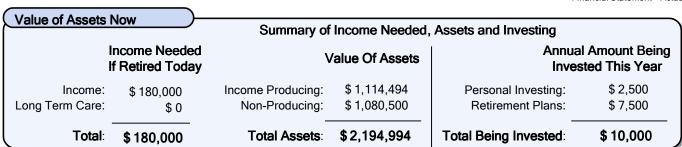
Wednesday, Apr 13, 2005 12:13:54 Retirement\All Assets\Pre\Summary

All Assets

Retirement = Actual Retirement Age 63

Financial Statement = Actual

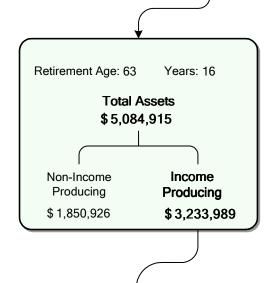


Future Value Of Assets

At retirement, it is important to distinguish between the assets you have that will produce income for you and those assets that will not.

Question?

Do the Income Producing Assets provide adequate income for your retirement?



Income At Retirement

Total income from Income Producing Assets:

(At 7.0% rate of return: (Earnings+Growth)

Income from Social Security, Pensions and other Sources:

Total Income from All Sources: \$228,379

Future Income Needed:

(\$180,000 at 2.5% Inflation.)

\$267,211

Present Situation

\$226,379

\$2,000

Income Shortage / Surplus:

-\$38,832

Additional Income Producing assets are needed at Rate of Return of: 7.0%

\$ 554,740

New & Additional Yearly Investments Are Needed at a Growth Rate of 9.0%

Between Now and Retirement.

nt. Level Investment Plan: \$16,115

With an Inflation Rate of :2.5% Increasing Investment Plan: \$14,397

Retirement Income

All Assets

Retirement = Actual Retirement Age 63 Financial Statement = Actual

Assumptions Retirement Age:

Client: 63 Spouse: 63

Present Net Income: \$180,000

Income needed today to provide a comfortable life style if you were retired today.

Rate of Inflation: 2.5%

Assumed rate of inflation from now until the retirement age.

uie ieuieilielit age.

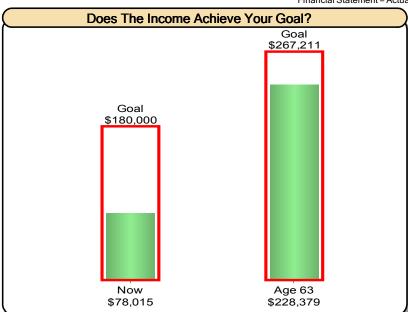
Rate of Return: 7.0%

Assumed rate of return, i.e., rate of earnings from plus growth rate of assets.

Growth Rate: 9.0%

New and additional yearly investments, if needed, grow at this assumed rate from now until the retirement age.

With an Inflation Rate of: 2.5%



Income Needed / Goals		Now	Age : 63	
Future income needed is based on a present)			
income goal and an inflation rate of: 2.5%		\$ 180,000	\$ 267,211	
Estimated cost of long term care today & f	uture:	\$ 0	\$ 0	
Total annual income needed	d - goal:	\$ 180,000	\$267,211	
Assets				
Total assets at retirement:		\$ 2,194,994	\$ 5,084,915	
Less Non-Income Producing Assets:		\$ 1,080,500	\$ 1,850,926	
Total income producing	assets:	\$1,114,494	\$3,233,989	
Sources of Income	<u>'</u>			
Assumed rate of return:		7.0%	7.0%	
Expected annual net income from	assets:	\$ 78,015	\$ 226,379	
(Social Security & Other Income start ages):—			,	
Client Social Security / Government:	65	\$ 0	\$ 0	
Spouse Social Security / Government:	67	\$ 0	\$ 0	
CL Other: Defined Benefit Pension	63	\$ 0	\$2,000	
CL Other:		\$ 0	\$ 0	
CL Other:		\$ 0	\$ 0	
SP Other: GrandFather Trust	70	\$ 0	\$ 0	
SP Other:		\$ 0	\$ 0	
SP Other:		\$0	\$0	
Total income from all so	ources:	\$ 78,015	\$ 228,379	
Shortage / Surplus	•			
Income shortage / surplus (Goal less Total In-	-\$ 101,985	-\$ 38,832		
New & additional Income Producing Assets ar				
needed at a Rate of Return of: 7.0%	J	\$ 1,456,934	\$ 554,740	
New & Additional Yearly Investment Is New Starting Now, at a Growth Rate of: 9.0%	eded,	Level Investment Plan:	\$ 16,115	

