

## Cash Flow

Age	Earned Income	Retire/Roth Accounts	Investment Accounts	Pension/Soc Sec.	Other Income	Total Sources	Living Exp. & Taxes	Surplus (Shortage)
50	48	\$178,000	(\$31,500)	(\$1,000)		\$145,500	(\$150,080)	(\$4,580)
51	49	183,340	(32,130)	(1,020)		150,190	(154,484)	(4,294)
52	50	188,840	(32,771)	(1,040)		155,029	(159,054)	(4,025)
53	51	194,504	(33,425)	(1,061)		160,018	(160,289)	(271)
54	52	200,339	(34,094)	(1,082)		165,163	(162,603)	2,560
55	53	206,350	(34,778)	38,399	(39,503)	170,468	(164,216)	6,252
56	54	212,541	(35,473)	74,793	(75,919)	175,942	(169,510)	6,432
57	55	218,917	(36,184)	35,698	(36,846)	181,585	(175,003)	6,582
58	56	225,485	(8,051)	10,741	(38,320)	189,855	(183,736)	6,119
59	57	232,249	(37,644)	(1,195)		193,410	(186,615)	6,796
60	58	239,216	(38,397)	(1,218)		199,601	(192,750)	6,851
61	59	246,393	(39,163)	(1,243)		205,987	(184,357)	21,630
62	60	253,785	(39,948)	(1,268)		212,569	(184,120)	28,448
63	61	261,398	(40,748)	(1,293)		219,357	(190,973)	28,384
64	62	269,239	(41,561)	(1,319)		226,359	(198,084)	28,275
65R	63	121,521	84,545	8,140	5,249	219,455	(220,800)	(1,345)
66	64	125,167	113,231	(686)	5,354	243,066	(244,437)	(1,371)
67	65R		242,718		5,461	248,179	(248,178)	
68	66		252,566		5,570	258,136	(258,136)	
69	67		262,810		5,682	268,492	(268,492)	
70	68		207,052		51,041	258,093	(258,093)	
71	69		166,360		91,170	257,530	(257,531)	
72	70		165,674		92,994	258,668	(258,668)	
73	71		174,363		94,854	269,217	(269,217)	
74	72		183,431		96,751	280,182	(280,182)	
75	73		192,893		98,686	291,579	(291,579)	
76	74		202,766		100,659	303,425	(303,426)	
77	75		213,126		102,672	315,798	(315,798)	
78	76		223,874		104,726	328,600	(328,601)	
79	77		235,224		106,821	342,045	(342,045)	
80	78		247,004		108,957	355,961	(355,961)	
81	79		259,378		111,136	370,514	(370,515)	
82	80		272,302		113,359	385,661	(385,662)	
83	81		249,762		115,626	365,388	(365,389)	
84	82		261,464		117,938	379,402	(379,403)	
85L	83		274,281		120,297	394,578	(394,579)	
	84		256,651		68,477	325,128	(325,129)	
	85		265,034		69,847	334,881	(334,882)	
	86		273,684		71,244	344,928	(344,928)	
	87		282,606		72,669	355,275	(355,275)	
	88		291,810		74,122	365,932	(365,933)	
	89		301,305		75,605	376,910	(376,910)	
	90L		311,100		77,117	388,217	(388,217)	

Retire/Roth and Investment Accounts include additions, investment earnings, and distributions for RMDs or spending requirements.

Pension, Social Security, and Other Income amounts are net of tax. Living Exp. and Taxes include tax on earned income and retirement account distributions. Tax rates of 24.00% and 22.00% (before and after retirement) are used to estimate taxes.

