\$0	-\$22,600
\$191,400	4%	High Yield Fixed Income	1%	\$59,225	-\$132,175
\$68,700	2%	Emerging Markets Fixed Income	1%	\$59,225	-\$9,475
\$7,500	0%	Global Fixed Income Other	0%	\$0	-\$7,500

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Worksheet Detail - Allocation Comparison

Scenario : Roth Conversion

Portfolio Comparison with Allocation Changes

Current Amount	% of Total	Asset Class	% of Total	Composite Amount	Increase / Decrease
\$63,500	1%	Real Assets	7%	\$333,801	\$270,301
\$84,700	2%	Absolute Return Assets	4%	\$166,901	\$82,201
\$98,200	2%	Equity Hedge Assets	7%	\$333,801	\$235,601
\$33,500	1%	Equity Return Assets	6%	\$250,351	\$216,851
\$66,600	1%	Private Investments	0%	\$0	-\$66,600
\$25,600	1%	Alternative Investments Other	0%	\$0	-\$25,600
\$4,522,515				\$4,522,515	\$0

Effect of Investment Strategies

Current Value	Changes to the Investable Assets	Target Value
\$4,522,515	Total Investment Portfolio	\$4,522,515
\$350,000	Current GMWB Investment Strategies	\$350,000
\$4,522,515	Total Investment Assets	\$4,522,515

See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Worksheet Detail - Bear Market Test

Bear Market Test for Current Scenario

Likelihood of Reaching Goals After Loss of 30% - Using All Assets to Fund Goals by Importance



Goals

Needs

10 - Retirement - Basic Living Expense	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
10 - Health Care	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
10 - College - Emily	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
10 - College - Michael	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
10 - Florida Home	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

Wants

7 - Car / Truck	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
7 - Travel	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

Wishes

3 - Boat	<input checked="" type="checkbox"/>
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This test assumes your investment allocation matches your current portfolio. If your investments suffered a loss of 30% this year, your portfolio value would be reduced by \$1,356,755. This is the approximate loss sustained by a portfolio with a similar composition of asset classes during the Great Recession, which lasted from November 2007 through February 2009. These results show the likelihood you would be able to fund your Needs, Wants and Wishes after experiencing this loss.

See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Worksheet Detail - Bear Market Test

Bear Market Test for Cash Reserve Bucket

Likelihood of Reaching Goals After Loss of 35% - Using All Assets to Fund Goals by Importance



Goals

Needs

10 - Retirement - Basic Living Expense	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
10 - Health Care	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
10 - College - Emily	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
10 - College - Michael	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
10 - Florida Home	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

Wants

7 - Car / Truck	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
7 - Travel	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

Wishes

3 - Boat	<input checked="" type="checkbox"/>
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This test assumes your investment allocation matches the Model 5 - Opportunistic Growth portfolio. If your investments suffered a loss of 35% this year, your portfolio value would be reduced by \$1,582,880. This is the approximate loss sustained by a portfolio with a similar composition of asset classes during the Great Recession, which lasted from November 2007 through February 2009. These results show the likelihood you would be able to fund your Needs, Wants and Wishes after experiencing this loss.

See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Worksheet Detail - Bear Market Test

Bear Market Test for Roth Conversion

Likelihood of Reaching Goals After Loss of 35% - Using All Assets to Fund Goals by Importance

Needs Only



Needs & Wants Only



Needs, Wants, & Wishes



Goals

Needs

10 - Retirement - Basic Living Expense	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
10 - Health Care	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
10 - College - Emily	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
10 - College - Michael	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
10 - Florida Home	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

Wants

7 - Car / Truck	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
7 - Travel	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

Wishes

3 - Boat	<input checked="" type="checkbox"/>
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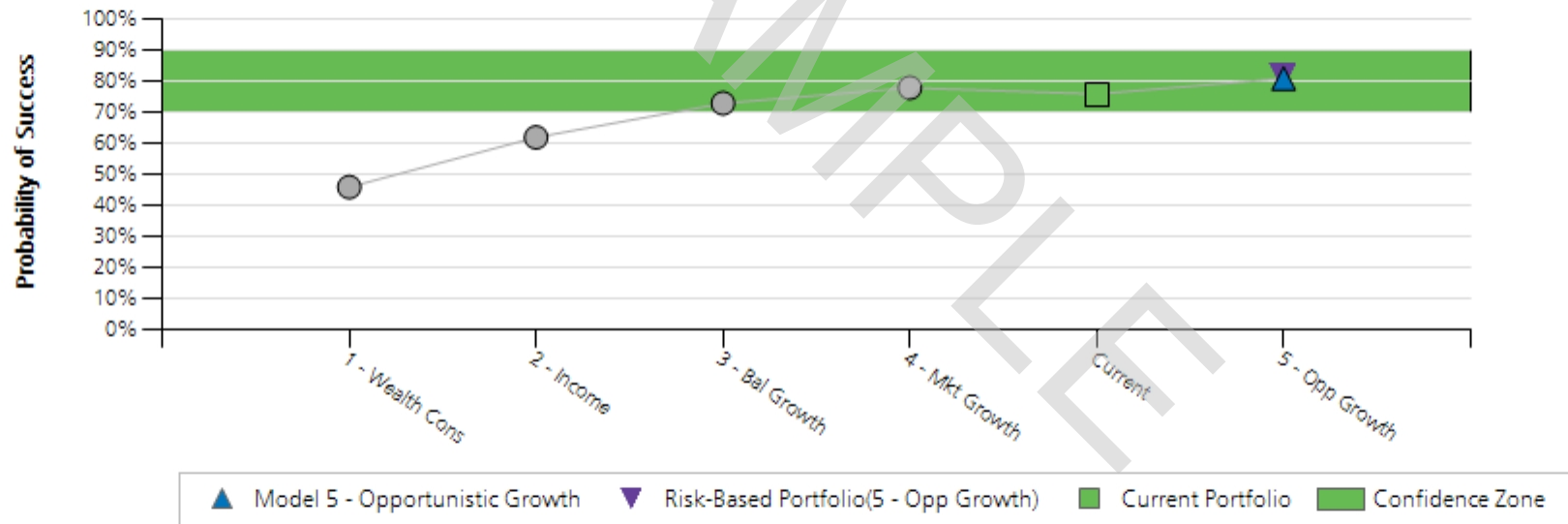
This test assumes your investment allocation matches the Model 5 - Opportunistic Growth portfolio. If your investments suffered a loss of 35% this year, your portfolio value would be reduced by \$1,582,880. This is the approximate loss sustained by a portfolio with a similar composition of asset classes during the Great Recession, which lasted from November 2007 through February 2009. These results show the likelihood you would be able to fund your Needs, Wants and Wishes after experiencing this loss.

See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Worksheet Detail - Risk/Return

Risk / Reward for Cash Reserve Bucket

Risk Based Portfolio	Portfolio used in Cash Reserve Bucket	Both before and during Retirement with same portfolio	Results		Bear Market Loss	
			Probability of Success	Safety Margin (Current Dollars)	Great Recession Return	Bond Bear Market Return
		Model 1 - Wealth Conservation	46%	\$261,001	-7%	2%
		Model 2 - Income	62%	\$405,998	-13%	5%
		Model 3 - Balanced Growth	73%	\$1,995,549	-20%	8%
		Model 4 - Market Growth	78%	\$3,817,019	-29%	11%
		Current	76%	\$4,051,943	-30%	10%
→	→	Model 5 - Opportunistic Growth	81%	\$5,485,200	-35%	14%

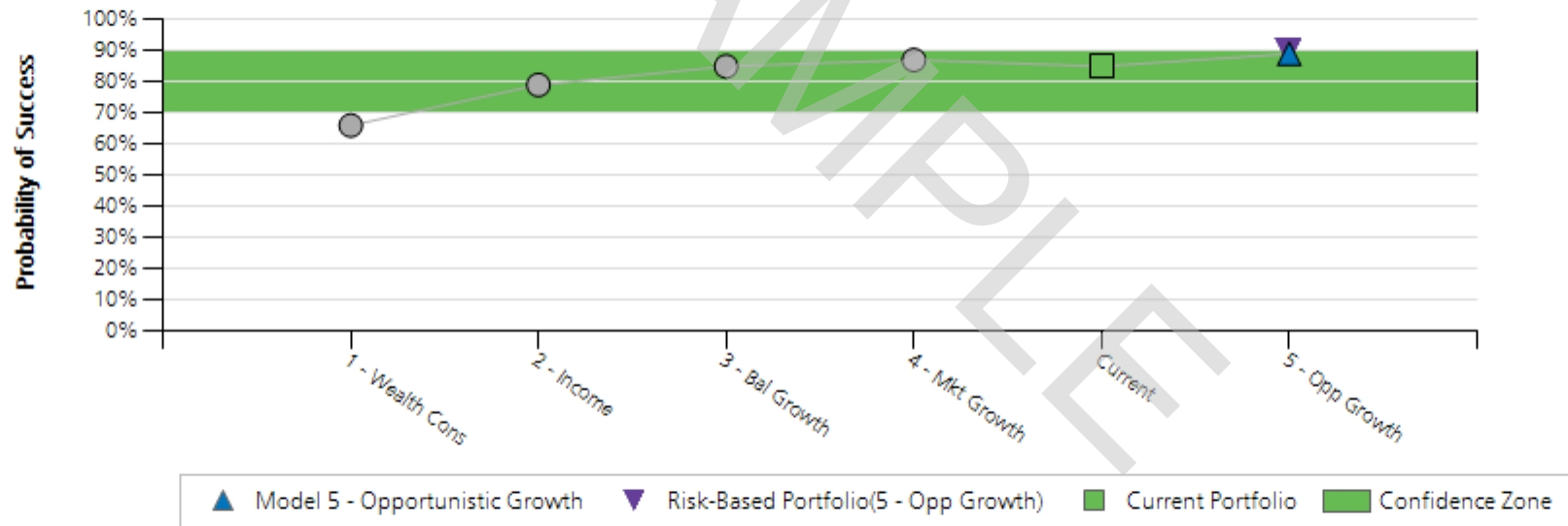


See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Worksheet Detail - Risk/Return

Risk / Reward for Roth Conversion

Risk Based Portfolio	Portfolio used in Roth Conversion	Both before and during Retirement with same portfolio	Results		Bear Market Loss	
			Probability of Success	Safety Margin (Current Dollars)	Great Recession Return	Bond Bear Market Return
		Model 1 - Wealth Conservation	66%	\$666,034	-7%	2%
		Model 2 - Income	79%	\$2,026,590	-13%	5%
		Model 3 - Balanced Growth	85%	\$3,734,517	-20%	8%
		Model 4 - Market Growth	87%	\$5,631,356	-29%	11%
		Current	85%	\$6,152,241	-30%	10%
→	→	Model 5 - Opportunistic Growth	89%	\$7,498,354	-35%	14%



See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Worksheet Detail - Social Security Analysis

Social Security Analysis for Current Scenario

Social Security Strategy	Selected Strategy	As Soon As Possible	At Retirement	At FRA	At Age 70	Thomas begins at age 70 and Maria begins at FRA
Start age						
Thomas	67	62	65	67	70	70
Maria	67	62	65	67	70	67
First year benefit in current dollars						
Thomas	\$40,882	\$0	\$35,431	\$40,882	\$50,693	\$50,693
Maria	\$40,882	\$0	\$35,431	\$40,882	\$50,693	\$40,882
Total lifetime benefit in current dollars	\$2,207,606	\$1,659,793	\$2,054,982	\$2,207,606	\$2,433,273	\$2,330,251
Probability of success	85%	80%	84%	85%	86%	85%
Break Even Point						
Thomas	71	N/A	65	71	75	74
Maria	71	N/A	65	71	75	74

See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Worksheet Detail - Social Security Analysis

Social Security Analysis for Current Scenario

Notes

Selected Strategy:

This is the strategy you selected.

