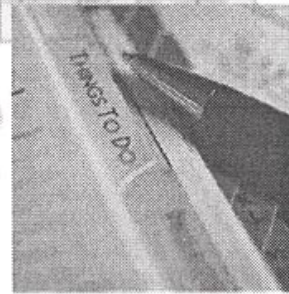




A Financial Profile



Personal Data

Personal

	<i>Sex</i>	<i>SSN</i>	<i>Birthdate</i>	<i>Social SecurityBenefits</i>
Joe B. Good	M	101-22-3344	12/15/59	100%
Susie A. Good	F	202-33-4455	12/16/59	100%

125 Marriott Ln.
Ria, GA 30339
Phone: (770) 612 9000 Ext 28 Fax: (770) 612 9082

Dependents

<i>Name</i>	<i>Birthdate</i>	<i>Social SecurityUntil Age</i>
Cee	6/20/90	18
Douglas	8/15/92	18

Occupations

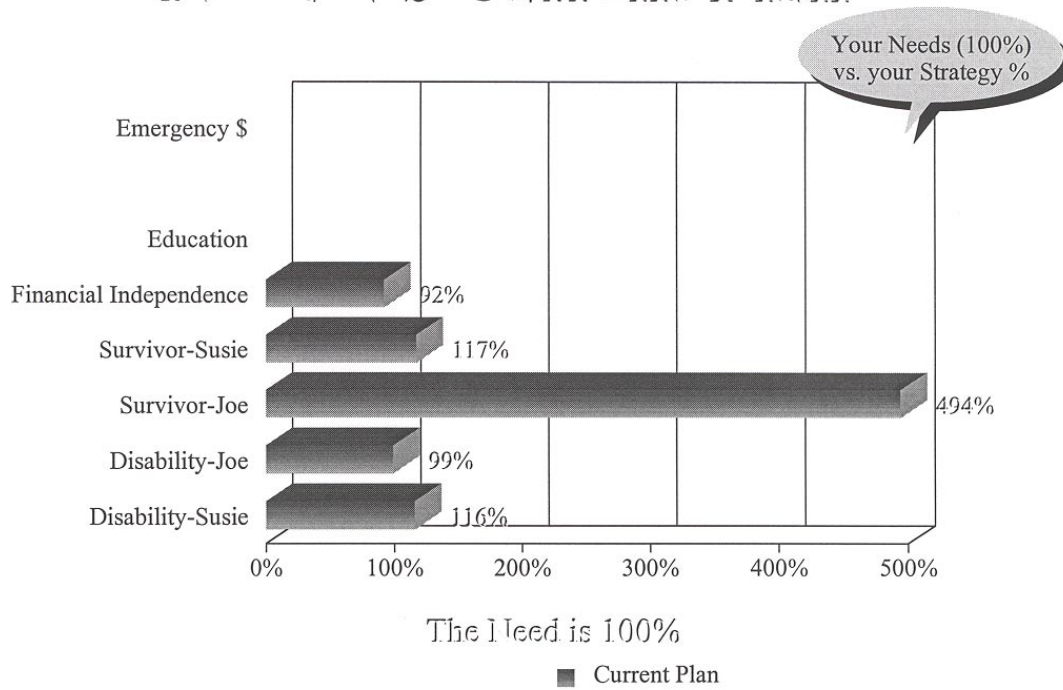
Joe

Job Title: Internist
Classification:
Employer: Marietta Internal Medicine, LLC
180 Windyhill Pkwy.
Atlanta, GA 30339
Phone: (770) 255 6000 Ext 20
Fax:

Susie

Job Title: Consultant
Classification:
Employer: Aero Technology
120 Terrell Mill Rd.
Marietta, GA 30067
Phone: (770) 612 8000 Ext 345
Fax:

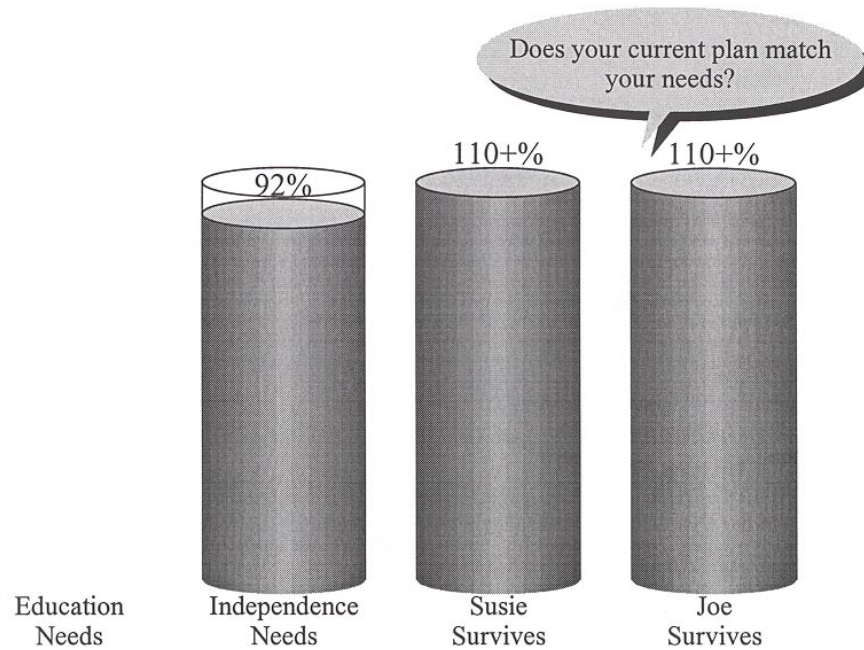
Need Vs Current Plan



Financial Priorities: Compare your needs (100%) to your current plan.

- *Emergency Reserves*
A contingency fund of \$28,200; your plan provides for \$0 (0%)
- *Education*
Total need is \$122,422; your plan provides for \$0 (0%)
- *Financial Independence goal at Joe's age 55*
Net capital needs of \$2,104,891; your plan provides for \$1,945,724 (92%)
- *Survivorship needs of Susie*
Net capital needs of \$762,622; your plan provides for \$892,220 (117%)
- *Survivorship needs of Joe*
Net capital needs of \$130,090; your plan provides for \$642,220 (494%)
- *Total Income to age 65 for Joe's disability*
\$6,580 income per month; your plan provides for \$6,500 (99%)
- *Total Income to age 65 for Susie's disability*
\$6,580 income per month; your plan provides for \$7,600 (116%)

Joe & Susie Good.