# Retirement Capital Analysis

Age		Spending Needs	Jon Soc. Sec.	Mary Soc. Sec.	Jon Pension	Mary Pension	Other Inc. (Expense)	Surplus (Shortage)	Additions to Assets	Retirement Capital \$1,160,000
50	48							\$35,500	\$1,273,689	
51	49							36,210	1,395,864	
52	50							36,932	1,527,125	
53	51							37,669	1,668,116	
54	52							38,423	1,819,519	
55	53						(39,503)	39,194	1,941,522	
56	54						(75,919)	39,977	2,035,917	
57	55						(36,846)	40,778	2,178,993	
58	56						(38,320)	41,594	2,329,308	
59	57							42,424	2,534,523	
60	58							43,272	2,754,886	
61	59							44,136	2,991,464	
62	60							45,020	3,245,407	
63	61							45,921	3,517,952	
64	62							46,838	3,810,405	
65R	63	(108,025)			5,249		(102,776)	24,897	3,943,345	
66	64	(112,865)			5,354		(107,511)	25,395	4,064,731	
67	65R	(194,781)			5,461		(189,320)		4,058,614	
68	66	(202,572)			5,570		(197,002)		4,041,988	
69	67	(210,674)			5,682		(204,992)		4,013,811	
70	68	(219,100)	45,246		5,795		(168,059)		4,041,374	
71	69	(227,864)	46,151	39,108	5,911		(136,694)		4,112,503	
72	70	(236,978)	47,074	39,890	6,029		(143,984)		4,188,607	
73	71	(246,457)	48,015	40,688	6,150		(151,603)		4,260,327	
74	72	(256,315)	48,976	41,502	6,273		(159,564)		4,327,009	
75	73	(266,567)	49,955	42,332	6,398		(167,881)		4,387,949	
76	74	(277,229)	50,954	43,179	6,526		(176,570)		4,442,375	
77	75	(288,318)	51,973	44,042	6,657		(185,646)		4,489,396	
78	76	(299,850)	53,013	44,923	6,790		(195,124)		4,528,168	
79	77	(311,844)	54,073	45,822	6,926		(205,023)		4,557,576	
80	78	(324,317)	55,155	46,738	7,064		(215,360)		4,576,614	
81	79	(337,289)	56,258	47,673	7,206		(226,153)		4,584,050	
82	80	(350,780)	57,383	48,626	7,350		(237,421)		4,578,620	
83	81	(364,811)	58,531	49,599	7,497		(249,185)		4,596,080	
84	82	(379,403)	59,701	50,591	7,647		(261,465)		4,602,536	
85L	83	(394,579)	60,895	51,602	7,800		(274,282)		4,596,176	
	84	(325,129)		62,113	6,364		(256,652)		4,607,595	
	85	(334,882)		63,355	6,492		(265,035)		4,611,064	
	86	(344,928)		64,622	6,622		(273,684)		4,605,833	
	87	(355,275)		65,915	6,754		(282,606)		4,591,098	
	88	(365,933)		67,233	6,889		(291,811)		4,565,998	
	89	(376,910)		68,578	7,027		(301,305)		4,529,613	
	90L	(388,217)		69,949	7,167		(311,100)		4,480,956	

Pension and Soc. Sec. amounts are net of tax. 85% of Soc. Sec. is assumed taxable. A tax rate of 22.00% (after retirement) is used to estimate taxes. This report is based upon assumed inflation rates of 4.00% and 4.00% (before and after retirement).

