



John and Katie Winters

360 WEALTH MANAGEMENT -RETIREMENT PLAN
November 29, 2012

PREPARED BY:

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Sample

Disclaimer

The following report is a diagnostic tool intended to review your current financial situation and suggest potential planning ideas and concepts that may be of benefit. The purpose of the report is to illustrate how accepted financial and estate planning principles may improve your current situation.

This report is based upon information and assumptions provided by you (the client). This report provides broad and general guidelines on the advantages of certain financial planning concepts and does not constitute a recommendation of any particular technique. The consolidated report is provided for informational purposes as a courtesy to you. We recommend that you review your plan annually, unless changes in your personal or financial circumstances require more frequent review. All reports should be reviewed in conjunction with your fact summary and this Disclaimer page.

The term "plan" or "planning," when used within this report, does not imply that a recommendation has been made to implement one or more financial plans or make a particular investment. Nor does the plan or report provide legal, accounting, financial, tax or other advice. Rather, the report and the illustrations therein provide a summary of certain potential financial strategies. The reports provide projections based on various assumptions and are therefore hypothetical in nature and not guarantees of investment returns. You should consult your tax and/or legal advisors before implementing any transactions and/or strategies concerning your finances.

Additionally, this report may not reflect all holdings or transactions, their costs, or proceeds received by you. It may contain information on assets that are not held at the broker/dealer with whom your financial representative is registered. As such, those assets will not be included on the broker/dealer's books and records. Prices that may be indicated in this report are obtained from sources we consider reliable but are not guaranteed. Past performance is no guarantee of future performance and it is important to realize that actual results may differ from the projections contained in this report. The presentation of investment returns set forth in this report does not reflect the deduction of any commissions. Projected valuations and/or rates of return may not take into account surrender charges on products you might own. They will reflect any fees or product charges when entered by the advisor/ representative. Deduction of such charges will result in a lower rate of return.

It is important to compare the information on this report with the statements you receive from the custodian(s) for your account(s). Please note that there may be minor variations due to calculation methodologies. If you have any questions, please contact your financial representative. Also, your account(s) may not be covered by FDIC or SIPC. FDIC and SIPC coverages apply only to certain assets and may be subject to limitations. Questions about coverage that may apply should be directed to the asset provider or sponsor.

The information contained in this report is not written or intended as financial, tax or legal advice. The information provided herein may not be relied on for purposes of avoiding any federal tax penalties. You are encouraged to seek financial, tax and legal advice from your professional advisors.

Tools such as the Monte Carlo simulation will yield different results depending on the variables inputted, and the assumptions underlying the calculation. For those reports that perform a Monte Carlo analysis, the term 'Monte Carlo' will be included in the report title. The assumptions with respect to the simulation include the assumed rates of return and standard deviations of the portfolio model associated with each asset. The assumed rates of return are based on the historical rates of returns and standard deviations, for certain periods of time, for the benchmark indexes comprising the asset classes in the model portfolio. Since the market data used to generate these rates of return change over time your results will vary with each use over time.

Monte Carlo Analysis is a mathematical process used to implement complex statistical methods that chart the probability of certain financial outcomes at certain times in the future. This charting is accomplished by generating hundreds of possible economic scenarios that could affect the performance of your investments.

The Monte Carlo simulation uses at most 1000 scenarios to determine the probability of outcomes resulting from the asset allocation choices and underlying assumptions regarding rates of return and volatility of certain asset classes. Some of these scenarios will assume very favorable financial market returns, consistent with some of the best periods in investing history for investors. Some scenarios will conform to the worst periods in investing history. Most scenarios will fall somewhere in between.

The outcomes presented using the Monte Carlo simulation represent only a few of the many possible outcomes. Since past performance and market conditions may not be repeated in the future, your investment goals may not be fulfilled by following advice that is based on the projections.

I/We have received and read this Disclaimer page and understand its contents and, therefore, the limitations of the report. Furthermore, I understand that none of the calculations and presentations of investment returns are guaranteed.

