

INITIAL DISCOVERY FOR JOHN AND JANE NYLIC



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PRELIMINARY OBJECTIVES

Create A Healthy Income

Build Economic Value Outside of Yourself

Maximize Your Impact To Heirs

FAMILY INFORMATION

Primary Clients

Name	Age	Relationship	Occupation
John Nylic	Nov 02, 1971 - 46	Is Spouse of Jane Nylic Is Parent of Tommy Nylic Is Parent of Sally Nylic Is Business Partner of Jeff Smith	Cage Fighter
Jane Nylic	Oct 13, 1971 - 46	Is Spouse of John Nylic Is Parent of Tommy Nylic Is Parent of Sally Nylic	Accountant

TRUSTS

Trusts - Inside

Name	Grantor / Settlor	Beneficiaries - Primary	Beneficiaries - Secondary
Nylic Management Trust	<ul style="list-style-type: none">• John Nylic• Jane Nylic	<ul style="list-style-type: none">• Jane Nylic - 50%• John Nylic - 50%	<ul style="list-style-type: none">• Sally Nylic - 50%• Tommy Nylic - 50%

Trusts - Outside

Name	Grantor / Settlor	Beneficiaries - Primary	Beneficiaries - Secondary
Nylic Family Trust	<ul style="list-style-type: none">• John Nylic	<ul style="list-style-type: none">• Jane Nylic - 100%	<ul style="list-style-type: none">• Sally Nylic - 50%• Tommy Nylic - 50%

ENTITIES

Name	Ownership Type	Ownership	Buy / Sell	Income Tax Treatment
Nylic's Gym	Limited Liability Company	<ul style="list-style-type: none">• Jeff Smith (50%)• John Nylic (50%)	-	Passes through to the Shareholder Level

INITIAL DISCOVERY OUTLINE

Discussion Outline

- Review Meeting Objectives

- Review Current Balance Sheet

- Discuss Strategy for Creating Income and Building Economic Value
 - Currently
 - Long term
 - Unexpected Scenarios

- Discuss Strategy for Impacting Heirs
 - Currently
 - Long term
 - Unexpected Scenarios

Key Reference Points

Build a Healthy Income

- Desired spendable income for John & Jane now and in the future.

Before Retirement

\$200,000 Spendable Income

After Retirement (John, 65, Jane, 65)

\$200,000 Spendable Income

- Current & future income streams for John & Jane

Current Income Streams

Jane's Salary		\$225,000
John's Salary		\$120,000
Total		\$345,000

Future Income Streams

Jane's Soc		\$36,000
John's Soc		\$12,000
Total		\$48,000

- Current savings and expenses.

Estimated Savings

\$59,000

Estimated Expenses (Discuss Elasticity of Expenses)

\$175,000

- Current income and liquidity available in the event of John's death.

\$1,010,000 Before Taxes @ 5% = \$50,500 Annually Before Taxes

- Current income and liquidity available in the event of Jane's death.

\$1,435,000 Before Taxes @ 5% = \$71,750 Annually Before Taxes

Key Reference Points

Build Value Outside Yourself

- Discuss economic value and human capital
- Discuss liquid assets & growth
 - Liquidity of \$4,000,000 earning an assumed rate of 5% annually, could be used to provide a pretax income of \$200,000 annually dependent upon distribution strategy. Additional liquidity may be desired to offset potential income tax liability.
 - Based on a starting amount of \$485,000 growing at an assumed rate of 8% annually and adding \$59,000 annually from cash flow you would have liquid assets totaling \$4,000,000 in 18 years
 - See Growth Chart for details
 - There are other variables that could impact your income stream such as increasing savings, decreasing expenses, semi-retirement, social security, sale of businesses, real estate and overall investment strategy.
 - Other factors such as tax volatility, interest rates, and behavioral and fundamental market dynamics should also be considered.
 - Examine current asset management and distribution strategy.

Build Value Outside Yourself

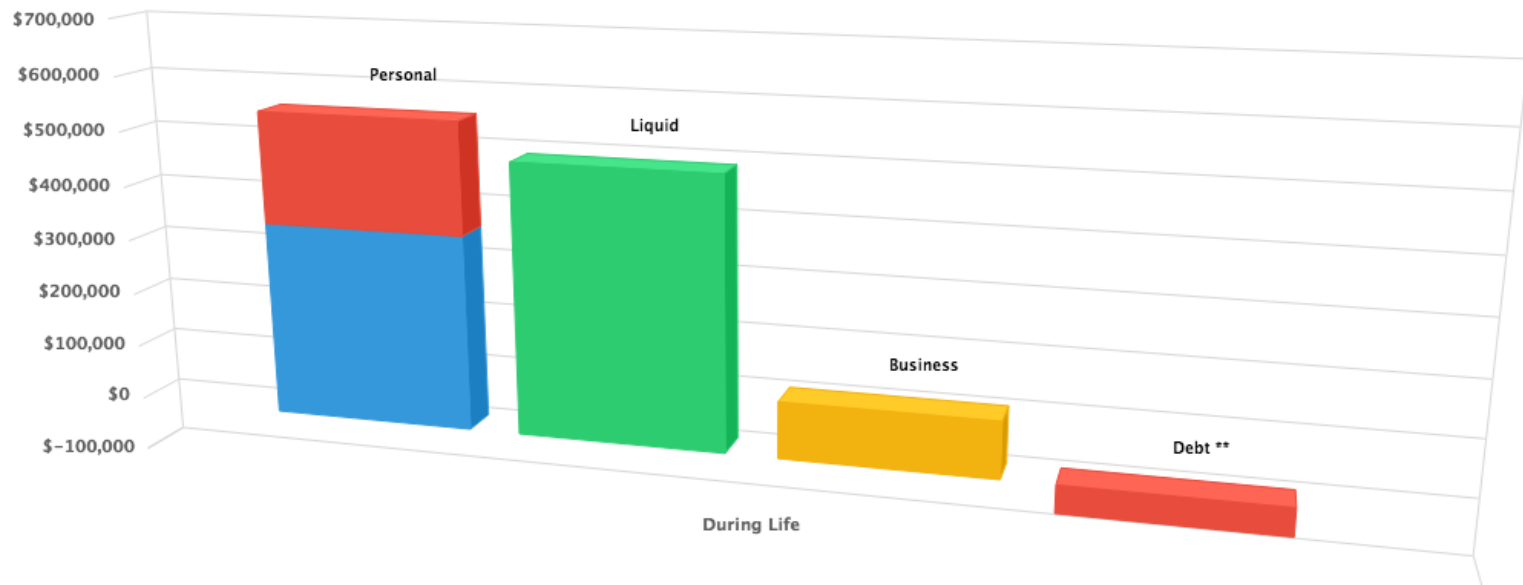
- Business Assets
 - Consider strategies to protect company liquidity
 - As funding is needed to buyout deceased partners
 - Family security could be dependent on successor management
 - Note payments could squeeze liquidity of surviving partners
 - To help absorb the loss of key partners
 - Buy/Sell valuation
 - Create value outside of the human capital of John and Jane Nylic
 - Protect investment in key people
 - Formalized successor management

Key Reference Points

Balance inheritance to provide opportunities

- Estate Taxes and Settlement Costs
 - Exemption amounts
 - IRD Tax
 - Reduce, freeze, maintain control
 - Charity vs. tax
- Balance inheritance distribution in a fair and equal manner among heirs.
 - Opportunity vs. lifestyle
- Protect the estate from predatory litigation/creditors, divorce and mismanagement.

FINANCIAL SNAPSHOT (DURING LIFE)



During Life

Value	\$550,000	\$485,000	\$100,000	-
Debt	\$200,000	\$0	\$0	\$50,000
Total	\$350,000	\$485,000	\$100,000	\$50,000

Current Pre Tax / After Tax Allocation

\$485,000.00	100.00%	Total Liquidity
\$335,000.00	69.07%	Pre Tax
\$150,000.00	30.93%	After Tax

Current Variable / Fixed Allocation

\$485,000.00	100.00%	Total Liquidity
\$335,000.00	69.07%	Variable
\$150,000.00	30.93%	Fixed

Ideal Pre Tax / After Tax Allocation

\$485,000.00	100.00%	Total Liquidity
\$242,500.00	50.00%	Pre Tax
\$242,500.00	50.00%	After Tax

Ideal Variable / Fixed Allocation

\$485,000.00	100.00%	Total Liquidity
\$291,000.00	60.00%	Variable
\$194,000.00	40.00%	Fixed

* For details behind all values shown refer to the following Financial Snapshot Detail page

** Represents all unsecured debt. Secured debt is represented against the asset column it is

secured against.

