



Pension Maximization

**An Illustration That Compares the Wealth Accumulation Potential
& Net Present Value of Cash Flows of a Single Life Annuity
+ Life Insurance Plan with a Joint & Survivor Annuity**

AN ANALYSIS PREPARED EXCLUSIVELY FOR

Jack & Jill Flash

\$100K Single Life Annuity + \$362,500 Insurance vs. J&S 75 Annuity

Disclaimer

This financial plan is designed to provide educational and/or general information and is not intended to provide specific legal, accounting and/or tax advice. Any comparisons and projections including expected rates of return are presented for purposes of illustration only. Nevertheless, we believe that the comparisons as well as the other projections shown provide an important and valid basis for consideration when planning for your financial future.

IMPORTANT: *The projections or other information generated by this financial plan regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results and are not guarantees of future results. Results herein may vary with each use of the software tool(s) used to generate this financial plan and over time.*

The financial plan may contain ideas for your consideration concerning aspects of your life such as tax, retirement and estate planning, but these are not presented as, and must not be taken for, legal or tax advice. It is your responsibility to determine if, and how, the suggestions contained in the financial plan should be implemented or otherwise followed. You must carefully consider all relevant factors in making these types of decisions. For specific advice on these aspects of your overall financial plan, you should consult your professional tax and legal advisors. The report that follows is based upon:

- information and assumptions that you have provided or reviewed;
- current tax laws;
- appropriate financial planning concepts;
- historic asset class characteristics;
- additional assumptions and information discussed with your advisor.

The outcome of the analysis will be dependent to a significant extent upon the information and the reasonableness of the planning assumptions. It is your responsibility to provide accurate and complete information. Please contact your advisor with any changes to your information and/or planning assumptions. Inaccurate information and/or unreasonable planning assumptions can materially impact the results of this financial plan.

The simulation of returns at the individual asset, account and/or portfolio level drives the investment projections and proposed financial plan. In all cases investment projections are not to be considered definitive estimates of how the individual assets you own now or in the future will perform. Therefore, it is important that you recognize that the comparisons shown may include comparisons of two asset allocation models—the asset allocation of your current portfolio and the asset allocation projected in our proposed plan—and not comparisons of the individual securities you own. Model comparisons and the projected rates of return are based on past performance of the relevant asset classes. Past performance is not a guarantee of future results. No future rate of return can be predicted with certainty.

The report that follows does not make specific investment recommendations or analyze particular securities. Rather, the report typically contains a proposed asset allocation model based upon your stated risk tolerance, age, current asset allocation and value of your assets. The asset allocation models we use are continuously re-evaluated and are periodically changed as a result. We are under no obligation to revise any financial planning report already prepared if an allocation model is changed after it is issued to you.

Actual results are influenced by events that are both within and outside of your control. The rates actually returned by asset classes will differ from our projections. The rates actually returned by any allocation model noted within the financial plan will likely differ from those returned by any individual portfolio of securities constructed to follow a specific allocation model. Any rate of return shown or used in the financial plan is not intended to predict nor guarantee the actual results of an investment product.



Disclaimer

IMPORTANT: *Investments in stocks, bonds, mutual funds, and other securities are not bank products, are not FDIC insured, and may be subject to loss of principal.*

We have read and understand the above information and disclosures. We understand the basis upon which the report that follows was prepared. We recognize the nature of the asset allocation comparisons and estimated returns as illustrations only. We acknowledge that the report may contain a recommendation for adjusting the asset allocation of our current investment portfolio(s), but it does not provide any guaranteed rates of return, advice on particular securities or any specific legal, tax or accounting advice.

