## Asset Allocation Plan

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## IMPORTANT DISCLOSURE INFORMATION

IMPORTANT: The projections or other information generated by MoneyGuidePro regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results, and are not guarantees of future results.

The return assumptions in MoneyGuidePro are not reflective of any specific product, and do not include any fees or expenses that may be incurred by investing in specific products. The actual returns of a specific product may be more or less than the returns used in MoneyGuidePro. It is not possible to directly invest in an index. Financial forecasts, rates of return, risk, inflation, and other assumptions may be used as the basis for illustrations. They should not be considered a guarantee of future performance or a guarantee of achieving overall financial objectives. Past performance is not a guarantee or a predictor of future results of either the indices or any particular investment.

MoneyGuidePro results may vary with each use and over time.

## MoneyGuidePro Assumptions and Limitations

## Information Provided by You

Information that you provided about your assets, risk tolerance, and personal situation are key assumptions for the calculations and projections in this Report. Please review the Report sections titled "Results Comparison," "Risk Questionnaire," and the last page of "Monte Carlo Results" to verify the accuracy of these assumptions. If any of the assumptions are incorrect, you should notify your financial advisor. Even small changes in assumptions can have a substantial impact on the results shown in this Report. The information provided by you should be reviewed periodically and updated when either the information or your circumstances change.

All asset and net worth information included in this Report was provided by you or your designated agents, and is not a substitute for the information contained in the official account statements provided to you by custodians. The current asset data and values contained in those account statements should be used to update the asset information included in this Report, as necessary.

## Assumptions and Limitations

All results in this Report are hypothetical in nature, do not reflect actual investment results, and are not guarantees of future results. All results use simplifying assumptions that do not completely or accurately reflect your specific circumstances. No Plan or Report has the ability to accurately predict the future. As investment returns, inflation, taxes, and other economic conditions vary from the MoneyGuidePro assumptions, your actual results will vary (perhaps significantly) from those presented in this Report.

All MoneyGuidePro calculations use asset class returns, not returns of actual investments. The average annual historical returns are calculated using the indices contained in this Report, which serve as proxies for their respective asset classes. The index data are for the period 1970-2012. The portfolio returns are calculated by weighting individual return assumptions for each asset class according to your portfolio allocation. The portfolio returns may have been modified by including adjustments to the total return and the inflation rate. The portfolio returns assume reinvestment of interest and dividends at net asset value without taxes, and also assume that the portfolio has been rebalanced to reflect the initial recommendation. No portfolio rebalancing costs, including taxes, if applicable, are deducted from the portfolio value. No portfolio allocation eliminates risk or guarantees investment results.
MoneyGuidePro does not provide recommendations for any products or securities.

## IMPORTANT DISCLOSURE INFORMATION

| Asset Class | Historical Return Index |
| :---: | :---: |
| Cash \& Cash Alternatives | Ibbotson U.S. Treasury Bills - Total Return (1926-2012) |
| Cash \& Cash Alternatives (Tax-Free) | U.S. 30-Day Treasury Bill adjusted by Donoghue TF discount (1970-1981) Tax-Free Money Market Average (1982-2012) |
| Short Term Bonds | $50 \%$ Ibbotson U.S. Treasury Bills and 50\% Ibbotson Intermediate-Term Government Bonds (1970-1978) <br> BofA Merrill Lynch 1-3 Year Govt Bonds (1979-2012) |
| Short Term Bonds (Tax-Free) | $50 \%$ Ibbotson U.S. T-Bill and 50\% Ibbotson Intermediate-Term Government Bonds adjusted by Barclays Capital 3-year Muni discount (1970-1990) Barclays Capital 3-year Muni Bonds (1991-2012) |
| Intermediate Term Bonds | Ibbotson Intermediate-Term Government Bonds - Total Return (1926-2012) |
| Intermediate Term Bonds (Tax-Free) | Ibbotson Long-Term Government Bonds - Total Return adjusted by Barclays Capital 10-year Muni discount (1970-1979) <br> Barclays Capital 10-year Muni Bonds (1980-2012) |
| Long Term Bonds | Ibbotson Long-Term Corporate Bonds - Total Return (1926-2012) |
| Long Term Bonds (Tax-Free) | Ibbotson Long-Term Government Bonds - Total Return adjusted by Barclays Capital Long Muni Bonds discount (1970-1980) <br> Barclays Capital Long Muni Bonds (1981-2012) |
| Large Cap Value Stocks | S\&P 500 Composite Total Return (1970-1994) S\&P 500 Value Total Return(1995-2012) |
| Large Cap Growth Stocks | S\&P 500 Composite Total Return (1970-1994) S\&P 500 Growth Total Return (1995-2012) |
| Mid Cap Stocks | S\&P 500 Composite Total Return (1970-1979) Russell Midcap (1980-2012) |
| Small Cap Stocks | Ibbotson Small Company Stocks - Total Return (1926-2012) |
| International Developed Stocks | MSCI EAFE Equity (1970-2012) |
| International Emerging Stocks | MSCI EAFE Equity (1970-1975) <br> IFC Global Emerging Markets Index (1976-1987) MSCI EM (Emerging Markets) (1988-2012) |

## IMPORTANT DISCLOSURE INFORMATION

## Risks Inherent in Investing

Investing in fixed income securities involves interest rate risk, credit risk, and inflation risk. Interest rate risk is the possibility that bond prices will decrease because of an interest rate increase. When interest rates rise, bond prices and the values of fixed income securities fall. When interest rates fall, bond prices and the values of fixed income securities rise. Credit risk is the risk that a company will not be able to pay its debts, including the interest on its bonds. Inflation risk is the possibility that the interest paid on an investment in bonds will be lower than the inflation rate, decreasing purchasing power.