Cash Flows

During Life

Current Cash Flow

Jane's Salary	\$225,000
John's Salary	\$120,000
Total	\$345,000

Future Cash Flow

Jane's Soc	\$36,000
John's Soc	\$12,000
Total	\$48,000

* For details behind all values shown refer to the following Financial Snapshot Detail page

Financial Snapshot Detail - During Life

Personal Asset	John Nylic	Jane Nylic	Total
Boat	\$20,000	\$20,000	\$40,000
Jane's Car	\$22,500	\$22,500	\$45,000
John's Car	\$7,500	\$7,500	\$15,000
Personal Residence	\$225,000	\$225,000	\$450,000
Mortgage (loan)	\$-100,000	\$-100,000	\$-200,000
Total	\$175,000	\$175,000	\$350,000

Liquid Asset	John Nylic	Jane Nylic	Total
Jane's 401K		\$185,000	\$185,000
Jane's Term Ins.			\$0
Jane's Whole Life		\$50,000	\$50,000
John's Term Ins.			\$0
Johns SEP IRA Annuity	\$150,000		\$150,000
Savings	\$50,000	\$50,000	\$100,000
Total	\$200,000	\$285,000	\$485,000

Business Asset	John Nylic	Jane Nylic	Total
Nylic Gym	\$100,000		\$100,000
Total	\$100,000	\$0	\$100,000

Unsecured Loans	John Nylic	Jane Nylic	Total
Line of Credit	\$-50,000		\$-50,000
Total	\$-50,000	\$0	\$-50,000

Totals Summary	John Nylic	Jane Nylic	Total
Personal Asset	\$175,000	\$175,000	\$350,000
Liquid Asset	\$200,000	\$285,000	\$485,000
Business Asset	\$100,000		\$100,000
Unsecured Loans	\$-50,000		\$-50,000
Total	\$425,000	\$460,000	\$885,000

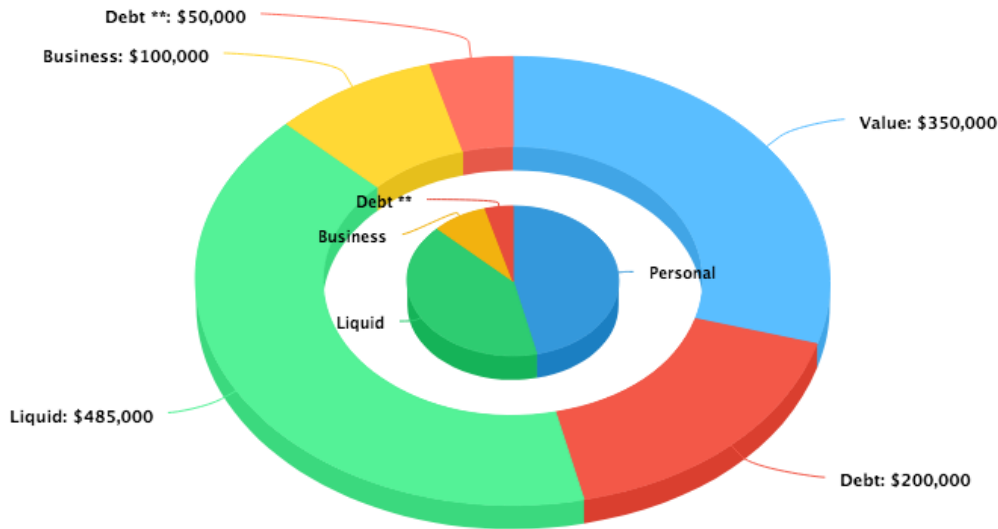
* All Insurance and annuity values reflect accumulated cash value

Liquid Asset Allocations	Pre Tax	After Tax	
Jane's 401K	\$37,000.00	\$37,000.00	Fixed
	\$55,500.00	\$55,500.00	Variable
Jane's Whole Life	\$10,000.00	\$10,000.00	Fixed
	\$15,000.00	\$15,000.00	Variable
Johns SEP IRA Annuity	\$30,000.00	\$30,000.00	Fixed
	\$45,000.00	\$45,000.00	Variable
Savings	\$20,000.00	\$20,000.00	Fixed
	\$30,000.00	\$30,000.00	Variable
	\$242,500.00	\$242,500.00	
	\$485,000.00		

* All Insurance and annuity values reflect accumulated cash value

FINANCIAL SNAPSHOT (DURING LIFE) - PIE CHART

During Life



During Life

Value	\$550,000	\$485,000	\$100,000	-
Debt	\$200,000	\$0	\$0	\$50,000
Total	\$350,000	\$485,000	\$100,000	\$50,000

Current Pre Tax / After Tax Allocation

\$485,000.00	100.00%	Total Liquidity
\$335,000.00	69.07%	Pre Tax
\$150,000.00	30.93%	After Tax

Current Variable / Fixed Allocation

\$485,000.00	100.00%	Total Liquidity
\$335,000.00	69.07%	Variable
\$150,000.00	30.93%	Fixed

Ideal Pre Tax / After Tax Allocation

\$485,000.00	100.00%	Total Liquidity
\$242,500.00	50.00%	Pre Tax
\$242,500.00	50.00%	After Tax

Ideal Variable / Fixed Allocation

\$485,000.00	100.00%	Total Liquidity
\$291,000.00	60.00%	Variable
\$194,000.00	40.00%	Fixed

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 ** Represents all unsecured debt. Secured debt is represented against the asset column it is secured against.

Cash Flow

During Life

Current Cash Flow

Jane's Salary	\$225,000
John's Salary	\$120,000
Total	\$345,000

Future Cash Flow

Jane's Soc	\$36,000
John's Soc	\$12,000
Total	\$48,000

* For details behind all values shown refer to the following Financial Snapshot Detail page

Financial Snapshot Detail - During Life

Personal Asset	John Nylic	Jane Nylic	Total
Boat	\$20,000	\$20,000	\$40,000
Jane's Car	\$22,500	\$22,500	\$45,000
John's Car	\$7,500	\$7,500	\$15,000
Personal Residence	\$225,000	\$225,000	\$450,000
Mortgage (loan)	\$-100,000	\$-100,000	\$-200,000
Total	\$175,000	\$175,000	\$350,000

Liquid Asset	John Nylic	Jane Nylic	Total
Jane's 401K		\$185,000	\$185,000
Jane's Term Ins.			\$0
Jane's Whole Life		\$50,000	\$50,000
John's Term Ins.			\$0
Johns SEP IRA Annuity	\$150,000		\$150,000
Savings	\$50,000	\$50,000	\$100,000
Total	\$200,000	\$285,000	\$485,000

Business Asset	John Nylic	Jane Nylic	Total
Nylic Gym	\$100,000		\$100,000
Total	\$100,000	\$0	\$100,000

Unsecured Loans	John Nylic	Jane Nylic	Total
Line of Credit	\$-50,000		\$-50,000
Total	\$-50,000	\$0	\$-50,000

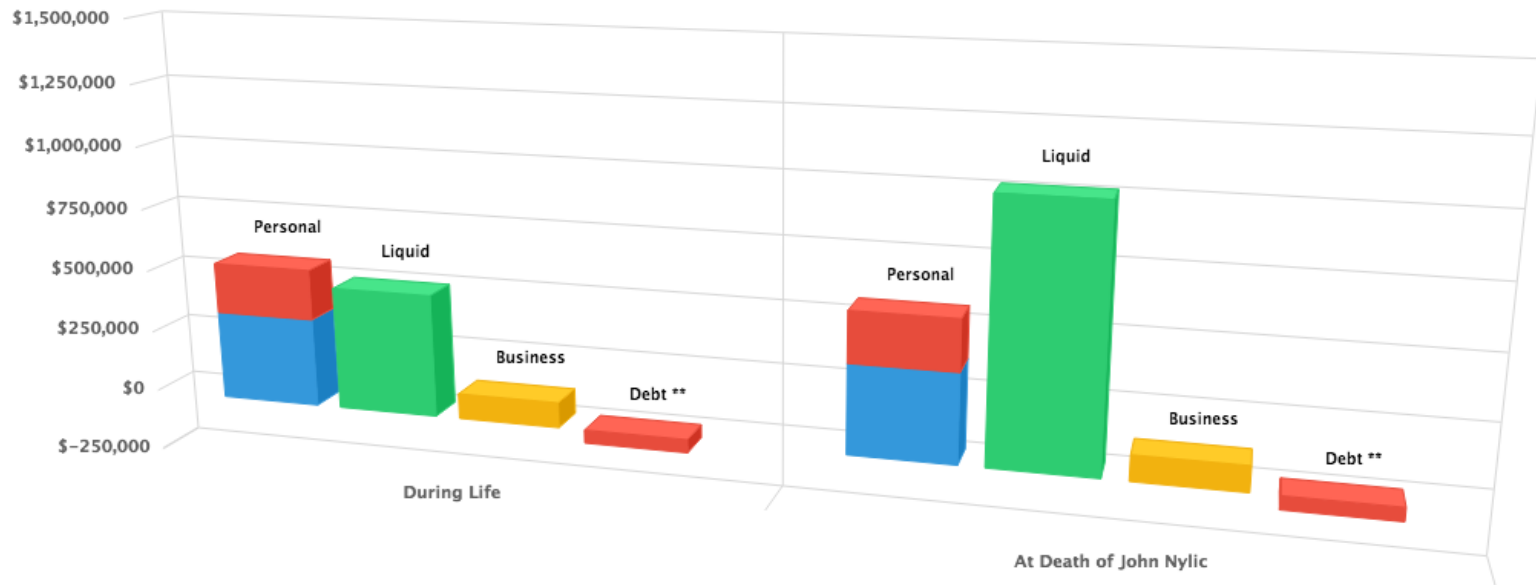
Totals Summary	John Nylic	Jane Nylic	Total
Personal Asset	\$175,000	\$175,000	\$350,000
Liquid Asset	\$200,000	\$285,000	\$485,000
Business Asset	\$100,000		\$100,000
Unsecured Loans	\$-50,000		\$-50,000
Total	\$425,000	\$460,000	\$885,000