# Taxable Savings & Investment Accounts

Age		Additions	Growth	Tax on Growth	From Tax-Advantaged Distributions	Tax on Dist.	Cash Flow Paid In (Out)	Balance \$100,000
50	48	\$500	\$7,018	(\$1,684)				\$105,833
51	49	510	7,426	(1,782)				111,987
52	50	520	7,857	(1,886)				118,478
53	51	531	8,312	(1,995)				125,325
54	52	541	8,792	(2,110)				132,547
55	53	552	7,915	(1,900)			(39,503)	99,611
56	54	563	4,335	(1,040)			(75,919)	27,550
57	55	574	939	(225)	8,007		(36,846)	
58	56	586			40,768	(3,034)	(38,320)	
59	57	598	21	(5)				613
60	58	609	64	(15)				1,271
61	59	622	111	(27)				1,976
62	60	634	161	(39)				2,731
63	61	647	214	(51)				3,540
64	62	660	271	(65)				4,405
65R	63	673	129	(28)	111,730	(14,132)	(102,776)	
66	64	686			136,567	(29,743)	(107,511)	
67	65R				242,718	(53,398)	(189,320)	
68	66				252,566	(55,565)	(197,002)	
69	67				262,811	(57,818)	(204,992)	
70	68				207,053	(38,994)	(168,059)	
71	69				166,361	(29,667)	(136,694)	
72	70				165,675	(21,691)	(143,984)	
73	71				174,364	(22,761)	(151,603)	
74	72				183,432	(23,868)	(159,564)	
75	73				192,894	(25,013)	(167,881)	
76	74				202,767	(26,197)	(176,570)	
77	75				213,126	(27,481)	(185,646)	
78	76				223,875	(28,751)	(195,124)	
79	77				235,225	(30,202)	(205,023)	
80	78				247,005	(31,645)	(215,360)	
81	79				259,380	(33,227)	(226,153)	
82	80				272,304	(34,882)	(237,421)	
83	81				249,763	(578)	(249,185)	
84	82				261,465		(261,465)	
85L	83				274,282		(274,282)	
	84				256,652		(256,652)	
	85				265,035		(265,035)	
	86				273,684		(273,684)	
	87				282,606		(282,606)	
	88				291,811		(291,811)	
	89				301,305		(301,305)	
	90L				311,100		(311,100)	

This report is based on assumed growth rates of 7.00% and 6.00%, with inflation rates of 4.00% and 4.00% (before and after retirement). Additions increase at 2.00% per year. Tax rates of 24.00% and 22.00% (before and after retirement) are used to estimate taxes. Starting cost basis is 100.00%.

This report, and its hypothetical illustrations, are intended to form a basis for further discussion with your legal, accounting, and financial advisors. Actual future investment returns, taxes and inflation are unknown. Do not rely upon this report to predict future investment performance. This report is incomplete without the "About Your Personal Financial Plan" page.

# Tax-Deferred Annuities

Age	Additions	Growth	Distributions	Balance \$50,000	Cumulative Growth	Taxable Distribution	Tax on Distribution
50	48	\$500	\$1,256	\$51,756	\$1,256		
51	49	510	1,300	53,567	2,557		
52	50	520	1,346	55,432	3,902		
53	51	530	1,392	57,355	5,295		
54	52	541	1,441	59,336	6,735		
55	53	552	1,490	61,379	8,226		
56	54	563	1,542	63,483	9,767		
57	55	574	1,594	65,651	11,361		
58	56	585	1,281 (29,443)	38,074	12,642	12,642	(3,034)
59	57	597	959	39,630	959		
60	58	609	998	41,238	1,958		
61	59	621	1,039	42,898	2,996		
62	60	634	1,080	44,612	4,077		
63	61	646	1,123	46,381	5,200		
64	62	659	1,168	48,208	6,368		
65R	63	672	595 (49,475)		6,963	6,963	(1,532)
66	64	686	(686)				
67	65R						
68	66						
69	67						
70	68						
71	69						
72	70						
73	71						
74	72						
75	73						
76	74						
77	75						
78	76						
79	77						
80	78						
81	79						
82	80						
83	81						
84	82						
85L	83						
	84						
	85						
	86						
	87						
	88						
	89						
	90L						

This report is based on assumed growth rates of 2.50% and 2.50%, with inflation rates of 4.00% and 4.00% (before and after retirement). Additions increase 2.00% a year. Tax rates of 24.00% and 22.00% (before and after retirement) are used to estimate taxes. Starting cost basis is 100.00%.