At FRA:

You apply for and begin retirement benefits at your Full Retirement Age (FRA), which is determined by your date of birth. If the retirement age you specified is after your FRA, we assume you will begin benefits at FRA, and we will adjust the benefit for inflation until your retirement age.

At Retirement:

You apply for and begin retirement benefits at the retirement age shown. The benefit is automatically adjusted to account for excess earnings from part-time work and/or taking benefits prior to your FRA, if either is applicable.

As soon as possible:

You apply for and begin benefits at the later of your current age or age 62. The benefit is automatically adjusted to account for excess earnings from part-time work, if applicable, and taking benefits prior to your FRA.

At age 70:

You apply for and begin benefits at age 70.

(Higher Wage Earner) begins at age 70 and (Lower Wage Earner) begins at FRA:

This strategy is available only if you are married. The higher wage earner applies for and begins benefits at age 70. The lower wage earner applies for and begins benefits at his/her FRA. The higher/lower wage earners are determined based on the employment incomes you specified.

(Higher Wage Earner) files/suspends and (Lower Wage Earner) restricted application:

This strategy is available only if you are married and assumes that you filed for and suspended your benefits prior to April 30, 2016 and your spouse reached age 62 by January 1, 2016. The higher wage earner applies for and suspends taking benefits until age 70. The higher wage earner can file at or after his/her FRA, at which time the spouse (the lower wage earner) files for and takes spousal benefits. The spouse then files for and begins his/her own benefit at age 70, at the higher benefit amount.

The lower wage earner makes a restricted application at his/her FRA. Restricted application allows the account holder to apply only for the spousal benefit s/he would be due under dual entitlement rules. At any age beyond his/her FRA, the lower wage earner can apply for and receive benefits based on his/her own work history.

After April 30, 2016, you (or your spouse) can still file and suspend your benefits upon reaching your FRA; but this strategy (that allowed your spouse to receive spousal benefits for the same period that the benefits are suspended) has been discontinued by the Social Security Administration.

(Lower Wage Earner) files/suspends and (Higher Wage Earner) restricted application:

This strategy is available only if you are married and assumes that you filed for and suspended your benefits prior to April 30, 2016 and your spouse reached age 62 by January 1, 2016. The lower wage earner applies for and suspends taking benefits until age 70. The lower wage earner can file at or after his/her FRA, at which time the spouse (the higher wage earner) files for and takes spousal benefits. The spouse then files for and begins his/her own benefit at age 70, at the higher benefit amount.

The higher wage earner makes a restricted application at his/her FRA. Restricted application allows the account holder to apply only for the spousal benefit s/he would be due under dual entitlement rules. At any age beyond his/her FRA, the higher wage earner can apply for and receive benefits based on his/her own work history.

After April 30, 2016, you (or your spouse) can still file and suspend your benefits upon reaching your FRA; but this strategy (that allowed your spouse to receive spousal benefits for the same period that the benefits are suspended) has been discontinued by the Social Security Administration.

Maximized Benefits:

This is the strategy that provides the highest estimate of lifetime Social Security income, assuming you live to the age(s) shown on the Detailed Results page.

Total Lifetime Benefit:

The total estimate of benefits you and your co-client, if applicable, would receive in your lifetime, assuming you live to the age(s) shown on the Detailed Results page. This amount is in current (non-inflated) dollars.

Break Even Point:

The age(s) at which this strategy would provide greater benefits than the As Soon As Possible strategy. If you live longer than the break even age for a strategy, your total lifetime benefits using that strategy would be greater than the lifetime benefits of the "As Soon As Possible" strategy. If you are older than age 62, the break even comparison uses the strategy that begins at the earliest age(s) as the baseline for comparison.

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Worksheet Detail - Social Security Analysis

Social Security Analysis for Cash Reserve Bucket

Social Security Strategy	Selected Strategy	As Soon As Possible	At Retirement	At FRA	At Age 70	Thomas begins at age 70 and Maria begins at FRA
Start age						
Thomas	67	62	65	67	70	70
Maria	67	62	65	67	70	67
First year benefit in current dollars						
Thomas	\$40,882	\$0	\$35,431	\$40,882	\$50,693	\$50,693
Maria	\$40,882	\$0	\$35,431	\$40,882	\$50,693	\$40,882
Total lifetime benefit in current dollars	\$2,207,606	\$1,659,793	\$2,054,982	\$2,207,606	\$2,433,273	\$2,330,251
Probability of success	81%	76%	80%	81%	81%	81%
Break Even Point						
Thomas	71	N/A	65	71	75	74
Maria	71	N/A	65	71	75	74

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Worksheet Detail - Social Security Analysis

Social Security Analysis for Cash Reserve Bucket

Notes

Selected Strategy:

This is the strategy you selected.

At FRA:

You apply for and begin retirement benefits at your Full Retirement Age (FRA), which is determined by your date of birth. If the retirement age you specified is after your FRA, we assume you will begin benefits at FRA, and we will adjust the benefit for inflation until your retirement age.

At Retirement:

You apply for and begin retirement benefits at the retirement age shown. The benefit is automatically adjusted to account for excess earnings from part-time work and/or taking benefits prior to your FRA, if either is applicable.

As soon as possible:

You apply for and begin benefits at the later of your current age or age 62. The benefit is automatically adjusted to account for excess earnings from part-time work, if applicable, and taking benefits prior to your FRA.

At age 70:

You apply for and begin benefits at age 70.

(Higher Wage Earner) begins at age 70 and (Lower Wage Earner) begins at FRA:

This strategy is available only if you are married. The higher wage earner applies for and begins benefits at age 70. The lower wage earner applies for and begins benefits at his/her FRA. The higher/lower wage earners are determined based on the employment incomes you specified.

(Higher Wage Earner) files/suspends and (Lower Wage Earner) restricted application:

This strategy is available only if you are married and assumes that you filed for and suspended your benefits prior to April 30, 2016 and your spouse reached age 62 by January 1, 2016. The higher wage earner applies for and suspends taking benefits until age 70. The higher wage earner can file at or after his/her FRA, at which time the spouse (the lower wage earner) files for and takes spousal benefits. The spouse then files for and begins his/her own benefit at age 70, at the higher benefit amount.

The lower wage earner makes a restricted application at his/her FRA. Restricted application allows the account holder to apply only for the spousal benefit s/he would be due under dual entitlement rules. At any age beyond his/her FRA, the lower wage earner can apply for and receive benefits based on his/her own work history.

After April 30, 2016, you (or your spouse) can still file and suspend your benefits upon reaching your FRA; but this strategy (that allowed your spouse to receive spousal benefits for the same period that the benefits are suspended) has been discontinued by the Social Security Administration.

(Lower Wage Earner) files/suspends and (Higher Wage Earner) restricted application:

This strategy is available only if you are married and assumes that you filed for and suspended your benefits prior to April 30, 2016 and your spouse reached age 62 by January 1, 2016. The lower wage earner applies for and suspends taking benefits until age 70. The lower wage earner can file at or after his/her FRA, at which time the spouse (the higher wage earner) files for and takes spousal benefits. The spouse then files for and begins his/her own benefit at age 70, at the higher benefit amount.

The higher wage earner makes a restricted application at his/her FRA. Restricted application allows the account holder to apply only for the spousal benefit s/he would be due under dual entitlement rules. At any age beyond his/her FRA, the higher wage earner can apply for and receive benefits based on his/her own work history.

After April 30, 2016, you (or your spouse) can still file and suspend your benefits upon reaching your FRA; but this strategy (that allowed your spouse to receive spousal benefits for the same period that the benefits are suspended) has been discontinued by the Social Security Administration.

Maximized Benefits:

This is the strategy that provides the highest estimate of lifetime Social Security income, assuming you live to the age(s) shown on the Detailed Results page.

Total Lifetime Benefit:

The total estimate of benefits you and your co-client, if applicable, would receive in your lifetime, assuming you live to the age(s) shown on the Detailed Results page. This amount is in current (non-inflated) dollars.

Break Even Point:

The age(s) at which this strategy would provide greater benefits than the As Soon As Possible strategy. If you live longer than the break even age for a strategy, your total lifetime benefits using that strategy would be greater than the lifetime benefits of the "As Soon As Possible" strategy. If you are older than age 62, the break even comparison uses the strategy that begins at the earliest age(s) as the baseline for comparison.

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Worksheet Detail - Social Security Analysis

Social Security Analysis for Roth Conversion

Social Security Strategy	Selected Strategy	As Soon As Possible	At Retirement	At FRA	At Age 70	Thomas begins at age 70 and Maria begins at FRA
Start age						
Thomas	67	62	65	67	70	70
Maria	67	62	65	67	70	67
First year benefit in current dollars						
Thomas	\$40,882	\$0	\$35,431	\$40,882	\$50,693	\$50,693
Maria	\$40,882	\$0	\$35,431	\$40,882	\$50,693	\$40,882
Total lifetime benefit in current dollars	\$2,207,606	\$1,659,793	\$2,054,982	\$2,207,606	\$2,433,273	\$2,330,251
Probability of success	89%	85%	88%	89%	89%	89%
Break Even Point						
Thomas	71	N/A	65	71	75	74
Maria	71	N/A	65	71	75	74

See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Worksheet Detail - Social Security Analysis

Social Security Analysis for Roth Conversion

Notes

Selected Strategy:

This is the strategy you selected.

At FRA:

You apply for and begin retirement benefits at your Full Retirement Age (FRA), which is determined by your date of birth. If the retirement age you specified is after your FRA, we assume you will begin benefits at FRA, and we will adjust the benefit for inflation until your retirement age.

At Retirement:

You apply for and begin retirement benefits at the retirement age shown. The benefit is automatically adjusted to account for excess earnings from part-time work and/or taking benefits prior to your FRA, if either is applicable.

As soon as possible:

You apply for and begin benefits at the later of your current age or age 62. The benefit is automatically adjusted to account for excess earnings from part-time work, if applicable, and taking benefits prior to your FRA.

At age 70:

You apply for and begin benefits at age 70.

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This strategy is available only if you are married. The higher wage earner applies for and begins benefits at age 70. The lower wage earner applies for and begins benefits at his/her FRA. The higher/lower wage earners are determined based on the employment incomes you specified.