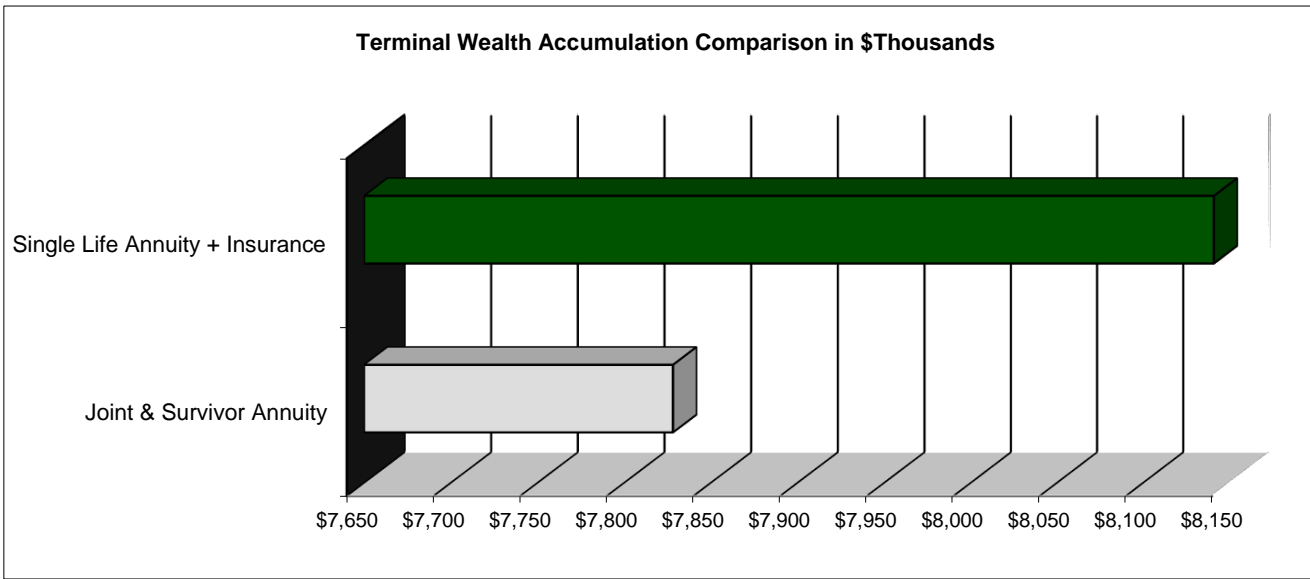
Customer Signature



Wealth Accumulation Summary

Jack & Jill Flash

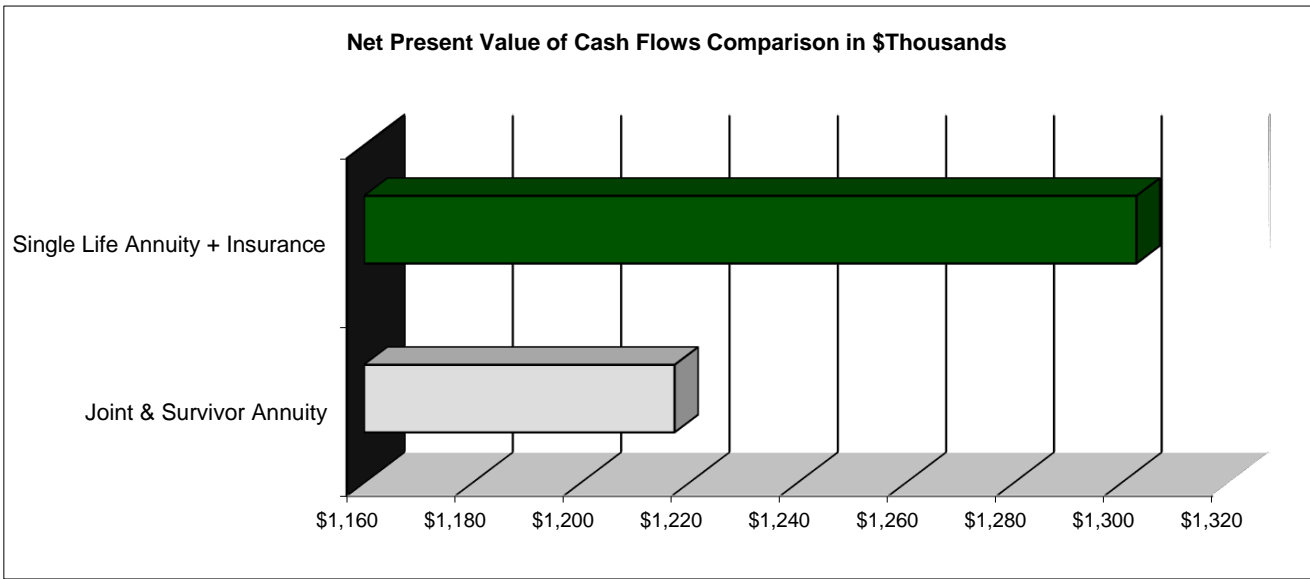
Projected results in 2056	Single Life Annuity + Insurance	Joint & Survivor Annuity	Single Life Annuity Adv/-Disadv
Cumulative after-tax annuity payments	2,085,600	2,000,976	84,624
Cumulative insurance premiums	208,800	NA	-208,800
Insurance proceeds payable in 2054	362,500	NA	362,500
Terminal after-tax wealth accumulations	8,141,108	7,828,155	312,953



Net Present Value of Cash Flows Summary

Jack & Jill Flash

Projected results in 2056	Single Life Annuity + Insurance	Joint & Survivor Annuity	Single Life Annuity Adv-/Disadv
Present value of after-tax annuity payments	1,308,119	1,217,313	90,807
Present value of insurance premiums	130,426	NA	-130,426
Present value of insurance proceeds payable in 2054	125,074	NA	125,074
Net present value of cumulative cash flows	1,302,767	1,217,313	85,455



Pension Maximization - \$100K Single Life Annuity + \$362,500 Insurance vs. J&S 75 Annuity

Assumptions

Jack & Jill Flash

Personal	Jack	Jill
Age	55.0	52.0
Calculated life expectancy	84.6	84.3
Life expectancy override	90.0	90.0
Year of death	2053	2056

Planning Illustration

Analysis date	01-Jan-2018
Tax laws to apply - income taxes	TCJA provisions sunset after 2025