# Tax-Deferred Retirement Accounts

<u>Jon</u>				<u>Mary</u>					
Age	Additions	Growth	Distributions	Balance	Age	Additions	Growth	Distributions	Balance
				\$200,000					\$200,000
50	\$9,500	\$14,333		\$223,833	48	\$9,500	\$14,333		\$223,833
51	9,690	16,007		249,530	49	9,690	16,007		249,530
52	9,884	17,813		277,227	50	9,884	17,813		277,227
53	10,081	19,759		307,067	51	10,081	19,759		307,067
54	10,283	21,855		339,205	52	10,283	21,855		339,205
55	10,489	24,111		373,805	53	10,489	24,111		373,805
56	10,699	26,541		411,045	54	10,699	26,541		411,045
57	10,913	29,155		451,113	55	10,913	29,155		451,113
58	11,131	31,967		494,211	56	11,131	31,967		494,211
59	11,353	34,992		540,556	57	11,353	34,992		540,556
60	11,580	38,244		590,380	58	11,580	38,244		590,380
61	11,812	41,740		643,932	59	11,812	41,740		643,932
62	12,048	45,497		701,477	60	12,048	45,497		701,477
63	12,289	49,534		763,300	61	12,289	49,534		763,300
64	12,535	53,870		829,705	62	12,535	53,870		829,705
65R		48,064	(57,276)	820,494	63	12,786	50,166		892,657
66		45,174	(135,195)	730,472	64	13,041	53,951		959,649
67		36,547	(242,718)	524,301	65R		57,579		1,017,228
68		23,881	(252,567)	295,616	66		61,034		1,078,262
69		9,853	(262,811)	42,658	67		64,696		1,142,958
70		1,242	(43,900)		68		64,577	(133,345)	1,074,190
71					69		60,406	(134,850)	999,746
72					70		57,027	(98,594)	958,179
73					71		54,387	(103,458)	909,108
74					72		51,292	(108,490)	851,910
75					73		47,704	(113,695)	785,919
76					74		43,583	(119,079)	710,423
77					75		38,878	(124,913)	624,388
78					76		33,543	(130,687)	527,244
79					77		27,516	(137,280)	417,481
80					78		20,734	(143,840)	294,375
81					79		13,132	(151,030)	156,477
82					80		4,632	(158,556)	2,553
83					81		74	(2,627)	
84					82				
85L					83				
					84				
					85				
					86				
					87				
					88				
					89				
					90L				

This report is based on assumed growth rates of 7.00% and 6.00%, with inflation rates of 4.00% and 4.00% (before and after retirement). Additions increase 2.00% and 2.00% per year (Jon and Mary).

# Tax-Free Accounts

Age	<u>Combined Roth IRA</u>				Balance \$200,000	<u>Other Tax-Free</u>			Balance \$10,000
	Jon Additions	Mary Additions	Growth	Distrib.		Additions	Growth	Distrib.	
50	48	\$5,500	\$5,500	\$14,385	\$225,384	\$500	\$410		\$10,910
51	49	5,610	5,610	16,170	252,772	510	447		11,866
52	50	5,722	5,722	18,095	282,310	520	485		12,871
53	51	5,836	5,836	20,170	314,152	530	525		13,926
54	52	5,953	5,953	22,407	348,464	541	568		15,034
55	53	6,072	6,072	24,818	385,424	552	612		16,198
56	54	6,193	6,193	27,413	425,222	563	659		17,420
57	55	6,317	6,317	30,208	468,062	574	548	(8,007)	10,534
58	56	6,444	6,444	33,215	514,164	585	207	(11,326)	
59	57	6,573	6,573	36,452	563,760	597	12		608
60	58	6,704	6,704	39,932	617,100	609	37		1,253
61	59	6,838	6,838	43,676	674,450	621	63		1,936
62	60	6,975	6,975	47,700	736,098	634	90		2,660
63	61	7,114	7,114	52,025	802,350	646	119		3,425
64	62	7,257	7,257	56,673	873,536	659	150		4,234
65R	63		7,402	52,634	933,572	672	73	(4,979)	
66	64		7,550	56,241	997,362	686		(686)	
67	65R			59,842	1,057,203				
68	66			63,432	1,120,634				
69	67			67,238	1,187,871				
70	68			71,272	1,259,142				
71	69			75,549	1,334,689				
72	70			80,081	1,414,770				
73	71			84,886	1,499,655				
74	72			89,979	1,589,633				
75	73			95,378	1,685,010				
76	74			101,101	1,786,110				
77	75			107,167	1,893,276				
78	76			113,597	2,006,872				
79	77			120,412	2,127,283				
80	78			127,637	2,254,919				
81	79			135,295	2,390,213				
82	80			143,413	2,533,625				
83	81			152,018	2,685,642				
84	82			161,139	2,846,780				
85L	83			170,807	3,017,586				
	84			181,055	3,198,641				
	85			191,918	3,390,559				
	86			203,434	3,593,992				
	87			215,640	3,809,631				
	88			228,578	4,038,208				
	89			242,292	4,280,500				
	90L			255,188	4,480,956				