* All Insurance and annuity values reflect accumulated cash value

Liquid Asset Allocations	Pre Tax	After Tax	
Jane's 401K	\$37,000.00	\$37,000.00	Fixed
	\$55,500.00	\$55,500.00	Variable
Jane's Whole Life	\$10,000.00	\$10,000.00	Fixed
	\$15,000.00	\$15,000.00	Variable
Johns SEP IRA Annuity	\$30,000.00	\$30,000.00	Fixed
	\$45,000.00	\$45,000.00	Variable
Savings	\$20,000.00	\$20,000.00	Fixed
	\$30,000.00	\$30,000.00	Variable
	\$242,500.00	\$242,500.00	
	\$485,000.00		

* All Insurance and annuity values reflect accumulated cash value

FINANCIAL SNAPSHOT (DURING LIFE & AT JOHN NYLIC'S DEATH)



During Life

Value	\$550,000	\$485,000	\$100,000	-
Debt	\$200,000	\$0	\$0	\$50,000
Total	\$350,000	\$485,000	\$100,000	\$50,000

At Death of John Nylic

Value	\$550,000	\$1,010,000	\$100,000	-
Debt	\$200,000	\$0	\$0	\$50,000
Total	\$350,000	\$1,010,000	\$100,000	\$50,000

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** Represents all unsecured debt. Secured debt is represented against the asset column it is secured against.

Cash Flows

During Life

Current Cash Flow

Jane's Salary	\$225,000
John's Salary	\$120,000
Total	\$345,000

Future Cash Flow

Jane's Soc	\$36,000
John's Soc	\$12,000
Total	\$48,000

At Death of John Nylic

Current Cash Flow

Liquidity @ 5% Assumed Rate	\$50,500
Jane's Salary	\$225,000
John's Salary	\$0
Total	\$275,500

Future Cash Flow

Jane's Soc	\$36,000
John's Soc	\$0
Total	\$36,000

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Financial Snapshot Detail - During Life

Personal Asset	John Nylic	Jane Nylic	Total
Boat	\$20,000	\$20,000	\$40,000
Jane's Car	\$22,500	\$22,500	\$45,000
John's Car	\$7,500	\$7,500	\$15,000
Personal Residence	\$225,000	\$225,000	\$450,000
Mortgage (loan)	\$-100,000	\$-100,000	\$-200,000
Total	\$175,000	\$175,000	\$350,000

Liquid Asset	John Nylic	Jane Nylic	Total
Jane's 401K		\$185,000	\$185,000
Jane's Term Ins.			\$0
Jane's Whole Life		\$50,000	\$50,000
John's Term Ins.			\$0
Johns SEP IRA Annuity	\$150,000		\$150,000
Savings	\$50,000	\$50,000	\$100,000
Total	\$200,000	\$285,000	\$485,000

Business Asset	John Nylic	Jane Nylic	Total
Nylic Gym	\$100,000		\$100,000
Total	\$100,000	\$0	\$100,000

Unsecured Loans	John Nylic	Jane Nylic	Total
Line of Credit	\$-50,000		\$-50,000
Total	\$-50,000	\$0	\$-50,000

Totals Summary	John Nylic	Jane Nylic	Total
Personal Asset	\$175,000	\$175,000	\$350,000
Liquid Asset	\$200,000	\$285,000	\$485,000
Business Asset	\$100,000		\$100,000
Unsecured Loans	\$-50,000		\$-50,000
Total	\$425,000	\$460,000	\$885,000

* All Insurance and annuity values reflect accumulated cash value

Liquid Asset Allocations	Pre Tax	After Tax	
Jane's 401K	\$37,000.00	\$37,000.00	Fixed
	\$55,500.00	\$55,500.00	Variable
Jane's Whole Life	\$10,000.00	\$10,000.00	Fixed
	\$15,000.00	\$15,000.00	Variable
Johns SEP IRA Annuity	\$30,000.00	\$30,000.00	Fixed
	\$45,000.00	\$45,000.00	Variable
Savings	\$20,000.00	\$20,000.00	Fixed
	\$30,000.00	\$30,000.00	Variable
	\$242,500.00	\$242,500.00	
	\$485,000.00		

* All Insurance and annuity values reflect accumulated cash value

Financial Snapshot Detail - At Death of John Nylic

Personal Asset	John Nylic	Jane Nylic	Total
Boat	\$20,000	\$20,000	\$40,000
Jane's Car	\$22,500	\$22,500	\$45,000
John's Car	\$7,500	\$7,500	\$15,000
Personal Residence	\$225,000	\$225,000	\$450,000
Mortgage (loan)	\$-100,000	\$-100,000	\$-200,000
Total	\$175,000	\$175,000	\$350,000

Liquid Asset	John Nylic	Jane Nylic	Total
Jane's 401K		\$185,000	\$185,000
Jane's Term Ins.			\$0
Jane's Whole Life		\$50,000	\$50,000
John's Term Ins.	\$500,000		\$500,000
Johns SEP IRA Annuity	\$175,000		\$175,000
Savings	\$50,000	\$50,000	\$100,000
Total	\$725,000	\$285,000	\$1,010,000

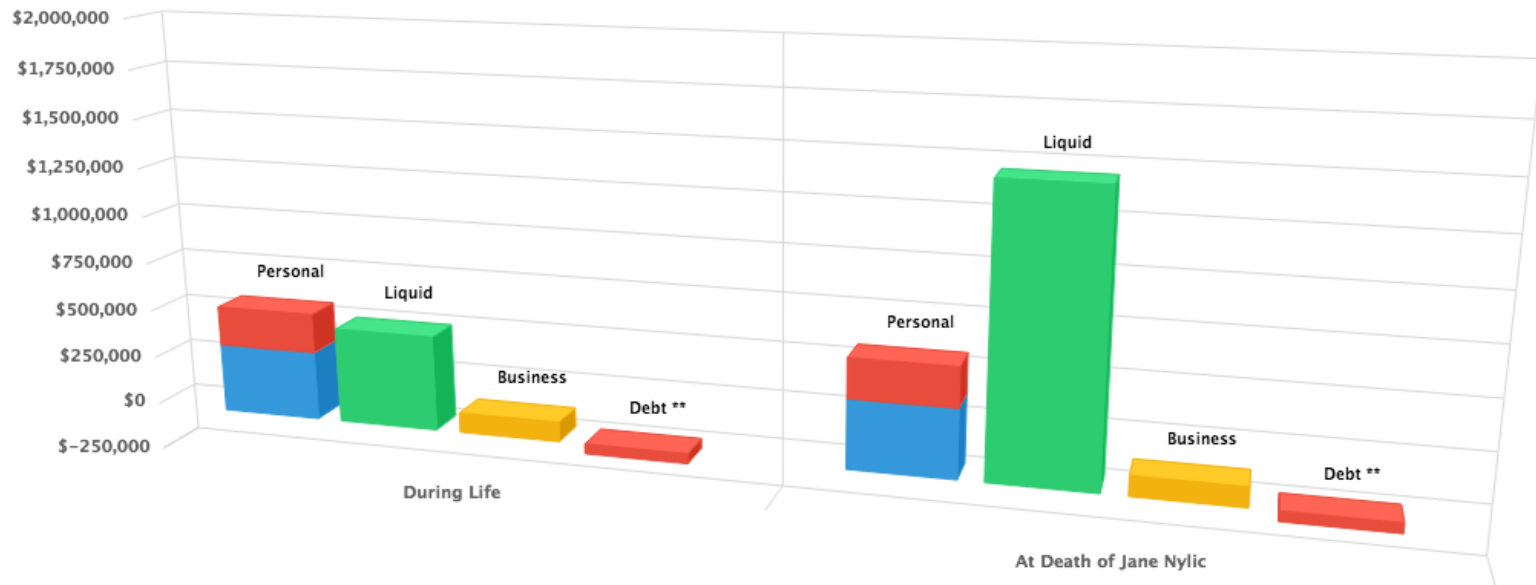
Business Asset	John Nylic	Jane Nylic	Total
Nylic Gym	\$100,000		\$100,000
Total	\$100,000	\$0	\$100,000

Unsecured Loans	John Nylic	Jane Nylic	Total
Line of Credit	\$-50,000		\$-50,000
Total	\$-50,000	\$0	\$-50,000

Totals Summary	John Nylic	Jane Nylic	Total
Personal Asset	\$175,000	\$175,000	\$350,000
Liquid Asset	\$725,000	\$285,000	\$1,010,000
Business Asset	\$100,000		\$100,000
Unsecured Loans	\$-50,000		\$-50,000
Total	\$950,000	\$460,000	\$1,410,000

* Insurance and annuity values reflect death benefit for John Nylic. All other Insurance and annuity values reflect accumulated cash value.