Cash alternatives typically include money market securities and U.S. treasury bills. Investing in such cash alternatives involves inflation risk. In addition, investments in money market securities may involve credit risk and a risk of principal loss. Because money market securities are neither insured nor guaranteed by the Federal Deposit Insurance Corporation or any other government agency, there is no guarantee the value of your investment will be maintained at $\$ 1.00$ per share. U.S. Treasury bills are subject to market risk if sold prior to maturity. Market risk is the possibility that the value, when sold, might be less than the purchase price.

Investing in stock securities involves volatility risk, market risk, business risk, and industry risk. The prices of most stocks fluctuate. Volatility risk is the chance that the value of a stock will fall. Market risk is chance that the prices of all stocks will fall due to conditions in the economic environment. Business risk is the chance that a specific company's stock will fall because of issues affecting it. Industry risk is the chance that a set of factors particular to an industry group will adversely affect stock prices within the industry. (See "Asset Class Stocks" in the Glossary section of this Important Disclosure Information for a summary of the relative potential volatility of different types of stocks.)

International investing involves additional risks including, but not limited to, changes in currency exchange rates, differences in accounting and taxation policies, and political or economic instabilities that can increase or decrease returns.

## Report Is a Snapshot and Does Not Provide Legal, Tax, or Accounting Advice

This Report provides a snapshot of your current financial position and can help you to focus on a possible Asset Allocation strategy, and to create a plan of action. Because the results are calculated over many years, small changes can create large differences in future results. You should use this Report to help you focus on the factors that are most important to you. This Report does not provide legal, tax, or accounting advice. Before making decisions with legal, tax, or accounting ramifications, you should consult appropriate professionals for advice that is specific to your situation.

## MoneyGuidePro Methodology

## Monte Carlo Simulations

Monte Carlo simulations are used to show how variations in rates of return each year can affect your results. A Monte Carlo simulation calculates the results of your Plan by running it many times, each time using a different sequence of returns. Some sequences of returns will give you better results, and some will give you worse results. These multiple trials provide a range of possible results. Monte Carlo Simulations illustrate the likelihood that an event may occur as well as the likelihood that it may not occur. In analyzing this information, please note that the analysis does not take into account actual market conditions, which may severely affect the outcome of the results over the long-term.

In the Monte Carlo simulation in an Asset Allocation Plan, MoneyGuidePro runs 1,000 separate scenarios of your Plan, using the information you entered, while varying the sequence of returns and inflation rates. To create the sequences of returns and inflation rates, MoneyGuidePro starts with the average returns and standard deviations for the portfolio and for inflation. If you are using historical returns, the return, inflation rate, and standard deviations are calculated based on the time period you have selected. If you are using projected returns, the return, inflation rate, and standard deviations are as indicated by you. Standard deviation is a statistical measure of volatility, and indicates how much a typical sequence of portfolio returns (or inflation rates) may vary from the average. A small standard deviation indicates that the returns (or inflation rates) over a period of time will typically be closer to the average than returns or inflation rates with a larger standard deviation.

For each scenario, MoneyGuidePro creates a random sequence of returns and a random sequence of inflation rates (using the average return and standard deviation as guidelines for a range of returns, and the average inflation and standard deviation as guidelines for the range of inflation rates), which it uses to calculate the results for that scenario. Each scenario has a different sequence of returns and inflation rates.

In an Asset Allocation Plan, you can select a Monte Carlo Simulation for an accumulation period, or for an accumulation period followed by a distribution period. When you select only an accumulation period, MoneyGuidePro calculates, using the assumptions you have provided, a range for the amount of money that you could accumulate in the period specified.

## IMPORTANT DISCLOSURE INFORMATION

When you select an accumulation period followed by a distribution period, in addition to providing a range for the amount of money you could have at the end of the period specified, MoneyGuidePro also tabulates whether each scenario is successful or unsuccessful. A scenario is counted as successful if you can withdraw the amount specified for the total number of years in the distribution period. A scenario is counted as unsuccessful if the portfolio is depleted prior to the end of the distribution period. The percentage of successful scenarios is shown as the "Likelihood your money could last" for the number of years specified. The highest calculated likelihood that your money could last until the end of the distribution period is $99 \%$. Even a likelihood of $99 \%$ does not constitute a guarantee that the outcome will be as projected, because the results presented are based on multiple assumptions, each of which is subject to change as a result of market volatility, economic factors and world events.

## MoneyGuidePro Presentation of Results

## Range of Possible Results Chart

MoneyGuidePro takes the 1,000 Results from the 1,000 scenarios, and puts them in order from highest to lowest, based on the ending portfolio value. The range of these Results is usually very wide. Rather than showing all 1,000 Results, the Chart shows the Results of three of the scenarios that provide a summary of the range of Results from this simulation. The Results are shown in both Current Dollars and Future Dollars.