Client(s): _____

John Winters

_____ Date

_____ Katie Winters

_____ Date

Advisor: _____

William Wilkinson, CFP ChFC, CLU, CASL, AIF

_____ Date



Basics of Retirement Planning

Prepared for John and Katie Winters

Retirement Planning is the process of creating a realistic strategy for funding your retirement that balances current financial needs with expected retirement needs many years into the future.

A successful retirement is the highest financial priority for many people. Because of the long-term nature of retirement and all of the variables that go into determining potential success or failure, it is often the most difficult financial goal for which to plan.

Items to consider when creating a retirement plan:

Longevity

With average life expectancy now in the 80s it is likely that you could experience a retirement period that lasts 20-30 years. Your plan must be flexible enough to account for a long retirement.

Expenses and Inflation

Inflation is always a powerful enemy in any retirement plan, especially for a retirement that could last multiple decades. Your living expenses could increase multiple times over a long retirement. And, certain expenses such as medical expenses could easily outpace inflation.

Income

Any extra income, whether from part-time work or from delayed retirement, could make a substantial difference in your retirement income. Your selected social security start date can also make a meaningful difference.

Withdrawals

Almost everyone will need to augment their retirement income with withdrawals from their portfolio assets. Many recent studies have indicated the importance of reasonable and sustainable withdrawal rates. A generally accepted withdrawal rate is 4%, but every case is different.

Asset Allocation

It is always important to have a reasonable asset allocation, but it is especially important in or near retirement since your time horizon to recoup any losses is shorter. A proper allocation that balances income needs with growth needs is critical. Asset allocation does not guarantee a profit or protect against a loss in a declining market.

Other Goals

Other financial goals (purchasing a vacation home or subsidizing your parents' care for example) will impact your retirement. This analysis will take into account any other goals you have defined.

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Retirement Expenses

Base Facts

Prepared for John and Katie Winters

Thinking about retirement can be daunting. It is difficult to plan for something that may not start for many years and can last multiple decades. Nonetheless, it is very important to create a retirement plan. With longer than average life expectancy, you could spend a third of your life in retirement. The first step in creating a retirement plan is determining the expected cost of retirement.

Retirement is assumed to start in 2023 when John is age 65. Retirement for Katie starts in 2028 at age 65. Annual living expenses during retirement are expected to be \$85,000 (in today's dollars) and are projected to grow at 3.73% beginning immediately.

SUMMARY

Retirement Lasts
2023 - 2053 (31 years)