FINANCIAL SNAPSHOT (DURING LIFE & AT JANE NYLIC'S DEATH)



During Life

Value	\$550,000	\$485,000	\$100,000	-
Debt	\$200,000	\$0	\$0	\$50,000
Total	\$350,000	\$485,000	\$100,000	\$50,000

At Death of Jane Nylic

Value	\$550,000	\$1,435,000	\$100,000	-
Debt	\$200,000	\$0	\$0	\$50,000
Total	\$350,000	\$1,435,000	\$100,000	\$50,000

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Cash Flows

During Life

Current Cash Flow

Jane's Salary	\$225,000
John's Salary	\$120,000
Total	\$345,000

Future Cash Flow

Jane's Soc	\$36,000
John's Soc	\$12,000
Total	\$48,000

At Death of Jane Nylic

Current Cash Flow

Liquidity @ 5% Assumed Rate	\$71,750
Jane's Salary	\$0
John's Salary	\$120,000
Total	\$191,750

Future Cash Flow

Jane's Soc	\$36,000
John's Soc	\$0
Total	\$36,000

* For details behind all values shown refer to the following Financial Snapshot Detail page

Financial Snapshot Detail - During Life

Personal Asset	John Nylic	Jane Nylic	Total
Boat	\$20,000	\$20,000	\$40,000
Jane's Car	\$22,500	\$22,500	\$45,000
John's Car	\$7,500	\$7,500	\$15,000
Personal Residence	\$225,000	\$225,000	\$450,000
Mortgage (loan)	\$-100,000	\$-100,000	\$-200,000
Total	\$175,000	\$175,000	\$350,000

Liquid Asset	John Nylic	Jane Nylic	Total
Jane's 401K		\$185,000	\$185,000
Jane's Term Ins.			\$0
Jane's Whole Life		\$50,000	\$50,000
John's Term Ins.			\$0
Johns SEP IRA Annuity	\$150,000		\$150,000
Savings	\$50,000	\$50,000	\$100,000
Total	\$200,000	\$285,000	\$485,000

Business Asset	John Nylic	Jane Nylic	Total
Nylic Gym	\$100,000		\$100,000
Total	\$100,000	\$0	\$100,000

Unsecured Loans	John Nylic	Jane Nylic	Total
Line of Credit	\$-50,000		\$-50,000
Total	\$-50,000	\$0	\$-50,000

Totals Summary	John Nylic	Jane Nylic	Total
Personal Asset	\$175,000	\$175,000	\$350,000
Liquid Asset	\$200,000	\$285,000	\$485,000
Business Asset	\$100,000		\$100,000
Unsecured Loans	\$-50,000		\$-50,000
Total	\$425,000	\$460,000	\$885,000

* All Insurance and annuity values reflect accumulated cash value

Liquid Asset Allocations	Pre Tax	After Tax	
Jane's 401K	\$37,000.00	\$37,000.00	Fixed
	\$55,500.00	\$55,500.00	Variable
Jane's Whole Life	\$10,000.00	\$10,000.00	Fixed
	\$15,000.00	\$15,000.00	Variable
Johns SEP IRA Annuity	\$30,000.00	\$30,000.00	Fixed
	\$45,000.00	\$45,000.00	Variable
Savings	\$20,000.00	\$20,000.00	Fixed
	\$30,000.00	\$30,000.00	Variable
	\$242,500.00	\$242,500.00	
	\$485,000.00		

* All Insurance and annuity values reflect accumulated cash value

Financial Snapshot Detail - At Death of Jane Nylic

Personal Asset	John Nylic	Jane Nylic	Total
Boat	\$20,000	\$20,000	\$40,000
Jane's Car	\$22,500	\$22,500	\$45,000
John's Car	\$7,500	\$7,500	\$15,000
Personal Residence	\$225,000	\$225,000	\$450,000
Mortgage (loan)	\$-100,000	\$-100,000	\$-200,000
Total	\$175,000	\$175,000	\$350,000

Liquid Asset	John Nylic	Jane Nylic	Total
Jane's 401K		\$185,000	\$185,000
Jane's Term Ins.		\$500,000	\$500,000
Jane's Whole Life		\$500,000	\$500,000
John's Term Ins.			\$0
Johns SEP IRA Annuity	\$150,000		\$150,000
Savings	\$50,000	\$50,000	\$100,000
Total	\$200,000	\$1,235,000	\$1,435,000

Business Asset	John Nylic	Jane Nylic	Total
Nylic Gym	\$100,000		\$100,000
Total	\$100,000	\$0	\$100,000

Unsecured Loans	John Nylic	Jane Nylic	Total
Line of Credit	\$-50,000		\$-50,000
Total	\$-50,000	\$0	\$-50,000

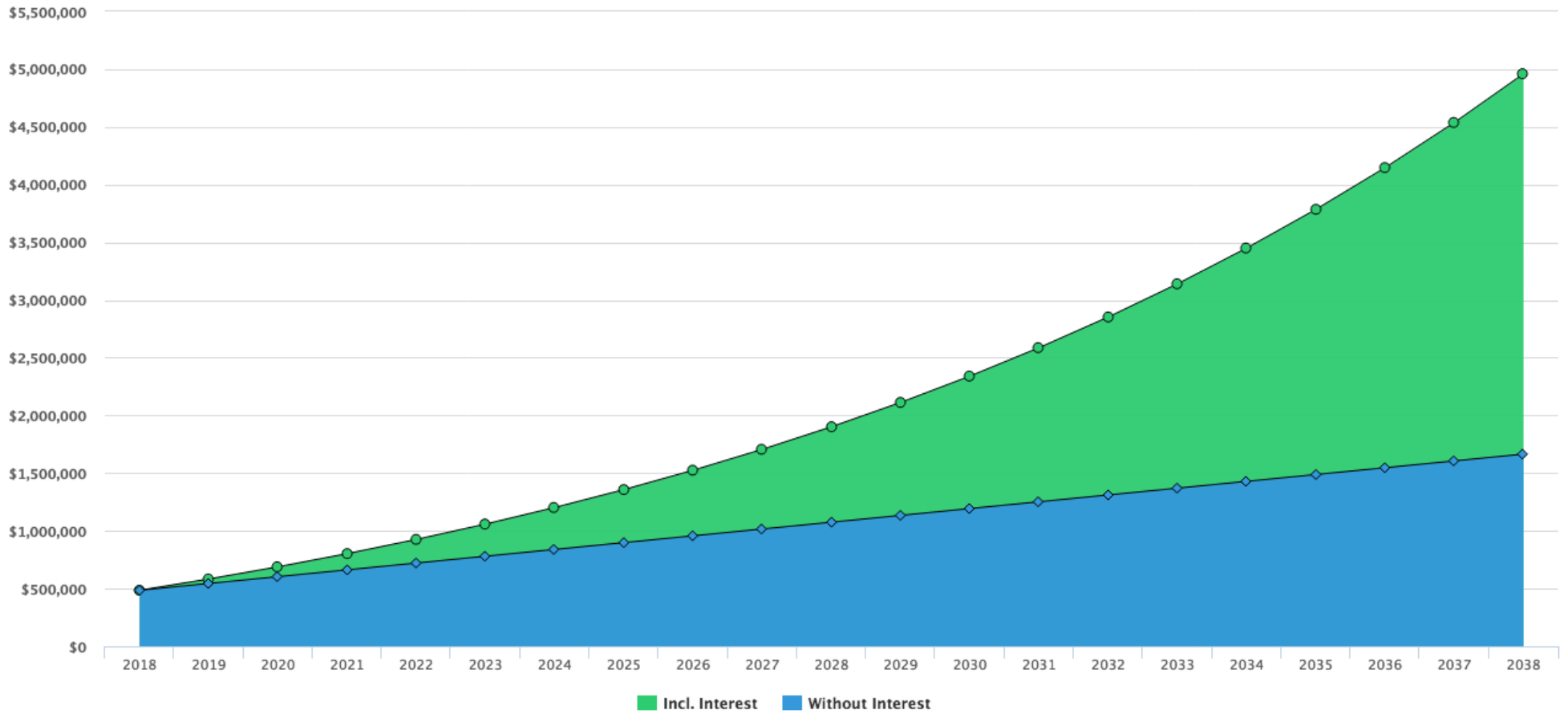
Totals Summary	John Nylic	Jane Nylic	Total
Personal Asset	\$175,000	\$175,000	\$350,000
Liquid Asset	\$200,000	\$1,235,000	\$1,435,000
Business Asset	\$100,000		\$100,000
Unsecured Loans	\$-50,000		\$-50,000
Total	\$425,000	\$1,410,000	\$1,835,000

* Insurance and annuity values reflect death benefit for Jane Nylic. All other Insurance and annuity values reflect accumulated cash value.