Life Insurance

Permanent policy type	Type A universal life
Insured	Jack
Initial policy death benefit	362,500

Insurance Premiums

Last scheduled premium	2053
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Annuity Payments

	Single Life	Joint & Survivor
First-year payment: annuitant	100,000	89,750
Age at first payment	55	55
First-year payment: survivor	NA	75,000
Annual payment growth rate	0.0%	0.0%

Tax Rates

Federal ordinary income tax rate	See schedule
Federal capital gains tax rate	See schedule
State income tax rate	5.0%

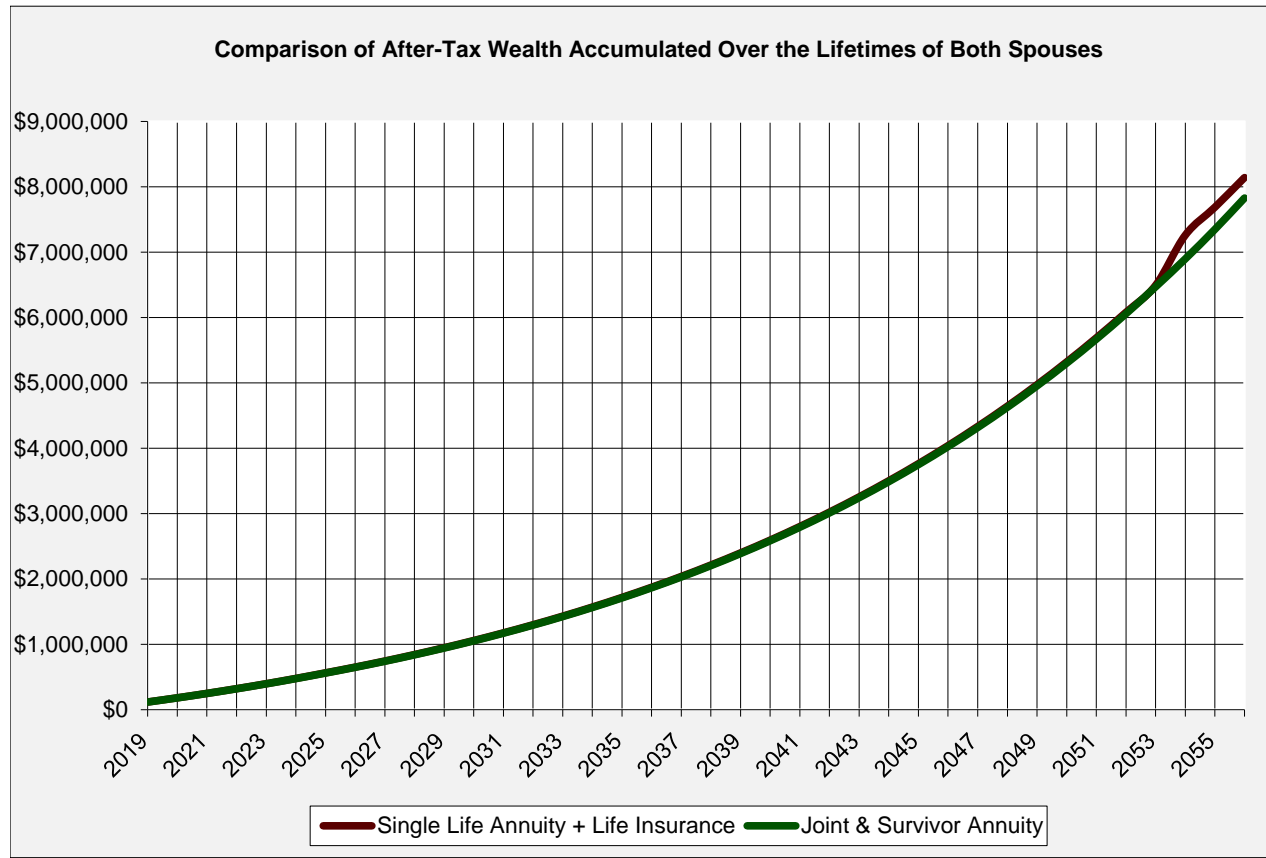
Investment Rates

Taxable income rate	2.0%
Qualified dividend percentage	100.0%
Growth rate	6.0%
Percentage of income and capital gains subject to Medicare surtax	100.0%
Present value discount rate	3.0%