Living Expenses (2023)
\$129,615

Living Expenses
\$7,202,750

Cost of Retirement
\$8,526,330

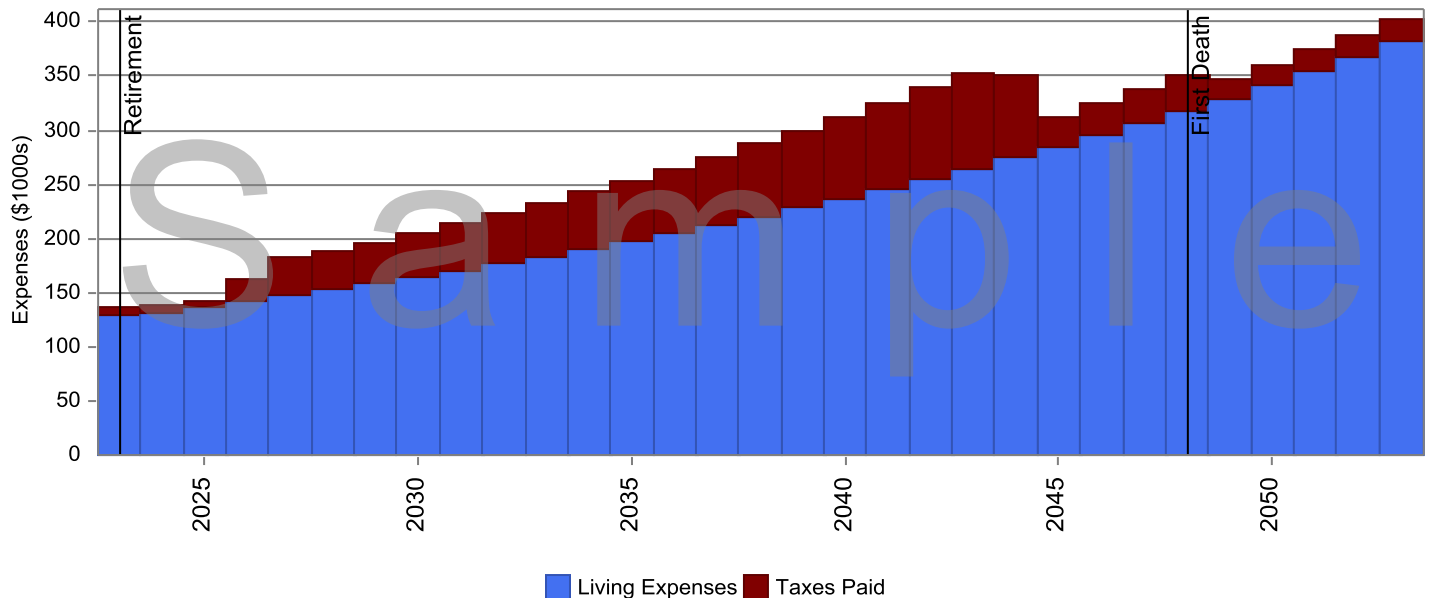
You can expect living expenses to be \$129,615 in the first year of retirement and \$381,506 in the last year of retirement. Total cost of retirement is expected to be \$8,526,330.

Living expenses includes any excess annual cash flow that is assumed to be spent. Total retirement expenses include not only living expenses, but also taxes, insurance premiums, and other defined expenses.

How Will Your Expenses Grow?

The chart below illustrates the cost of your retirement over time, showing that you can expect total living expenses of \$129,615 in the first year of retirement (2023) and \$381,506 in the last year of retirement (2053). These living expense figures include any excess cash flow that is assumed to be spent. Other expense categories are displayed as well.

Retirement Expenses



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Retirement Expenses

Base Facts

Prepared for John and Katie Winters

Year	Age	Living Expenses	Total Expense Flows	Taxes Paid	Total Expenses	Total Outflows
2023	65/60	\$129,615	\$0	\$6,962	\$136,577	\$136,577
2024	66/61	131,910	0	6,145	138,055	138,055
2025	67/62	136,830	0	5,298	142,128	142,128
2026	68/63	141,934	0	20,352	162,286	162,286
2027	69/64	147,228	0	35,517	182,745	182,745
2028	70/65	152,720	0	35,761	188,481	188,481
2029	71/66	158,416	0	37,774	196,190	196,190
2030	72/67	164,325	0	40,362	204,687	204,687
2031	73/68	170,454	0	43,060	213,514	213,514
2032	74/69	176,812	0	46,039	222,851	222,851
2033	75/70	183,407	0	49,283	232,690	232,690
2034	76/71	190,248	0	52,648	242,896	242,896
2035	77/72	197,344	0	56,139	253,483	253,483
2036	78/73	204,705	0	59,758	264,463	264,463
2037	79/74	212,340	0	63,514	275,854	275,854
2038	80/75	220,260	0	67,409	287,669	287,669
2039	81/76	228,476	0	71,450	299,926	299,926
2040	82/77	236,998	0	75,641	312,639	312,639