The Need is 100%

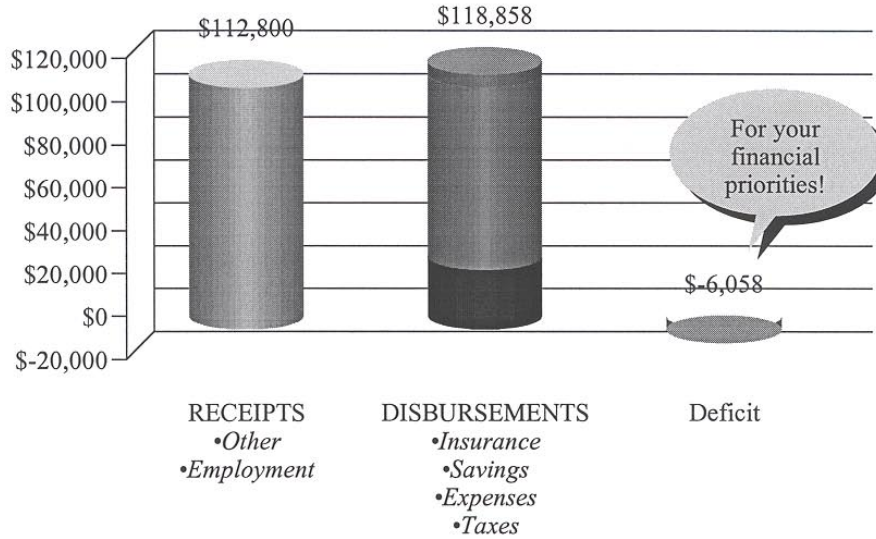
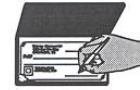
Financial Priorities: Compare your needs (100%) to your current plan.

- *Education*
Total need is \$122,422; your plan provides for \$0 (0%)
- *Financial Independence goal at Joe's age 55*
Net capital needs of \$2,104,891; your plan provides for \$1,945,724 (92%)
- *Survivorship needs of Susie*
Net capital needs of \$762,622; your plan provides for \$892,220 (117%)
- *Survivorship needs of Joe*
Net capital needs of \$130,090; your plan provides for \$642,220 (494%)

Cash Flow

	<i>Annual</i>	<i>Monthly Average</i>	<i>% of Total Receipts</i>
Receipts			
Employment - Joe	\$76,800	\$6,400	68.09%
Employment - Susie	36,000	3,000	31.91%
Other Income	<u>0</u>	<u>0</u>	<u>0.00%</u>
<i>Total Receipts</i>	<i>112,800</i>	<i>9,400</i>	<i>100.00%</i>
Disbursements			
Insurance			
AIG	3,000	250	2.66%
Fortis	1,800	150	1.60%
Disability/LTC	<u>950</u>	<u>79</u>	<u>0.84%</u>
<i>Total Insurance</i>	<i>5,750</i>	<i>479</i>	<i>5.10%</i>
Savings			
<i>Total Savings</i>	<u>0</u>	<u>0</u>	<u>0.00%</u>
Expenses			
Housing	24,000	2,000	21.28%
Child Care	6,100	508	5.41%
Transportation	8,400	700	7.45%
Food and Beverages	9,000	750	7.98%
Clothing	6,000	500	5.32%
Furnishings	4,200	350	3.72%
Personal Care	3,900	325	3.46%
Medical/Dental	2,100	175	1.86%
Education	3,000	250	2.66%
Installment Payments	4,200	350	3.72%
Entertainment	4,200	350	3.72%
Vacation	5,000	417	4.43%
Charitable Contributions	<u>5,000</u>	<u>417</u>	<u>4.43%</u>
<i>Total Expenses</i>	<i>85,100</i>	<i>7,092</i>	<i>75.44%</i>
Taxes			
Federal	15,360	1,280	13.62%
State	4,008	334	3.55%
OASDI/Medicare	<u>8,640</u>	<u>720</u>	<u>7.66%</u>
<i>Total Taxes</i>	<i>28,008</i>	<i>2,334</i>	<i>24.83%</i>
<i>Total Disbursements</i>	<u><i>118,858</i></u>	<u><i>9,905</i></u>	<u><i>105.37%</i></u>
Deficit	<u><u>(\$6,058)</u></u>	<u><u>(\$505)</u></u>	<u><u>(5.37%)</u></u>

Cash Flow

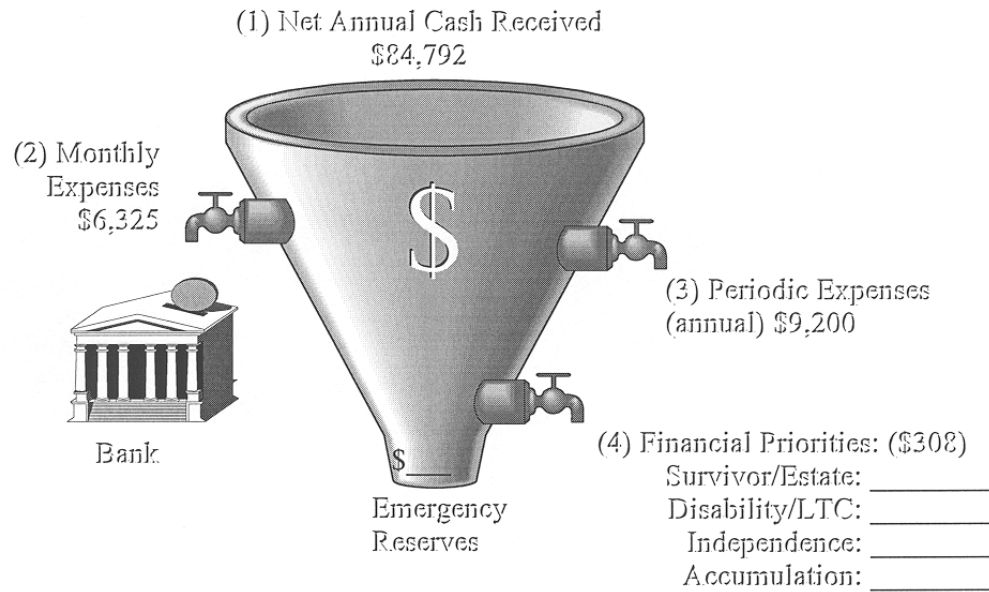


	Annual Cash Flow	% of Total Receipts
Receipts:		
Employment Income	\$112,800	100.00%
Total Receipts	112,800	100.00%
Disbursements:		
Insurance	5,750	5.10%
Savings/Retirement Plans	0	0.00%
Living Expenses	85,100	75.44%
Taxes	28,008	24.83%
Total Disbursements	118,858	105.37%
Deficit	(\$6,058)	5.37%
<i>Additional Savings Goal</i>	<i>\$0</i>	<i>0.00%</i>