Increasing Investment Plan:

\$14,397

Financial Statement = Actual

Value of Assets and Investing

Income Needed If Retired Today

Income: \$0 Long Term Care:

Total:

\$ 180,000

\$180,000

Summary Of Income Needed, Assets and Investing

Value Of Assets

Income Producing: \$1,114,494 \$1,080,500 Non-Producing:

> \$2,194,994 **Total Assets:**

Annual Amount Being

Invested This Year Personal Investing: \$ 2,500 \$ 7,500 Retirement Plans:

Total Being Invested: \$10,000

Income Needed & Value of Assets at Retirement

At an Inflation Rate of: 2.5%

Total Income Needed at Retirement: \$267,211

Future Value of Assets plus Yearly Investing:

Total Assets at Retirement Age: \$5,084,915 Non-Income Producing Assets: \$ 1,850,926 \$3,233,989

Value of Income Producing Assets:

99

Rate of Earnings: 2.5% Growth Rate: 4.5%

Retirement = Actual Retirement Age 63

Soc. Sec & Other Income of: Jim

Current Age: 47 Retirement Age: 63

Description Amount COLA Age Yrs Social Security Benefit: \$ 0 2.0% 65 99

Other Income or Expenses (-):

1: Defined Benefit Pension \$2,000 2.0% 63 2: \$0 0.0% 3: \$0 0.0%

Soc. Sec. & Other Income of: Mary

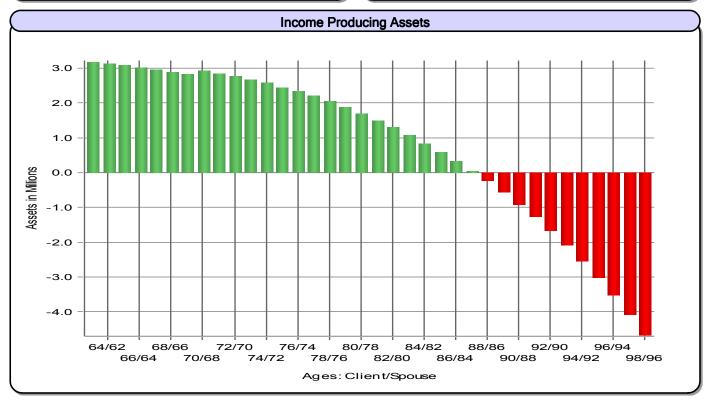
Current Age: 45 Retirement Age: 63

Amount COLA Age Yrs Description Social Security Benefit: \$0 2.0% 67 99

Other Income or Expenses (-):

1: GrandFather Trust \$4,000 0.0% 70 6 2: 0.0% \$0

3: \$0 0.0%



Wednesday, Apr 13, 2005 12:13:48 Retirement\All Assets\Post\Detail

Post Retirement Detail

All Assets

Retirement = Actual Retirement Age 63 Financial Statement = Actual

Income Needed at Retirement Age: 63

Income Needed If Retired Today:

Inflation Rate of: 2.5%

\$ 180,000

Income Needed at Retirement: \$267,211

Income Producing Assets:

Total Asset at Retirement Age: \$5,084,915
Non-Producting Assets: \$1,850,926

Income Producing Assets: \$3,233,989

Year	Age CL/SP		Earnings from Income Prod. Assets at: 2.5%	Social Security + COLA of: 2.0%	Other Income (See Detail Pg.)	Income Surplus or Shortage	Assets after Shortage or Surplus	Growth of Assets at: 4.5%	Income Producing Assets
Initial Value of Income Producing Assets \$3,233								\$3,233,989	
2021	63/61	\$267,211	\$80,850	\$0	\$2,000	-\$184,361	\$3,049,627	\$137,233	\$3,186,861
2022	64/62	\$273,891	\$79,672	\$0	\$2,040	-\$192,180	\$2,994,681	\$134,761	\$3,129,442
Jim: Start (Social Se	curity)		\$22,589					
2023	65/63	\$280,739	\$78,236	\$22,589	\$2,081	-\$177,833	\$2,951,609	\$132,822	\$3,084,431
2024	66/64	\$287,757	\$77,111	\$23,041	\$2,122		\$2,898,948	\$130,453	\$3,029,401
2025	67/65	<u>\$293,512</u>	\$75,735	\$23,502	\$2,165	-\$192,111	\$2,837,290	\$127,678	\$2,964,968
2026	68/66	\$299,382	\$74,124	\$23,972	\$2,208	-\$199,078	\$2,765,890	\$124,465	\$2,890,355
Mary: Start				\$12,986					
2027	69/67	\$305,370	\$72,259	\$37,437	\$2,252	-\$193,422	\$2,696,933	\$121,362	\$2,818,295
	•	nheritance)							\$200,000
2028	70/68	\$311,477	\$70,457	\$38,186	\$2,297	-\$200,537	\$2,617,758	\$117,799	\$2,935,557
2029 Mary: Start	71/69 (GrandFa	\$316,150 ether Trust)	\$73,389	\$38,950	\$2,343 \$4,000	-\$201,468	\$2,734,089	\$123,034	\$2,857,123
2030	72/70	\$320,892	\$71,428	\$39,729	\$6,390	-\$203,345	\$2,653,778	\$119,420	\$2,773,198
2031	73/71	\$325,705	\$69,330	\$40,523	\$6,438	-\$209,414	\$2,563,784	\$115,370	\$2,679,154
2032	74/72	\$330,591	\$66,979	\$41,334	\$6,487	-\$215,792	\$2,463,363	\$110,851	\$2,574,214
2033	75/73	<u>\$333,897</u>	\$64,355	\$42,160	\$6,536	-\$220,845	\$2,353,369	\$105,902	\$2,459,271
2034	76/74	\$337,236	\$61,482	\$43,003	\$6,587	-\$226,163	\$2,233,108	\$100,490	\$2,333,597
2035 Mary: Stop	77/75 (GrandFa	\$340,608 ather Trust)	\$58,340	\$43,863	\$6,639 -\$4,000	-\$231,766	\$2,101,832	\$94,582	\$2,196,414
2036	78/76	\$344,014	\$54,910	\$44,741	\$2,692	-\$241,671	\$1,954,743	\$87,963	\$2,042,706
2037	79 <i>/</i> 77	<u>\$345,734</u>	\$51,068	\$45,636	\$2,746	-\$246,285	\$1,796,421	\$80,839	\$1,877,260
2038	80/78	\$347,463	\$46,931	\$46,548	\$2,800	-\$251,183	\$1,626,077	\$73,173	\$1,699,251
2039	81/79	\$349,200	\$42,481	\$47,479	\$2,856	-\$256,383	\$1,442,867	\$64,929	\$1,507,796
2040	82/80	\$350,946	\$37,695	\$48,429	\$2,914	-\$261,909	\$1,245,888	\$56,065	\$1,301,953
2041	83/81	<u>\$350,946</u>		\$49,397	\$2,972		\$1,035,924	\$46,617	\$1,082,541
2042	84/82	\$350,946		\$50,385	\$3,031	-\$270,466	\$812,075	\$36,543	\$848,618
2043	85/83	\$350,946		\$51,393	\$3,092		\$573,373	\$25,802	\$599,174
2044	86/84	\$350,946		\$52,421	\$3,154	-\$280,392	\$318,782	\$14,345	\$333,128
2045	87/85	\$350,946		\$53,469	\$3,217	-\$285,932	\$47,196	\$2,124	\$49,320
2046	88/86	\$350,946	•	\$54,539	\$3,281	-\$291,893	-\$242,574	-\$10,916	-\$253,490
2047	89/87	\$350,946		\$55,630	\$3,347	-\$298,307	-\$551,797	-\$24,831	-\$576,627
2048	90/88	\$350,946		\$56,742	\$3,414	-\$305,206	-\$881,833	-\$39,683	-\$921,516
2049	91/89	\$350,946		\$57,877	\$3,482		-\$1,234,141	-\$55,536	-\$1,289,677
2050	92/90	\$350,946		\$59,034	\$3,552		-\$1,610,279	-\$72,463	-\$1,682,742
2051	93/91	\$350,946		\$60,215	\$3,623	-\$329,177	-\$2,011,919	-\$90,536	-\$2,102,455
2052	94/92	\$350,946		\$61,419	\$3,695	-\$338,393	-\$2,440,848	-\$109,838	-\$2,550,686
2053	95/93	\$350,946		\$62,648	\$3,769 \$3,844	-\$348,296	-\$2,898,983	-\$130,454	-\$3,029,437
2054	96/94	\$350,946 \$250,046		\$63,901 \$65,170	\$3,844	-\$358,937 \$370,367	-\$3,388,374	-\$152,477 \$176,005	-\$3,540,851 \$4,087,222
2055	97/95	\$350,946 \$250,046		\$65,179	\$3,921 \$4,000	-\$370,367 \$393,645	-\$3,911,218	-\$176,005 \$201,144	-\$4,087,223 \$4,671,011
2056	98/96	<i>\$350,946</i>	-\$102,181	\$66,482	\$4,000	-\$382,645	-\$4,469,867	-\$201,144	-\$4,671,011