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Year	Age	Living Expenses	Total Expense Flows	Taxes Paid	Total Expenses	Total Outflows
2041	83/78	245,838	0	79,989	325,827	325,827
2042	84/79	255,008	0	84,499	339,507	339,507
2043	85/80	264,520	0	89,101	353,621	353,621
2044	86/81	274,387	0	75,820	350,207	350,207
2045	87/82	284,622	0	27,837	312,459	312,459
2046	88/83	295,238	0	29,530	324,768	324,768
2047	89/84	306,250	0	31,286	337,536	337,536
2048	90/85	317,673	0	33,107	350,780	350,780
2049	91/86	329,522	0	17,960	347,482	347,482
2050	92/87	341,813	0	18,840	360,653	360,653
2051	93/88	354,563	0	19,754	374,317	374,317
2052	94/89	367,788	0	20,758	388,546	388,546
2053	95/90	381,506	0	21,987	403,493	403,493
Totals		\$7,202,750	\$0	\$1,323,580	\$8,526,330	\$8,526,330

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Retirement Income

Base Facts

Prepared for John and Katie Winters

Income sources like Social Security, pension plans, and annuities can help offset your retirement expenses. Total inflows during retirement can also include planned distributions, investment income and other inflows such as insurance benefits, asset sales, and income from a business or trust.

Income sources available during retirement include the following:

John's Social Security	\$41,236	starting in 2023
Katie's Social Security	\$38,634	starting in 2028
Katie's Hospital Pension	\$12,000	starting in 2028
Investment Income	\$0	during retirement
Planned Distributions	\$39,758	starting in 2028

SUMMARY

Cost of Retirement
\$8,526,330

Retirement Inflows
\$4,810,094

Unfunded Costs
\$3,716,236

Pct Funded by Income
56%

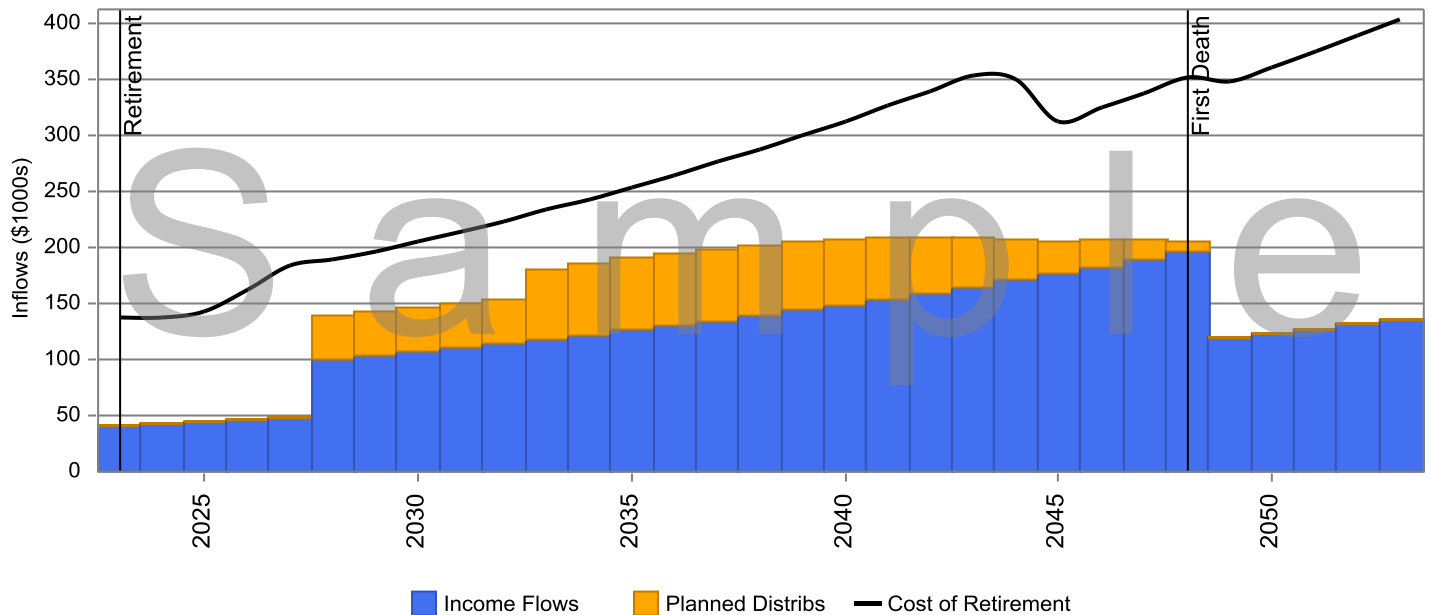
Total inflows are expected to include \$3,845,940 in income flows, \$0 in investment income, and \$964,154 in planned distributions.