Cash Management

1. Net Annual Cash Received			
Monthly Receipts	9,400		
Monthly Receipts X 12	112,800		
<i>Less</i>			
Monthly Tax Withholdings	2,334		
Monthly Tax Withholdings X 12	<u>28,008</u>		
<i>Net Annual Cash Received</i>			<u>\$84,792</u>
2. Monthly Expenses			
Housing Total	\$2,000		
Child Care	175		
Transportation Total	700		
Food and Beverages	750		
Clothing	500		
Furnishings	350		
Personal Care and Cash	325		
Medical/Dental/Drugs	175		
Educ/Self-Improvement	250		
Installment Payments	350		
Entertainment Total	350		
Charitable Contributions	<u>400</u>		
<i>Total Monthly Expenses</i>	\$6,325	X 12	(75,900)
3. Periodic Expenses (annual)			
Child Care	4,000		
Vacations and Holidays	5,000		
Charitable Contributions	<u>200</u>		
<i>Total Periodic Expenses</i>			<u>(9,200)</u>
4. Financial Priorities equals 1 - 2 - 3			<u><u>(\$308)</u></u>

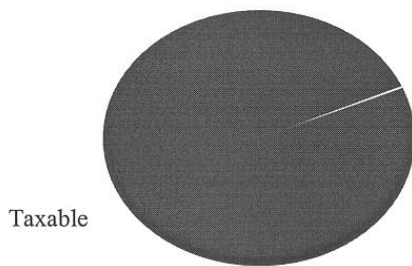
Cash Management



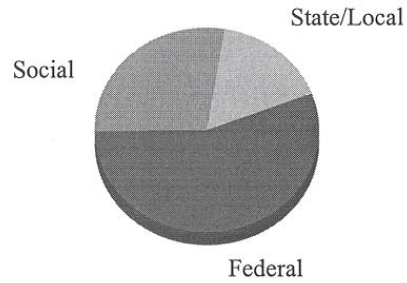
A system is necessary to monitor and direct cash flow. First, separate monthly expenses from those funds allocated for future periodic expenses or investments.

- (1) Deposit income to the master interest-bearing account.
- (2) Distributions - A single sum each month is deposited into a separate checking account to handle the monthly recurring expenses. By placing funds for these expenses in a separate account, it is clear when the budget has been exceeded.
- (3) Next, pay periodic expenses, such as taxes, general insurance premiums, and vacations, directly from the master account.
- (4) Finally, allocations to your five financial priorities are made from the master account. Emergency reserves may be left in the master account to accumulate, or directed to another liquid cash reserve investment.

Income Taxes



Total Receipts \$112,800



Total Taxes \$29,755
26.38% of Total Receipts

Income	1999
Employment Income	\$112,800
Interest/Dividends	0
Net Capital Gains	12,500
Depreciation	0
Other Income	0
IRA, Keogh, and Other Adjustments	0
= Adjusted Gross Income	\$125,300
(-) Allowable Reductions/Deductions	(43,000)
= Federal Taxable Income	\$82,300
Federal Income Tax	16,448
Social Income Tax (OASDI, Medicare)	8,369
State and Local Income Tax	4,938
= Total Taxes	\$29,755

For more detailed information consult your tax advisor.

Income Taxes

Income Tax Analysis 1999 Married filing jointly

Income Items And Adjustments

Salary	\$112,800	
Self-Employment	0	
Interest/Dividends	0	
Pensions, Alimony	0	
Social Security (taxable)	0	
Rental Property	0	
Other Taxable Receipts	0	
Depreciation	0	
Other Income Adjustments	0	
1/2 Self-Employment Tax	0	
Net Capital Gains	12,500	
TSA, 401-K Plans	0	
KEOGH (HR-10)	0	
IRA (Deductible Amount)	0	
	<hr/>	
<i>Adjusted Gross Income</i>		<i>125,300</i>

I. Federal Income Tax Calculation

1. Total Itemized Deductions	\$32,000	
2. Standard Deduction	7,200	
Greater of line 1 or 2		\$32,000
3. Exemptions (4)		11,000
		<hr/>
<i>Total Reductions To Income</i>		<i>43,000</i>

Federal Taxable Income **\$82,300**

Regular Federal Income Tax	\$16,448
Alternative Minimum Tax	\$8,948

Higher of Regular Tax or AMT \$16,448

(-) Federal Tax Credits	0
Other taxes	\$0

Approximate Federal Income Tax **\$16,448**

Income Taxes

II. Social Tax Calculations

Social Security Tax (6.20% times maximum of \$72,600)	6,733
Medicare (1.45% times all wages)	1,636
Self-Employment Tax (based on 92.35% of earnings)	0
Social Security (12.4% times maximum of \$72,600)	0
Medicare (2.90% times 92.35% of all earnings)	0

III. State Income Tax Calculations

\$0 Plus 6.00 % of Federal Taxable Income	<u>4,938</u>
<i>Total Tax Liability (I+II+III)</i>	<u><u>\$29,755</u></u>

Annual Federal & State Tax Withholdings & Estimates

Federal	\$15,360	
State	4,008	
OASDI	8,640	
Medicare	0	
Self-Employment	0	
<i>Total Withholdings</i>		<u>28,008</u>
<i>Tax Due Or (Refund)</i>		<u><u>\$1,747</u></u>

Average Tax Rate:

Federal Income Tax	\$16,448
State Income Tax	<u>4,938</u>
Total	<u>21,386</u>
Divided by Total Receipts	112,800
Equals Average Tax Rate	<u><u>18.96%</u></u>

Consult your tax advisor.