(Higher Wage Earner) files/suspends and (Lower Wage Earner) restricted application:

This strategy is available only if you are married and assumes that you filed for and suspended your benefits prior to April 30, 2016 and your spouse reached age 62 by January 1, 2016. The higher wage earner applies for and suspends taking benefits until age 70. The higher wage earner can file at or after his/her FRA, at which time the spouse (the lower wage earner) files for and takes spousal benefits. The spouse then files for and begins his/her own benefit at age 70, at the higher benefit amount.

The lower wage earner makes a restricted application at his/her FRA. Restricted application allows the account holder to apply only for the spousal benefit s/he would be due under dual entitlement rules. At any age beyond his/her FRA, the lower wage earner can apply for and receive benefits based on his/her own work history.

After April 30, 2016, you (or your spouse) can still file and suspend your benefits upon reaching your FRA; but this strategy (that allowed your spouse to receive spousal benefits for the same period that the benefits are suspended) has been discontinued by the Social Security Administration.

(Lower Wage Earner) files/suspends and (Higher Wage Earner) restricted application:

This strategy is available only if you are married and assumes that you filed for and suspended your benefits prior to April 30, 2016 and your spouse reached age 62 by January 1, 2016. The lower wage earner applies for and suspends taking benefits until age 70. The lower wage earner can file at or after his/her FRA, at which time the spouse (the higher wage earner) files for and takes spousal benefits. The spouse then files for and begins his/her own benefit at age 70, at the higher benefit amount.

The higher wage earner makes a restricted application at his/her FRA. Restricted application allows the account holder to apply only for the spousal benefit s/he would be due under dual entitlement rules. At any age beyond his/her FRA, the higher wage earner can apply for and receive benefits based on his/her own work history.

After April 30, 2016, you (or your spouse) can still file and suspend your benefits upon reaching your FRA; but this strategy (that allowed your spouse to receive spousal benefits for the same period that the benefits are suspended) has been discontinued by the Social Security Administration.

Maximized Benefits:

This is the strategy that provides the highest estimate of lifetime Social Security income, assuming you live to the age(s) shown on the Detailed Results page.

Total Lifetime Benefit:

The total estimate of benefits you and your co-client, if applicable, would receive in your lifetime, assuming you live to the age(s) shown on the Detailed Results page. This amount is in current (non-inflated) dollars.

Break Even Point:

The age(s) at which this strategy would provide greater benefits than the As Soon As Possible strategy. If you live longer than the break even age for a strategy, your total lifetime benefits using that strategy would be greater than the lifetime benefits of the "As Soon As Possible" strategy. If you are older than age 62, the break even comparison uses the strategy that begins at the earliest age(s) as the baseline for comparison.

See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Goal Strategies Introduction

Roth Conversion - Goal Strategies

This Analysis contains a Roth Conversion Goal Strategy. Using this Goal Strategy, the Program will convert all or part of your individual retirement accounts (IRAs) and/or qualified retirement plan assets ("qualified assets") to a Roth IRA. This conversion will be subject to federal and, if applicable, state and local income taxes. When a Roth Conversion Goal Strategy is included in the Goal Strategies section on the What If Worksheet, there is no verification that the qualified assets selected are eligible for conversion to a Roth IRA. It is your responsibility to determine such eligibility.

When you indicate that conversion taxes will be paid from the investment portfolio, the results displayed include an estimate of the conversion taxes based on all the information you have provided, including, but not limited to, the information for the Roth Conversion Goal Strategy. The tax rates used are for illustrative purposes only in order to generate the What If Worksheet and do not reflect the actual taxes you will pay when converting the qualified assets to a Roth IRA. Since the figures shown are only estimates, the actual taxes you will owe when converting qualified assets to a Roth IRA may be more or less than those included in the report. If you indicated that conversion taxes will be paid from a source outside the investment portfolio, the report includes no analysis of the potential benefits or drawbacks of that decision. The inclusion of a Roth Conversion Goal Strategy is not a solicitation or recommendation that you convert qualified assets to a Roth IRA, and you should not rely on the information presented when making that decision.

For More Information

You should seek the services of your legal and/or tax professionals when converting qualified assets to a Roth IRA. It is also recommended that you obtain a copy of IRS Publication 590 from your local IRS office, or call 1-800-TAX-FORM or visit the IRS website at www.irs.gov for additional information on converting qualified assets to a Roth IRA.

Assumptions

- A conversion occurring in the future uses the future value of the asset(s) as projected in the analysis.
- The amount that can be converted in any year is limited to the value of the selected qualified assets available in that year.
- For employed clients electing to pay conversion taxes from the investment portfolio, the taxes are calculated using the marginal tax rate entered in the Roth Conversion Goal Strategy.

- For retired clients electing to pay conversion taxes from the investment portfolio, the tax calculations are based on which tax methodology was selected for the report. When using the default tax calculation methodology, the conversion taxes are estimated as a part of the overall tax calculations in the year(s) of conversion, using a fixed deduction and progressive tax tables. When using average tax rates, the taxes are calculated using the marginal tax rate entered in the Roth Conversion Goal Strategy.
- For retired clients using the Calculated input method, the distribution amount equals the gross income required to maximize the designated federal tax bracket minus all taxable income in the plan year.
- When taxes for the conversion are paid from the investment portfolio, Taxable Fund All Goals assets are used first and then funds from the converted Roth IRA are used. If the owner is less than age 59½, tax penalties are assessed on the taxes paid from the Roth IRA.
- Only Qualified assets designated as Fund All Goals are available for the Roth Conversion Goal Strategy. Assets earmarked for a specific goal, earmarked as Leave to Estate or earmarked as Not Used in Analysis are not available for this Goal Strategy.

See IMPORTANT DISCLOSURE INFORMATION at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

SAMPLE

Employer Stock Plans

Stock Options

Introduction to Your Stock Options

This section of your report summarizes your Stock Option Analysis and calculates your current option equity value for all fully vested shares. It also calculates an estimate of the potential future option equity values, that may be available to help fund your Goals each year based upon the assumptions you have made.

We believe this information is an important step in a Financial Goal Analysis. We look forward to helping you make informed decisions regarding your stock option strategy.

This Report is for your information only and does not constitute the solicitation to purchase or sell any specific security.

General Discussion

Your stock options can be a significant component of your financial portfolio. Stock options can give you the opportunity to benefit from the potential appreciation in your company's stock. As with any other investments, there are certain risks associated with stock options which you should take into consideration. Therefore, it is critical that you are familiar with your stock options, how they function, and the financial implications they may have on your overall portfolio. Stock options provide employees with the right to buy company stock at a specified price, known as the strike price, within a certain period of time. A company can grant two types of stock options - incentive stock options (ISOs) and non-qualified stock options (NQOs).

Incentive Stock Options (ISOs) - One advantage of an ISO is that no regular income tax is recognized upon exercising the option. In addition, if the acquired stock is held for two years from the date of grant and one year from the date of exercise, favorable long-term capital gains rates will apply to all of the appreciation (between the strike price and sale price) upon the subsequent sale of the stock. The sale of any shares prior to satisfying either of these holding period requirements will be treated as a "disqualifying disposition". If the acquired stock is not held for one year from exercise, the bargain element (the difference between the value of the stock on exercise and the strike price, also referred to as "spread") is treated as ordinary income and any post-exercise gain is short-term capital gain. If the stock is held for one year from exercise but not two years from grant, the bargain element (or spread) is ordinary income and any post-exercise gain is long-term capital gain.

Although the exercise of an ISO is generally not a taxable event for regular tax purposes, the difference between the strike price and the stock price on the date of exercise is considered a preference item for federal, and possibly state, alternative minimum tax (AMT) purposes. Depending on the circumstances, the exercise of ISOs can cause a taxpayer to be subject to the AMT and incur a higher tax liability even though shares have not yet been sold and gains have yet to be realized.

Nonqualified Stock Options (NQOs) - Unlike ISOs, the spread on NQOs is immediately recognized as compensation income upon exercise, for regular tax purposes, and is therefore subject to federal, and possibly state income tax, as well as Medicare and FICA tax. If the stock is held after exercise, any subsequent appreciation is treated as capital gain (long-term, if held for more than one year) when the stock is sold.

Stock Options Scenarios

The future potential after-tax option equity cash flows illustrated in this analysis, for each exercise scenario, were calculated based on selecting one or more Timing Methods and certain assumptions described below:

Available Timing Methods

All scenarios assume a cashless exercise strategy.

- *Now - All Vested Only* - Currently vested options that are in-the-money by any amount are exercised now; all remaining options are lost.
- *Now and As Vested* - Currently vested options that equal or exceed the minimum percentage gain are exercised now. Remaining options are either exercised in the first year they are both vested and exceed the minimum percentage gain or are exercised in the year they expire if they are in-the-money by any amount.
- *Now and At Expiration* - Currently vested options that equal or exceed the minimum percentage gain are exercised now. All remaining options are exercised in the year they expire if they are in-the-money by any amount.
- *Start Year and As Vested* - Beginning in the exercise start year, vested options that equal or exceed the minimum percentage gain are exercised. After the exercise start year, remaining options are either exercised in the first year they are both vested and exceed the minimum percentage gain or are exercised in the year they expire if they are in-the-money by any amount.

See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Stock Options

- *Start Year and At Expiration* - Beginning in the exercise start year, vested options that equal or exceed the minimum percentage gain are exercised. After the exercise start year, remaining options are exercised in the year they expire if they are in-the-money by any amount.
- *At Expiration* - Options are exercised in the year they expire if they are in-the-money by any amount.

Other Assumptions

- *Return assumption for this Stock* - The projected return for the asset class category selected, unless otherwise indicated by you. If a Stock Option Plan with Scenarios is treated as a Special Asset, the return assumption for this stock includes three growth rates -- labeled Low, Expected and High returns. The Program default for all three returns is the projected return for the asset class category selected, and can be changed by you. This approach can help illustrate financial risk not otherwise reflected in the Plan results.
- *Minimum percentage gain to exercise* - The minimum percentage gain in the stock price above the exercise price that is required before exercising options. Applying this minimum defers the exercise of options with only relatively small spread between the stock price and the option price.
- *Vesting Termination Year* - A year in which it is assumed that vesting ends prematurely. All remaining unvested options are lost.
- *Exercise Start Year* - A year in which it is expected that you will begin to exercise vested options, if different than the current year.
- *Hold ISO for One Year* - If it is indicated that ISO shares are not to be "Held for One Year", then it is assumed that the ISO shares are disqualified and a Regular Tax Rate is applied. If it is indicated that ISO shares are to be "Held for One Year", it is assumed that those shares will have been held for at least two years from the date of grant and over one year from the date of exercise, thus qualifying for long-term capital gains treatment and the Long-Term Tax Rate is applied.

General Assumptions

- The Regular Tax Rate is the estimated tax rate applied to the potential option equity on all NQOs exercised and sold and on any ISO shares sold that were not held for one year. This rate should be the total estimate for all applicable taxes, including Federal, State, and Local Income taxes. Unless included in this rate, Medicare and FICA taxes are not applied separately to NQO equity.