Total inflows during retirement are projected to be \$4,810,094, funding 56% of your total cost of retirement.

Retirement Inflow Details

The chart below highlights your retirement inflows. These inflows total \$4,810,094 realized over your expected retirement and represent approximately 56% of your total cost of retirement.

Retirement Income



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Retirement Income

Base Facts

Prepared for John and Katie Winters

Year	Age	Income Flows	Investment Income	Planned Distributions	Total Inflows
2023	65/60	\$41,236	\$0	\$0	\$41,236
2024	66/61	42,774	0	0	42,774
2025	67/62	44,369	0	0	44,369
2026	68/63	46,024	0	0	46,024
2027	69/64	47,741	0	0	47,741
2028	70/65	100,156	0	39,758	139,914
2029	71/66	103,444	0	40,007	143,451
2030	72/67	106,855	0	40,078	146,933
2031	73/68	110,394	0	39,873	150,267
2032	74/69	114,064	0	39,335	153,399
2033	75/70	117,871	0	62,564	180,435
2034	76/71	121,820	0	63,495	185,315
2035	77/72	125,916	0	63,941	189,857
2036	78/73	130,165	0	64,176	194,341
2037	79/74	134,573	0	63,763	198,336
2038	80/75	139,145	0	62,774	201,919
2039	81/76	143,887	0	61,090	204,977
2040	82/77	148,806	0	58,399	207,205

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Year	Age	Income Flows	Investment Income	Planned Distributions	Total Inflows
2041	83/78	153,909	0	54,828	208,737
2042	84/79	159,202	0	49,813	209,015
2043	85/80	164,692	0	43,209	207,901
2044	86/81	170,387	0	36,289	206,676
2045	87/82	176,295	0	28,995	205,290
2046	88/83	182,424	0	24,330	206,754
2047	89/84	188,781	0	17,810	206,591
2048	90/85	195,375	0	9,627	205,002
2049	91/86	118,853	0	0	118,853
2050	92/87	122,839	0	0	122,839
2051	93/88	126,973	0	0	126,973
2052	94/89	131,261	0	0	131,261
2053	95/90	135,709	0	0	135,709
Totals		\$3,845,940	\$0	\$964,154	\$4,810,094

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Building Your Retirement Assets

Base Facts

Prepared for John and Katie Winters

Along with your expected retirement income, the other primary resource for funding your retirement is your accumulated portfolio assets. When estimating the portfolio assets you could have available at your retirement, the key assumptions are your current portfolio balance, planned savings, expected growth rate of the portfolio assets and annual cash flow prior to retirement. You can also increase your portfolio assets before or during retirement by liquidating other assets such as a house or business.

Defined portfolio assets currently total **\$754,285**. In **2012**, savings include **\$19,000** in planned savings and **\$6,600** in employer contributions. From **2012** through **2023** planned savings will total **\$252,686** and employer contributions will total **\$87,776**, for a total of **\$340,462**. Projected asset growth prior to retirement is **\$1,014,735**.

In the first year of retirement, your portfolio assets are projected to consist of **\$286,385** in taxable assets, **\$0** in cash, **\$1,637,911** in retirement assets, **\$0** in annuities, and **\$0** in life insurance cash value.

Taking into account savings, growth, and cash flow, your portfolio assets are projected to total **\$1,924,296** at the beginning of **2023**.