Tax Calculation per Schedule D Form 1040

Line Number

7. Net Short-Term Gain/Loss*	0
15. 28% Rate Gain/Loss*	0
16. Net Long-Term Gain/Loss*	12,500
17. Combine line 7 and line 16	12,500
18. If line 17 is loss	0

Part IV Tax Computation Using Maximum Capital Gains Rates

19. Taxable income from form 1040, line 39	82,300
20. Smaller of line 16 or line 17	12,500
21. Line 4e, Form 4952*	0
22. Line 20 minus line 21 not less than 0	12,500
23. Line 7 plus line 15 not less than 0	0
24. Smaller of line 15 or line 23 not less than 0	0
25. Unrecaptured 1250 gain*	0
26. Line 24 plus line 25	0
27. Line 22 minus line 26 not less than 0	12,500
28. Line 19 minus line 27 not less than 0	69,800
29. Smaller of line 19 or Capital Gain Threshold	43,050
30. Smaller of line 28 or line 29	43,050
31. Line 19 minus line 22 not less than 0	69,800
32. Larger of line 30 or line 31	69,800
33. Tax on line 32	13,948
34. Amount from line 29	43,050
35. Amount from line 28	69,800
36. Line 34 minus line 35 not less than 0	0
37. Line 36 times 10%	0
38. Smaller of line 19 or line 27	12,500
39. Amount from line 36	0
40. Line 38 minus line 39 not less than 0	12,500
41. Line 40 times 20%	2,500
42. Smaller of line 22 or line 25	0
43. Line 22 plus line 32	82,300
44. Amount from line 19	82,300
45. Line 43 minus line 44 not less than 0	0
46. Line 42 minus line 45 not less than 0	0
47. Line 46 times 25%	0
48. Amount from line 19	82,300
49. Add line 32, line 36, line 40, and line 46	82,300
50. Line 48 minus line 49	0
51. Line 50 times 28%	0
52. Add line 33, line 37, line 41, line 47, and line 51	16,448
53. Tax on line 19	17,448
54. TAX: Smaller of line 52 or line 53	16,448

* Indicates input items

Computation Using Capital Gains Rates - Alternative Minimum Tax Form 6251 Part IV

Line Number

29	Net AMT Income	37,300
30	Schedule D line 27	12,500
31	Schedule D line 25	0
32	Line 30 + line 31	12,500
33	Schedule D line 22	12,500
34	Smaller of line 32 or line 33	12,500
35	Line 29 minus line 34, not less than zero	24,800
36	26% Tier and 28% Tier	6,448
37	Schedule D line 36	0
38	Smallest of line 29, line 30, or line 37	0
39	Line 38 times 10%	0
40	Smaller of line 29 or line 30	12,500
41	Amount from line 38	0
42	Line 40 minus line 41, not less than zero	12,500
43	Line 42 times 20%	2,500
44	Amount from line 29	37,300
45	Add lines 35, 38, and 42	37,300
46	Line 44 minus line 45	0
47	Line 46 times 25%	0
48	Add lines 36, 39, 43, and 47	8,948
49	26% Tier and 28% Tier for line 29	9,698
50	Smaller Of line 48 or line 49	8,948

Alternative Minimum Tax

The Alternative Minimum Tax (AMT) is designed to prevent taxpayers with substantial income from avoiding or deferring all tax liability through the use of deductions, exemptions and credits. Regular taxable income is adjusted to reflect different treatment of certain items by the AMT rules. This summary does not cover all the details of the Alternative Minimum Taxes. AMT is calculated as follows:

Regular Taxable Income	\$82,300
<i>Plus or Minus</i> Adjustments	0
Plus AMT Preferences	0
AMT Income	\$82,300
LESS Exemptions	\$45,000
Net AMT Income	\$37,300
AMT Before Credits	8,948
<i>Less</i> AMT Foreign Tax Credits	0
Alternative Minimum Tax	\$8,948

1. Adjustments To Taxable Income
 - a. No deduction is allowed for state and local taxes or for miscellaneous itemized deductions.
 - b. Medical expenses are deductible only to the extent that they exceed 10% of adjusted gross income.
 - c. Depreciation under the cost-recovery rules of the AMT will more closely approximate the investment's useful life.

2. Preferences Which Increase Taxable Income
 - a. Tax-exempt interest from certain private purpose bonds issued by state and local governments.
 - b. The excess of the deduction for depletion over the adjusted basis of the property at the end of the taxable year.
 - c. Certain expensing of intangible drilling costs to the extent they exceed 65% of net oil and gas income.

3. Exemption - The exemption varies with filing status and is reduced by \$.25 for every \$1.00 that Alternative Minimum Taxable Income exceeds the limit.

Filing Status	Amount	Limit
Single/Head of Household	\$33,750	\$112,500
Married Filing Joint	\$45,000	\$150,000
Married Filing Separate	\$22,500	\$75,000

4. Two Tier Tax Structure - AMT income is taxed at two rates. The 1st tier applies a 26% rate to the first \$175,000 of AMT income. Above that level, a 28% rate is applied. For those married couples filing separate returns, the 26% rate ends at \$87,500.

Consult your tax advisor.

Net Worth

Asset Name	Owner	Rate of Return	Market Value	Liability	Net Worth
<i>Stocks/Growth Funds</i>					
Emerging Markets	Client	7.00%	\$39,222	\$0	\$39,222
Foreign Equities	Client	8.50%	\$78,444	\$0	\$78,444
Large Cap Growth	Client	13.00%	\$78,444	\$0	\$78,444
Mid Cap Growth	Client	12.00%	\$78,444	\$0	\$78,444
Small Cap Growth	Client	11.00%	\$78,444	\$0	\$78,444
Growth and Income	Client	10.00%	\$39,222	\$0	\$39,222
Totals			\$392,220	\$0	\$392,220

Joe & Susie Good
Asset Management from Age 40- 55

Starting Balance \$392,220

Asset Class	Emer. Mkts	Foreign Eq.	Lg. C. Gro.	Mid. C. Gro.	Sm. C. Gro.	Gro. & Inc.	Totals	Returns
Asset Allocation Initial	10%	20%	20%	20%	20%	10%		
10 Yr. Avg. Return	7.00%	8.50%	13.00%	12.00%	11.00%	10.00%		10.60%
Start	\$39,222	\$78,444	\$78,444	\$78,444	\$78,444	\$39,222	\$392,220	
Yr. 1 Balance	41,968	85,112	88,642	87,857	87,073	43,144	433,795	10.60%
Yr. 2 Balance	44,905	92,346	100,165	98,400	96,651	47,459	479,926	10.63%
Yr. 3 Balance	48,049	100,196	113,187	110,208	107,282	52,204	531,126	10.67%
Yr. 4 Balance	51,412	108,712	127,901	123,433	119,084	57,425	587,967	10.70%
Yr. 5 Balance	55,011	117,953	144,528	138,245	132,183	63,167	651,087	10.74%
Yr. 6 Balance	58,862	127,979	163,317	154,835	146,723	69,484	721,199	10.77%
Yr. 7 Balance	62,982	138,857	184,548	173,415	162,862	76,433	799,096	10.80%
Yr. 8 Balance	67,391	150,660	208,539	194,224	180,777	84,076	885,667	10.83%
Yr. 9 Balance	72,108	163,466	235,649	217,531	200,663	92,483	981,901	10.87%
Yr. 10 Balance	77,156	177,361	266,283	243,635	222,736	101,732	1,088,902	10.90%
Yr. 11 Balance	82,557	192,436	300,900	272,871	247,236	111,905	1,207,906	10.93%
Yr. 12 Balance	88,335	208,793	340,017	305,616	274,432	123,095	1,340,290	10.96%
Yr. 13 Balance	94,519	226,541	384,220	342,290	304,620	135,405	1,487,594	10.99%
Yr. 14 Balance	101,135	245,797	434,168	383,365	338,128	148,945	1,651,538	11.02%
Yr. 15 Balance	108,215	266,689	490,610	429,368	375,322	163,840	1,834,045	11.05%
Asset Allocation Final	6%	15%	27%	23%	20%	9%		
Effective Avg. Returns	7.00%	8.50%	13.00%	12.00%	11.00%	10.00%		10.83%