HYPOTHETICAL GROWTH CHART \$59K

Balance at Start of Year: \$485,000

#	Year	Amounts Added	Amounts Withdrawn	Annual Rate of Return	Income Earned	Ending Balance With Interest	Ending Balance Without Interest
1	2018	\$59,000.00	\$0	8%	\$38,800.00	\$582,800.00	\$544,000.00
2	2019	\$59,000.00	\$0	8%	\$46,624.00	\$688,424.00	\$603,000.00
3	2020	\$59,000.00	\$0	8%	\$55,073.92	\$802,497.92	\$662,000.00
4	2021	\$59,000.00	\$0	8%	\$64,199.83	\$925,697.75	\$721,000.00
5	2022	\$59,000.00	\$0	8%	\$74,055.82	\$1,058,753.57	\$780,000.00
6	2023	\$59,000.00	\$0	8%	\$84,700.29	\$1,202,453.86	\$839,000.00
7	2024	\$59,000.00	\$0	8%	\$96,196.31	\$1,357,650.17	\$898,000.00
8	2025	\$59,000.00	\$0	8%	\$108,612.01	\$1,525,262.18	\$957,000.00
9	2026	\$59,000.00	\$0	8%	\$122,020.97	\$1,706,283.16	\$1,016,000.00
10	2027	\$59,000.00	\$0	8%	\$136,502.65	\$1,901,785.81	\$1,075,000.00
11	2028	\$59,000.00	\$0	8%	\$152,142.86	\$2,112,928.67	\$1,134,000.00
12	2029	\$59,000.00	\$0	8%	\$169,034.29	\$2,340,962.97	\$1,193,000.00
13	2030	\$59,000.00	\$0	8%	\$187,277.04	\$2,587,240.01	\$1,252,000.00
14	2031	\$59,000.00	\$0	8%	\$206,979.20	\$2,853,219.21	\$1,311,000.00
15	2032	\$59,000.00	\$0	8%	\$228,257.54	\$3,140,476.74	\$1,370,000.00
16	2033	\$59,000.00	\$0	8%	\$251,238.14	\$3,450,714.88	\$1,429,000.00
17	2034	\$59,000.00	\$0	8%	\$276,057.19	\$3,785,772.07	\$1,488,000.00
18	2035	\$59,000.00	\$0	8%	\$302,861.77	\$4,147,633.84	\$1,547,000.00
19	2036	\$59,000.00	\$0	8%	\$331,810.71	\$4,538,444.54	\$1,606,000.00
20	2037	\$59,000.00	\$0	8%	\$363,075.56	\$4,960,520.11	\$1,665,000.00

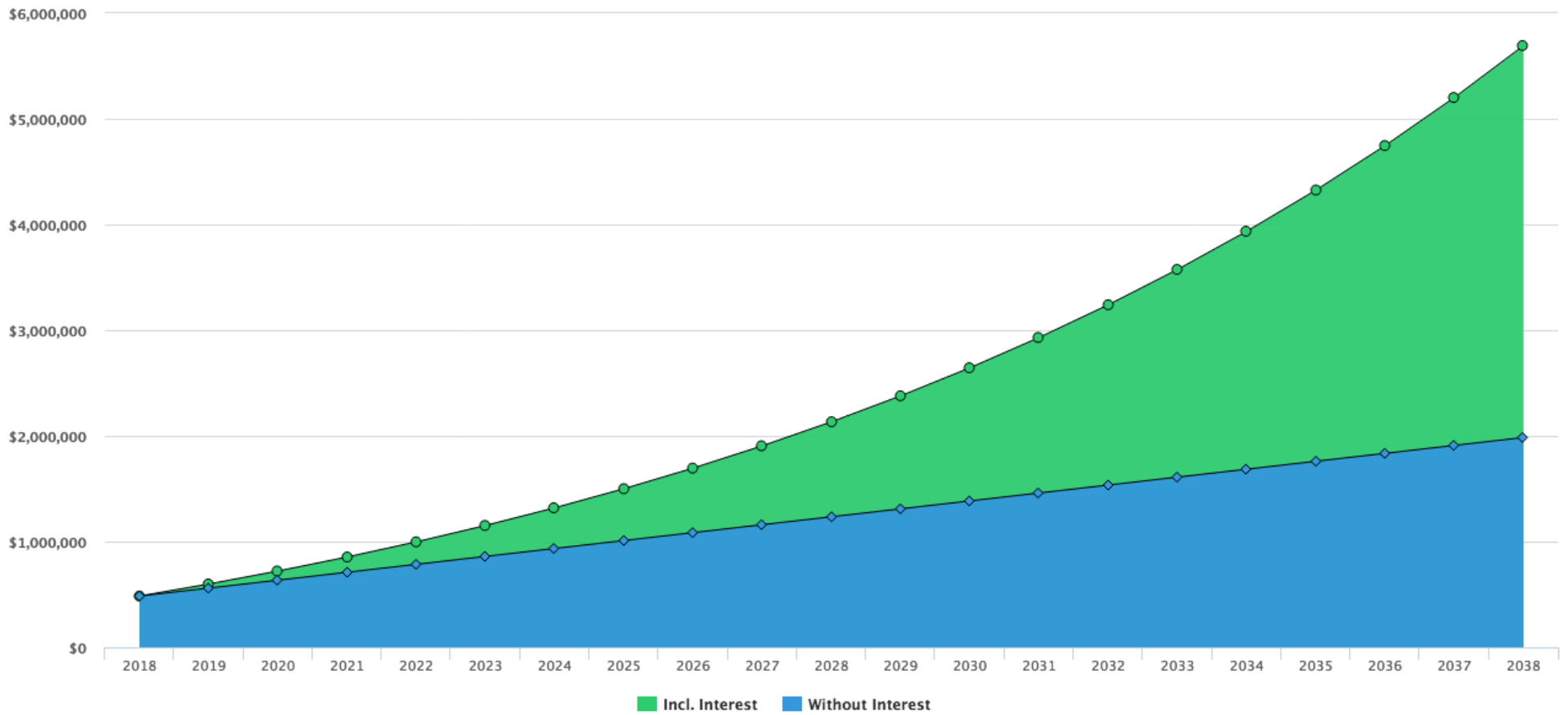


* The illustrated chart represents the calculations on the preceding page. These calculations and chart are meant for educational purposes only and not meant to be an indication of future investment performance. Additional considerations such as taxes, inflation, real time fluctuations of return are not represented.

HYPOTHETICAL GROWTH CHART \$75K

Balance at Start of Year: \$485,000

#	Year	Amounts Added	Amounts Withdrawn	Annual Rate of Return	Income Earned	Ending Balance With Interest	Ending Balance Without Interest
1	2018	\$75,000.00	\$0	8%	\$38,800.00	\$598,800.00	\$560,000.00
2	2019	\$75,000.00	\$0	8%	\$47,904.00	\$721,704.00	\$635,000.00
3	2020	\$75,000.00	\$0	8%	\$57,736.32	\$854,440.32	\$710,000.00
4	2021	\$75,000.00	\$0	8%	\$68,355.23	\$997,795.55	\$785,000.00
5	2022	\$75,000.00	\$0	8%	\$79,823.64	\$1,152,619.19	\$860,000.00
6	2023	\$75,000.00	\$0	8%	\$92,209.54	\$1,319,828.72	\$935,000.00
7	2024	\$75,000.00	\$0	8%	\$105,586.30	\$1,500,415.02	\$1,010,000.00
8	2025	\$75,000.00	\$0	8%	\$120,033.20	\$1,695,448.22	\$1,085,000.00
9	2026	\$75,000.00	\$0	8%	\$135,635.86	\$1,906,084.08	\$1,160,000.00
10	2027	\$75,000.00	\$0	8%	\$152,486.73	\$2,133,570.81	\$1,235,000.00
11	2028	\$75,000.00	\$0	8%	\$170,685.66	\$2,379,256.47	\$1,310,000.00
12	2029	\$75,000.00	\$0	8%	\$190,340.52	\$2,644,596.99	\$1,385,000.00
13	2030	\$75,000.00	\$0	8%	\$211,567.76	\$2,931,164.75	\$1,460,000.00
14	2031	\$75,000.00	\$0	8%	\$234,493.18	\$3,240,657.93	\$1,535,000.00
15	2032	\$75,000.00	\$0	8%	\$259,252.63	\$3,574,910.56	\$1,610,000.00
16	2033	\$75,000.00	\$0	8%	\$285,992.85	\$3,935,903.41	\$1,685,000.00
17	2034	\$75,000.00	\$0	8%	\$314,872.27	\$4,325,775.68	\$1,760,000.00
18	2035	\$75,000.00	\$0	8%	\$346,062.05	\$4,746,837.74	\$1,835,000.00
19	2036	\$75,000.00	\$0	8%	\$379,747.02	\$5,201,584.76	\$1,910,000.00
20	2037	\$75,000.00	\$0	8%	\$416,126.78	\$5,692,711.54	\$1,985,000.00