SUMMARY

Planned Savings
\$252,686

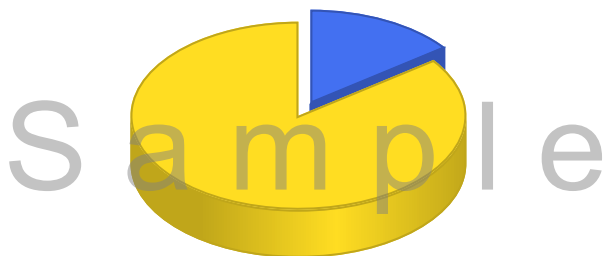
Employer Contributions
\$87,776

Growth
\$1,014,735

**Portfolio Assets (2023)
at Beginning of Year**
\$1,924,296

What Comprises Your Portfolio Assets

The chart below reflects the projected value of portfolio assets at the beginning of 2023.



- Taxable Assets (14.88%)
- Retirement Assets (85.12%)

At the beginning of 2023, the breakdown of portfolio assets is projected to be as follows:

Asset Type	Amount	Percent
Taxable	\$286,385	14.88%
Cash	0	0.00%
Retirement	1,637,911	85.12%
Annuity	0	0.00%
Total	\$1,924,296	100.00%

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Retirement Withdrawals

Base Facts

Prepared for John and Katie Winters

Withdrawals from portfolio assets are a critical component of all retirement plans. The size and frequency of withdrawals will go a long way to determining if your portfolio assets will last for your lifetime. Withdrawals can be made from taxable or tax deferred accounts, each providing different tax consequences. You should always be mindful of your total withdrawals to make sure you are not liquidating your assets too quickly.

Supplemental withdrawals from portfolio assets are required when retirement inflows, including planned withdrawals, are insufficient to cover expenses for a given year. It is not unusual to make supplemental withdrawals during retirement, but care must be taken to ensure your portfolio assets last.

Supplemental withdrawals during retirement will total **\$3,729,101** funding **44%** of retirement expenses.

Planned withdrawals, such as required minimum distributions, are withdrawals that you already intend to make. Planned withdrawals are projected to total **\$964,154** over your retirement and are accounted for as part of total retirement inflows.