A composite graphic featuring a grid background, a computer keyboard, and scattered letter blocks. The grid is a light gray grid with a larger, fainter grid overlaid on it. The keyboard is a standard computer keyboard, and the letter blocks are scattered around it, with some letters like 'M', 'Q', 'Z', 'X', 'K', 'L', 'D', 'E', 'F', 'R' visible. The overall design is clean and modern, suggesting a focus on technology and education.

Education Goals

Education

Data Input & Planning Assumptions

Goals

	<i>\$ Needed Per Year</i>	<i>#Yrs Until Needed</i>	<i>#Yrs Needed</i>	<i>Existing Savings</i>	<i>Rate of Return</i>	<i>Monthly Savings</i>	<i>*Other's Assets</i>
<i>Cee</i>	\$7,800	9	4	\$0	6.00%	\$0	\$0
<i>Douglas</i>	\$7,800	11	4	\$0	6.00%	\$0	\$0

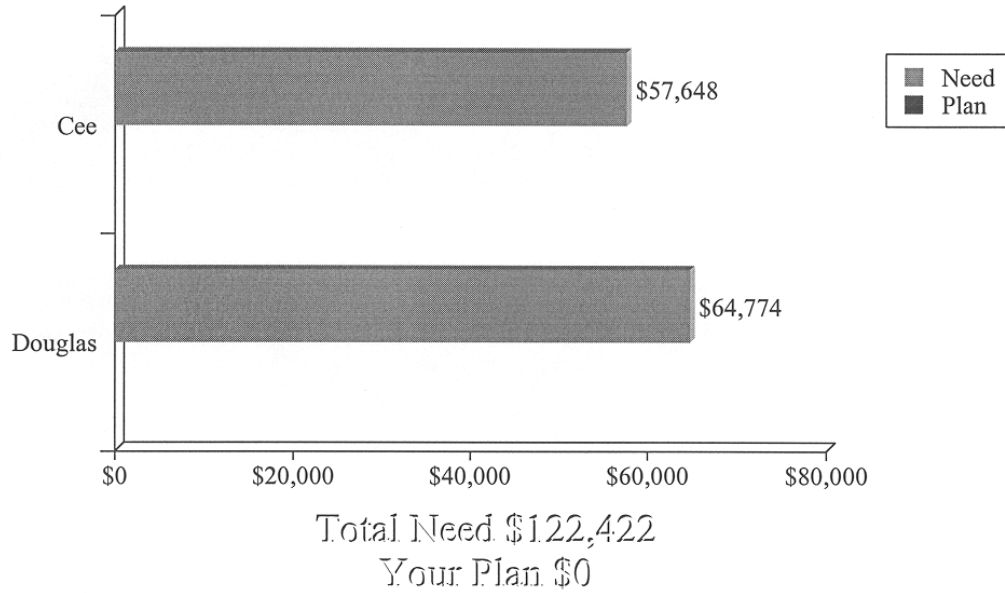
** Not included on Balance Sheet.*

|----Fund----|

<i>Goal</i>	<i>Consumable Investment</i>	<i>To/ Thru</i>	<i>At Death</i>	<i>Inflate Need @</i>
<i>Cee</i>	Consumable	Through	Yes	6.00%
<i>Douglas</i>	Consumable	Through	Yes	6.00%

All savings will continue after goal is reached.

Education Goals



Goal	Amount Needed Per Year (Today's \$)	Single Sum *	---Alternatives---		Rate of Return
			Additional Level Savings	Additional Inflating Savings **	
Cee	\$7,800	\$31,200	\$300	\$253	6.00%
Douglas	\$7,800	\$31,200	\$271	\$222	6.00%
Totals	\$15,600	\$62,400	\$571	\$475	N/A

Assumed College Cost Inflation Rate is 6.00%.

* Single sum investment solution assumes that existing savings will cease.

** The amount shown is for the first year only. To reach the education goal(s), the amount must be increased annually by the assumed inflation rate of 3.50%.

Education Cost

Name of Institution	-----Average-----		Annual Increase
	Annual Cost 1972-1973	Annual Cost 1997-1998	
Arizona, University of	2,040	16,790	8.8%
Baylor University	2,044	15,038	8.3%
Colorado, University of	2,971	22,957	8.5%
Cornell University	4,585	26,814	7.3%
Duke University	3,660	30,270	8.8%
Harvard University	4,745	33,200	8.1%
Michigan State University	2,628	15,969	7.5%
Michigan, University of (Ann Arbor)	3,376	23,796	8.1%
Nebraska, University of (Lincoln)	2,201	11,136	6.7%
Northwestern University	4,250	31,379	8.3%
Oklahoma, University of	1,975	10,720	7.0%
Oregon, University of	2,497	16,875	7.9%
Pennsylvania, University of	4,550	31,520	8.0%
Purdue University (West Lafayette)	2,740	16,064	7.3%
Seattle University	2,505	21,102	8.9%
Smith College	4,120	28,610	8.0%
Stanford University	4,210	31,515	8.4%
Syracuse University	4,116	25,000	7.5%
Tulane University	3,555	29,976	8.9%
Vanderbilt University	3,664	30,528	8.8%
Virginia, University of	2,589	20,974	8.7%
Yale University	4,750	32,250	8.0%

Annual cost figures include tuition, room and board only off campus. Costs for students who are state residents may be less.

Education cost data obtained from "1972-1973 College Costs" published by Life Insurance Marketing and Research Association.

Source for 1997-1998, Internet sites for each college listed.