Wealth Accumulation Illustration

Jack & Jill Flash

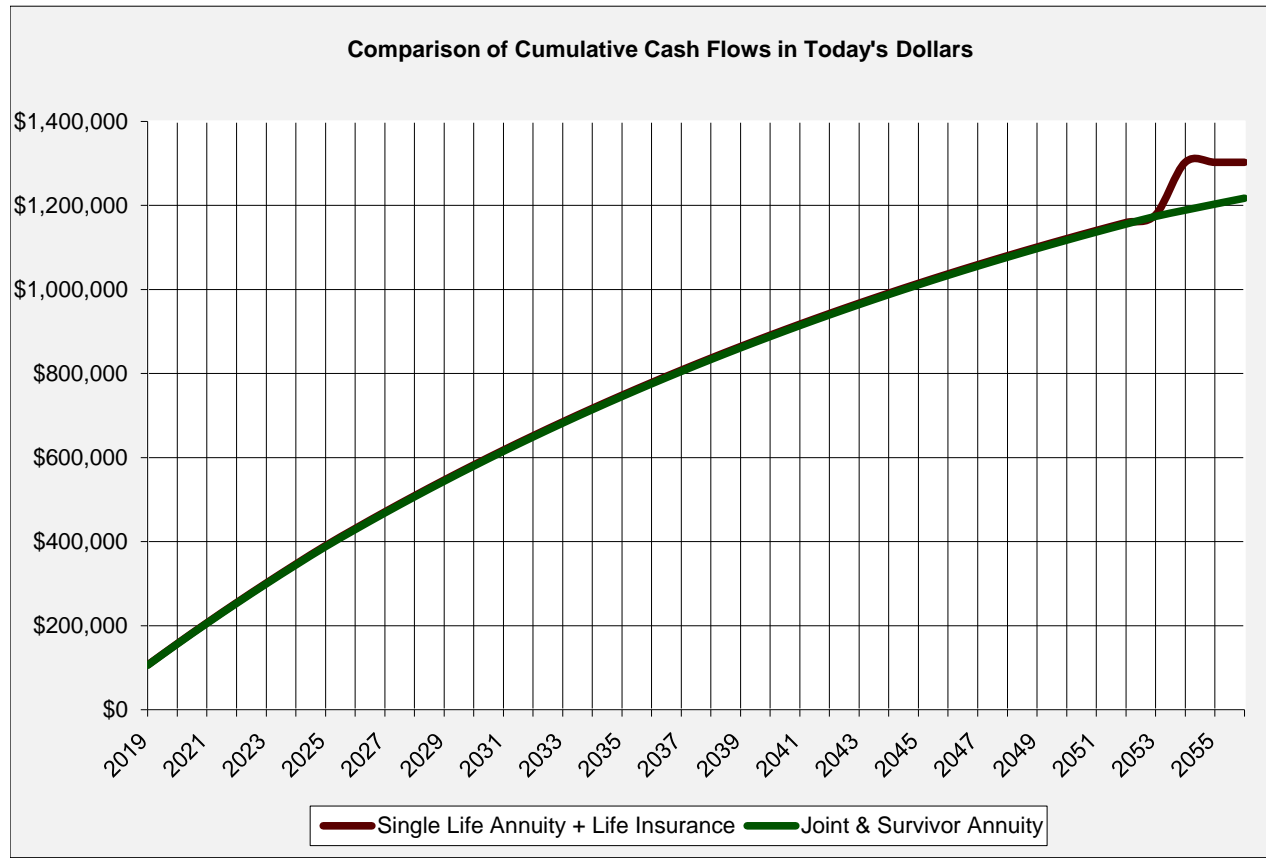


The illustration above compares the after-tax wealth accumulation under alternative planning scenarios.



Net Present Value of Cash Flows Illustration

Jack & Jill Flash



The illustration above compares the net present value of cumulative cash flows under alternative planning scenarios.



Pension Maximization - \$100K Single Life Annuity + \$362,500 Insurance vs. J&S 75 Annuity