SUMMARY

Cost of Retirement
\$8,526,330

Retirement Inflows
\$4,810,094

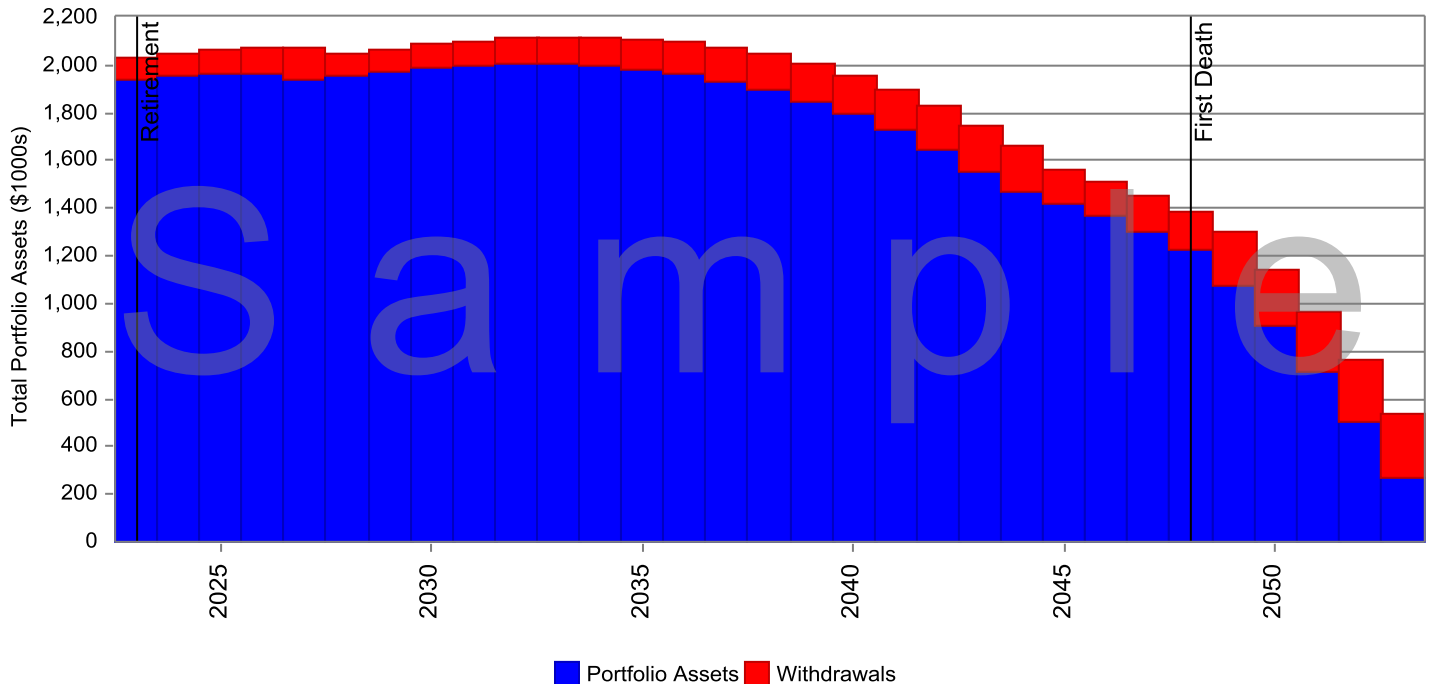
Supplemental Withdrawals
\$3,729,101

Pct Funded by Suppl Withdrawals
44%

Retirement Withdrawal Details

The chart below highlights your total withdrawals in relation to your total portfolio assets. Total withdrawals are comprised of planned withdrawals plus supplemental withdrawals.

Retirement Withdrawals



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Looking at Everything in Retirement

Base Facts

Prepared for John and Katie Winters

There are two main resources at your disposal with which you can fund your retirement; income and portfolio assets. You accumulate portfolio assets during your pre-retirement years through savings and growth. Additionally, various sources may provide you with income during retirement. By comparing the combination of these resources with your expected retirement expenses, you can get a picture of how successful you may be in financing your retirement.

Over the course of your retirement years, you can expect total costs of **\$8,526,330**. During this time, you will have total retirement inflows of **\$4,810,094**. At the start of retirement in **2023**, your projected portfolio assets will be **\$1,924,296**. Desired assets remaining at death are **\$0**.

At the end of retirement in **2053**, you are projected to have a **surplus** of **\$267,699**.