James W. Aba & Mary Ann Christiansen

Wednesday, Apr 13, 2005 12:15:42 Retirement\All Assets\Pre\Summary Compare

Retirement Summary

All Assets

Value of Assets Now

Retirement = Actual Retirement Age 63 Financial Statement = Actual

Alternative 1 Financial Statement = Actual

Income Needed If Retired Today

Income: Long Term Care: \$ 180,000 \$0

Total:

\$180,000

Present Value of Assets

Income Producing: \$1,114,494 Non-Producing: \$1,080,500

\$2,194,994 Total Assets:

Present Annual Payments

Personal Investment: \$2,500 Retirement Plans: \$7,500

Total Being Invested: \$ 10,000

Alternative Value of Assets

Income Producing: \$1,114,494 Non-Producing: \$1,080,500

\$2,194,994 Total Assets:

Alternative Annual Payments

Personal Investment: \$2,500 Retirement Plans: \$7,500

Total Being Invested: \$10,000

Future Value Of Assets

At retirement, it is important to distinguish between the assets you have that will produce income for you and those assets that will not.

Question?

Do the Income Producing Assets provide adequate income for your retirement?

Actual Assets

Age: 63 Years: 16

> **Total Assets** \$5,084,915

Non-Income Producing \$1,850,926

Income **Producing** \$3,233,989

Alternative Assets

Years: 18 Age: 65

> **Total Assets** \$5,669,835

Non-Income Producing

Income **Producing**

\$1,990,770

\$3,679,066

Income At Retirement

Total income from Income Producing Assets: (At 7.0% rate of return: (Earnings+Growth)

Income from Soc. Sec., Pensions & Other Sources:

Total Income from All Sources:

Future Income Needed: (\$180,000 at 2.5% Inflation.)

Income Shortage / Surplus:

Additional Income Producing assets are needed at Rate of Return of: 7.0% **Present Situation**

\$226,379 \$2,000

\$228,379

\$ 267,211 -\$38,832

\$554,740

Alternative Situation

\$ 257,535

\$259,535

\$2,000

\$280,739 -\$21,204

\$302.914

New & Additional Yearly Investments Are Needed at a Growth Rate of 9.0%

Between Now and Retirement.