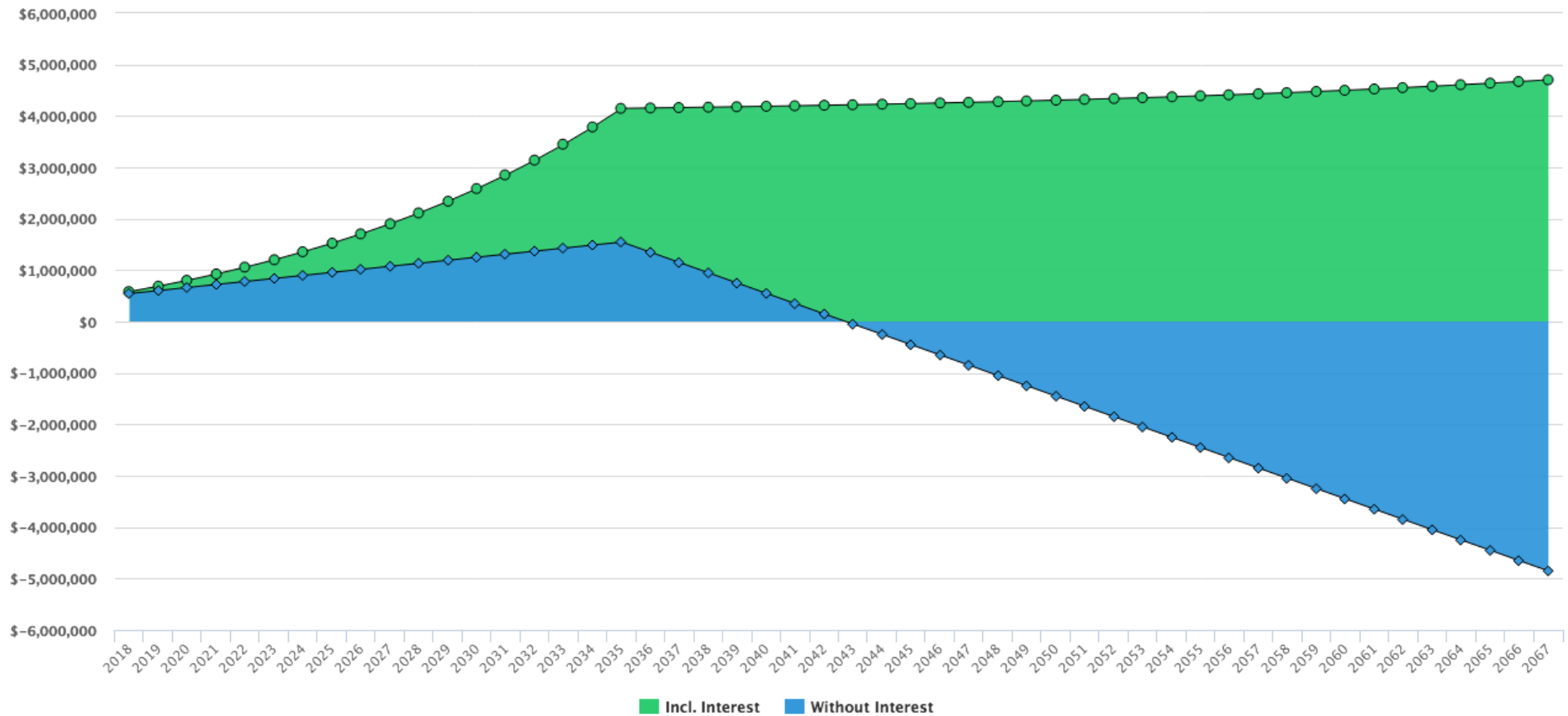


* The illustrated chart represents the calculations on the preceding page. These calculations and chart are meant for educational purposes only and not meant to be an indication of future investment performance. Additional considerations such as taxes, inflation, real time fluctuations of return are not represented.

DYNAMIC GROWTH CHART - \$59K CONT X 18YRS \$200K WD

#	Year	Amounts Added	Amounts Withdrawn	Rate of Return	Income Earned	Ending Balance With Interest	Ending Balance Without Interest
1	2018	\$ 59,000.00	\$ 0.00	8%	\$38,800.00	\$582,800.00	\$544,000.00
2	2019	\$ 59,000.00	\$ 0.00	8%	\$46,624.00	\$688,424.00	\$603,000.00
3	2020	\$ 59,000.00	\$ 0.00	8%	\$55,073.92	\$802,497.92	\$662,000.00
4	2021	\$ 59,000.00	\$ 0.00	8%	\$64,199.83	\$925,697.75	\$721,000.00
5	2022	\$ 59,000.00	\$ 0.00	8%	\$74,055.82	\$1,058,753.57	\$780,000.00
6	2023	\$ 59,000.00	\$ 0.00	8%	\$84,700.29	\$1,202,453.86	\$839,000.00
7	2024	\$ 59,000.00	\$ 0.00	8%	\$96,196.31	\$1,357,650.17	\$898,000.00
8	2025	\$ 59,000.00	\$ 0.00	8%	\$108,612.01	\$1,525,262.18	\$957,000.00
9	2026	\$ 59,000.00	\$ 0.00	8%	\$122,020.97	\$1,706,283.16	\$1,016,000.00
10	2027	\$ 59,000.00	\$ 0.00	8%	\$136,502.65	\$1,901,785.81	\$1,075,000.00
11	2028	\$ 59,000.00	\$ 0.00	8%	\$152,142.86	\$2,112,928.67	\$1,134,000.00
12	2029	\$ 59,000.00	\$ 0.00	8%	\$169,034.29	\$2,340,962.97	\$1,193,000.00
13	2030	\$ 59,000.00	\$ 0.00	8%	\$187,277.04	\$2,587,240.01	\$1,252,000.00
14	2031	\$ 59,000.00	\$ 0.00	8%	\$206,979.20	\$2,853,219.21	\$1,311,000.00
15	2032	\$ 59,000.00	\$ 0.00	8%	\$228,257.54	\$3,140,476.74	\$1,370,000.00
16	2033	\$ 59,000.00	\$ 0.00	8%	\$251,238.14	\$3,450,714.88	\$1,429,000.00
17	2034	\$ 59,000.00	\$ 0.00	8%	\$276,057.19	\$3,785,772.07	\$1,488,000.00
18	2035	\$ 59,000.00	\$ 0.00	8%	\$302,861.77	\$4,147,633.84	\$1,547,000.00
19	2036	\$ 0.00	\$ 200,000.00	5%	\$207,381.69	\$4,155,015.53	\$1,347,000.00
20	2037	\$ 0.00	\$ 200,000.00	5%	\$207,750.78	\$4,162,766.31	\$1,147,000.00
21	2038	\$ 0.00	\$ 200,000.00	5%	\$208,138.32	\$4,170,904.62	\$947,000.00
22	2039	\$ 0.00	\$ 200,000.00	5%	\$208,545.23	\$4,179,449.85	\$747,000.00
23	2040	\$ 0.00	\$ 200,000.00	5%	\$208,972.49	\$4,188,422.35	\$547,000.00
24	2041	\$ 0.00	\$ 200,000.00	5%	\$209,421.12	\$4,197,843.46	\$347,000.00

25	2042	\$ 0.00	\$ 200,000.00	5%	\$209,892.17	\$4,207,735.64	\$147,000.00
26	2043	\$ 0.00	\$ 200,000.00	5%	\$210,386.78	\$4,218,122.42	\$-53,000.00
27	2044	\$ 0.00	\$ 200,000.00	5%	\$210,906.12	\$4,229,028.54	\$-253,000.00
28	2045	\$ 0.00	\$ 200,000.00	5%	\$211,451.43	\$4,240,479.97	\$-453,000.00
29	2046	\$ 0.00	\$ 200,000.00	5%	\$212,024.00	\$4,252,503.96	\$-653,000.00
30	2047	\$ 0.00	\$ 200,000.00	5%	\$212,625.20	\$4,265,129.16	\$-853,000.00
31	2048	\$ 0.00	\$ 200,000.00	5%	\$213,256.46	\$4,278,385.62	\$-1,053,000.00
32	2049	\$ 0.00	\$ 200,000.00	5%	\$213,919.28	\$4,292,304.90	\$-1,253,000.00
33	2050	\$ 0.00	\$ 200,000.00	5%	\$214,615.25	\$4,306,920.15	\$-1,453,000.00
34	2051	\$ 0.00	\$ 200,000.00	5%	\$215,346.01	\$4,322,266.15	\$-1,653,000.00
35	2052	\$ 0.00	\$ 200,000.00	5%	\$216,113.31	\$4,338,379.46	\$-1,853,000.00
36	2053	\$ 0.00	\$ 200,000.00	5%	\$216,918.97	\$4,355,298.43	\$-2,053,000.00
37	2054	\$ 0.00	\$ 200,000.00	5%	\$217,764.92	\$4,373,063.36	\$-2,253,000.00
38	2055	\$ 0.00	\$ 200,000.00	5%	\$218,653.17	\$4,391,716.52	\$-2,453,000.00
39	2056	\$ 0.00	\$ 200,000.00	5%	\$219,585.83	\$4,411,302.35	\$-2,653,000.00
40	2057	\$ 0.00	\$ 200,000.00	5%	\$220,565.12	\$4,431,867.47	\$-2,853,000.00
41	2058	\$ 0.00	\$ 200,000.00	5%	\$221,593.37	\$4,453,460.84	\$-3,053,000.00
42	2059	\$ 0.00	\$ 200,000.00	5%	\$222,673.04	\$4,476,133.88	\$-3,253,000.00
43	2060	\$ 0.00	\$ 200,000.00	5%	\$223,806.69	\$4,499,940.58	\$-3,453,000.00
44	2061	\$ 0.00	\$ 200,000.00	5%	\$224,997.03	\$4,524,937.60	\$-3,653,000.00
45	2062	\$ 0.00	\$ 200,000.00	5%	\$226,246.88	\$4,551,184.48	\$-3,853,000.00
46	2063	\$ 0.00	\$ 200,000.00	5%	\$227,559.22	\$4,578,743.71	\$-4,053,000.00
47	2064	\$ 0.00	\$ 200,000.00	5%	\$228,937.19	\$4,607,680.89	\$-4,253,000.00
48	2065	\$ 0.00	\$ 200,000.00	5%	\$230,384.04	\$4,638,064.94	\$-4,453,000.00
49	2066	\$ 0.00	\$ 200,000.00	5%	\$231,903.25	\$4,669,968.19	\$-4,653,000.00
50	2067	\$ 0.00	\$ 200,000.00	5%	\$233,498.41	\$4,703,466.60	\$-4,853,000.00