- High Result - This is the Result of the scenario that had the 25th Highest Result. Only 24 Results were Higher, and 975 were Lower
- Median Result - This is the Result that was in the middle. This means 499 were Higher, 500 were Lower. It is close to the average Result.
- Low Result - This is the Result of the scenario with the 25th Lowest Result. This means 975 Results were Higher, and only 24 were Lower.

If you selected an accumulation period followed by a distribution period, MoneyGuidePro also displays the percentage of scenarios that were successful as the "Likelihood your money could last" for the number of years specified.

## Portfolio Value Graph

Rather than attempting to graph the Results of all 1,000 scenarios, MoneyGuidePro shows 20 of the Results that provide a representative sample of all the Results. MoneyGuidePro first ranks all 1,000 Results from highest to lowest, based on the ending portfolio value. It then divides them into 20 groups of 50 Results each. For each group, it takes the middle Result, and displays it on the graph. Therefore, each line on the graph represents a group of 50 scenarios that had Results slightly higher or lower than the one shown.

Remember that each scenario had a different sequence of randomly generated returns and inflation rates. While each scenario is a possible outcome, there are other possible outcomes that are not shown. These scenarios illustrate a range of possible returns using the assumptions you specified.

## MoneyGuidePro Risk Assessment

The MoneyGuidePro Risk Assessment highlights some - but not all - of the trade-offs you might consider when deciding how to invest your money. This approach does not provide a comprehensive, psychometrically-based, or scientifically-validated profile of your risk tolerance, loss tolerance, or risk capacity, and is provided for informational purposes only

Based on your specific circumstances, you must decide the appropriate balance between potential risks and potential returns. MoneyGuidePro does not and cannot adequately understand or assess the appropriate risk/return balance for you. MoneyGuidePro requires you to select a risk score. Once selected, three important pieces of information are available to help you determine the appropriateness of your score: a cash-bond-stock portfolio, the impact of a Bear Market Loss (either the Great Recession or the Bond Bear Market, whichever is lower) on this portfolio, and a graph showing how your score compares to the risk score of others in your age group.

MoneyGuidePro uses your risk score to select a risk-based portfolio on the Target Band page. This risk-based portfolio selection is provided for informational purposes only, and you should consider it to be a starting point for conversations with your advisor. It is your responsibility to select the Target Portfolio you want MoneyGuidePro to use. The selection of your Target Portfolio, and other investment decisions, should be made by you, after discussions with your advisor and, if needed, other financial and/or legal professionals.

## Bear Market Loss

The Bear Market Loss shows how a portfolio would have been impacted during the worst bear market since the Great Depression. Depending on the composition of the portfolio, the worst bear market is either the "Great Recession" or the "Bond Bear Market. "

The Great Recession, from November 2007 through February 2009, was the worst bear market for stocks since the Great Depression. In MoneyGuidePro, the Great Recession Return is the rate of return, during the Great Recession, for a portfolio comprised of cash, bonds, and stocks, with an asset mix equivalent to the portfolio referenced.

The Bond Bear Market, from July 1979 through February 1980, was the worst bear market for bonds since the Great Depression. In MoneyGuidePro, the Bond Bear Market Return is the rate of return, for the Bond Bear Market period, for a portfolio comprised of cash, bonds, and stocks, with an asset mix equivalent to the portfolio referenced.

## IMPORTANT DISCLOSURE INFORMATION

The Bear Market Loss shows: 1) either the Great Recession Return or the Bond Bear Market Return, whichever is lower, and 2) the potential loss, if you had been invested in this cash-bond-stock portfolio during the period with the lower return. In general, most portfolios with a stock allocation of $20 \%$ or more have a lower Great Recession Return, and most portfolios with a combined cash and bond allocation of $80 \%$ or more have a lower Bond Bear Market Return.

Regardless of whether you are using historical or projected returns for all other MoneyGuidePro results, the Bear Market Loss uses returns calculated from historical indices. If you are using historical returns, the indices in the Bear Market Loss may be different from indices used in other calculations. These results are calculated using only three asset classes - Cash, Bonds, and Stocks. Alternative asset classes (e.g., real estate, commodities), if applicable, are included in the Stocks asset class. The indices and the resulting returns for the Great Recession and the Bond Bear Market are:

| Asset <br> Class | Index | Great Recession <br> Return <br> $11 / 2007-02 / 2009$ | Bond Bear Market <br> Return <br> $\mathbf{0 7 / 1 9 7 9 - 0 2 / 1 9 8 0}$ |
| :--- | :--- | :---: | :---: |
| Cash | Ibbotson U.S. 30-day <br> Treasury Bills | $2.31 \%$ | $7.08 \%$ |
| Bonds | Ibbotson Intermediate-Term <br> Government Bonds - Total <br> Return | $15.61 \%$ | $-8.89 \%$ |
| Stocks | Ibbotson Large Company <br> Stocks - Total Return | $-50.95 \%$ | $14.61 \%$ |

Because the Bear Market Loss and Bear Market Test use the returns from asset class indices rather than the returns of actual investments, they do not represent the performance for any specific portfolio, and are not a guarantee of minimum or maximum levels of losses or gains for any portfolio. The actual performance of your portfolio may differ substantially from those shown in the Great Recession Return, the Bond Bear Market Return, the Bear Market Loss, and the Bear Market Test.