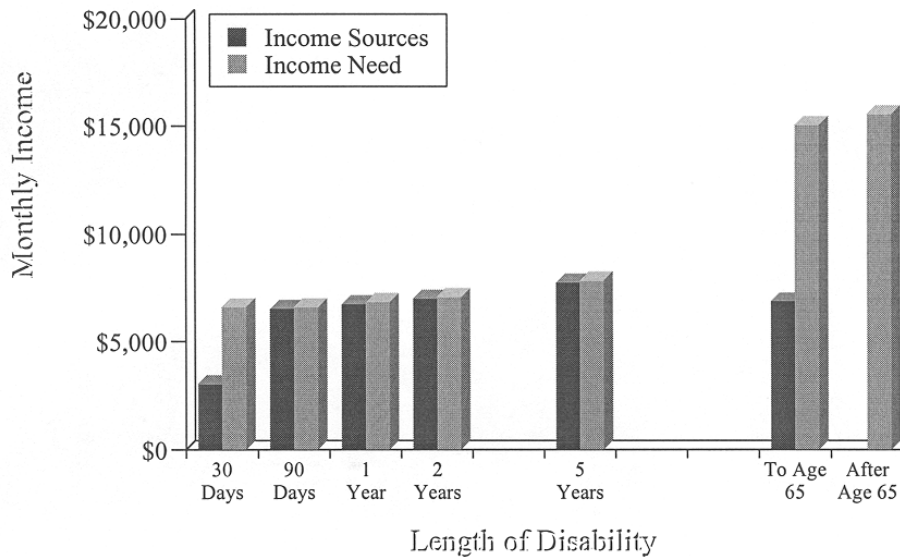
As measured by the Consumer Price Index, the average inflation rate for 1975-1997 was 5.1%.

Annual Increase is calculated over the last 25 years, 1973-1997.

Disability Income



Joe Good.



---Estimated Monthly Income Sources---

	<i>Monthly Pre-Tax Income Need*</i>	<i>Spouse Pre-Tax Earnings**</i>	<i>Group Insurance & Soc Sec</i>	<i>Personal Disability Insurance</i>	<i>Income Surplus/ (Shortage)</i>
After 30 Day	6,580	3,000	0	0	(3,580)
After 90 Day	6,580	3,000	0	3,500	(80)
After 1 Yr.	6,810	3,105	0	3,623	(83)
After 2 Yrs	7,049	3,214	0	3,749	(86)
After 5 Yrs	7,815	3,563	0	4,157	(95)
To 65	15,024	6,850	0	0	(8,174)
Age 65+	15,550	0	0	0	(15,550)

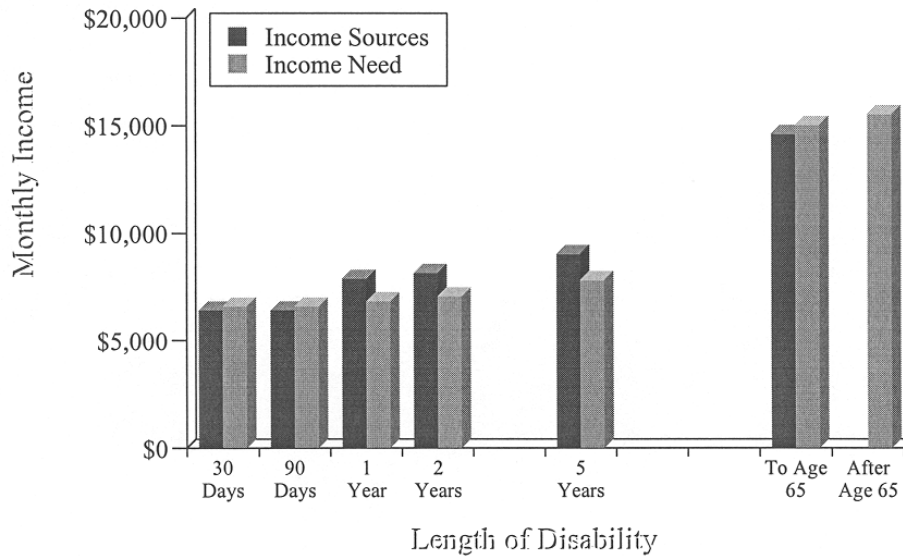
* Monthly Pre-Tax Income Need increases at the assumed rate of inflation of 3.50%.

** Spouse Pre-Tax Earnings increase at the assumed inflation rate of 3.50%.

Disability Income



Susie Good



---Estimated Monthly Income Sources---

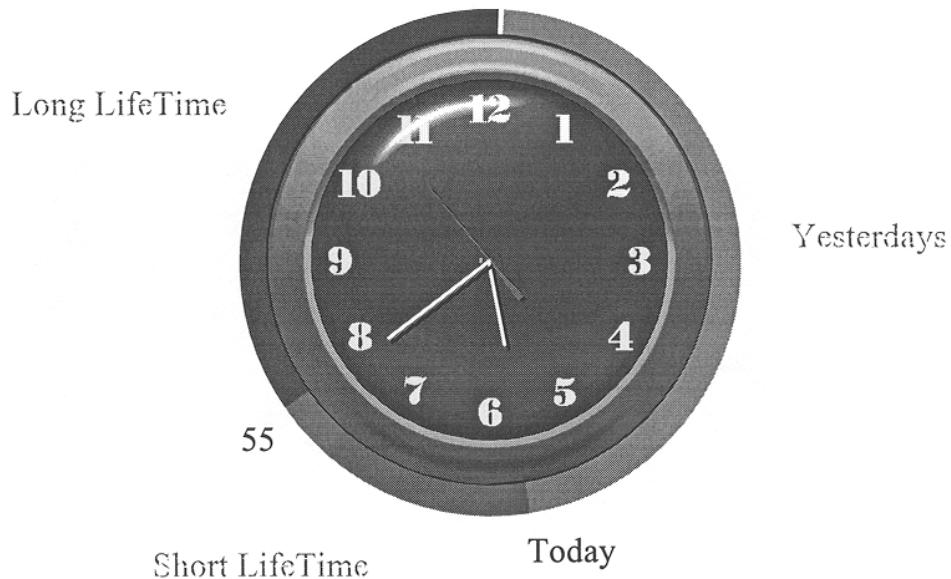
	Monthly Pre-Tax Income Need*	Spouse Pre-Tax Earnings**	Group Insurance & Soc Sec	Personal Disability Insurance	Income Surplus/ (Shortage)
After 30 Day	6,580	6,400	0	0	(180)
After 90 Day	6,580	6,400	0	0	(180)
After 1 Yr.	6,810	6,624	1,242	0	1,056
After 2 Yrs	7,049	6,856	1,285	0	1,093
After 5 Yrs	7,815	7,601	1,425	0	1,211
To 65	15,024	14,613	0	0	(411)
Age 65+	15,550	0	0	0	(15,550)

* Monthly Pre-Tax Income Need increases at the assumed rate of inflation of 3.50%.