This report is based on assumed growth rates of 7.00% and 6.00% on Roth IRAs and 4.00% and 3.50% on Tax-Free Accounts, with inflation rates of 4.00% and 4.00% (before and after retirement). Additions increase 2.00% and 2.00% per year (Jon and Mary).

# Roth 401k Retirement Accounts

<u>Jon</u>				<u>Mary</u>					
Age	Additions	Growth	Distributions	Balance \$100,000	Age	Additions	Growth	Distributions	Balance \$100,000
50	\$1,000	\$7,035		<b>\$108,035</b>	48	\$1,000	\$7,035		<b>\$108,035</b>
51	1,020	7,598		<b>116,653</b>	49	1,020	7,598		<b>116,653</b>
52	1,040	8,202		<b>125,895</b>	50	1,040	8,202		<b>125,895</b>
53	1,061	8,850		<b>135,806</b>	51	1,061	8,850		<b>135,806</b>
54	1,082	9,544		<b>146,432</b>	52	1,082	9,544		<b>146,432</b>
55	1,104	10,289		<b>157,825</b>	53	1,104	10,289		<b>157,825</b>
56	1,126	11,087		<b>170,038</b>	54	1,126	11,087		<b>170,038</b>
57	1,149	11,943		<b>183,130</b>	55	1,149	11,943		<b>183,130</b>
58	1,172	12,860		<b>197,162</b>	56	1,172	12,860		<b>197,162</b>
59	1,195	13,843		<b>212,200</b>	57	1,195	13,843		<b>212,200</b>
60	1,219	14,897		<b>228,316</b>	58	1,219	14,897		<b>228,316</b>
61	1,243	16,026		<b>245,585</b>	59	1,243	16,026		<b>245,585</b>
62	1,268	17,235		<b>264,088</b>	60	1,268	17,235		<b>264,088</b>
63	1,294	18,532		<b>283,914</b>	61	1,294	18,532		<b>283,914</b>
64	1,319	19,920		<b>305,153</b>	62	1,319	19,920		<b>305,153</b>
65R		18,309		<b>323,462</b>	63	1,346	18,350		<b>324,849</b>
66		19,408		<b>342,870</b>	64	1,373	19,532		<b>345,754</b>
67		20,572		<b>363,442</b>	65R		20,745		<b>366,499</b>
68		21,807		<b>385,249</b>	66		21,990		<b>388,489</b>
69		23,115		<b>408,364</b>	67		23,309		<b>411,798</b>
70		24,055	(14,904)	<b>417,515</b>	68		24,708		<b>436,506</b>
71		24,578	(15,755)	<b>426,338</b>	69		26,190		<b>462,696</b>
72		25,081	(16,654)	<b>434,765</b>	70		27,255	(16,887)	<b>473,064</b>
73		25,558	(17,602)	<b>442,721</b>	71		27,848	(17,851)	<b>483,061</b>
74		26,005	(18,602)	<b>450,124</b>	72		28,418	(18,870)	<b>492,609</b>
75		26,418	(19,656)	<b>456,886</b>	73		28,958	(19,944)	<b>501,624</b>
76		26,790	(20,768)	<b>462,909</b>	74		29,465	(21,077)	<b>510,012</b>
77		27,120	(21,835)	<b>468,193</b>	75		29,933	(22,271)	<b>517,673</b>
78		27,400	(23,064)	<b>472,529</b>	76		30,355	(23,531)	<b>524,497</b>
79		27,625	(24,232)	<b>475,922</b>	77		30,728	(24,740)	<b>530,484</b>
80		27,792	(25,450)	<b>478,263</b>	78		31,045	(26,132)	<b>535,397</b>
81		27,894	(26,719)	<b>479,439</b>	79		31,300	(27,456)	<b>539,241</b>
82		27,925	(28,037)	<b>479,327</b>	80		31,489	(28,836)	<b>541,894</b>
83		24,952	(126,909)	<b>377,370</b>	81		31,605	(30,273)	<b>543,226</b>
84		18,522	(137,348)	<b>258,544</b>	82		31,641	(31,768)	<b>543,099</b>
85L		11,116	(146,554)	<b>123,106</b>	83		31,586	(33,319)	<b>541,366</b>
			(123,106)		84	123,106	33,938	(197,676)	<b>500,734</b>
					85		23,934	(203,669)	<b>320,999</b>
					86		12,963	(209,889)	<b>124,073</b>
					87		3,614	(127,687)	
					88				
					89				
					90L				