## Glossary

## Asset Allocation

Asset Allocation is the process of determining what portions of your portfolio holdings are to be invested in the various asset classes.

## Asset Class

Asset Class is a standard term that broadly defines a category of investments. The three basic asset classes are Cash, Bonds, and Stocks. Bonds and Stocks are often further subdivided into more narrowly defined classes. Some of the most common asset classes are defined below.

## Cash and Cash Alternatives

Cash typically includes bank accounts or certificates of deposit, which are insured by the Federal Deposit Insurance Corporation up to a limit per account. Cash Alternatives typically include money market securities, U.S. treasury bills, and other investments that are readily convertible to cash, have a stable market value, and a very short-term maturity. U.S.
Treasury bills are backed by the full faith and credit of the U.S. Government and, when held to maturity, provide safety of principal. (See the "Risks Inherent in Investing" section in this Important Disclosure Information for a summary of the risks associated with investing in cash alternatives.)

## Bonds

Bonds are either domestic (U.S.) or global debt securities issued by either private corporations or governments. (See the "Risks Inherent in Investing" section in this Important Disclosure Information for a summary of the risks associated with investing in bonds. Bonds are also called "fixed income securities.")

Domestic government bonds are backed by the full faith and credit of the U.S. Government and have superior liquidity and, when held to maturity, safety of principal. Domestic corporate bonds carry the credit risk of their issuers and thus usually offer additional yield. Domestic government and corporate bonds can be sub-divided based upon their term to maturity. Short-term bonds have an approximate term to maturity of 1 to 5 years; intermediate-term bonds have an approximate term to maturity of 5 to 10 years; and, long-term bonds have an approximate term to maturity greater than 10 years.

## IMPORTANT DISCLOSURE INFORMATION

## Stocks

Stocks are equity securities of domestic and foreign corporations. (See the "Risks Inherent in Investing" section in this Important Disclosure Information for a summary of the risks associated with investing in stocks.)

Domestic stocks are equity securities of U.S. corporations. Domestic stocks are often sub-divided based upon the market capitalization of the company (the market value of the company's stock). "Large cap" stocks are from larger companies, "mid cap" from the middle range of companies, and "small cap" from smaller, perhaps newer, companies. Generally, small cap stocks experience greater market volatility than stocks of companies with larger capitalization. Small cap stocks are generally those from companies whose capitalization is less than $\$ 500$ million, mid cap stocks those between $\$ 500$ million and $\$ 5$ billion, and large cap over $\$ 5$ billion.

Large cap, mid cap and small cap may be further sub-divided into "growth" and "value" categories. Growth companies are those with an orientation towards growth, often characterized by commonly used metrics such as higher price-to-book and price-to-earnings ratios. Analogously, value companies are those with an orientation towards value, often characterized by commonly used metrics such as lower price-to-book and price-to-earnings ratios.

International stocks are equity securities from foreign corporations. International stocks are often sub-divided into those from "developed " countries and those from "emerging markets. " The emerging markets are in less developed countries with emerging economies that may be characterized by lower income per capita, less developed infrastructure and nascent capital markets. These "emerging markets" usually are less economically and politically stable than the "developed markets." Investing in international stocks involves special risks, among which include foreign exchange volatility and risks of investing under different tax, regulatory and accounting standards.

## Asset Mix

Asset Mix is the combination of asset classes within a portfolio, and is usually expressed as a percentage for each asset class.

## Bear Market Loss

The Bear Market Loss shows how a portfolio would have been impacted during the Great Recession (November 2007 through February 2009) or the Bond Bear Market (July 1979 through February 1980). The Bear Market Loss shows: 1) either the Great Recession Return or the Bond Bear Market Return, whichever is lower, and 2) the potential loss, if you had been invested in this cash-bond-stock portfolio during the period with the lower return. See Great Recession Return and Bond Bear Market Return.

## Bond Bear Market Return

The Bond Bear Market Return is the rate of return for a cash-bond-stock portfolio during the Bond Bear Market (July 1979 through February 1980), the worst bear market for bonds since the Great Depression. MoneyGuidePro shows a Bond Bear Market Return for your Current, Risk-based, and Target Portfolios, calculated using historical returns of three broad-based asset class indices. See Great Recession Return.

## Cash Receipt Schedule

A Cash Receipt Schedule consists of one or more years of future after-tax amounts received from the anticipated sale of an Other Asset, exercising of Stock Options grants, or proceeds from Restricted Stock grants.

## Concentrated Position

A Concentrated Position is when your portfolio contains a significant amount (as a percentage of the total portfolio value) in individual stock or bonds. Concentrated Positions have the potential to increase the risk of your portfolio.

## Current Dollars

The Results of MoneyGuidePro calculations are in Future Dollars. To help you compare dollar amounts in different years, we also express the Results in Current Dollars, calculated by discounting the Future Dollars by the sequence of inflation rates used in the Plan.