- The Long-Term Tax Rate is the estimated tax rate applied to the potential option equity on any ISO shares sold that were held for more than one year after exercise (as well as two years from date of grant). This rate should be the total estimate for all applicable taxes, including Federal, State, and Local Income taxes.
- The possible impact of the Alternative Minimum Tax (AMT) is not reflected in any calculations. Since the exercise of ISOs can have substantial AMT consequences, you should consult with your personal tax professional.
- The after-tax calculations within the Option Equity Schedule and Price Sensitivity Analysis assume that all ISOs are disqualified and the Regular Tax Rate is applied. In addition, the Vesting Schedule does not calculate whether ISO grants meet the \$100,000 limitation.
- Exercise costs for NQOs and ISOs have not been considered nor have any dividends that might have been received from ISOs that are exercised and held for one year.
- Grants expected to be received in the future are not represented in this Stock Option Summary.

Cash Receipt Schedule

The future potential after-tax option equity cash flows illustrated in this analysis, for each Cash Receipt Schedule, are the amounts you entered, based on your own calculations.

Assumptions

- The Current Value should represent the current value of all vested stock options in this Stock Option Plan.
- The Value if the Owner dies today should represent the value to be paid by the Stock Option Plan if the owner dies today.
- The Cash Receipts Table shows expected after-tax amounts for one or more years in the future, based on your own calculations and as entered by you.
- If a Stock Option Plan with a Cash Receipt Schedule is treated as a Special Asset, the Cash Receipts Table shows the Low, Expected, and High after-tax amounts for each year in the future, based on your own calculation and as entered by you. This approach can help illustrate financial risk not otherwise reflected in the Plan results.
- The possible impact of the Alternative Minimum Tax (AMT) and any other cost and taxes associated with exercising Stock Options are not reflected in any calculations, unless its impact was taken into account, by you, when entering the cash receipt amounts.

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Stock Options Summary

Apple Inc (AAPL)

Owner :	Thomas				
Options		Outstanding Options		Assumptions	
Granted :	7,500	Vested :	500	Regular Tax Rate :	40.0%
Exercised :	1,000	Not Vested :	5,250	Long-Term Tax Rate :	20.0%
Option Equity After Tax :	\$1,014				
Market Price* :	\$138.38 on 11/04/2022				
Asset Class :	US Equities				
Options Vest at Death :	Yes				
Special Asset :	No				

* Security prices included in the stock option analysis are based on the market price that you entered for the date referenced and are included only because the system requires it for analysis purposes. This Report is for your information only and does not constitute the solicitation to purchase or sell any specific security and you should not rely on the information presented when making an investment or liquidation decision. We make no warranty with respect to any security price and do not guarantee that the price listed will be available to you should you choose to exercise your options. The actual price available to you should you choose to exercise your options may be more or less than indicated on the report.

Vesting Schedule

The Vesting Schedule below is a summary showing the percentage of each option grant that becomes exercisable over time according to the information you have provided.

Name	% Vested by Year									
	1	2	3	4	5	6	7	8	9	10
AAPL Vest	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%

See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Stock Options Summary

Option Equity Schedule

The Option Equity Schedule below shows a summary of your stock option grants and calculates the pre-tax and after-tax option equity value for all vested stock options based on the current market price. These values are calculated using the information you provided for each grant, your tax rate assumption and the current market price of the stock as indicated by you. If your Analysis includes ISOs, the After Tax Option Equity value assumes that all ISOs are immediately disqualified and the regular tax rate is applied. This Report does not constitute the solicitation to purchase or sell any specific security.

Grant						Options		Outstanding Options		Option Equity - Vested Only Market Price \$138.38		
Name	Date	Price	Type	Expiration Date	Vesting Schedule	Granted	Exercised	Vested	Not Vested	Pre-Tax	Tax at 40.0%	After Tax
AAPL Grant	10/18/2020	\$135.00	ISO	10/18/2030	AAPL Vest	7,500	1,000	500	5,250	\$1,690	\$676	\$1,014
Total :						7,500	1,000	500	5,250	\$1,690	\$676	\$1,014

Option Equity Value if Die Today - All Options Vested at Death

The option equity value if Thomas dies today is \$19,435 pre-tax. Based upon a tax rate of 40.0%, the after-tax value of the options vested at death is \$11,661.

Price Sensitivity Analysis

The Price Sensitivity Analysis shows a summary of your stock option grants and calculates the potential after-tax option equity values for all vested stock options based on the current market price as indicated by you as well as a variety of higher and lower assumed prices. Understanding the impact of potential stock price changes on the after-tax option equity value of particular grants can play an important role in determining option exercise strategies. If your Analysis includes ISOs, the After Tax Option Equity value assumes that all ISOs are immediately disqualified and the regular tax rate is applied.

Grant						Option Equity Sensitivity - After Tax for Vested Options Only					
Name	Date	Price	Type	Expiration Date	Vested Options	-25% \$103.79	-15% \$117.62	Market* \$138.38	+15% \$159.14	+25% \$172.98	
AAPL Grant	10/18/2020	\$135.00	ISO	10/18/2030	500	\$0	\$0	\$1,014	\$7,241	\$11,393	
Total :						\$0	\$0	\$1,014	\$7,241	\$11,393	
Change In Value:						-\$1,014	-\$1,014	\$0	\$6,227	\$10,379	

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Stock Options Summary

Full Vesting Schedule

The Full Vesting Schedule illustrates the amount of stock options that are currently vested and calculates any additional amounts that vest in future years based on the applicable Vesting Schedule.

Grant							Options Vesting Each Year					
Name	Date	Price	Type	Expiration Date	Vesting Schedule	Currently Vested	2022	2023	2024	2025	2026	Beyond
AAPL Grant	10/18/2020	\$135.00	ISO	10/18/2030	AAPL Vest	500	0	750	750	750	750	2,250
Total :						500	0	750	750	750	750	2,250

Stock Options Scenarios

The Stock Options Scenarios show a summary of your stock option grants and, for each scenario, the timing method(s) and other assumptions outlined in the Stock Options Introduction that will be used to calculate future potential after-tax option equity as summarized in the Cash Flow Schedule.

Grant						Outstanding Options		Scenario 1		Scenario 2		Scenario 3	
Name	Date	Price	Type	Expiration Date	Vesting Schedule	Vested	Not Vested	Timing	Hold ISO?	Timing	Hold ISO?	Timing	Hold ISO?
AAPL Grant	10/18/2020	\$135.00	ISO	10/18/2030	AAPL Vest	500	5,250	Start Year and At Expiration	Yes	Now And As Vested	Yes	At Expiration	Yes
Total :						500	5,250						
Return assumption for this stock :								8.37%		8.37%		8.37%	
Accelerated Expiration Year :								2032		2032		2032	
Minimum percentage gain to exercise :								8.00%		8.00%		8.00%	
Exercise Start Year :								2022		2022		2022	

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Stock Options Summary

Cash Flow Schedule

The Cash Flow Schedule below shows the future potential after-tax option equity value for each scenario indicated, on a year-by-year basis. These are only estimates based on current information and not guarantees that you will obtain a specific value or tax benefit upon exercise of the Stock Options. This Report does not constitute the solicitation to purchase or sell any specific security.

Year	Assign to Goals	Scenario 1 - Option Equity (after-tax)	Scenario 2 - Option Equity (after-tax)	Scenario 3 - Option Equity (after-tax)
2022	Fund All Goals			
2023	Fund All Goals	\$5,985	\$5,985	
2024	Fund All Goals		\$16,509	
2025	Fund All Goals		\$24,670	
2026	Fund All Goals		\$33,515	
2027	Fund All Goals		\$43,099	
2028	Fund All Goals		\$53,487	
2029	Fund All Goals		\$64,743	
2030	Fund All Goals		\$76,942	
2031	Fund All Goals	\$538,593		\$589,887
Total :		\$544,578	\$318,950	\$589,887

Important Note on Alternative Minimum Tax (AMT): If your Analysis includes ISOs, the possible impact of AMT is not reflected in these calculations. Since the exercise of ISOs can have substantial AMT consequences, you should consult with your personal tax professional. Also, the possible impact of the value of ISOs becoming first exercisable during a single year and exceeding the \$100,000 limitation, causing the excess ISOs to be disqualified, is not reflected in these calculations.

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Risk Assessment

Updated : 09/21/2022

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1. Most Important Investment Objective

- ☐ Income
- ☐ Aggressive Income
- ☒ Capital Appreciation
- ☐ Speculation

2. Very Important Investment Objective

- ☒ Income
- ☐ Aggressive Income
- ☐ Capital Appreciation
- ☐ Speculation

3. Somewhat Important Investment Objective

- ☐ Income
- ☒ Aggressive Income
- ☐ Capital Appreciation
- ☐ Speculation

4. Least Important Investment Objective

- ☐ Income
- ☐ Aggressive Income
- ☐ Capital Appreciation
- ☒ Speculation

5. Risk Tolerance - Please choose the risk tolerance below that best describes your attitude towards investing.

- ☐ Conservative
- ☐ Moderate
- ☒ Aggressive

6. Primary Financial Need - Please choose the Primary Financial Need for the assets included in this analysis.

- ☐ Wealth Accumulation
- ☒ Retirement
- ☐ Major Purchase
- ☐ Education Planning
- ☐ Current Income
- ☐ Health Care/Long-Term Care
- ☐ Estate/Legacy Planning
- ☐ Charitable

7. Investment Time Horizon - In approximately how many years do you expect to begin withdrawing funds for your Primary Financial Need?

- ☐ Immediate
- ☐ Less than 2 Years
- ☐ 2-5 Years
- ☐ 6-10 Years
- ☐ 11-20 Years
- ☒ More than 20 years

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Risk Assessment

Updated : 09/21/2022

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8. Liquidity Need - Once you begin to withdraw funds for your Primary Financial Need, over how long of a period do you anticipate the withdrawals to continue?

- ☐ Lump Sum
- ☐ Less than 2 Years
- ☐ 2-5 Years
- ☐ 6-10 Years
- ☐ 11-20 Years
- ☒ More than 20 years

SAMPLE

See IMPORTANT DISCLOSURE INFORMATION at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Impact Analysis of Return Assumptions on Your Plan

Your plan and probability of success are impacted by multiple factors, including without limitation, current market levels, projected real returns and volatility, future real returns regarding inflation, your net savings, and spending habits.

The return assumptions used in this analysis capture Morgan Stanley future expectations regarding market performance, volatility, and inflation.

The tables on this page illustrate the impact of using different return assumptions on your plan.

Suggested Target Allocation vs Current Allocation

Your Confidence Zone: 70% - 90%

Plan Results	More Conservative Assumptions	Your Plan	More Aggressive Assumptions
Suggested Target Allocation			
Plan Status	Below Confidence Zone	In Confidence Zone	Above Confidence Zone
Probability of Success	66%	89%	98%
Current Allocation			
Plan Status	Below Confidence Zone	In Confidence Zone	Above Confidence Zone
Probability of Success	60%	85%	96%

More Conservative Assumptions are determined by decreasing the return assumptions used in your plan by 20%. More Aggressive Assumptions are determined by increasing the return assumptions used in your plan by 20%.