This report is based on assumed growth rates of 7.00% and 6.00% with inflation rates of 4.00% and 4.00% (before and after retirement). Additions increase 2.00% and 2.00% per year (Jon and Mary).  
Company additions are included in Tax-Deferred Retirement Accounts.

# Roth 457 Retirement Accounts

<u>Jon</u>				<u>Mary</u>							
Age	Additions	Growth	Distributions	Balance		Age	Additions	Growth	Distributions	Balance	
					\$100,000						\$100,000
50	\$1,000	\$7,035			<b>\$108,035</b>	48	\$1,000	\$7,035			<b>\$108,035</b>
51	1,020	7,598			<b>116,653</b>	49	1,020	7,598			<b>116,653</b>
52	1,040	8,202			<b>125,895</b>	50	1,040	8,202			<b>125,895</b>
53	1,061	8,850			<b>135,806</b>	51	1,061	8,850			<b>135,806</b>
54	1,082	9,544			<b>146,432</b>	52	1,082	9,544			<b>146,432</b>
55	1,104	10,289			<b>157,825</b>	53	1,104	10,289			<b>157,825</b>
56	1,126	11,087			<b>170,038</b>	54	1,126	11,087			<b>170,038</b>
57	1,149	11,943			<b>183,130</b>	55	1,149	11,943			<b>183,130</b>
58	1,172	12,860			<b>197,162</b>	56	1,172	12,860			<b>197,162</b>
59	1,195	13,843			<b>212,200</b>	57	1,195	13,843			<b>212,200</b>
60	1,219	14,897			<b>228,316</b>	58	1,219	14,897			<b>228,316</b>
61	1,243	16,026			<b>245,585</b>	59	1,243	16,026			<b>245,585</b>
62	1,268	17,235			<b>264,088</b>	60	1,268	17,235			<b>264,088</b>
63	1,294	18,532			<b>283,914</b>	61	1,294	18,532			<b>283,914</b>
64	1,319	19,920			<b>305,153</b>	62	1,319	19,920			<b>305,153</b>
65R		18,309			<b>323,462</b>	63	1,346	18,350			<b>324,849</b>
66		19,408			<b>342,870</b>	64	1,373	19,532			<b>345,754</b>
67		20,572			<b>363,442</b>	65R		20,745			<b>366,499</b>
68		21,807			<b>385,249</b>	66		21,990			<b>388,489</b>
69		23,115			<b>408,364</b>	67		23,309			<b>411,798</b>
70		24,055	(14,904)		<b>417,515</b>	68		24,708			<b>436,506</b>
71		24,578	(15,755)		<b>426,338</b>	69		26,190			<b>462,696</b>
72		25,081	(16,654)		<b>434,765</b>	70		27,255	(16,887)		<b>473,064</b>
73		25,558	(17,602)		<b>442,721</b>	71		27,848	(17,851)		<b>483,061</b>
74		26,005	(18,602)		<b>450,124</b>	72		28,418	(18,870)		<b>492,609</b>
75		26,418	(19,656)		<b>456,886</b>	73		28,958	(19,944)		<b>501,624</b>
76		26,790	(20,768)		<b>462,909</b>	74		29,465	(21,077)		<b>510,012</b>
77		27,120	(21,835)		<b>468,193</b>	75		29,933	(22,271)		<b>517,673</b>
78		27,400	(23,064)		<b>472,529</b>	76		30,355	(23,531)		<b>524,497</b>
79		27,625	(24,232)		<b>475,922</b>	77		30,728	(24,740)		<b>530,484</b>
80		27,792	(25,450)		<b>478,263</b>	78		31,045	(26,132)		<b>535,397</b>
81		27,894	(26,719)		<b>479,439</b>	79		31,300	(27,456)		<b>539,241</b>
82		27,925	(28,037)		<b>479,327</b>	80		31,489	(28,836)		<b>541,894</b>
83		26,969	(59,680)		<b>446,616</b>	81		31,605	(30,273)		<b>543,226</b>
84		24,980	(60,582)		<b>411,014</b>	82		31,641	(31,768)		<b>543,099</b>
85L		22,828	(61,090)		<b>372,752</b>	83		31,586	(33,319)		<b>541,366</b>
			(372,752)			84	372,752	53,078	(58,975)		<b>908,220</b>
						85		52,652	(61,366)		<b>899,506</b>
						86		52,057	(63,795)		<b>887,768</b>
						87		48,619	(154,919)		<b>781,467</b>
						88		38,134	(291,811)		<b>527,790</b>
						89		22,628	(301,305)		<b>249,113</b>
						90L		7,256	(256,369)		