## Current Portfolio

Your Current Portfolio is comprised of all the investment assets you currently own (or a subset of your assets, based on the information you provided for this Plan), categorized by Asset Class and Asset Mix.

## Expense Adjustments

When using historical returns, some users of MoneyGuidePro include Expense Adjustments. These adjustments (which are specified by the user) reduce the return for each Asset Class and are commonly used to account for transaction costs or other types of fees associated with investing. If Expense Adjustments have been used in this Report, they will be listed beside the historical indices at the beginning of this Report.

## Future Dollars

Future Dollars are inflated dollars. The Results of MoneyGuidePro calculations are in Future Dollars. To help you compare dollar amounts in different years, we discount the Future Dollar amounts by the inflation rates used in the calculations and display the Results in the equivalent Current Dollars.

## IMPORTANT DISCLOSURE INFORMATION

## Great Recession Return

The Great Recession Return is the rate of return for a cash-bond-stock portfolio during the Great Recession (November 2007 through February 2009), the worst bear market for stocks since the Great Depression. MoneyGuidePro shows a Great Recession Return for you Current, Risk-based, and Target Portfolios, calculated using historical returns of three broad-based asset class indices. See Bond Bear Market Return.

## Inflation Rate

The Inflation Rate is the percentage increase in the cost of goods and services for a specified time period. A historical measure of inflation is the Consumer Price Index (CPI).

## Likelihood your money could last

The "Likelihood your money could last," used in a Monte Carlo simulation that includes both accumulation and distribution periods, is the percentage of Monte Carlo scenarios that were successful, using your Plan assumptions. In a Monte Carlo simulation of 1,000 scenarios, if 600 of those scenarios were successful (i.e., you were able to withdraw the annual amount you specified for the number of years you specified), then the
"Likelihood your money could last" for that Plan, with all its hypothetical assumptions, would be 60\%

## Liquidity

Liquidity is the ease with which an investment can be converted into cash.

## Monte Carlo Simulations

Monte Carlo simulations are used to show how variations in rates of return each year can affect your results. A Monte Carlo simulation calculates the results of your Plan by running it many times, each time using a different sequence of returns. Some sequences of returns will give you better results, and some will give you worse results.

## Portfolio Set

A Portfolio Set is a group of portfolios that provides a range of risk and return strategies for different investors.

## Portfolio Total Return

A Portfolio Total Return is determined by weighting the return assumption for each Asset Class according to the Asset Mix. Also see "Expense Adjustments."

## Real Return

The Real Return is the Total Return of your portfolio minus the Inflation Rate

## Risk

Risk is the chance that the actual return of an investment, asset class, or portfolio will be different from its expected or average return.

## Risk-based Portfolio

The risk-based portfolio is the Model Portfolio associated with the risk score you selected

## Standard Deviation

Standard Deviation is a statistical measure of the volatility of an investment, an asset class, or a portfolio. It measures the degree by which an actual return might vary from the average return, or mean. Typically, the higher the standard deviation, the higher the potential risk of the investment, asset class, or portfolio.

## Target Band

The Target Band is the portfolio(s) that could be appropriate for you, based upon the risk-based portfolio.

## Target Portfolio

Your Target Portfolio is the portfolio you have selected based upon your risk tolerance and personal situation.

## Time Horizon

Time Horizon is the period from now until the time the assets in this portfolio will begin to be used.

## Total Return

Total Return is the assumed growth rate of your portfolio for a specified time period. The Total Return is determined by weighting the return assumption for each Asset Class according to the Asset Mix. Also see "Real Return."

## Worst One-Year Loss

The Worst One-Year Loss is the lowest annual return that a portfolio with the specified asset mix and asset class indices would have received during the historical period specified.

## Monte Carlo Results - Income Distribution

This analysis shows how variations in rates of return can affect the results of the analysis. The simulations were calculated assuming a beginning portfolio value of $\$ 637,034$, assets and an allocation you have identified, and an after-tax withdrawal of \$2,100 per month starting in 2020. The analysis is for a total period of 37 years-- 7 years of accumulation and 30 years of withdrawals.

The selected target portfolio is Total Return II.

| Current |  |  |  |
| :---: | :---: | :---: | :---: |
| Likelihood your money could last for 30 years of distribution is: |  |  | 77\% |
|  |  | Hypothetical Value in 37 Years |  |
| Result | Years Money Lasted | Current Dollars | Future Dollars |
| High Value: | 30 years | \$2,369,634 | \$13,831,024 |
| Median Value: | 30 years | \$535,171 | \$1,983,585 |
| Low Value: | 16 years | \$0 | \$0 |

This table illustrates the likelihood of sustaining a specified withdrawal amount, given the beginning portfolio value, additions, return assumptions, and time frame that you have indicated. The results shown below include only the assets selected. If any annual additions are included, the additions will occur until the year before the withdrawals begin.

| Total Return II |  |  |  |
| :--- | :---: | :---: | :---: |
| Likelihood your money could last for 30 years of distribution is: | $81 \%$ |  |  |
| Result | Years Money Lasted | Current Dollars | Future Dollars |
| High Value: | 30 years | $\$ 3,563,786$ | $\$ 15,625,919$ |
| Median Value: | 30 years | $\$ 501,103$ | $\$ 2,566,615$ |
| Low Value: | 17 years | $\$ 0$ | $\$ 0$ |