** Spouse Pre-Tax Earnings increase at the assumed inflation rate of 3.50%.

LifeTime

Joe's Life Expectancy
Age 85



Yesterdays

No planning can change yesterday. Plan for tomorrow's financial needs today.

Short LifeTime

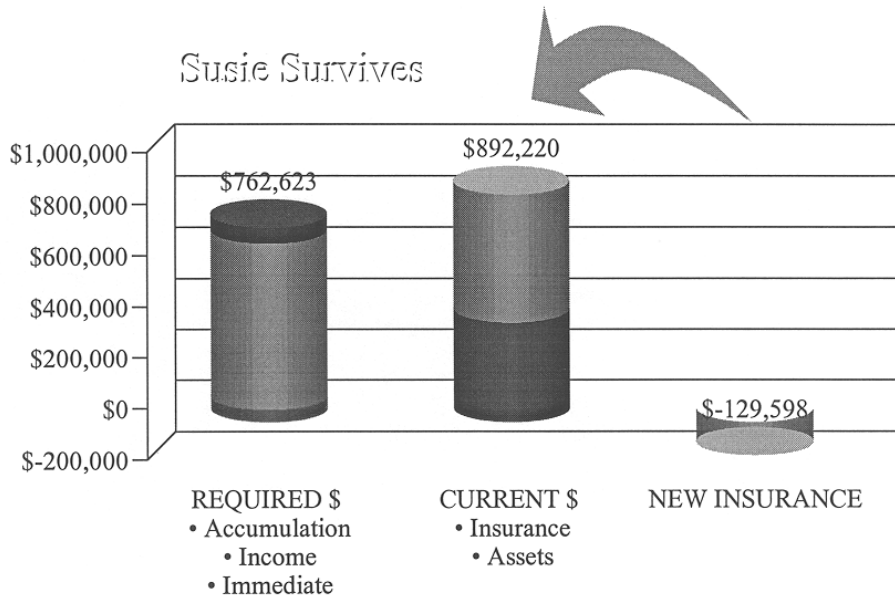
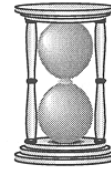
Provide for survivors in case of death before reaching independence age; i.e., a short lifetime.

Long LifeTime

The number one financial concern of most people is outliving their money.
Provide income for a long lifetime.

You can make more money, but you can't make more time.

Survivor Needs



Assuming: 10.60% asset rate of return

Objective: Initial monthly income beginning at Susie's

Age 40 \$9,400

Amount Required in Today's Dollars (Present Value)

Capital Needed to Fund Income Objective	\$1,243,607
Less: Direct Income Sources	(592,273)
	651,334
Plus: Immediate Cash Needs	48,889
Accumulation Funding Needs	62,400

Total Amount Required to Fund Survivor Needs

762,622

Less: Current Capital Available

Assets	392,220
Insurance	500,000

892,220

Total Additional Capital Required to Fund Survivor Needs

(\$129,598)

Survivor Needs

Timeline

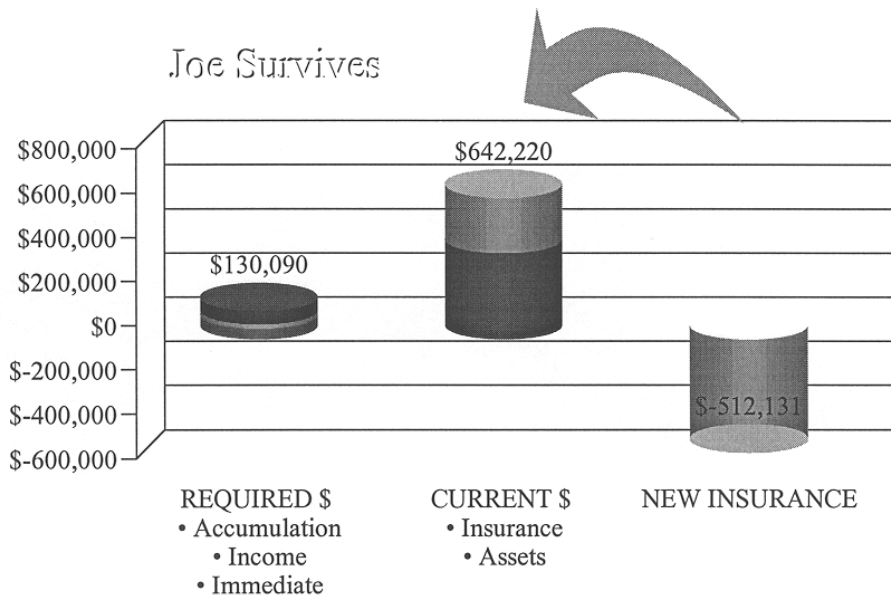
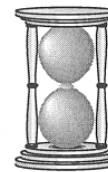
Susie Survives

Susie's Age (1)	-----Monthly Direct Income-----				-----Capital-----	
	<i>Income Desired \$9,400 @ 3.50%</i> (2)	<i>Social Security @ 3.00%</i> (3)	<i>Earnings & Other</i> (4)	<i>Income Surplus/ (Shortage)</i> (5)	<i>Annual Capital Income @ 10.60%</i> (6)	<i>Year End Capital Balance</i> (7)
						BEGINNING CAPITAL BALANCE: \$780,931
40	9,400	2,619	3,000	(3,781)	82,779	815,778
41	9,729	2,698	3,105	(3,926)	86,472	852,474
42	10,070	2,779	3,214	(4,077)	90,362	891,148
43	10,422	2,862	3,326	(4,234)	94,462	931,935
44	10,787	2,948	3,443	(4,396)	98,785	974,986
45	11,164	3,037	3,563	(4,565)	103,349	1,020,463
46	11,555	3,128	3,688	(4,740)	108,169	1,068,542
47	11,959	3,222	3,817	(4,921)	113,265	1,119,416
48	12,378	3,318	3,950	(5,109)	118,658	1,173,295
49	12,811	1,618	4,089	(7,105)	124,369	1,207,585
50	13,260	1,666	4,232	(7,362)	128,004	1,242,255
51	6,862	0	4,380	(2,482)	131,679	1,342,467
52	7,102	0	4,533	(2,569)	142,302	1,452,201
53	7,351	0	4,692	(2,659)	153,933	1,572,425
54	7,608	0	4,856	(2,752)	166,677	1,704,214
55	7,874	0	0	(7,874)	180,647	1,785,030
56	8,150	0	0	(8,150)	189,213	1,870,917
57	8,435	0	0	(8,435)	198,317	1,962,293
58	8,730	0	0	(8,730)	208,003	2,059,611
59	9,036	0	0	(9,036)	218,319	2,163,371
60	9,352	0	0	(9,352)	229,317	2,274,120
61	9,679	0	0	(9,679)	241,057	2,392,459
62	10,018	0	0	(10,018)	253,601	2,519,046
63	10,369	0	0	(10,369)	267,019	2,654,606
64	10,732	0	0	(10,732)	281,388	2,799,934
65	11,107	0	0	(11,107)	296,793	2,955,905
66	11,496	0	0	(11,496)	313,326	3,123,480
67	11,898	3,774	0	(8,124)	331,089	3,351,564
68	12,315	3,887	0	(8,428)	355,266	3,599,980
69	12,746	4,004	0	(8,742)	381,598	3,870,742
70	13,192	4,124	0	(9,068)	410,299	4,166,072
71	13,654	4,248	0	(9,406)	441,604	4,488,421
72	14,132	4,375	0	(9,757)	475,773	4,840,496
73	14,626	4,506	0	(10,120)	513,093	5,225,285
74	15,138	4,641	0	(10,497)	553,880	5,646,084
75	15,668	4,781	0	(10,887)	598,485	6,106,537