This report is based on assumed growth rates of 7.00% and 6.00%, with inflation rates of 4.00% and 4.00% (before and after retirement). Additions increase 2.00% and 2.00% per year (Jon and Mary). Company additions are included in Tax-Deferred Retirement Accounts.



## Survivor Needs Calculation for Mary, To Estimate Life Insurance Required on Jon

NPV <sup>1</sup>	(\$2,362,996)	(\$139,481)	(\$20,000)	\$867,893	\$509,388	\$41,585	(\$1,103,610)
Age	Spending Need	Education Costs	Other Inc. (Expense) <sup>2</sup>	Income After Tax	Soc. Sec. After Tax	Pension After Tax	Surplus (Shortage)
48	(\$80,000)		(\$20,000)	\$59,280	\$50,507	\$1,648	\$11,435
49	(82,400)			61,058	51,517	1,681	31,856
50	(84,872)			62,890	52,547	1,715	32,280
51	(87,418)			64,777	45,206	1,749	24,314
52	(90,041)			66,720	46,110	1,784	24,574
53	(92,742)	(39,502)		68,722		1,819	(61,703)
54	(95,524)	(75,919)		70,783		1,856	(98,804)
55	(98,390)	(36,846)		72,907		1,893	(60,436)
56	(101,342)	(38,320)		75,094		1,931	(62,637)
57	(104,382)			77,347		1,969	(25,065)
58	(107,513)			79,667		2,009	(25,837)
59	(110,739)			82,057		2,049	(26,632)
60	(114,061)			84,519	3,664	2,090	(23,788)
61	(117,483)			87,055	3,256	2,132	(25,040)
62	(121,007)			89,666	2,830	2,174	(26,337)
63	(124,637)			92,356	2,384	2,218	(27,679)
64	(128,377)			95,127	1,919	2,262	(29,068)
65R	(132,228)				34,384	2,368	(95,475)
66	(136,195)				35,072	2,416	(98,707)
67	(140,280)				35,773	2,464	(102,043)
68	(144,489)				36,489	2,513	(105,487)
69	(148,824)				37,218	2,563	(109,042)
70	(153,288)				37,963	2,615	(112,711)
71	(157,887)				38,722	2,667	(116,498)
72	(162,624)				39,497	2,720	(120,407)
73	(167,502)				40,286	2,775	(124,441)
74	(172,527)				41,092	2,830	(128,605)
75	(177,703)				41,914	2,887	(132,902)
76	(183,034)				42,752	2,945	(137,337)
77	(188,525)				43,607	3,004	(141,914)
78	(194,181)				44,480	3,064	(146,638)
79	(200,006)				45,369	3,125	(151,512)
80	(206,007)				46,276	3,187	(156,543)
81	(212,187)				47,202	3,251	(161,734)
82	(218,552)				48,146	3,316	(167,090)
83	(225,109)				49,109	3,382	(172,618)
84	(231,862)				50,091	3,450	(178,321)
85	(238,818)				51,093	3,519	(184,206)
86	(245,983)				52,115	3,589	(190,278)
87	(253,362)				53,157	3,661	(196,544)
88	(260,963)				54,220	3,734	(203,008)
89	(268,792)				55,305	3,809	(209,678)
90L	(276,856)				56,411	3,885	(216,560)