For details on the return assumptions used in this impact analysis, see Return Assumptions Used for Impact Analysis page in this report.

See IMPORTANT DISCLOSURE INFORMATION at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

Return Assumptions Used for Impact Analysis

Secular Assumptions

Plan Results	Secular Assumptions			
	Returns			Standard Deviation
	More Conservative Assumptions	Your Plan	More Aggressive Assumptions	Assumptions Used in the Plan
Cash				
Cash	1.26%	1.58%	1.90%	0.72%
Stock				
US Equities	6.70%	8.37%	10.04%	14.10%
International Equity	5.79%	7.24%	8.69%	14.66%
Emerging Market Equity	6.86%	8.58%	10.30%	17.50%
Global Equities Other	6.42%	8.02%	9.62%	13.06%
Bond				
Ultra Short Term Fixed Income	2.41%	3.01%	3.61%	0.72%
Short Term Fixed Income	2.73%	3.41%	4.09%	1.86%
US Fixed Income	3.04%	3.80%	4.56%	4.87%
International Fixed Income	2.86%	3.57%	4.28%	4.08%
Inflation-linked Securities	3.92%	4.90%	5.88%	7.56%
Preferred Securities	3.53%	4.41%	5.29%	8.12%
High Yield Fixed Income	4.33%	5.41%	6.49%	7.53%
Emerging Markets Fixed Income	5.42%	6.77%	8.12%	7.97%
Bank Loans	3.86%	4.82%	5.78%	6.12%
Global Fixed Income Other	2.94%	3.68%	4.42%	3.85%
Alternative				
Real Assets	4.81%	6.01%	7.21%	10.29%
Absolute Return Assets	4.14%	5.18%	6.22%	4.67%
Equity Hedge Assets	5.26%	6.58%	7.90%	6.76%
Equity Return Assets	5.78%	7.23%	8.68%	8.29%
Private Investments	8.10%	10.13%	12.16%	7.21%

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Return Assumptions Used for Impact Analysis

Plan Results	Secular Assumptions			
	Returns			Standard Deviation
	More Conservative Assumptions	Your Plan	More Aggressive Assumptions	Assumptions Used in the Plan
Alternative Investments Other	5.06%	6.32%	7.58%	7.51%

Notes

- The "More Conservative Assumptions" and "More Aggressive Assumptions" are not used for your plan. They are used only in the impact analysis of return assumptions.
- The "Standard Deviation" assumptions are used both for your plan and for the impact analysis.

For more details on the impact of the above assumptions on your plan, see Impact Analysis of Capital Market Assumptions page in this Report.

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Tax and Inflation Assumptions

Do you want to expire or sunset income tax provisions? No

Spend taxable funds pro-rata between tax basis and untaxed gain? No

Base Inflation Rate

Inflation rate : 2.26%

Social Security Inflation rate : 2.26%

Tax Assumption Inflation rate : 2.26%

Marginal Tax Rates Before Retirement

	<u>Federal</u>	<u>State</u>	<u>Local</u>
Tax Rates :	37.00%	8.97%	0.00%

Untaxed Gain on Taxable Earnings - Before Retirement

What portion of your Annual Taxable Investment Earnings will not be taxed until withdrawn? 0.00%

Long Term Capital Gains (LTCG) - Before Retirement

What portion of your Taxable Investment Earnings will be taxed at the LTCG rate? 20.00%

Long Term Capital Gains rate : 20.00%

Tax Rates During Retirement

Let the Program calculate taxes each year

Local rate : 0.00%

Deduction estimate : Use standard deductions

Untaxed Gain on Taxable Earnings - During Retirement

What portion of your Annual Taxable Investment Earnings will not be taxed until withdrawn? 0.00%

Long Term Capital Gains (LTCG) - During Retirement

What portion of your Taxable Investment Earnings will be taxed at the LTCG rate? 20.00%

Long Term Capital Gains rate : Use Program estimate

Taxation of Social Security

What portion of Social Security will be taxed? 85.00%

Tax Penalty

Include penalties in Analysis? : Yes

Tax Free Earnings - Options

Treat Tax-Free Assets as Tax-Free

See **IMPORTANT DISCLOSURE INFORMATION** at the beginning and at the back of this document for explanations of assumptions, limitations, and methodologies.

IMPORTANT DISCLOSURE INFORMATION

Report Is a Snapshot and Does Not Provide Legal, Tax, or Accounting Advice

This Report provides a snapshot of your current financial position and can help you to focus on your financial resources and goals, and to create a plan of action. Because the results are calculated over many years, small changes can create large differences in future results. You should use this Report to help you focus on the factors that are most important to you. This Report does not provide legal, tax, or accounting advice. Before making decisions with legal, tax, or accounting ramifications, you should consult appropriate professionals for advice that is specific to your situation.

A Note on Tax-Qualified/Tax-Deferred Assets

If your portfolio contains assets which are tax-qualified or tax-deferred under the Internal Revenue Code, you should consider the tax effects of any portfolio withdrawal from such amounts, as opposed to from fully taxable accounts, with your tax and/or legal advisor(s). Generally speaking, the withdrawal of tax-qualified or tax-deferred amounts can result in income tax liability where no such liability would exist if the amounts had been withdrawn from a taxable account. Furthermore, (a) tax penalties can occur when such assets are withdrawn prior to age 59½, (b) such withdrawals can have detrimental effects on specific tax planning strategies (e.g., "72(t) payments"), and (c) certain qualified or tax-deferred assets are eligible for or receive special treatment upon withdrawal (e.g., net unrealized appreciation treatment, eligibility for rollover). In light of the foregoing, we strongly recommend that you consult your tax and/or legal advisors in connection with this Report and any withdrawals that you make from your portfolio.

Roth Conversion Strategies

Please keep in mind that the results of the Roth Conversion calculator contained in this Analysis may differ from the results of other Roth Conversion calculators, including those otherwise available through Morgan Stanley.

Morgan Stanley and its Financial Advisors and other employees and representatives do not provide tax or legal advice. We recommend that you consult your tax and/or legal advisors in connection with this report and any decisions you make concerning Roth Conversions.

What If Scenarios

What If Worksheets allow you to review and compare the results of your LifeView Goal Analysis. The Worksheets provide you with tools to consider alternative solutions.

LifeView Goal Analysis Methodology

LifeView Goal Analysis offers several methods of calculating results, each of which provides one outcome from a wide range of possible outcomes. The methods used are: "Average Returns," "Bad Timing," "Class Sensitivity," and "Monte Carlo Simulations."

Results Using Average Returns

The Results Using Average Returns are calculated using one average return for your pre-retirement period and one average return for your post-retirement period. Average Returns are a simplifying assumption. In reality, investment returns can (and often do) vary widely from year to year and vary widely from a long-term average return.

Results with Bad Timing

Results with Bad Timing are calculated by using low returns in one or two years, and average returns for all remaining years of the Analysis. For most Analyses, the worst time for low returns is when you begin taking substantial withdrawals from your portfolio. The Results with Bad Timing assume that you earn a low return in the year(s) you select and then an Adjusted Average Return in all other years. This Adjusted Average Return is calculated so that the average return of the Results with Bad Timing is equal to the return(s) used in calculating the Results Using Average Returns. This allows you to compare two results with the same overall average return, where one (the Results with Bad Timing) has low returns in one or two years.

The default for the first year of low returns is two standard deviations less than the average return, and the default for the second year is one standard deviation less than the average return.

Results Using Class Sensitivity

The Results Using Class Sensitivity are calculated by using different return assumptions for one or more asset classes during the years you select. These results show how your Analysis would be affected if the annual returns for one or more asset classes were different than the average returns for a specified period in your Analysis.

LifeView Goal Analysis Presentation of Results

The Results Using Average Returns, Bad Timing, and Class Sensitivity display the results using an "Estimated % of Goal Funded" and a "Safety Margin."

IMPORTANT DISCLOSURE INFORMATION

Estimated % of Goal Funded

For each Goal, the "Estimated % of Goal Funded" is the sum of the assets used to fund the Goal divided by the sum of the Goal's expenses. All values are in current dollars. A result of 100% or more does not guarantee that you will reach a Goal, nor does a result under 100% guarantee that you will not. Rather, this information is meant to identify possible shortfalls in this Analysis, and is not a guarantee that a certain percentage of your Goals will be funded. The percentage reflects a projection of the total cost of the Goal that was actually funded based upon all the assumptions that are included in this Analysis, and assumes that you execute all aspects of the Analysis as you have indicated.

Safety Margin

The Safety Margin is the estimated value of your assets at the end of this Analysis, based on all the assumptions included in this Report. Only you can determine if that Safety Margin is sufficient for your needs.

Bear Market Loss and Bear Market Test

The Bear Market Loss shows how a portfolio would have been impacted during the worst bear market since the Great Depression. Depending on the composition of the portfolio, the worst bear market is either the "Great Recession" or the "Bond Bear Market."

The Great Recession, from November 2007 through February 2009, was the worst bear market for stocks since the Great Depression. In LifeView Goal Analysis, the Great Recession Return is the rate of return, during the Great Recession, for a portfolio comprised of cash, bonds, stocks, and alternatives, with an asset mix equivalent to the portfolio referenced.

The Bond Bear Market, from July 1979 through February 1980, was the worst bear market for bonds since the Great Depression. In LifeView Goal Analysis, the Bond Bear Market Return is the rate of return, for the Bond Bear Market period, for a portfolio comprised of cash, bonds, stocks, and alternatives, with an asset mix equivalent to the portfolio referenced.

The Bear Market Loss shows: 1) either the Great Recession Return or the Bond Bear Market Return, whichever is lower, and 2) the potential loss, if you had been invested in this cash-bond-stock-alternative portfolio during the period with the lower return. In general, most portfolios with a stock allocation of 20% or more have a lower Great Recession Return, and most portfolios with a combined cash and bond allocation of 80% or more have a lower Bond Bear Market Return.

The Bear Market Test, included in the Stress Tests, examines the impact on your Analysis results if an identical Great Recession or Bond Bear Market, whichever would be worse, occurred this year. The Bear Market Test shows the likelihood that you could fund your Needs, Wants and Wishes after experiencing such an event.

Regardless of whether you are using historical or projected returns for all other LifeView Goal Analysis results, the Bear Market Loss and Bear Market Test use returns calculated from historical indices. If you are using historical returns, the indices in the Bear Market Loss and the Bear Market Test may be different from indices used in other calculations. These results are calculated using only four asset classes – Cash, Bonds, Stocks, and Alternatives. The indices and the resulting returns for the Great Recession and the Bond Bear Market are:

Asset Class	Index	Great Recession Return 11/2007 – 02/2009	Bond Bear Market Return 07/1979 – 02/1980
Cash	Ibbotson U.S. 30-day Treasury Bills	2.31%	7.08%
Bond	Ibbotson Intermediate-Term Government Bonds – Total Return	15.61%	-8.89%
Stock	S&P 500 – Total Return	-50.95%	14.61%
Alternative	HFRI FOF: Diversified	-19.87%	N/A
	S&P GSCI Commodity - Total Return	N/A	23.21%

Notes

- HFRI FOF: Diversified stands for Hedge Fund Research Indices Fund of Funds
- S&P GSCI was formerly the Goldman Sachs Commodity Index

Because the Bear Market Loss and Bear Market Test use the returns from asset class indices rather than the returns of actual investments, they do not represent the performance for any specific portfolio, and are not a guarantee of minimum or maximum levels of losses or gains for any portfolio. The actual performance of your portfolio may differ substantially from those shown in the Great Recession Return, the Bond Bear Market Return, the Bear Market Loss, and the Bear Market Test.