Current
Portfolio Value


Total Return II Portfolio Value


$$
\begin{aligned}
& \text { - Scenarios that Succeeded }--- \text { Year Withdrawals Begin } \\
& \text { Scenarios that Failed }
\end{aligned}
$$

- Scenarios that Succeeded --- Year Withdrawals Begin

See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

## Monte Carlo Results - Income Distribution

The chart below displays the year-by-year Portfolio Values for the Low, Median, and High Scenarios from the Monte Carlo Simulation.

| Current |  |  |  | Total Return II |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Low Value | Median Value | High Value | Year / Event | Low Value | Median Value | High Value |
| \$673,084 | \$670,450 | \$820,911 | 2013 | \$386,637 | \$564,462 | \$761,874 |
| \$737,088 | \$768,196 | \$1,005,933 | 2014 | \$364,363 | \$591,014 | \$770,286 |
| \$802,385 | \$930,146 | \$1,123,523 | 2015 | \$308,793 | \$756,758 | \$864,756 |
| \$994,604 | \$899,746 | \$1,268,558 | 2016 | \$346,326 | \$803,129 | \$1,002,377 |
| \$1,037,576 | \$929,908 | \$1,415,147 | 2017 | \$386,475 | \$847,034 | \$1,027,071 |
| \$1,019,002 | \$1,084,072 | \$1,518,481 | 2018 | \$426,376 | \$830,931 | \$1,096,013 |
| \$1,009,704 | \$1,198,169 | \$1,764,857 | 2019 | \$497,043 | \$982,931 | \$1,237,186 |
| \$1,045,591 | \$1,240,640 | \$2,368,252 | 2020 / Withdrawals Begin | \$538,445 | \$859,077 | \$1,465,624 |
| \$856,749 | \$1,343,974 | \$2,875,003 | 2021 | \$583,551 | \$969,990 | \$1,446,279 |
| \$727,505 | \$1,244,726 | \$3,192,105 | 2022 | \$556,610 | \$1,022,973 | \$1,626,467 |
| \$607,577 | \$1,393,192 | \$3,308,028 | 2023 | \$487,093 | \$1,132,417 | \$1,619,887 |
| \$654,730 | \$1,607,235 | \$3,704,142 | 2024 | \$515,462 | \$1,345,512 | \$2,084,654 |
| \$576,036 | \$1,702,318 | \$3,543,472 | 2025 | \$531,940 | \$1,461,580 | \$2,364,669 |
| \$584,678 | \$1,657,878 | \$3,408,182 | 2026 | \$502,616 | \$1,844,484 | \$2,383,910 |
| \$579,604 | \$1,933,843 | \$3,741,122 | 2027 | \$505,293 | \$2,075,999 | \$2,432,910 |
| \$505,610 | \$2,287,076 | \$4,105,373 | 2028 | \$482,891 | \$2,343,726 | \$2,744,636 |
| \$382,264 | \$1,925,768 | \$4,092,040 | 2029 | \$468,115 | \$2,512,819 | \$2,932,036 |
| \$382,366 | \$2,176,810 | \$4,068,951 | 2030 | \$421,372 | \$1,995,667 | \$3,552,137 |
| \$333,842 | \$2,354,698 | \$4,373,399 | 2031 | \$325,789 | \$1,857,855 | \$3,697,985 |
| \$281,450 | \$2,529,221 | \$4,730,617 | 2032 | \$305,076 | \$1,775,904 | \$3,893,336 |
| \$216,725 | \$2,872,911 | \$5,307,196 | 2033 | \$272,986 | \$2,218,531 | \$4,191,168 |
| \$128,306 | \$2,325,729 | \$6,138,494 | 2034 | \$209,526 | \$2,614,576 | \$4,840,915 |
| \$0 | \$2,513,458 | \$6,295,149 | 2035 | \$144,217 | \$2,458,249 | \$4,545,584 |
| \$0 | \$2,404,958 | \$7,611,889 | 2036 | \$0 | \$2,312,241 | \$4,946,393 |
| \$0 | \$2,647,921 | \$7,436,451 | 2037 | \$0 | \$2,459,168 | \$4,848,573 |
| \$0 | \$2,583,146 | \$7,692,136 | 2038 | \$0 | \$2,694,470 | \$5,969,119 |
| \$0 | \$2,338,197 | \$8,114,640 | 2039 | \$0 | \$3,190,996 | \$6,811,796 |

## See Important Disclosure Information section in this Report for explanations of assumptions, limitations, methodologies, and a glossary.