Wealth Accumulation Comparison

Jack & Jill Flash

Year	Single Life Annuity + Life Insurance						Accumulated Value of After-Tax J&S Annuity Payments	Single Life Annuity + Insurance Advantage/ -Disadvantage
	Jack's After-Tax Annuity	Insurance Premiums	Discretionary Cash Flows	Accumulated Value of Net Cash Flows	Accumulated Value of Insurance Proceeds	Total Net Accumulated Value		
2018	59,800	5,800	54,000	57,186	0	57,186	56,837	349
2019	59,800	5,800	54,000	117,746	0	117,746	117,028	718
2020	59,800	5,800	54,000	181,879	0	181,879	180,769	1,110
2021	59,800	5,800	54,000	249,796	0	249,796	248,272	1,524
2022	59,800	5,800	54,000	321,720	0	321,720	319,757	1,963
2023	59,800	5,800	54,000	397,887	0	397,887	395,459	2,428
2024	59,800	5,800	54,000	478,549	0	478,549	475,629	2,920
2025	59,800	5,800	54,000	563,969	0	563,969	560,528	3,441
2026	57,400	5,800	51,600	651,888	0	651,888	648,155	3,733
2027	57,400	5,800	51,600	744,993	0	744,993	740,952	4,041
2028	57,400	5,800	51,600	843,592	0	843,592	839,224	4,368
2029	57,400	5,800	51,600	948,009	0	948,009	943,294	4,714
2030	57,400	5,800	51,600	1,058,586	0	1,058,586	1,053,505	5,081
2031	57,400	5,800	51,600	1,175,687	0	1,175,687	1,170,217	5,469
2032	57,400	5,800	51,600	1,299,696	0	1,299,696	1,293,816	5,880
2033	57,400	5,800	51,600	1,431,023	0	1,431,023	1,424,707	6,316
2034	57,400	5,800	51,600	1,570,098	0	1,570,098	1,563,321	6,777
2035	57,400	5,800	51,600	1,717,378	0	1,717,378	1,710,113	7,265
2036	57,400	5,800	51,600	1,873,348	0	1,873,348	1,865,566	7,782
2037	57,400	5,800	51,600	2,038,519	0	2,038,519	2,030,190	8,330
2038	57,400	5,800	51,600	2,213,436	0	2,213,436	2,204,527	8,909
2039	57,400	5,800	51,600	2,398,674	0	2,398,674	2,389,150	9,524
2040	57,400	5,800	51,600	2,594,840	0	2,594,840	2,584,666	10,174
2041	57,400	5,800	51,600	2,802,580	0	2,802,580	2,791,717	10,863
2042	57,400	5,800	51,600	3,022,576	0	3,022,576	3,010,985	11,592
2043	57,400	5,800	51,600	3,255,553	0	3,255,553	3,243,189	12,364
2044	57,400	5,800	51,600	3,502,275	0	3,502,275	3,489,093	13,182
2045	57,400	5,800	51,600	3,763,553	0	3,763,553	3,749,505	14,048
2046	57,400	5,800	51,600	4,040,247	0	4,040,247	4,025,282	14,966
2047	57,400	5,800	51,600	4,333,266	0	4,333,266	4,317,329	15,937
2048	57,400	5,800	51,600	4,643,574	0	4,643,574	4,626,608	16,966
2049	57,400	5,800	51,600	4,972,189	0	4,972,189	4,954,134	18,055
2050	57,400	5,800	51,600	5,320,192	0	5,320,192	5,300,984	19,209
2051	57,400	5,800	51,600	5,688,728	0	5,688,728	5,668,298	20,430
2052	57,400	5,800	51,600	6,079,007	0	6,079,007	6,057,283	21,724
2053	57,400	5,800	51,600	6,492,313	0	6,492,313	6,469,219	23,094
2054	0	0	0	6,875,360	383,888	7,259,247	6,896,493	362,755
2055	0	0	0	7,281,006	406,537	7,687,543	7,348,976	338,567
2056	0	0	0	7,710,585	430,523	8,141,108	7,828,155	312,953



Net Present Value of Cash Flows Comparison

Jack & Jill Flash

Year	Single Life Annuity + Life Insurance				Joint & Survivor Annuity			Single Life Annuity + Insurance Advantage/-Disadvantage	
	Present Value of After-Tax Annuity Payments	Present Value of Insurance Premiums	Net Present Value of Discretionary Cash Flows	Present Value of Insurance Proceeds	Present Value of Cumulative Net Cash Flows	PV of Jack's Annuity Payments	PV of Jill's Annuity Payments		Present Value of Cumulative Net Cash Flows
2018	59,800	5,800	54,000	0	54,000	53,671	0	53,671	330
2019	58,058	5,631	52,427	0	106,427	52,107	0	105,778	649
2020	56,367	5,467	50,900	0	157,327	50,590	0	156,367	960
2021	54,725	5,308	49,418	0	206,745	49,116	0	205,483	1,262
2022	53,132	5,153	47,978	0	254,723	47,686	0	253,169	1,554
2023	51,584	5,003	46,581	0	301,304	46,297	0	299,466	1,839
2024	50,082	4,857	45,224	0	346,528	44,948	0	344,414	2,114
2025	48,623	4,716	43,907	0	390,435	43,639	0	388,053	2,382
2026	45,312	4,579	40,734	0	431,169	40,668	0	428,721	2,448
2027	43,992	4,445	39,547	0	470,716	39,483	0	468,204	2,512
2028	42,711	4,316	38,395	0	509,111	38,333	0	506,537	2,574
2029	41,467	4,190	37,277	0	546,388	37,217	0	543,753	2,635
2030	40,259	4,068	36,191	0	582,579	36,133	0	579,886	2,693
2031	39,087	3,950	35,137	0	617,716	35,080	0	614,966	2,750
2032	37,948	3,834	34,114	0	651,830	34,058	0	649,025	2,805
2033	36,843	3,723	33,120	0	684,950	33,066	0	682,091	2,859
2034	35,770	3,614	32,155	0	717,106	32,103	0	714,195	2,911
2035	34,728	3,509	31,219	0	748,324	31,168	0	745,363	2,962
2036	33,716	3,407	30,310	0	778,634	30,261	0	775,623	3,011
2037	32,734	3,308	29,427	0	808,061	29,379	0	805,003	3,058
2038	31,781	3,211	28,570	0	836,630	28,523	0	833,526	3,104
2039	30,855	3,118	27,738	0	864,368	27,693	0	861,219	3,149
2040	29,957	3,027	26,930	0	891,298	26,886	0	888,105	3,193
2041	29,084	2,939	26,145	0	917,443	26,103	0	914,208	3,235
2042	28,237	2,853	25,384	0	942,827	25,343	0	939,550	3,276
2043	27,415	2,770	24,644	0	967,471	24,605	0	964,155	3,316
2044	26,616	2,689	23,927	0	991,398	23,888	0	988,043	3,355
2045	25,841	2,611	23,230	0	1,014,628	23,192	0	1,011,235	3,392
2046	25,088	2,535	22,553	0	1,037,181	22,517	0	1,033,752	3,429
2047	24,357	2,461	21,896	0	1,059,077	21,861	0	1,055,613	3,464
2048	23,648	2,390	21,259	0	1,080,335	21,224	0	1,076,837	3,499
2049	22,959	2,320	20,639	0	1,100,975	20,606	0	1,097,443	3,532
2050	22,291	2,252	20,038	0	1,121,013	20,006	0	1,117,448	3,565
2051	21,641	2,187	19,455	0	1,140,468	19,423	0	1,136,871	3,596
2052	21,011	2,123	18,888	0	1,159,355	18,857	0	1,155,729	3,627
2053	20,399	2,061	18,338	0	1,177,693	18,308	0	1,174,037	3,656
2054	0	0	0	125,074	1,302,767	0	14,854	1,188,891	113,877
2055	0	0	0	0	1,302,767	0	14,421	1,203,312	99,456
2056	0	0	0	0	1,302,767	0	14,001	1,217,313	85,455