Return Methodology and Asset Allocation

Morgan Stanley Wealth Management Global Investment Committee Secular Return Estimates Methodology

This tool incorporates a methodology for making hypothetical financial projections approved by the Morgan Stanley Wealth Management Global Investment Committee. Opinions expressed in this presentation may differ materially from those expressed by other departments or divisions or affiliates of Morgan Stanley.

About Secular Return Estimates, Rate of Return, Standard Deviation, and Asset Class Indices

Secular Return Estimates (SREs)

What are SREs?

These Secular Return Estimates (SREs) represent one set of assumptions regarding rates of return for specific asset classes approved by the Morgan Stanley Wealth Management Global Investment Committee. However, this tool allows you to modify the SREs in what-if scenarios and/or stress testing to include your own assumptions about the rates of return you may expect to receive on various asset classes. Changing these assumptions can change the program results.

How are SREs derived?

These assumptions are made using a proprietary methodology using a building block approach. Our SREs reflect expectations for a number of long-term economic and market-related factors we expect to influence capital market returns, such as population growth, productivity, long-term average dividend payout and net repurchase rates, etc.

Index returns are used for calculation of volatility and correlations. For most indices we use data since 1994. Regarding several types of alternative investments such as hedge funds, private equity and real estate, we apply significant statistical adjustments to historical returns in order to correct for distortions such as survivorship biases, selection biases and price staleness.

These assumptions are subject to change. Please note that some time may be required to implement any changes into the tool.

What else is important to know?

It is important to remember that future rates of return can't be predicted with certainty and that investments that may provide higher rates of return are generally subject to higher risk and volatility. The actual rate of return on investments can vary widely over time. This includes the potential loss of principal on your investment.

Investors should carefully consider several important factors when making asset allocation decisions using projected investment performance data based on assumed rates of return of indices:

Indices illustrate the investment performance of instruments that have certain similar characteristics and are intended to reflect broad segments of an asset class. Indices do not represent the actual or hypothetical performance of any specific investment, including any individual security within an index. Although some indices can be replicated, it is not possible to directly invest in an index. It is important to remember the investment performance of an index does not reflect deductions for investment charges, expenses, or fees that may apply when investing in securities and financial instruments such as commissions, sales loads, or other applicable fees. Also, the stated investment performance assumes the reinvestment of interest and dividends at net asset value without taxes, and also assumes that the portfolio is consistently "rebalanced" to the initial target weightings. Asset allocations which deviate significantly from the initial weightings can significantly affect the likelihood of achieving the projected investment performance.

Another important factor to keep in mind when considering the historical and projected returns of indices is that the risk of loss in value of a specific asset, such as a stock, a bond or a share of a mutual fund, is not the same as, and does not match, the risk of loss in a broad asset class index. As a result, the investment performance of an index will not be the same as the investment performance of a specific instrument, including one that is contained in the index. Such a possible lack of "investment performance correlation" may also apply to the future of a specific instrument relative to an index.

For these reasons, the ultimate decision to invest in specific instruments should not be premised on expectations that the historical or projected returns of indices will be the same as those for specific investments made.

¹ "Rebalancing" describes the discipline of selling assets and buying others to match the target weightings of an asset allocation model. Because assets increase and decrease in value over time, the percentage amounts of assets invested in each class will tend to vary from their original target weightings.

Return Methodology and Asset Allocation

Morgan Stanley Wealth Management Global Investment Committee Secular Return Estimates Methodology (continued)

Rates of Return, Standard Deviation, and Asset Class Indices

Standard deviation is a common risk measurement that estimates how much an investment's return will vary from its predicted average. Generally, the higher an investment's standard deviation, the more widely its returns will fluctuate, implying greater volatility. In the past, asset classes that have typically provided the highest returns have also carried greater risk. For purposes of this report, the standard deviation for the asset classes shown below are calculated using data going back 20 years.

It is important to note that the rates of return of the listed indices may be significantly different than the SRE or your own assumptions about the rates of return used in the report. As always, keep in mind that past performance is no guarantee of future results. SREs are for illustrative purposes only and are not indicative of the future performance of any specific investment.

Performance of an asset class within a portfolio is dependent upon the allocation of securities within the asset class and the weighting or the percentage of the asset class within that portfolio. Potential for a portfolio's loss is exacerbated in a downward trending market. A well-diversified portfolio is less vulnerable in a falling market. Asset allocation and diversification, however, do not assure a profit or protect against loss in a declining market.

Asset class returns and standard deviations of returns projections are based on reasoned estimates of drivers of capital market returns and historical relationships. As with any forecasting discipline, the assumptions and inputs underlying Morgan Stanley Wealth Management's forecasting process may or may not reconcile with, or reflect, each investor's individual investment horizon, risk tolerance, capital markets outlook, and world view. For these reasons, and because forecasting methods are complicated, investors are encouraged to discuss forecasting with a Morgan Stanley Financial Advisor.

While Morgan Stanley Wealth Management has not designed its forecasting methodologies to match or address its inventory as a broker-dealer of financial products, the Morgan Stanley Wealth Management forecasts, if followed, guide investors in directions that support Morgan Stanley Wealth Management's inventory.

Asset Allocation

Asset Allocation refers to how your investments are diversified across different asset classes, such as Stocks, Bonds, Cash and Alternative Investments. The principal asset classes and comparative indices for each asset class presented in this analysis can be found in the Return Methodology chart. The Target Portfolio falls within the limits of your risk tolerance, based on your answers to the risk assessment (risk profile questionnaire). Either a Morgan Stanley Wealth Management Global Investment Committee (GIC) Strategic Asset Allocation Model or a customized asset allocation is presented. The asset allocation you selected may be more conservative than your investment risk profile. This approach may change the program results. Morgan Stanley Global Investment Committee uses a proprietary process to arrive at its strategic asset allocation models. These models are subject to change and some time may be required to implement any such changes into the tool.

Return Methodology and Asset Allocation

Asset Class	Return Index
Cash	
Cash	FTSE US Three-Month T-Bill
Stock	
US Equities	Russell 3000
International Equity	MSCI World ex-US (USD, Net)
Emerging Market Equity	MSCI Emerging Markets (USD, Net)
Global Equities Other	MSCI All-Country World (USD, Net)
Bond	
Ultra Short Term Fixed Income	FTSE US Three-Month T-Bill
Short Term Fixed Income	Bloomberg US One- to Three-Year Government/Credit
US Fixed Income	Bloomberg US Aggregate
International Fixed Income	Bloomberg Global Aggregate ex-USD (USD-Hedged)
Inflation-linked Securities	Bloomberg Global Inflation-Linked (USD)
Preferred Securities	ICE BofA Fixed-Rate Preferred Securities
High Yield Fixed Income	Bloomberg Global High Yield Credit (USD)
Emerging Markets Fixed Income	JP Morgan EMBI Global
Bank Loans	S&P LSTA U.S. Leveraged Loan 100 index
Global Fixed Income Other	Bloomberg Global Aggregate (USD-Hedged)
Alternative	
Real Assets	Equal-Weighted Blend: Bloomberg Commodity; Alerian Midstream Energy Select; FTSE EPRA/NAREIT Global (USD)
Absolute Return Assets	Equal-Weighted Blend: HFRI Equity Market Neutral; HFRI Relative-Value: Total; HFRI Relative-Value: Fixed Income: Corporate
Equity Hedge Assets	Equal-Weighted Blend: Credit Suisse Global Macro; Credit Suisse Managed Futures
Equity Return Assets	Equal-Weighted Blend: HFRI Equity Hedge: Total; HFRI Event-Driven: Total
Private Investments	Equal-Weighted Blend: NCREIF Property; Cambridge Associates Private Equity
Alternative Investments Other	HFRI Fund-Weighted Composite

Source: Morgan Stanley Wealth Management Global Investment Committee

Key Asset Class Risk Considerations

Alternative Investments

The asset allocation recommendations provided to you in this report may include allocations to alternative asset classes. It is important to note that Alternatives may be either traditional alternative investment vehicles or non-traditional alternative strategy products. Traditional alternative investment vehicles may include hedge funds, fund of hedge funds (both registered and unregistered), private equity, and private real estate or managed futures funds. Non-traditional alternative strategy products may include open-end mutual funds and ETFs. These non-traditional products also seek alternative-like exposure but have significant differences from traditional alternative investments. Based on how the Firm classifies certain investments, some stocks and other investments (e.g., Master Limited Partnerships) may also be considered an Alternative Investment.

The risks of traditional alternative investments may include: can be highly illiquid, speculative and not appropriate for all investors, loss of all or a substantial portion of the investment due to leveraging, short-selling, or other speculative practices, volatility of returns, restrictions on transferring interests in a fund, potential lack of diversification and resulting higher risk due to concentration of trading authority when a single advisor is utilized, absence of information regarding valuations and pricing, complex tax structures and delays in tax reporting, less regulation and higher fees than open-end mutual funds, and risks associated with the operations, personnel and processes of the manager. Non-traditional alternative strategy products may employ various investment strategies and techniques for both hedging and more speculative purposes such as short-selling, leverage, derivatives and options, which can increase volatility and the risk of investment loss. Please also review the risk considerations for Stocks and MLP/Energy Infrastructure for more information.

REITs

In addition to the general risks associated with real estate investments, REIT investing entails other risks such as credit and interest rate risk. Real estate investment risks can include fluctuations in the value of underlying properties; defaults by borrowers or tenants; market saturation; changes in general and local economic conditions; decreases in market rates for rents; increases in competition, property taxes, capital expenditures, or operating expenses; and other economic, political or regulatory occurrences affecting the real estate industry.

Commodities

The commodities markets may fluctuate widely based on a variety of factors including changes in supply and demand relationships; governmental programs and policies; national and international political and economic events; war and terrorist events; changes in interest and exchange rates; trading activities in commodities and related contracts; pestilence; weather; technological change; and, the price volatility of a commodity. In addition, the commodities markets are subject to temporary distortions or other disruptions due to various factors, including lack of liquidity, participation of speculators and government intervention.

MLPs/Energy Infrastructure

MLPs/Energy Infrastructure are publicly traded equity securities, including energy Master Limited Partnerships (MLPs) and regular C-corporations. These are businesses that are generally the owners/operators of assets pertaining to the transportation, storage and processing of natural resources, or the generation and transmission of electricity. Please review the risk considerations for Stocks for any investment that is a regular C-corporation.