1 - Net Present Values for this illustration are calculated using a 5% after-tax discount rate (education costs using 6%).

2 - Allowances for final expenses and emergency funds of \$20,000 are included in the first year.

## Survivor Needs Calculation for Jon, To Estimate Life Insurance Required on Mary

NPV <sup>1</sup>	(\$2,098,281)	(\$139,481)	(\$20,000)	\$999,858	\$440,974	\$40,293	(\$776,637)
Age	Spending Need	Education Costs	Other Inc. (Expense) <sup>2</sup>	Income After Tax	Soc. Sec. After Tax	Pension After Tax	Surplus (Shortage)
50	(\$80,000)		(\$20,000)	\$76,000	\$42,185		\$18,185
51	(82,400)			78,280	43,028		38,908
52	(84,872)			80,628	43,889		39,645
53	(87,418)			83,047	37,759		33,388
54	(90,041)			85,539	38,514		34,012
55	(92,742)	(39,502)		88,105			(44,139)
56	(95,524)	(75,919)		90,748			(80,695)
57	(98,390)	(36,846)		93,470			(41,765)
58	(101,342)	(38,320)		96,275			(43,387)
59	(104,382)			99,163			(5,219)
60	(107,513)			102,138			(5,376)
61	(110,739)			105,202			(5,537)
62	(114,061)			108,358			(5,703)
63	(117,483)			111,609			(5,874)
64	(121,007)			114,957			(6,050)
65R	(124,637)				33,049	5,249	(86,340)
66	(128,377)				33,710	5,354	(89,313)
67	(132,228)				34,384	5,461	(92,383)
68	(136,195)				35,072	5,570	(95,553)
69	(140,280)				35,773	5,682	(98,826)
70	(144,489)				36,489	5,795	(102,205)
71	(148,824)				37,218	5,911	(105,694)
72	(153,288)				37,963	6,029	(109,296)
73	(157,887)				38,722	6,150	(113,015)
74	(162,624)				39,497	6,273	(116,854)
75	(167,502)				40,286	6,398	(120,817)
76	(172,527)				41,092	6,526	(124,909)
77	(177,703)				41,914	6,657	(129,132)
78	(183,034)				42,752	6,790	(133,492)
79	(188,525)				43,607	6,926	(137,992)
80	(194,181)				44,480	7,064	(142,637)
81	(200,006)				45,369	7,206	(147,432)
82	(206,007)				46,276	7,350	(152,380)
83	(212,187)				47,202	7,497	(157,488)
84	(218,552)				48,146	7,647	(162,760)
85L	(225,109)				49,109	7,800	(168,200)

1 - Net Present Values for this illustration are calculated using a 5% after-tax discount rate (education costs using 6%).

2 - Allowances for final expenses and emergency funds of \$20,000 are included in the first year.