SUMMARY

Cost of Retirement
\$8,526,330

Retirement Inflows
\$4,810,094

Supplemental Withdrawals
\$3,729,101

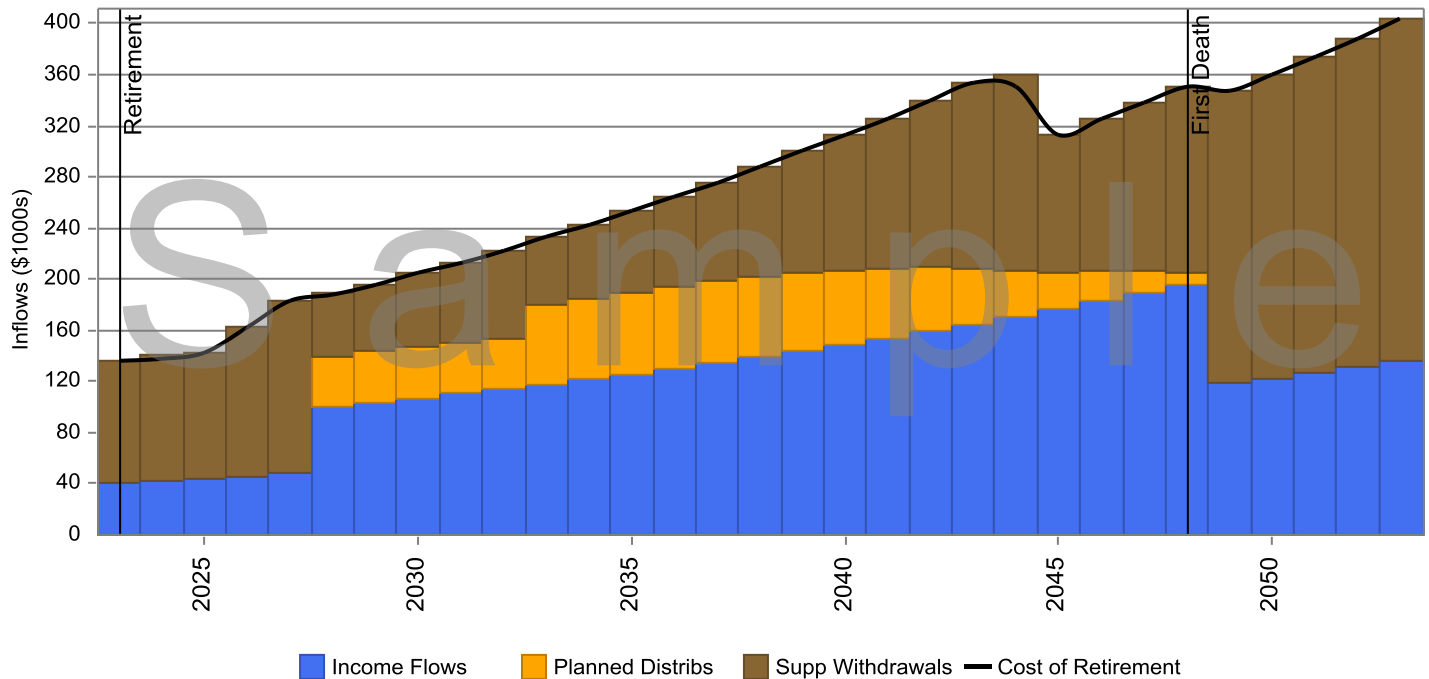
Funding Surplus
\$267,699

Unfunded Years
0

Retirement Resource Usage

The chart below illustrates how your income sources and portfolio assets could be used to fund your retirement. Years which are not successfully funded show the amount of shortfall.

Looking at Everything



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Options for Meeting Retirement Needs

Base Facts

Prepared for John and Katie Winters

Based upon the assumptions utilized in this report, you are projected to have a retirement **surplus** of **\$267,699**. There are several options presented below which, alone or in combination, might allow you to achieve your retirement objectives. These options include your desire to have at least **\$0** in portfolio assets at the end of retirement.

Retire Earlier

Without changing any other factors, you can consider retiring earlier than originally planned. This option typically increases the total cost of retirement and should be considered carefully.

Earliest retirement would start when **John** is age **65 (2023)** and **Katie** is age **60 (2023)**.

This results in portfolio assets of **\$1,939,145** at retirement, an adjusted retirement cost of **\$8,526,330**, and portfolio assets of **\$267,699** at the end of retirement.

SUMMARY

Retirement Starts

Ages 65 & 65 (current)

Ages 65 & 60 (new)

Cost of Retirement

\$8,526,330 (current)

\$8,526,330 (new)

Assets in 2053

\$267,699 (current)

\$267,699 (new)

Enhance Your Retirement Lifestyle

Without changing any other factors, you can consider spending more during retirement than originally planned. This option typically increases the total cost of retirement and should be considered carefully.

Based on the assumptions given, you may consider increasing your retirement living expenses of **\$85,000** (in today's dollars) up to a maximum of **\$86,000**.

This results in an adjusted retirement cost of **\$8,592,206**, and portfolio assets of **\$85,131** at the end of retirement.

SUMMARY

Living Expenses

\$85,000 (current)

\$86,000 (new)

Cost of Retirement

\$8,526,330 (current)

\$8,592,206 (new)

Assets in 2053

\$267,699 (current)

\$85,131 (new)

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