Pension Maximization

Sensitivity Analyses

AN ANALYSIS PREPARED EXCLUSIVELY FOR

Jack & Jill Flash

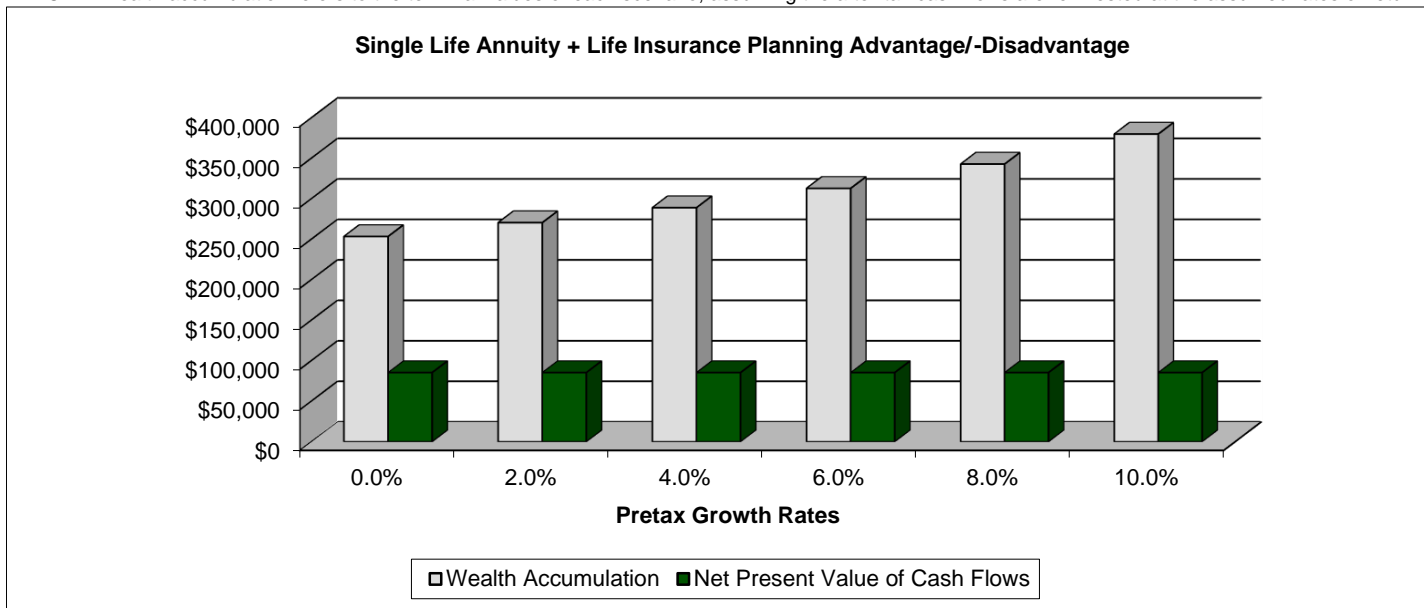
\$100K Single Life Annuity + \$362,500 Insurance vs. J&S 75 Annuity

Wealth Accumulation & Cash Flow Sensitivity Analysis - Growth Rates

Jack & Jill Flash

2056 Growth	Single Life Annuity + Insurance		Joint & Survivor Annuity		Single Life Annuity Adv-/Disadv	
	Wealth Accumulation	NPV Cash Flows	Wealth Accumulation	NPV Cash Flows	Wealth Accumulation	NPV Cash Flows
0.0%	3,000,782	1,302,767	2,747,257	1,217,313	253,525	85,455
2.0%	4,125,900	1,302,767	3,855,262	1,217,313	270,638	85,455
4.0%	5,673,042	1,302,767	5,383,919	1,217,313	289,123	85,455
6.0%	8,141,108	1,302,767	7,828,155	1,217,313	312,953	85,455
8.0%	11,864,078	1,302,767	11,521,116	1,217,313	342,961	85,455
10.0%	17,148,672	1,302,767	16,768,650	1,217,313	380,022	85,455

NOTE: Wealth accumulation refers to the terminal values of each scenario, assuming the after-tax cash flows are reinvested at the assumed rates of return.