Level Plan:

\$ 16,115

\$7,031

With an Inflation Rate of: 2.5%

Increasing Plan:

\$ 14,397

\$5,983

Alternative 1



Retirement Age: Client:

63 63

Spouse: Present Net Income:

\$ 180,000

Income needed today to provide a comfortable life style if you were retired

today.

Rate of Inflation:

2.5%

Assumed rate of inflation from now until the retirement age.

Rate of Return:

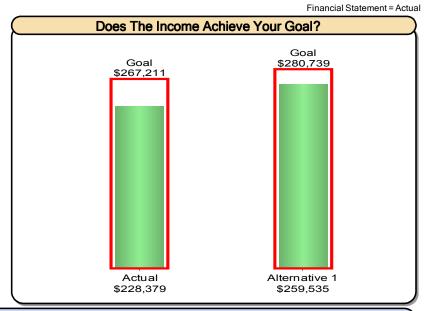
7.0%

Assumed rate of return, i.e., rate of earnings from plus growth rate of assets.

Growth Rate: 9.0

New and additional yearly investments, if needed, grow at this assumed rate from

now until the retirement age.



Income Needed / Cools	Age : 63								
Income Needed / Goals	Actual	Alternative							
Future income needed is based on a present									
income goal and an inflation rate of: 2.5%	\$ 267,211	\$ 280,739							
Estimated cost of long term care today & future:	\$0	\$ 0							
Total annual income needed - goal:	\$ 267,211	\$280,739							
Assets									
Total assets at retirement:	\$ 5,084,915	\$ 5,669,835							
Less Non-Income Producing Assets:	\$ 1,850,926	\$ 1,990,770							
Total income producing assets:	\$3,233,989	\$3,679,066							
Sources of Income									
Assumed rate of return:	7.0%	7.0%							
Expected annual net income from assets:	\$ 226,379	\$ 257,535							
Social Security and Other Income:									
Client Social Security / Government:	\$ 0	\$ 0							
Spouse Social Security / Government:	\$ 0	\$ 0							
CL Other: (CL Item One per Age)	\$ 2,000	\$ 2,000							
CL Other: (CL Item Two per Age)	\$ 0	\$ 0							
CL Other: (CL Item Three per Age)	\$ 0	\$ 0							
SP Other: (SP Item One per Age)	\$ 0	\$ 0							
SP Other: (SP Item Two per Age)	\$ 0	\$ 0							
SP Other: (SP Item Three per Age)	\$ 0	\$ 0							
Total income from all sources:	\$ 228,379	\$ 259,535							
Shortage / Surplus									
Income shortage / surplus (Goal less Total Income):	-\$ 38,832	-\$ 21,204							
New & additional Income Producing Assets are									
needed at a Rate of Return of: 7.0%	\$ 554,740	\$ 302,914							
New & Additional Yearly Investment Is Needed,									
Starting Now, at a Growth Rate of: 9.0% Level F	Plan: \$ 16,115	\$ 7,031							
With an Inflation Rate of : 2.5% Increasing F	Plan: \$ 14,397	\$ 5,983							

Financial Statement = Actual



Income Needed If Retired Today

Income: \$ 180,000 \$0 Long Term Care: \$180,000

Total:

Income Producing:

Summary Of Income Needed, Assets and Investing Value Of Assets

\$1,114,494 \$1,080,500 Non-Producing: **Total Assets:**

\$2,194,994

Annual Amount Being **Invested This Year**

Personal Investing: \$ 2,500 \$ 7,500 Retirement Plans: **Total Being Invested:** \$10,000

Income Needed & Value of Assets at Retirement

At an Inflation Rate of: 2.5%

Total Income Needed at Retirement: \$280,739

Future Value of Assets plus Yearly Investing:

Total Assets at Retirement Age: \$5,669,835 Non-Income Producing Assets: \$ 1,990,770 \$3,679,066

Value of Income Producing Assets:

Rate of Earnings: 2.5% Growth Rate: 4.5%

0.0%

Retirement = Alternative 1

Soc. Sec & Other Income of: Jim

Current Age: 47 Retirement Age: 65

Description Amount COLA Age Yrs Social Security Benefit: \$ 0 2.0% 67 99

Other Income or Expenses (-):

1: Defined Benefit Pension \$2,000 2.0% 65 99 2: \$0 0.0%

3: \$0

Soc. Sec. & Other Income of: Mary

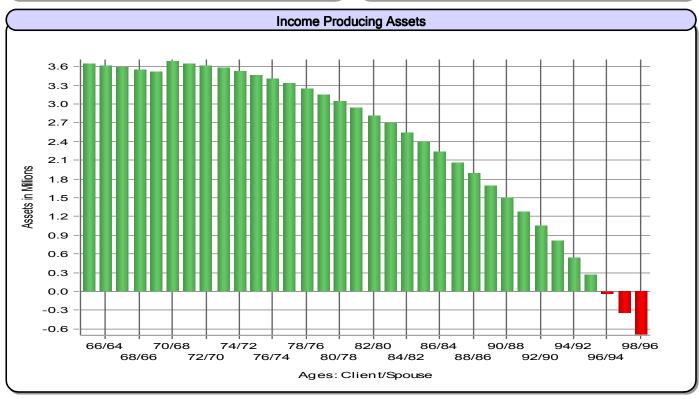
Current Age: 45 Retirement Age: 65

Amount COLA Age Yrs Description Social Security Benefit: \$0 2.0% 67 99

Other Income or Expenses (-):

1: GrandFather Trust \$4,000 0.0% 70 6 2: 0.0% \$0

3: \$0 0.0%



Wednesday, Apr 13, 2005 12:15:37 Retirement\All Assets\Post\Detail

> Retirement = Alternative 1 Financial Statement = Actual

Income Needed at Retirement Age: 65

Income Needed If Retired Today:

Inflation Rate of: 2.5%

Income Needed at Retirement:

\$280,739

\$180,000

Income Producing Assets:

Total Asset at Retirement Age: \$5,669,835 Non-Producting Assets: \$1,990,770

Income Producing Assets: \$3,679,066

Yo	ear	Age CL/SP	Income Needed + Inflation of: 2.5%	Earnings from Income Prod. Assets at: 2.5%	Social Security + COLA of: 2.0%	Other Income (See Detail Pg.)	Income Surplus or Shortage	Assets after Shortage or Surplus	Growth of Assets at: 4.5%	Income Producing Assets
Initial Value of Income Producing Assets										\$3,679,066
2	023	65/63	\$280,739	\$91,977	\$0	\$2,000	-\$186,762	\$3,492,304	\$157,154	\$3,649,457
2	024	66/64	\$287,757	\$91,236	\$0	\$2,040	-\$194,481	\$3,454,977	\$155,474	\$3,610,451
Jim: S	Start (S	ocial Se	curity)		\$22,589					
	025	67/65	\$294,951	\$90,261	\$22,589	\$2,081	-\$180,020	\$3,430,431	\$154,369	\$3,584,800
	026	68/66	\$302,325	\$89,620	\$23,041	\$2,122	-\$187,542	\$3,397,259	\$152,877	\$3,550,135
		Social S			\$12,986					
	027 : Start	69/67 (Future I	\$308,371 nheritance)	\$88,753	\$36,488	\$2,165	-\$180,965	\$3,369,170	\$151,613	\$3,520,783 \$200,000
	028	70/68	\$314,539	\$88,020	\$37,217	\$2,208	-\$187,094	\$3,333,689	\$150,016	\$3,683,705
	029 Start (71/69 (GrandFa	\$320,829 ather Trust)	\$92,093	\$37,962	\$2,252 \$4,000	-\$188,523	\$3,495,182	\$157,283	\$3,652,466
2	030	72/70	\$327,246	\$91,312	\$38,721	\$6,297	-\$190,916	\$3,461,550	\$155,770	\$3,617,319
2	031	73/71	\$332,15 <u>5</u>	\$90,433	\$39,495	\$6,343	-\$195,883	\$3,421,436	\$153,965	\$3,575,401
2	032	74/72	\$337,137	\$89,385	\$40,285	\$6,390	-\$201,077	\$3,374,324	\$151,845	\$3,526,169
2	033	75/73	\$342,194	\$88,154	\$41,091	\$6,438	-\$206,511	\$3,319,658	\$149,385	\$3,469,043
	034	76/74	\$347,327	\$86,726	\$41,913	\$6,487	-\$212,201	\$3,256,841	\$146,558	\$3,403,399
	035 Stop (77/75 GrandFa	\$350,800 other Trust)	\$85,085	\$42,751	\$6,536 -\$4,000	-\$216,428	\$3,186,971	\$143,414	\$3,330,385
2	036	78/76	\$354,308	\$83,260	\$43,606	\$2,587	-\$224,855	\$3,105,530	\$139,749	\$3,245,279
2	037	79/77	\$357,851	\$81,132	\$44,478	\$2,639	-\$229,602	\$3,015,676	\$135,705	\$3,151,382
2	038	80/78	\$361,430	\$78,785	\$45,368	\$2,692	-\$234,586	\$2,916,796	\$131,256	\$3,048,052
2	039	81/79	<u>\$363,237</u>	\$76,201	\$46,275	\$2,746	-\$238,015	\$2,810,037	\$126,452	\$2,936,488
2	040	82/80	\$365,053	\$73,412	\$47,201	\$2,800	-\$241,640	\$2,694,848	\$121,268	\$2,816,117
2	041	83/81	\$366,878	\$70,403	\$48,145	\$2,856	-\$245,474	\$2,570,642	\$115,679	\$2,686,321
	042	84/82	\$368,713	\$67,158	\$49,107	\$2,914	-\$249,534	\$2,436,787	\$109,655	\$2,546,443
	043	85/83	<u>\$368,713</u>	\$63,661	\$50,090	\$2,972	-\$251,990	\$2,294,452	\$103,250	\$2,397,703
	044	86/84	\$368,713		\$51,091	\$3,031	-\$254,648	\$2,143,055	\$96,437	\$2,239,493
	045	87/85	\$368,713	\$55,987	\$52,113	\$3,092	-\$257,520	\$1,981,973	\$89,189	\$2,071,161
	046	88/86	\$368,713	\$51,779	\$53,156	\$3,154	-\$260,624	\$1,810,537	\$81,474	\$1,892,011
	047	89/87	\$368,713	\$47,300	\$54,219	\$3,217	-\$263,977	\$1,628,034	\$73,262	\$1,701,295
	048	90/88	\$368,713	\$42,532	\$55,303	\$3,281	-\$267,596	\$1,433,699	\$64,516	\$1,498,216
	049	91/89	\$368,713	\$37,455	\$56,409	\$3,347	-\$271,502	\$1,226,714	\$55,202	\$1,281,916
	050	92/90	\$368,713		\$57,537	\$3,414		\$1,006,202	\$45,279	\$1,051,481
	051	93/91	\$368,713		\$58,688	\$3,482		\$771,226	\$34,705	\$805,931
	052	94/92	\$368,713		\$59,862	\$3,552		\$520,780	\$23,435	\$544,215 \$365,310
	053	95/93	\$368,713		\$61,059	\$3,623	-\$290,426	\$253,789	\$11,421	\$265,210
	054	96/94	\$368,713	\$6,630	\$62,280	\$3,695 \$3,760	-\$296,107	-\$30,898	-\$1,390	-\$32,288
	055	97/95	\$368,713	-\$807	\$63,526 \$64,706	\$3,769 \$3,844	-\$302,225	-\$334,513 \$659,379	-\$15,053	-\$349,566
2	056	98/96	\$368,713	-\$8,739	\$64,796	\$3,844	-\$308,811	-\$658,378	-\$29,627	-\$688,005