Master Limited Partnerships (MLPs) are limited partnerships or limited liability companies that are taxed as partnerships and whose interests (limited partnership units or limited liability company units) are traded on securities exchanges like shares of common stock. Currently, most MLPs operate in the energy, natural resources or real estate sectors. Investments in MLP interests are subject to the risks generally applicable to companies in the energy and natural resources sectors, including commodity pricing risk, supply and demand risk, depletion risk and exploration risk.

Individual MLPs are publicly traded partnerships that have unique risks related to their structure. These include, but are not limited to, their reliance on the capital markets to fund growth, adverse ruling on the current tax treatment of distributions (typically mostly tax deferred), and commodity volume risk.

The potential tax benefits from investing in MLPs depend on their being treated as partnerships for federal income tax purposes and, if the MLP is deemed to be a corporation, then its income would be subject to federal taxation at the entity level, reducing the amount of cash available for distribution to the fund which could result in a reduction of the fund's value.

Key Asset Class Risk Considerations

MLPs carry interest rate risk and may underperform in a rising interest rate environment. MLP funds accrue deferred income taxes for future tax liabilities associated with the portion of MLP distributions considered to be a tax-deferred return of capital and for any net operating gains as well as capital appreciation of its investments; this deferred tax liability is reflected in the daily NAV; and, as a result, the MLP fund's after-tax performance could differ significantly from the underlying assets even if the pre-tax performance is closely tracked.

Fixed Income

Investing in fixed income securities involves interest rate risk, credit risk, and inflation risk. Interest rate risk is the possibility that bond prices will decrease because of an interest rate increase. When interest rates rise, bond prices, and the values of fixed income securities generally fall. Credit risk is the risk that a company will not be able to pay its debts, including the interest on its bonds. Inflation risk is the possibility that the interest paid on an investment in bonds will be lower than the inflation rate, decreasing purchasing power.

Ultra-Short Fixed Income

Ultra-short bond funds are mutual funds and exchange-traded funds that generally invest in fixed income securities with very short maturities, typically less than one year. An ultra-short bond fund's net asset value will fluctuate, which may result in the loss of the principal amount invested. They are therefore subject to the risks associated with debt securities such as credit and interest rate risk.

Non-US Fixed Income

Foreign fixed income securities may involve greater risks than those issued by U.S. companies or the U.S. government. Economic, political and other events unique to a country or region will affect those markets and their issues, but may not affect the U.S. market or similar U.S. issuers.

Inflation-Linked Securities

These securities adjust periodically against a benchmark rate, such as the Consumer Price Index (CPI). They pay a coupon equal to the benchmark rate, plus a fixed 'spread' and reset on a periodic basis. The initial interest rate on an inflation linked or floating security may be lower than that of a fixed-rate security of the same maturity because investors expect to receive additional income due to future increases in CPI, or the linked reference interest rate. However, there can be no assurance that these increases will occur.

High Yield Fixed Income

High yield fixed income securities, also known as "junk bonds", are considered speculative, involve greater risk of default and tend to be more volatile than investment grade fixed income securities.

Municipal Fixed Income

Income generated from an investment in a municipal bond is generally exempt from federal income taxes. Some income may be subject to state and local taxes and to the federal alternative minimum tax. Capital gains, if any, are subject to tax.

Stocks

Investing in stock securities involves volatility risk, market risk, business risk, and industry risk. The prices of stocks fluctuate. Volatility risk is the chance that the value of a stock will fall. Market risk is the chance that the prices of all stocks will fall due to conditions in the economic environment. Business risk is the chance that a specific company's stock will fall because of issues affecting it such as the way the company is managed. Industry risk is the chance that a set of factors particular to an industry group will adversely affect stock prices within the industry. (See "Asset Class – Stocks" in the Glossary section at the back of this report for a summary of the relative potential volatility of different types of stocks.)

Small/Mid Cap Equity

Stocks of small and medium-sized companies entail special risks, such as limited product lines, markets, and financial resources, and greater market volatility than securities of larger, more established companies.

International/Emerging Markets Equities

Foreign investing involves certain risks not typically associated with investments in domestic corporations and obligations issued by the U.S. government, such as currency fluctuations and controls, restrictions on foreign investments, less governmental supervision and regulation, less liquidity and the potential for market volatility and political instability. In addition, the securities markets of many of the emerging markets are substantially smaller, less developed, less liquid and more volatile than the securities of the U.S. and other more developed countries.

Key Asset Class Risk Considerations

Fixed and Variable Annuities

Annuity contracts contain exclusions, limitations, reductions of benefits, and terms for keeping them in force. Your Financial Advisor can provide you with complete details.

All guarantees, including optional benefits, are based on the financial strength and Claims paying ability of the issuing insurance company and do not apply to the underlying investment options. A variable annuity is a long-term investment designed for retirement purposes and may be subject to market fluctuations, investment risk and possible loss of principal.

Optional riders may not be able to be purchased in combination and are available at an additional cost. Some optional riders must be elected at time of purchase. Optional riders may be subject to specific limitations, restrictions holding periods, costs, and expenses as specified by the insurance company in the annuity contract.

Variable annuities are sold by prospectus only. The prospectus contains the investment objectives, risks, fees, charges and expenses, and other information regarding the variable annuity contract and the underlying investments, which should be considered carefully before investing. Prospectuses for both the variable annuity contract and the underlying investments are available from your Financial Advisor. Please read the prospectus carefully before investing.

Glossary of Terms

Absolute Return

An absolute return strategy seeks positive returns unaffected by market directions.

Adjusted Real Return

Adjusted Real Return is the Real Return minus the Total Return Adjustment.

Aspirational Bucket Strategy

This optional strategy simulates segmenting a portion of your investments from those used to cover your identified goals, and investing these assets differently than your Target Portfolio. The analysis calculates a range of potential outcomes for the portfolio based on the growth assumptions assigned to this segment. Generally, this strategy is used to illustrate an alternate investment strategy for funds remaining after fulfilling your financial goals, or to model the potential growth of investments that have been earmarked for a legacy goal.

Asset Allocation

Asset Allocation is the process of determining what portions of your portfolio holdings are to be invested in the various asset classes.

Asset Class

Asset Class is a standard term that broadly defines a category of investments. The four basic asset classes are Cash, Bonds, Stocks and Alternatives. Bonds and Stocks are often further subdivided into more narrowly defined classes. Some of the most common asset classes are defined below.

Cash

Cash and Cash Alternatives are investments of high liquidity and safety with a known market value and a very short-term maturity.

Bonds

Bonds are either domestic (U.S.) or global debt securities issued by either private corporations or governments. (See "Fixed Income" in the "Key Asset Class Risk Considerations" section of this report for a summary of the risks associated with investing in bonds. Bonds are also called "fixed income securities.")

Domestic government bonds are backed by the full faith and credit of the U.S. Government and have superior liquidity and, when held to maturity, safety of principal. Domestic corporate bonds carry the credit risk of their issuers and thus usually offer additional yield. Domestic government and corporate bonds can be sub-divided based upon their term to maturity.

Ultra-short term bonds have a maturity less than 1 year; short-term bonds have an approximate term to maturity of 1 to 5 years; intermediate-term bonds have an approximate term to maturity of 5 to 10 years; and, long-term bonds have an approximate term to maturity greater than 10 years.

Stocks

Stocks are equity securities of domestic and foreign corporations. (See "Stocks" in the "Key Asset Class Risk Considerations" section of this report for a summary of the risks associated with investing in stocks.)

Domestic stocks are equity securities of U.S. corporations. Domestic stocks are often sub-divided based upon the market capitalization of the company (the market value of the company's stock). "Large cap" stocks are from larger companies, "mid cap" from the middle range of companies, and "small cap" from smaller, perhaps newer, companies. Generally, small cap stocks experience greater market volatility than stocks of companies with larger capitalization. Small cap stocks are generally those from companies whose capitalization is less than \$500 million, mid cap stocks those between \$500 million and \$5 billion, and large cap over \$5 billion.

Large cap, mid cap and small cap may be further sub-divided into "growth" and "value" categories. Growth companies are those with an orientation towards growth, often characterized by commonly used metrics such as higher price-to-book and price-to-earnings ratios. Analogously, value companies are those with an orientation towards value, often characterized by commonly used metrics such as lower price-to-book and price-to-earnings ratios.

Glossary of Terms

International stocks are equity securities from foreign corporations. International stocks are often sub-divided into those from "developed" countries and those from "emerging markets." The emerging markets are in less developed countries with emerging economies that may be characterized by lower income per capita, less developed infrastructure and nascent capital markets. These "emerging markets" usually are less economically and politically stable than the "developed markets." Investing in international stocks involves special risks, among which include foreign exchange volatility and risks of investing under different tax, regulatory and accounting standards.

Alternatives

See "Alternatives" in Key Asset Class Risk considerations.

Asset Mix

Asset Mix is the combination of asset classes within a portfolio, and is usually expressed as a percentage for each asset class.

Bear Market Loss

The Bear Market Loss shows how a portfolio would have been impacted during the Great Recession (November 2007 through February 2009) or the Bond Bear Market (July 1979 through February 1980). The Bear Market Loss shows: 1) either the Great Recession Return or the Bond Bear Market Return, whichever is lower, and 2) the potential loss, if you had been invested in this cash-bond-stock-alternative portfolio during the period with the lower return. See Bear Market Test, Great Recession Return, and Bond Bear Market Return.

Bear Market Test

The Bear Market Test, included in the Stress Tests, examines the impact on your Analysis results if a Bear Market Loss occurred this year. The Bear Market Test shows the likelihood that you could fund your Needs, Wants and Wishes after experiencing such an event. See Bear Market Loss.

Bond Bear Market Return

The Bond Bear Market Return is the rate of return for a cash-bond-stock-alternative portfolio during the Bond Bear Market (July 1979 through February 1980), the worst bear market for bonds since the Great Depression. LifeView Goal Analysis shows a Bond Bear Market Return for your Current, Risk-based, and Target Portfolios, calculated using historical returns of four broad-based asset class indices. See Great Recession Return.

Cash Receipt Schedule

A Cash Receipt Schedule consists of one or more years of future after-tax amounts received from the anticipated sale of an Other Asset, exercising of Stock Options grants, or proceeds from Restricted Stock grants.

Composite Portfolio

The Composite Portfolio provides an aggregated view of your Target Portfolio along with any assets that are considered to be a Locked Asset and therefore unavailable for reallocation.

Concentrated Position

A Concentrated Position is when your portfolio contains a significant amount (as a percentage of the total portfolio value) in individual stock or bonds. Concentrated Positions have the potential to increase the risk of your portfolio.

Confidence Zone

See Monte Carlo Confidence Zone.

Current Dollars

The Results of LifeView Goal Analysis calculations are in Future Dollars. To help you compare dollar amounts in different years, we also express the Results in Current Dollars, calculated by discounting the Future Dollars by the sequence of inflation rates used in the

Current Portfolio

Your Current Portfolio is comprised of all the investment assets you currently own (or a subset of your assets, based on the information you provided for this Analysis), categorized by Asset Class and Asset Mix.

Custom Portfolio

Your Custom Portfolio is a modification of the Risk Based Portfolio. In order for the Custom Portfolio to be selected as the Target Portfolio, it must fall within the defined constraints.