## Monte Carlo Results - Income Distribution

The chart below displays the year-by-year Portfolio Values for the Low, Median, and High Scenarios from the Monte Carlo Simulation.

| Current |  |  |  | Total Return II |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Low Value | Median Value | High Value | Year / Event | Low Value | Median Value | High Value |
| \$0 | \$2,249,788 | \$9,674,860 | 2040 | \$0 | \$2,428,243 | \$6,704,888 |
| \$0 | \$2,042,881 | \$10,774,034 | 2041 | \$0 | \$2,580,449 | \$6,227,095 |
| \$0 | \$2,385,841 | \$12,554,883 | 2042 | \$0 | \$2,414,400 | \$7,550,361 |
| \$0 | \$2,232,312 | \$12,341,780 | 2043 | \$0 | \$2,171,149 | \$9,230,404 |
| \$0 | \$2,255,849 | \$12,934,167 | 2044 | \$0 | \$2,000,041 | \$9,802,057 |
| \$0 | \$2,039,404 | \$13,333,523 | 2045 | \$0 | \$2,107,862 | \$10,770,613 |
| \$0 | \$1,960,096 | \$14,406,913 | 2046 | \$0 | \$1,949,032 | \$12,435,627 |
| \$0 | \$1,891,401 | \$12,110,161 | 2047 | \$0 | \$2,193,582 | \$14,063,973 |
| \$0 | \$1,903,798 | \$11,889,498 | 2048 | \$0 | \$2,454,054 | \$15,214,391 |
| \$0 | \$1,983,585 | \$13,831,024 | 2049 | \$0 | \$2,566,615 | \$15,625,919 |

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## Monte Carlo Results - Income Distribution

Your Monte Carlo results were calculated using the following information:

|  | Client | Spouse |
| :--- | :--- | :--- |
| First Name : | John | Margaret |
| Date of birth : | $03 / 06 / 1950$ | $08 / 16 / 1952$ |
| Age : | 63 | 60 |


| Monthly withdrawal amount : | $\$ 2,100$ |
| :--- | :--- |
| At what rate will this withdrawal increase : | Program Estimate |
| Year to start withdrawals : | 2020 |
| Number of years money must last : | 30 |
| Last year of withdrawals : | 2049 |
| Tax Rate during accumulation period (marginal) : | $30.00 \%$ |
| Tax Rate after withdrawals begin (average) : | $20.00 \%$ |
| Deduct Tax Penalty on early withdrawals from Qualified Assets : | No |
| Inflation rate : | $4.28 \%$ |

Data Source : Consumer Price Index (CPI) 1970-2012.
The Program will assume that all assets checked will be reinvested into the Target Portfolio you choose.

| Select Asset | Description | Value |  | Owner |
| :---: | :--- | :--- | :--- | :--- |
| $\square$ | $401(k)$ | $\$ 315,034$ | John | Annual Additions |
| $\square$ | Margaret's Brokerage Account | $\$ 213,000$ | Margaret | $\$ 5,600$ |
| $\square$ | Margaret's Brokerage Account | $\$ 109,000$ | Margaret | $\$ 2,500$ |

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## Results Comparison

These charts compare your Current Portfolio with the Target Portfolio you selected and show the allocation changes you should consider.


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## Target Band

The Risk-Based Portfolio was selected from this list of Portfolios, based upon the risk assessment. The Target Band is comprised of the portfolio(s) that could be appropriate for you, based upon the Risk-Based Portfolio indicated. The Target Portfolio was selected by you. The Average Real Return is equal to the Average Total Return minus the inflation rate of $4.28 \%$.

|  |  |  |  |  |  |  |  | Average Return |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Current | Risk Based | Target | Name | Cash | Bond | Stock | Alternative | Total | Real | Worst 1 Year Loss | Standard <br> Deviation |
|  |  |  | Capital Preservation I | 8\% | 64\% | 28\% | 0\% | 7.88\% | 3.60\% | -4.18\% | 5.89\% |
|  |  |  | Capital Preservation II | 8\% | 54\% | 38\% | 0\% | 8.16\% | 3.88\% | -8.97\% | 7.10\% |
|  |  |  | Balanced I | 4\% | 51\% | 45\% | 0\% | 8.42\% | 4.14\% | -11.75\% | 8.12\% |
|  |  |  | Balanced II | 5\% | 40\% | 55\% | 0\% | 8.61\% | 4.33\% | -16.84\% | 9.57\% |
| $\longrightarrow$ |  |  | Current | 10\% | 16\% | 74\% | 0\% | 8.70\% | 4.42\% | -25.07\% | 12.61\% |
|  |  |  | Total Return I | 4\% | 35\% | 61\% | 0\% | 8.81\% | 4.53\% | -20.16\% | 10.54\% |
|  | 7 | $\checkmark$ | Total Return II | 4\% | 24\% | 72\% | 0\% | 9.07\% | 4.79\% | -25.55\% | 12.35\% |
|  |  |  | Capital Growth I | 2\% | 16\% | 82\% | 0\% | 9.42\% | 5.14\% | -30.22\% | 14.03\% |
|  |  |  | Capital Growth II | 0\% | 9\% | 91\% | 0\% | 9.65\% | 5.37\% | -34.56\% | 15.56\% |
|  |  |  | Equity Growth | 0\% | 0\% | 100\% | 0\% | 9.86\% | 5.58\% | -39.25\% | 17.17\% |