76	16,216	4,924	0	(11,292)	647,293	6,610,663
77	16,784	5,072	0	(11,712)	700,730	7,162,903
78	17,371	5,224	0	(12,147)	759,268	7,768,163
79	17,979	5,381	0	(12,599)	823,425	8,431,858
80	18,608	5,542	0	(13,066)	893,777	9,159,974
81	19,260	5,708	0	(13,551)	970,957	9,959,120
82	19,934	5,880	0	(14,054)	1,055,667	10,836,601
83	20,632	6,056	0	(14,576)	1,148,680	11,800,485
84	21,354	6,238	0	(15,116)	1,250,852	12,859,689
85	22,101	6,425	0	(15,676)	1,363,127	14,024,066
86	22,875	6,618	0	(16,257)	1,486,551	15,304,503
87	23,675	6,816	0	(16,859)	1,622,277	16,713,033
88	24,504	7,021	0	(17,483)	1,771,582	18,262,954
89	25,361	7,231	0	(18,130)	1,935,873	19,968,964

- (1) *Susie's age*-The survivor's age in each year.
- (2) *Income desired*-The value of the income desired, projected at a 3.50% inflation rate.
- (3) *Social Security*-The estimated Social Security survivor's benefits projected at the lower of the long-term inflation rate, or the maximum Social Security growth rate.
- (4) *Earnings & other*-Earned income, other income, and any employer retirement plan benefits available at death.
- (5) *Income Surplus/(Shortage)*-Columns (3) + (4) - (2) = (5).
- (6) *Annual capital income*-The annual interest earned on the capital balance at the portfolio rate of return, 10.60%.
- (7) *Year End Capital balance*-The capital balance (deficit) remaining at the end of each year.

Survivor Needs



Assuming: 10.60% asset rate of return

Objective: Initial monthly income beginning at Joe's

Age 40 \$6,580

Amount Required in Today's Dollars (Present Value)

Capital Needed to Fund Income Objective	\$982,755
Less: Direct Income Sources	(963,954)
	18,801
Plus: Immediate Cash Needs	48,889
Accumulation Funding Needs	62,400
	62,400

Total Amount Required to Fund Survivor Needs **130,090**

Less: Current Capital Available

Assets	392,220	
Insurance	250,000	
		642,220

Total Additional Capital Required to Fund Survivor Needs **(\$512,130)**

Survivor Needs

Timeline

Joe Survives

Joe's Age (1)	-----Monthly Direct Income-----				-----Capital-----	
	<i>Income Desired \$6,580 3.50% (2)</i>	<i>Social Security 3.00% (3)</i>	<i>Earnings & Other (4)</i>	<i>Income Surplus/ (Shortage) (5)</i>	<i>Annual Capital Income 10.60% (6)</i>	<i>Year End Capital Balance (7)</i>
	BEGINNING CAPITAL BALANCE:					\$530,931
40	6,580	2,480	6,400	2,300	56,279	616,365
41	6,810	2,554	6,624	2,368	65,335	711,718
42	7,049	2,631	6,856	2,438	75,442	818,067
43	7,295	2,710	7,096	2,510	86,715	936,605
44	7,551	2,791	7,344	2,584	99,280	1,068,649
45	7,815	2,875	7,601	2,661	113,277	1,215,659
46	8,088	2,961	7,867	2,739	128,860	1,379,252
47	8,372	3,050	8,143	2,821	146,201	1,561,213
48	8,665	3,141	8,428	2,904	165,489	1,763,520
49	8,968	1,618	8,723	1,372	186,933	1,967,852
50	9,282	1,666	9,028	1,412	208,592	2,194,349
51	6,862	0	9,344	2,482	232,601	2,458,418
52	7,102	0	9,671	2,569	260,592	2,751,578
53	7,351	0	10,009	2,659	291,667	3,076,954
54	7,608	0	10,360	2,752	326,157	3,437,999
55	7,874	0	0	(7,874)	364,428	3,702,596
56	8,150	0	0	(8,150)	392,475	3,991,746
57	8,435	0	0	(8,435)	423,125	4,307,929
58	8,730	0	0	(8,730)	456,640	4,653,884
59	9,036	0	0	(9,036)	493,312	5,032,637
60	9,352	0	0	(9,352)	533,460	5,447,528
61	9,679	0	0	(9,679)	577,438	5,902,248
62	10,018	0	0	(10,018)	625,638	6,400,873
63	10,369	0	0	(10,369)	678,493	6,947,906
64	10,732	0	0	(10,732)	736,478	7,548,324
65	11,107	0	0	(11,107)	800,122	8,207,625
66	11,496	0	0	(11,496)	870,008	8,931,882
67	11,898	3,774	0	(8,124)	946,780	9,775,656
68	12,315	3,887	0	(8,428)	1,036,220	10,705,026
69	12,746	4,004	0	(8,742)	1,134,733	11,728,923
70	13,192	4,124	0	(9,068)	1,243,266	12,857,220
71	13,654	4,248	0	(9,406)	1,362,865	14,100,831
72	14,132	4,375	0	(9,757)	1,494,688	15,471,822
73	14,626	4,506	0	(10,120)	1,640,013	16,983,532
74	15,138	4,641	0	(10,497)	1,800,255	18,650,706