Balance at Start of the Year: \$485,000
 Years Until Retirement: 18
 Distribution Amount: \$200,000
 Estimated Rate of Return Prior Retirement: 8

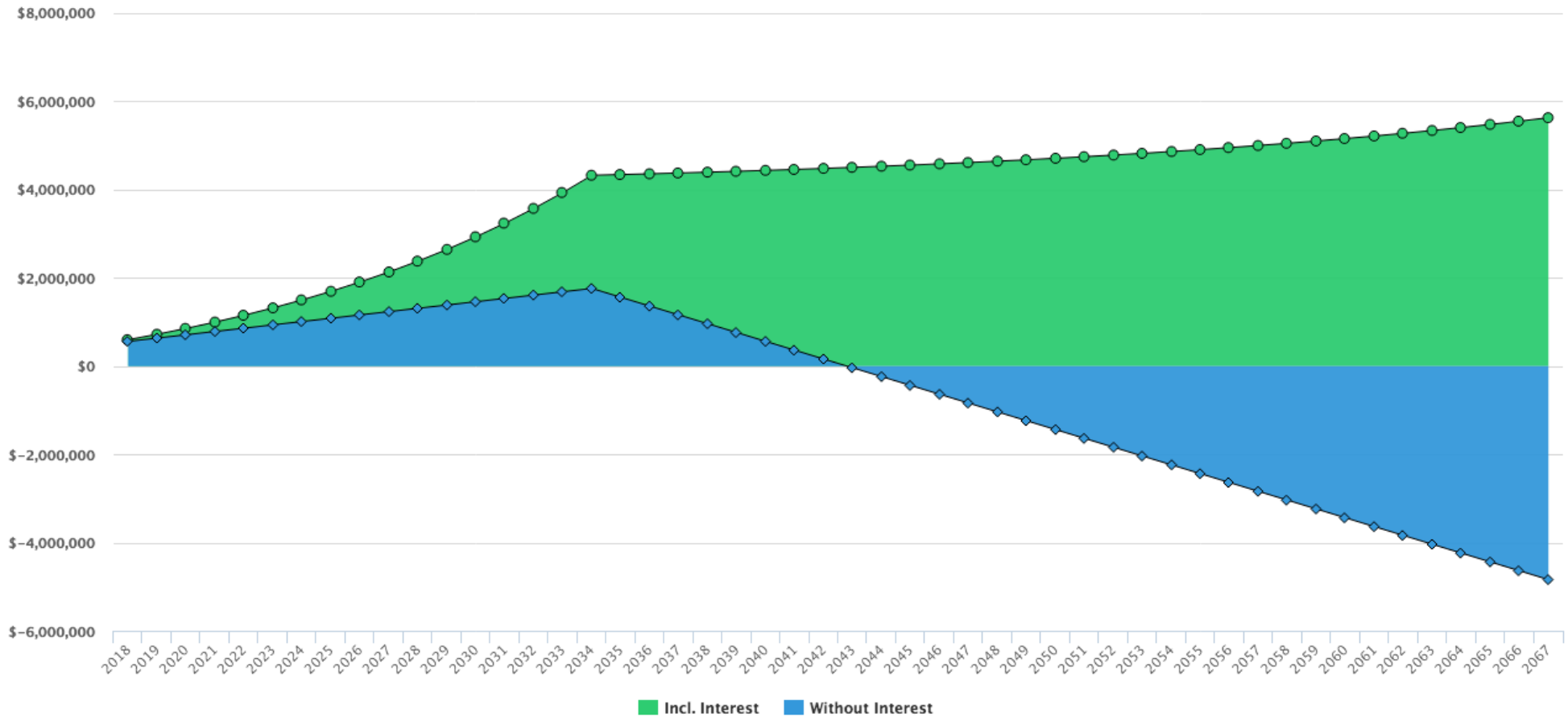
Number of Years to Display: 50
 Estimated Annual Savings: \$59,000
 Number of Distribution Years: 32
 Estimated Rate of Return After Retirement: 5

* The illustrated chart represents the calculations on the preceding page. These calculations and chart are meant for educational purposes only and not meant to be an indication of future investment performance. Additional considerations such as taxes, inflation, real time fluctuations of return are not represented.

DYNAMIC GROWTH CHART - \$75K CONT X 17YRS \$200K DIST

#	Year	Amounts Added	Amounts Withdrawn	Rate of Return	Income Earned	Ending Balance With Interest	Ending Balance Without Interest
1	2018	\$ 75,000.00	\$ 0.00	8%	\$38,800.00	\$598,800.00	\$560,000.00
2	2019	\$ 75,000.00	\$ 0.00	8%	\$47,904.00	\$721,704.00	\$635,000.00
3	2020	\$ 75,000.00	\$ 0.00	8%	\$57,736.32	\$854,440.32	\$710,000.00
4	2021	\$ 75,000.00	\$ 0.00	8%	\$68,355.23	\$997,795.55	\$785,000.00
5	2022	\$ 75,000.00	\$ 0.00	8%	\$79,823.64	\$1,152,619.19	\$860,000.00
6	2023	\$ 75,000.00	\$ 0.00	8%	\$92,209.54	\$1,319,828.72	\$935,000.00
7	2024	\$ 75,000.00	\$ 0.00	8%	\$105,586.30	\$1,500,415.02	\$1,010,000.00
8	2025	\$ 75,000.00	\$ 0.00	8%	\$120,033.20	\$1,695,448.22	\$1,085,000.00
9	2026	\$ 75,000.00	\$ 0.00	8%	\$135,635.86	\$1,906,084.08	\$1,160,000.00
10	2027	\$ 75,000.00	\$ 0.00	8%	\$152,486.73	\$2,133,570.81	\$1,235,000.00
11	2028	\$ 75,000.00	\$ 0.00	8%	\$170,685.66	\$2,379,256.47	\$1,310,000.00
12	2029	\$ 75,000.00	\$ 0.00	8%	\$190,340.52	\$2,644,596.99	\$1,385,000.00
13	2030	\$ 75,000.00	\$ 0.00	8%	\$211,567.76	\$2,931,164.75	\$1,460,000.00
14	2031	\$ 75,000.00	\$ 0.00	8%	\$234,493.18	\$3,240,657.93	\$1,535,000.00
15	2032	\$ 75,000.00	\$ 0.00	8%	\$259,252.63	\$3,574,910.56	\$1,610,000.00
16	2033	\$ 75,000.00	\$ 0.00	8%	\$285,992.85	\$3,935,903.41	\$1,685,000.00
17	2034	\$ 75,000.00	\$ 0.00	8%	\$314,872.27	\$4,325,775.68	\$1,760,000.00
18	2035	\$ 0.00	\$ 200,000.00	5%	\$216,288.78	\$4,342,064.47	\$1,560,000.00
19	2036	\$ 0.00	\$ 200,000.00	5%	\$217,103.22	\$4,359,167.69	\$1,360,000.00
20	2037	\$ 0.00	\$ 200,000.00	5%	\$217,958.38	\$4,377,126.07	\$1,160,000.00
21	2038	\$ 0.00	\$ 200,000.00	5%	\$218,856.30	\$4,395,982.38	\$960,000.00
22	2039	\$ 0.00	\$ 200,000.00	5%	\$219,799.12	\$4,415,781.50	\$760,000.00
23	2040	\$ 0.00	\$ 200,000.00	5%	\$220,789.07	\$4,436,570.57	\$560,000.00
24	2041	\$ 0.00	\$ 200,000.00	5%	\$221,828.53	\$4,458,399.10	\$360,000.00