## The Target Portfolio you selected is : Total Return II

## Return vs. Risk Graph

When deciding how to invest your money, you must determine the amount of risk you are willing to assume to pursue a desired return. The Return versus Risk Graph reflects a set of portfolios that assume a low relative level of risk for each level of return, or conversely an optimal return for the degree of investment risk taken. The graph also shows the position of the Current, Target, Risk-Based, and Alternative Portfolios. The positioning of these portfolios illustrates how their respective risks and returns compare to each other as well as the optimized level of risk and return represented by the Portfolios.
This graph shows the relationship of return and risk for each Portfolio in the chart above.


| $\nabla$ | Current Portfolio | O | Model Portfolios |
| :--- | :--- | :--- | :--- |
| $\nabla$ | Target Portfolio (Total Return II) | $\square$ | Target Band |
| $\Delta$ | Risk-Based Portfolio (Total Return II) |  |  |

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## Portfolio Detail

Portfolio Detail - Total Return II
While Average Historical Returns are important when selecting your Target Portfolio, it is important to remember that returns have actually varied by substantial amounts from year to year.

This graph shows the Annual Historical
Returns by year for this portfolio.


This graph shows how a hypothetical investment of $\$ 10,000$ would have grown during this period.


| This chart summarizes the growth and return information for the portfolio for this period. | Results for Period 1970-2012 |  |
| :---: | :---: | :---: |
|  | Ending Portfolio Value (Hypothetical) | \$548,291 |
|  | Biggest Loss or Smallest Gain | -25.55\% in 2008 |
|  | Largest Gain | 30.22\% in 1975 |
|  | Years with Loss | 8 |
|  | Average Total Return | 9.07\% |
|  | Inflation | 4.28\% |
|  | Average Real Return | 4.79\% |
|  | Standard Deviation | 12.35\% |

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## Distribution and Reallocation by Asset Class

| Description | Cash \& Cash Alternatives | Short Term Bonds | Intermediate Term Bonds | Long Term Bonds | Large Cap Value Stocks | Large Cap Growth Stocks | Mid Cap Stocks | Small Cap Stocks | International Developed Stocks | International Emerging Stocks | Unclassified | Total Value |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 401(k) |  |  |  |  |  |  |  |  |  |  |  |  |
| Davis NY Venture A |  |  |  |  | \$25,000 | \$25,000 |  |  |  |  |  | \$50,000 |
| Home Depot, Inc. |  |  |  |  |  | \$165,034 |  |  |  |  |  | \$165,034 |
| Vanguard Balanced Index I |  |  | \$40,000 |  | \$30,000 | \$30,000 |  |  |  |  |  | \$100,000 |
| Margaret's Brokerage Account |  |  |  |  |  |  |  |  |  |  |  |  |
| Taxable Account Total | \$42,600 |  | \$63,900 |  | \$106,500 |  |  |  |  |  |  | \$213,000 |
| Margaret's Brokerage Account |  |  |  |  |  |  |  |  |  |  |  |  |
| Taxable Account Total | \$21,800 |  |  |  | \$87,200 |  |  |  |  |  |  | \$109,000 |
| Total Current Portfolio : | \$64,400 | \$0 | \$103,900 | \$0 | \$248,700 | \$220,034 | \$0 | \$0 | \$0 | \$0 | \$0 | \$637,034 |
| Increase / Decrease : | -\$38,919 | \$57,333 | -\$8,345 | \$0 | -\$89,442 | -\$86,257 | \$0 | \$57,333 | \$82,814 | \$25,481 | \$0 | \$0 |
| Total Target Portfolio : | \$25,481 | \$57,333 | \$95,555 | \$0 | \$159,259 | \$133,777 | \$0 | \$57,333 | \$82,814 | \$25,481 | \$0 | \$637,034 |
| Percent of Total Value : | 4\% | 9\% | 15\% | 0\% | 25\% | 21\% | 0\% | 9\% | 13\% | 4\% | 0\% | 100\% |

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Prepared for : John and Margaret Boomer Prepared by: Sample Advisor

## Risk Assessment

Portfolio Appropriate for Score Total Return II


- Cash: $4 \%$
- Bond: $24 \%$
- Stock: $72 \%$

Average Return: 9.07\%


You are a Much Higher than Average Risk-Taker

You selected a Risk Score for your Household of 68.

- The Bell Curve above shows the normal distribution of risk scores for your group. The average score is 50 .
- Your Score indicates that you are a Much Higher than Average Risk-Taker (scores 63-70) as compared to other Investors of similar age.
- Your Score corresponds to a Total Return II Portfolio with 72\% Stock .
- You know that the Total Return II Portfolio you selected had a $-33 \%$ return during the Great Recession and are willing to accept the risk
that you could experience a similar or worse result.
- You realize that you may be accepting greater risk of loss as a household than Margaret might prefer based upon her individual Risk

|  | John | Margaret | Household |
| :--- | :---: | :---: | :---: |
| Risk Score: | 75 | 65 | 68 |
| Portfolio Selected: | Total Return II | Total Return I | Total Return II |
| $\%$ Stock : | $72 \%$ | $61 \%$ | $72 \%$ |
| Average Return: | $9.07 \%$ | $8.81 \%$ | $9.07 \%$ |
| Great Recession Return: | $-33 \%$ | $-26 \%$ | $-33 \%$ |
| Bond Bear Market Return: | $9 \%$ | $6 \%$ | $9 \%$ |

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