The illustration above shows the impact of pretax portfolio growth rate assumptions on the projected results. The graph shows the wealth accumulation and net cash flow advantages or disadvantages of a single life annuity coupled with life insurance as compared to a joint-and-survivor annuity in after-tax dollars. All other assumptions are the same as those listed on the Assumptions schedule.

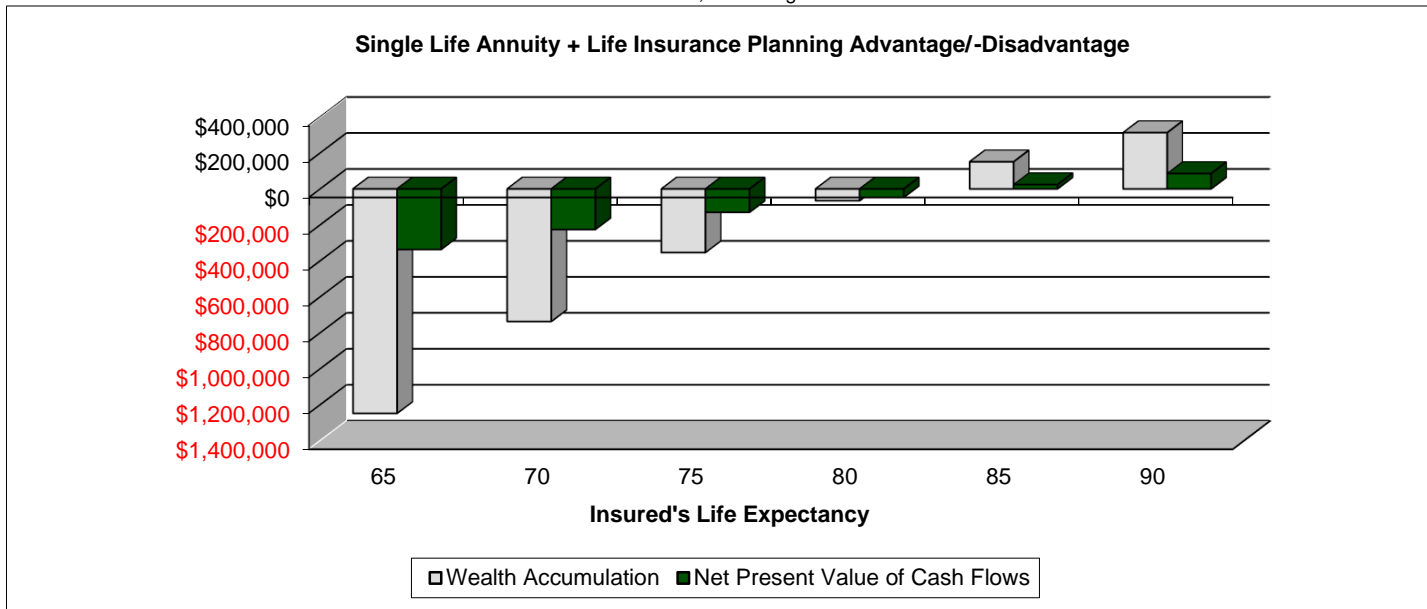


Wealth Accumulation & Cash Flow Sensitivity Analysis - Life Expectancy

Jack & Jill Flash

2056 Life Expect	Single Life Annuity + Insurance		Joint & Survivor Annuity		Single Life Annuity Adv-/Disadv	
	Wealth Accumulation	NPV Cash Flows	Wealth Accumulation	NPV Cash Flows	Wealth Accumulation	NPV Cash Flows
65	6,004,370	770,989	7,252,093	1,107,612	-1,247,723	-336,623
70	6,703,691	910,848	7,440,629	1,136,464	-736,938	-225,615
75	7,228,737	1,031,492	7,582,181	1,161,351	-353,444	-129,859
80	7,622,938	1,135,560	7,688,457	1,182,819	-65,519	-47,259
85	7,918,901	1,225,331	7,768,248	1,201,338	150,652	23,993
90	8,141,108	1,302,767	7,828,155	1,217,313	312,953	85,455

NOTE: Wealth accumulation refers to the terminal values of each scenario, assuming the after-tax cash flows are reinvested at the assumed rates of return.



The illustration above shows the impact of Jack's life expectancy on the projected results. The graph shows the wealth accumulation and net cash flow advantages or disadvantages of a single life annuity coupled with life insurance as compared to a joint-and-survivor annuity in after-tax dollars. All other assumptions are the same as those listed on the Assumptions schedule.