25	2042	\$ 0.00	\$ 200,000.00	5%	\$222,919.96	\$4,481,319.06	\$160,000.00
26	2043	\$ 0.00	\$ 200,000.00	5%	\$224,065.95	\$4,505,385.01	\$-40,000.00
27	2044	\$ 0.00	\$ 200,000.00	5%	\$225,269.25	\$4,530,654.26	\$-240,000.00
28	2045	\$ 0.00	\$ 200,000.00	5%	\$226,532.71	\$4,557,186.97	\$-440,000.00
29	2046	\$ 0.00	\$ 200,000.00	5%	\$227,859.35	\$4,585,046.32	\$-640,000.00
30	2047	\$ 0.00	\$ 200,000.00	5%	\$229,252.32	\$4,614,298.64	\$-840,000.00
31	2048	\$ 0.00	\$ 200,000.00	5%	\$230,714.93	\$4,645,013.57	\$-1,040,000.00
32	2049	\$ 0.00	\$ 200,000.00	5%	\$232,250.68	\$4,677,264.25	\$-1,240,000.00
33	2050	\$ 0.00	\$ 200,000.00	5%	\$233,863.21	\$4,711,127.46	\$-1,440,000.00
34	2051	\$ 0.00	\$ 200,000.00	5%	\$235,556.37	\$4,746,683.83	\$-1,640,000.00
35	2052	\$ 0.00	\$ 200,000.00	5%	\$237,334.19	\$4,784,018.02	\$-1,840,000.00
36	2053	\$ 0.00	\$ 200,000.00	5%	\$239,200.90	\$4,823,218.93	\$-2,040,000.00
37	2054	\$ 0.00	\$ 200,000.00	5%	\$241,160.95	\$4,864,379.87	\$-2,240,000.00
38	2055	\$ 0.00	\$ 200,000.00	5%	\$243,218.99	\$4,907,598.87	\$-2,440,000.00
39	2056	\$ 0.00	\$ 200,000.00	5%	\$245,379.94	\$4,952,978.81	\$-2,640,000.00
40	2057	\$ 0.00	\$ 200,000.00	5%	\$247,648.94	\$5,000,627.75	\$-2,840,000.00
41	2058	\$ 0.00	\$ 200,000.00	5%	\$250,031.39	\$5,050,659.14	\$-3,040,000.00
42	2059	\$ 0.00	\$ 200,000.00	5%	\$252,532.96	\$5,103,192.09	\$-3,240,000.00
43	2060	\$ 0.00	\$ 200,000.00	5%	\$255,159.60	\$5,158,351.70	\$-3,440,000.00
44	2061	\$ 0.00	\$ 200,000.00	5%	\$257,917.58	\$5,216,269.28	\$-3,640,000.00
45	2062	\$ 0.00	\$ 200,000.00	5%	\$260,813.46	\$5,277,082.75	\$-3,840,000.00
46	2063	\$ 0.00	\$ 200,000.00	5%	\$263,854.14	\$5,340,936.88	\$-4,040,000.00
47	2064	\$ 0.00	\$ 200,000.00	5%	\$267,046.84	\$5,407,983.73	\$-4,240,000.00
48	2065	\$ 0.00	\$ 200,000.00	5%	\$270,399.19	\$5,478,382.92	\$-4,440,000.00
49	2066	\$ 0.00	\$ 200,000.00	5%	\$273,919.15	\$5,552,302.06	\$-4,640,000.00
50	2067	\$ 0.00	\$ 200,000.00	5%	\$277,615.10	\$5,629,917.16	\$-4,840,000.00



Balance at Start of the Year: \$485,000
 Years Until Retirement: 17
 Distribution Amount: \$200,000
 Estimated Rate of Return Prior Retirement: 8

Number of Years to Display: 50
 Estimated Annual Savings: \$75,000
 Number of Distribution Years: 33
 Estimated Rate of Return After Retirement: 5

* The illustrated chart represents the calculations on the preceding page. These calculations and chart are meant for educational purposes only and not meant to be an indication of future investment performance. Additional considerations such as taxes, inflation, real time fluctuations of return are not represented.

SPENDING POWER

Spending Power of \$200,000.00

HYPOTHETICAL INFLATION %	10 YEARS	20 YEARS	30 YEARS	40 YEARS
0%	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00
1%	\$181,057.39	\$163,908.89	\$148,384.58	\$134,330.63
2%	\$164,069.66	\$134,594.27	\$110,414.18	\$90,578.08
3%	\$148,818.78	\$110,735.15	\$82,397.35	\$61,311.37
4%	\$135,112.83	\$91,277.39	\$61,663.73	\$41,657.81
5%	\$122,782.65	\$75,377.90	\$46,275.49	\$28,409.14
6%	\$111,678.96	\$62,360.95	\$34,822.03	\$19,444.44
7%	\$101,669.86	\$51,683.80	\$26,273.42	\$13,356.08
8%	\$92,638.70	\$42,909.64	\$19,875.47	\$9,206.19
9%	\$84,482.16	\$35,686.18	\$15,074.23	\$6,367.52
10%	\$77,108.66	\$29,728.73	\$11,461.71	\$4,418.99

Spending Equivalent of \$200,000.00

HYPOTHETICAL INFLATION %	10 YEARS	20 YEARS	30 YEARS	40 YEARS
0%	\$200,000.00	\$200,000.00	\$200,000.00	\$200,000.00
1%	\$218,942.61	\$236,091.11	\$251,615.42	\$265,669.37
2%	\$235,930.34	\$265,405.73	\$289,585.82	\$309,421.92
3%	\$251,181.22	\$289,264.85	\$317,602.65	\$338,688.63
4%	\$264,887.17	\$308,722.61	\$338,336.27	\$358,342.19
5%	\$277,217.35	\$324,622.10	\$353,724.51	\$371,590.86
6%	\$288,321.04	\$337,639.05	\$365,177.97	\$380,555.56
7%	\$298,330.14	\$348,316.20	\$373,726.58	\$386,643.92
8%	\$307,361.30	\$357,090.36	\$380,124.53	\$390,793.81
9%	\$315,517.84	\$364,313.82	\$384,925.77	\$393,632.48
10%	\$322,891.34	\$370,271.27	\$388,538.29	\$395,581.01

APPENDIX

Appendix

INITIAL DISCOVERY ASSUMPTIONS & IMPORTANT DISCLOSURES

New York Life Insurance Company, its agent, employees or affiliates as well as any other company, its employees and principals that may be referenced, may not give legal, tax or accounting advice. We must necessarily insist that everyone seek and rely upon the advice of his or her own professional advisors and that such advisors must form their own opinions on these matters based upon their independent knowledge and research.

This report provides a general overview of some aspects of your personal financial situation. It is not a financial plan and it may not be used as a substitute for a financial plan. This report does not attempt to address all financial issues that may impact you, but it is limited to the areas included in the report. The data is based on information and assumptions that you have provided. You are solely responsible for the accuracy and completeness of the information that you have provided. The accuracy and completeness may affect the results of any recommendations or suggested strategies contained in the report.

Assumed rates of return, rate of inflation, and other variables used for projections unless otherwise noted are hypothetical and should not be interpreted as a guarantee of future returns or results. There can not be assurances that any investments or estate conservation strategy will be successful. Your actual results will vary over time based upon your individual specific situation.

Any tax aspects presented are for illustrative purposes only and are intended to provide general information and not specific tax advice. The inflation is based on current general tax law and assumed average tax rates. Any income tax estimates are made for the current year only and do not include the possible effect of the Alternative Minimum Tax.

Any results depicting the disposition of property at death and proposed alternatives are general in nature and do not attempt to examine all potential estate conservation techniques.

The information provided in this report is not intended to constitute legal or tax advice. Please consult with your tax or legal professional before enacting any of the strategies represented in this report.

Please remember that when reading this report and its scenarios, the higher the potential rate of return, the higher the degree of risk to your principal.

Factors such as tax volatility, interest rates, and behavioral and fundamental market dynamics should be incorporated into overall strategy.

Liquid Assets = "Although proceeds from these assets are easily available and therefore considered relatively liquid, there are consequences that would apply depending on individual circumstances at the time of withdrawal, such as tax penalty and income tax due, which would need to be considered."

Life Insurance Cash Value = "Life insurance accumulated cash value may be accessed through loans and partial surrenders, which if not paid back would decrease the ultimate death benefit. Loans are subject to interest."

Lifetime Income Annuity IRA = "Lifetime income annuity cash value is equal to the amount of the premium recommended to meet your discretionary goals. This is not a cash value or a surrender value."

In the context of this document the following terms are intended to refer to the corresponding definitions:

Human Capital - the stock of a persons competences and character embodied in the ability to produce economic value. In essence their ability to trade time for money.

Liquidity - Assets that can be quickly traded for, or converted to cash.