Domestic Partners

For the purpose of this analysis, a status of Domestic Partners refers to two individuals that are not married under the applicable federal laws, and would like to have a joint Financial Analysis or Financial Goal Analysis. Clients included in the analysis, with a status of Domestic Partners, will be treated as single individuals for the purposes of estimating federal taxes, Social Security Benefits and transfer of assets at death.

Glossary of Terms

Equity Hedge Assets

Equity hedge assets are comprised of a core portfolio of equities (the “long” position) hedged at all times with short sales of stocks and/or stock index options. Managers generally maintain a substantial portion of assets within a hedged structure and commonly employ leverage.

Equity Return Assets

Equity return assets comprise investment strategies such as the broader equity long/short and event driven/credit categories. These managers typically take long and short positions across equities and/or distressed debt markets. Managers assigned to this category generally maintain a net long exposure to the markets in which they participate. As such, these managers are generally looking to produce return similar to that of the equity markets with less volatility over a market cycle.

Externally Held

Externally Held account information is provided via Yodlee, an unaffiliated third party vendor. The ‘Last Updated’ date reflects the date and total amount that account information was obtained by the third party vendor from your financial institution(s). In cases where the third party vendor provides specific holdings and quantity information but no market value, the ‘Amount’ reflects a market value calculated by Morgan Stanley using the latest available pricing for those securities. Externally Held account may include any account(s) held at E*TRADE, which is an affiliate of Morgan Stanley.

Fund All Goals

Fund All Goals is one of two ways for your assets and retirement income to be used to fund your goals. The other is Earmark, which means that an asset or retirement income is assigned to one or more goals, and will be used only for those goals. Fund All Goals means that the asset or income is not earmarked to fund specific goals, and can be used to fund any goal, as needed in the calculations. The LifeView Goal Analysis default is Fund All Goals, except for 529 Analyses and Coverdell IRAs, which are generally used only for college goals. Fund All Goals is implemented as either Importance Order or Time Order funding. Importance Order means that all assets are used first for the most important goal, then the next most important goal, and so on. Time Order means that all assets are used first for the goal that occurs earliest, then the next chronological goal, and so on.

Future Dollars

Future Dollars are inflated dollars. The Results of LifeView Goal Analysis calculations are in Future Dollars. To help you compare dollar amounts in different years, we discount the Future Dollar amounts by the inflation rates used in the calculations and display the Results in the equivalent Current Dollars.

Great Recession Return

The Great Recession Return is the rate of return for a cash-bond-stock-alternative portfolio during the Great Recession (November 2007 through February 2009), the worst bear market for stocks since the Great Depression. LifeView Goal Analysis shows a Great Recession Return for your Current, Risk-based, and Target Portfolios, calculated using historical returns of four broad-based asset class indices. See Bond Bear Market Return.

Health Care Goal

The program estimates for this goal, if included, are provided by Milliman, Inc.

Data Sources for Program Estimates

Premium Type	Data Source
Medicare Advantage	Milliman 2019
Medicare Part B	Center for Medicare and Medicaid Services 2019
Medicare Part D	Center for Medicare and Medicaid Services 2019
Medicare Supplement	Milliman 2019
Out-of-Pocket Expenses	Milliman 2019
Private Insurance Prior to Medicare	Center for Consumer Information & Insurance Oversight 2019
Trend	Milliman and Society of Actuaries Getzen Trend Model 2019+

Glossary of Terms

Medicare Advantage

Also known as Medicare Part C, Medicare Advantage plans are offered by private insurance companies and replace Medicare Parts A, B, and Medigap. You are still responsible for paying the Medicare Part B premium.

Medicare Part B

Part B helps pay for your doctors' services and outpatient care. It also covers other medical services, such as physical and occupational therapy, and some home health care

Medicare Part D

Medicare prescription drug coverage helps pay for your prescription drugs. For many beneficiaries, the government pays a major portion of the total costs for this coverage and the beneficiary pays the rest.

Medigap Policy

The program estimate for Medicare age uses the latest of your current age, your retirement age or age 65. If you are disabled or have other special circumstances that make you eligible earlier, enter the age to begin benefits. Note that all program estimates of costs assume you are age 65 or older.

Modified Adjusted Gross Income (MAGI)

The premiums you pay for Medicare Part B (medical insurance) and Part D (prescription drug coverage) are dependent on your MAGI, which is the total of your adjusted gross income and tax-exempt interest income. (See ssa.gov or SSA Publication No. 05-10536 for more information.)

Out-of-Pocket Expenses

The program estimate for out-of-pocket expenses are costs not covered by a Medigap policy, and include expenses such as dental care, vision, hearing, and medication costs not covered by the average prescription drug plan. If you haven't included a Medigap policy, your out-of-pocket expenses are likely to be higher than the program estimate.

Private Insurance Prior to Medicare

The program estimate for private insurance prior to Medicare reflects the average rate for the Bronze plan on the ACA Exchange varied by state and age (no aging in VT or NY). The value will be used as an expense during the years between retirement age and Medicare age.

Inflation Rate

The Inflation Rate is the percentage increase in the cost of goods and services for a specified time period. A historical measure of inflation is the Consumer Price Index (CPI).

Liquidity

Liquidity is the ease with which an investment can be converted into cash.

Living Benefits

Living benefits are optional features of a Variable Annuity with Guaranteed Minimum Withdrawal and are available for an additional cost. When evaluating a living benefit there are several key factors that must be considered such as: cost, investment limitations, holding period, liquidity, withdrawals and your age and risk tolerance.

Locked Asset

An asset is considered to be locked for the purposes of this analysis if it is unavailable to be reallocated to the Target Portfolio. Any account that has been indicated as locked, as well as specific account types such as but not limited to a Variable Annuity with a Guaranteed Minimum Withdrawal Benefit, are considered locked.

Manually Added Accounts

Manually Added accounts are manually inputted, updated and maintained solely by you and/or your Financial Advisor/Private Wealth Advisor. The account balance is based on either a total account value provided by you or position and quantity data provided by you which is used by Morgan Stanley to calculate a market value using the latest available pricing for those securities. The values of securities and other investments not actively traded may be estimated or may not be available.

Model Portfolio

Model Portfolios represent the balance of risk to return that has been selected to match the firm's understanding of your tolerance for risk. There are up to five Model Portfolios (Model 1 – 5) available as a result of your answers to the questions in the Risk Questionnaire.

Glossary of Terms

Monte Carlo Confidence Zone

The Monte Carlo Confidence Zone is the range of probabilities that you (and/or your financial advisor) have selected as your target range for the Monte Carlo Probability of Success in your Plan. The Confidence Zone reflects the Monte Carlo Probabilities of Success with which you would be comfortable, based upon your Plan, your specific time horizon, risk profile, and other factors unique to you.

Monte Carlo Probability of Success / Probability of Failure

The Monte Carlo Probability of Success is the percentage of trials of your Plan that were successful. If a Monte Carlo simulation runs your Plan 10,000 times, and if 6,000 of those runs are successful (i.e., all your goals are funded and you have at least \$1 of Safety Margin), then the Probability of Success for that Plan, with all its underlying assumptions, would be 60%, and the Probability of Failure would be 40%.

Monte Carlo Simulations

Monte Carlo simulations are used to show how variations in rates of return each year can affect your results. A Monte Carlo simulation calculates the results of your Plan by running it many times, each time using a different sequence of returns. Some sequences of returns will give you better results, and some will give you worse results. These multiple trials provide a range of possible results, some successful (you would have met all your goals) and some unsuccessful (you would not have met all your goals).

Needs

In LifeView Goal Analysis, you choose an importance level from 10 to 1 (where 10 is the highest) for each of your financial goals. Each importance level is defined to be a Need, Want, or Wish. Needs are the goals that you consider necessary for your lifestyle, and are the goals that you must fulfill. Wants are the goals that you would really like to fulfill, but could live without. Wishes are the “dream goals” that you would like to fund, although you won’t be too dissatisfied if you can’t fund them. In LifeView Goal Analysis, Needs are your most important goals, then Wants, then Wishes.

Portfolio Set

A Portfolio Set is a group of portfolios that provides a range of risk and return strategies for different investors.

Portfolio Total Return

A Portfolio Total Return is determined by weighting the return assumption for each Asset Class according to the Asset Mix. Also see “Expense Adjustments.”

Private Investments

Opportunistic assets include private equity, private real estate and private debt. Private equity can include the following subcategories: leveraged buyout and management buyout activity, direct ownership of equity stakes in privately held firms, and venture capital investing. Real estate investment exposure may be achieved through private equity real estate interests. Private Debt can include investments in debt by a private entity.

Probability of Success / Probability of Failure

See Monte Carlo Probability of Success / Probability of Failure.

Real Return

The Real Return is the Total Return of your portfolio minus the Inflation Rate.

Retirement Cash Reserve Strategy

This optional strategy simulates segmenting a portion of your investments to create a cash portfolio that will be used to fund near-term goal expenses. The amount of the portfolio allocated to the cash segment is based on the goals included in your Plan and will vary based on the number of years of Needs, Wants, and Wishes you include in the account. The analysis funds the Retirement Cash Reserve each year based on the designated amounts, and simulates rebalancing your remaining portfolio to align with the selected Target Portfolio.

Risk

Risk is the chance that the actual return of an investment, asset class, or portfolio will be different from its expected or average return.

Risk Based Portfolio

Your Risk Based Portfolio is based on the results of your Risk Tolerance Questionnaire. You are scored into one of the Model Portfolios.

Standard Deviation

Standard Deviation is a statistical measure of the volatility of an investment, an asset class, or a portfolio. It measures the degree by which an actual return might vary from the average return, or mean. Typically, the higher the standard deviation, the higher the potential risk of the investment, asset class, or portfolio.

Glossary of Terms

Target Portfolio

Your Target Portfolio is the portfolio that you and your Financial Advisor have selected based upon your investment objectives and your risk tolerance. The Target Portfolio will be the same as the Risk Based Portfolio unless you choose a Custom Portfolio or a Model Portfolio.

Time Horizon

Time Horizon is the period from now until the time the assets in this portfolio will begin to be used.

Total Return

Total Return is the assumed growth rate of your portfolio for a specified time period. The Total Return is either (1) determined by weighting the return assumption for each Asset Class according to the Asset Mix or (2) is entered by you or your financial advisor (on the What If Worksheet). Also see "Real Return."

Total Return Adjustment

Total Return Adjustment allows you and your Financial Advisor to model hypothetical What-If scenarios by decreasing the Total Return without adjusting the Target Portfolio or the Standard Deviation. This may be a useful part of the analysis to help you understand the impact of a lower Total Return.

Unclassified Securities

Unclassified Securities are not included in any of the pre-defined asset class categories that serve as proxies for modeling asset allocation.

Wants

See "Needs".

Willingness

In LifeView Goal Analysis, in addition to specifying Target Goal Amounts, a Target Savings Amount, and Target Retirement Ages, you also specify a Willingness to adjust these Target values. The Willingness choices are Very Willing, Somewhat Willing, Slightly Willing, and Not at All.

Wishes

See "Needs".