Pension Maximization

Supporting Schedule for
ANNUITY PAYMENTS

AN ANALYSIS PREPARED EXCLUSIVELY FOR

Jack & Jill Flash

\$100K Single Life Annuity + \$362,500 Insurance vs. J&S 75 Annuity

Comparison of After-Tax Annuity Income Streams

Jack & Jill Flash

Year	Jack's Single Life Annuity 0.0%	After-Tax Annuity	Joint & Survivor Annuity				Excess of Single Life Over Joint & Survivor Option
			During Jack's Lifetime 0.0%	After-Tax Annuity	During Jill's Lifetime 0.0%	After-Tax Annuity	
2018	100,000	59,800	89,750	53,671	0	0	6,130
2019	100,000	59,800	89,750	53,671	0	0	6,130
2020	100,000	59,800	89,750	53,671	0	0	6,130
2021	100,000	59,800	89,750	53,671	0	0	6,130
2022	100,000	59,800	89,750	53,671	0	0	6,130
2023	100,000	59,800	89,750	53,671	0	0	6,130
2024	100,000	59,800	89,750	53,671	0	0	6,130
2025	100,000	59,800	89,750	53,671	0	0	6,130
2026	100,000	57,400	89,750	51,517	0	0	5,884
2027	100,000	57,400	89,750	51,517	0	0	5,884
2028	100,000	57,400	89,750	51,517	0	0	5,884
2029	100,000	57,400	89,750	51,517	0	0	5,884
2030	100,000	57,400	89,750	51,517	0	0	5,884
2031	100,000	57,400	89,750	51,517	0	0	5,884
2032	100,000	57,400	89,750	51,517	0	0	5,884
2033	100,000	57,400	89,750	51,517	0	0	5,884
2034	100,000	57,400	89,750	51,517	0	0	5,884
2035	100,000	57,400	89,750	51,517	0	0	5,884
2036	100,000	57,400	89,750	51,517	0	0	5,884
2037	100,000	57,400	89,750	51,517	0	0	5,884
2038	100,000	57,400	89,750	51,517	0	0	5,884
2039	100,000	57,400	89,750	51,517	0	0	5,884
2040	100,000	57,400	89,750	51,517	0	0	5,884
2041	100,000	57,400	89,750	51,517	0	0	5,884
2042	100,000	57,400	89,750	51,517	0	0	5,884
2043	100,000	57,400	89,750	51,517	0	0	5,884
2044	100,000	57,400	89,750	51,517	0	0	5,884
2045	100,000	57,400	89,750	51,517	0	0	5,884
2046	100,000	57,400	89,750	51,517	0	0	5,884
2047	100,000	57,400	89,750	51,517	0	0	5,884
2048	100,000	57,400	89,750	51,517	0	0	5,884
2049	100,000	57,400	89,750	51,517	0	0	5,884
2050	100,000	57,400	89,750	51,517	0	0	5,884
2051	100,000	57,400	89,750	51,517	0	0	5,884
2052	100,000	57,400	89,750	51,517	0	0	5,884
2053	100,000	57,400	89,750	51,517	0	0	5,884
2054	0	0	0	0	75,000	43,050	0
2055	0	0	0	0	75,000	43,050	0
2056	0	0	0	0	75,000	43,050	0





Pension Maximization

Supporting Schedules for
TAX & INVESTMENT RATES

AN ANALYSIS PREPARED EXCLUSIVELY FOR

Jack & Jill Flash

\$100K Single Life Annuity + \$362,500 Insurance vs. J&S 75 Annuity

Tax & Investment Rates

Jack & Jill Flash

Year	Tax Rates				Investment Rates		
	Federal Ordinary Income Tax Rate	Effective State Income Tax Rate 5.0%	Combined Ordinary Income Tax Rate	Combined Cap Gains Tax Rate	After-Tax Income 2.0%	After-Tax Growth 6.0%	After-Tax Total Return
2018	37.0%	3.2%	40.2%	23.2%	1.5%	4.4%	5.9%
2019	37.0%	3.2%	40.2%	23.2%	1.5%	4.4%	5.9%
2020	37.0%	3.2%	40.2%	23.2%	1.5%	4.4%	5.9%
2021	37.0%	3.2%	40.2%	23.2%	1.5%	4.4%	5.9%
2022	37.0%	3.2%	40.2%	23.2%	1.5%	4.4%	5.9%
2023	37.0%	3.2%	40.2%	23.2%	1.5%	4.4%	5.9%
2024	37.0%	3.2%	40.2%	23.2%	1.5%	4.4%	5.9%
2025	37.0%	3.2%	40.2%	23.2%	1.5%	4.4%	5.9%
2026	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2027	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2028	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2029	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2030	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2031	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2032	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2033	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2034	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2035	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2036	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2037	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2038	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2039	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2040	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2041	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2042	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2043	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2044	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2045	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2046	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2047	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2048	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2049	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2050	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2051	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2052	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2053	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2054	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2055	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%
2056	39.6%	3.0%	42.6%	23.0%	1.5%	4.4%	5.9%

