Cetera™ ADVISOR NETWORKS LLC
Member FINRA/SIPC

Financial Goal Plan

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February 26, 2014

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Advisory services may only be offered by Investment Advisor Representatives in connection with an appropriate Cetera Advisor Networks LLC advisory services agreement and Disclosure Brochure, as provided.

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IMPORTANT DISCLOSURES ABOUT YOUR PLAN OR REPORT

Your Cetera Advisor Networks LLC Representative - Your advisory relationship with your Cetera Advisor Networks LLC Investment Advisor Representative, for the purpose of this Plan or Report, concludes with your receipt of the plan or report. Please carefully review the attached documentation for accuracy and report any inconsistencies to your Cetera Advisor Networks LLC Representative or his/her Branch Manager. The Cetera Advisor Networks LLC Representative who prepared your plan is both a Registered Representative and Investment Advisor Representative with Cetera Advisor Networks LLC, a full service securities broker/dealer and Registered Investment Advisor. As a Registered Representative of Cetera Advisor Networks LLC (s)he is available to assist you in the implementation of the investment recommendations of your plan or letter and may receive the usual and customary commissions associated with individual investment products. Commission earned as a Registered Representative are in addition to any fees earned as an Investment Advisor Representative in preparation of the Plan or Recap letter. More information is contained in the Cetera Advisor Networks LLC Disclosure Brochure or Form ADV Part II, provided to you by your Cetera Advisor Networks LLC Investment Advisor Representative.

The target portfolio allocations shown here are for information purposes only and are considered accurate representations of each asset class. Allocations to your target portfolio may vary from the target portfolio allocations shown here and from those of other clients with similar financial circumstances, objectives and/or risk levels. Any variations from the target portfolios are based on your discussions with the Investment Advisor Representative.

Cetera Advisor Networks LLC has joined with ING Investment Management to provide Classic and Expanded asset allocation portfolio models. Cetera Models are offered through Cetera Advisor Networks LLC as a service of Cetera Research Group.

Accuracy of Information - This Financial Plan or Report was prepared to help you work toward your financial goals. The estimates, projections, and illustrations used in preparing this plan are based upon mathematical computations and information from sources believed to be reliable.

Annuities - Annuities are insurance contracts for the purpose of long term investing. There is a surrender charge generally imposed during the first 5 to 7 years that you own the contract. Withdrawals made prior to age 59 ½ may result in a 10% penalty, in addition to any ordinary income tax. The guarantee of the annuity is backed by the financial strength of the underlying insurance company. With variable annuities, the investment sub-account value will fluctuate with changes in market conditions.

Certificates of Deposit (CDs) - Traditional CDs are insured by the FDIC and offer a fixed rate of return, whereas investment securities, such as stocks, bonds, variable annuities and mutual funds will fluctuate with changes in market conditions.

Collateralized Mortgage Obligations (CMOs) - Although CMOs generally offer low credit risk, they are subject to market risk like all investment securities and there should be no implication otherwise. The anticipated yield and average life of a CMO is not assured. The yield and average life will fluctuate depending on the actual prepayment experience and changes in current interest rates. Upon resale, an investor may receive more or less than the original investment.

Derivatives - Certain mutual funds or variable annuity separate accounts may engage in derivative contracts for the purposes of hedging against loss or enhancing portfolio returns. For information about whether or not a specific fund or separate account uses derivatives, refer to the prospectus.

Dollar Cost Averaging/Periodic Investment Plans - A dollar cost averaging/periodic investment plan does not assure a profit and does not protect against loss in a declining market. Such a plan involves continuous investment in securities regardless of fluctuating price levels of such securities. Investors should consider their financial ability to continue their purchases.

Held – In this report, when [Held] appears next to an asset it is an indication that the asset was purchased through this registered representative or broker-dealer.

Limited Partnerships - If you own any limited partnership units, such units are generally illiquid, long-term investments. Partnership values may significantly differ from original cost. If any of your limited partnership holdings are shown without a price, accurate valuation information may not be available. In that case, please refer to reports received from the general partner with regard to the current operations and status of the investment. If any of your limited partnerships are valued, such values reflect only the general partner's evaluation. There is no assurance that this value would be realized upon the sale of these units or the conclusion of the program.

Mortgage Backed Bonds - The principal value will fluctuate and the income from such investments consists of both principal and interest. In some cases, you may receive all of your principal back if the loan(s) is (are) prepaid sooner than anticipated.

Risk - Securities do not offer a fixed rate of return or risk. The yield, share price and/or rate of return fluctuate, so when redeemed or sold, you may receive more or less than you originally invested.

Tax free bonds/Investing - Income may be subject to local, state and/or the alternative minimum tax.

Trusts - Trusts may be utilized to develop a vehicle for estate planning, donation to a favorite charity, etc. Use of a trust may also provide for a reduction in the tax burden of assets intended for transfer to estate heirs, etc.

IMPORTANT DISCLOSURES ABOUT YOUR PLAN OR REPORT

Zero Coupon Bonds - The value of the bond is subject to market fluctuation, and the risk of the issuer not being able to pay back the principal at maturity or interest due. Because these bonds do not pay interest until maturity, the prices tend to be more volatile than bonds that pay interest regularly. The interest income from the bond may be subject to taxes on "Phantom" or imputed interest that accrues annually as ordinary income, even though the investors will receive no cash payment.

Securities offered through Cetera Advisor Networks LLC, member SIPC.

Values shown represent the most recent prices received by your financial consultant for your various position holdings using multiple data sources.

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.

Financial forecasts, expected return, risk, inflation and other assumptions may be used as the basis for this hypothetical illustration. They should not be considered a guarantee of future performance of any particular asset or a guarantee of achieving overall financial objectives.

- Investments in high yield bonds are high risk investments. High yielding fixed-income securities generally are subject to greater market fluctuations and risk of loss of income and principal than are investments in lower yielding fixed-income securities.
- Portfolio returns shown do not reflect the deduction of fees, charges, or other expenses associated with investing, which if applied would reduce the returns.

MoneyGuidePro Assumptions and Limitations

Information Provided by You

Information that you provided about your assets, financial goals, and personal situation are key assumptions for the calculations and projections in this Report. Please review the Report sections titled "Personal Information and Summary of Financial Goals", "Current Portfolio Allocation", and "Tax and Inflation Options" 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

MoneyGuidePro offers several methods of calculating results, each of which provides one outcome from a wide range of possible outcomes. 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 projected return assumptions used in this Report are estimates based on average annual returns for each asset class. 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.

The average projected returns each year over the next market cycle (7 to 10 years) are based on the listed indices which serve as proxies for their respective asset classes. The projected portfolio returns shown 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 asset allocation recommendation over the assumed cycle (or period).

IMPORTANT DISCLOSURE INFORMATION

Asset Class	Projected Return Assumption
Domestic Large Cap Core	Russell 1000
Domestic Large Cap Growth	Russell 1000 Growth
Domestic Large Cap Value	Russell 1000 Value
Domestic Mid Cap Core	Russell Mid Cap
Domestic Mid Cap Growth	Russell MidCap Growth
Domestic Mid Cap Value	Russell MidCap Value
Domestic Small Cap Core	Russell 2000
Domestic Small Cap Growth	Russell 2000 Growth
Domestic Small Cap Value	Russell 2000 Value
International Equity	MSCI EAFE
Emerging Markets	MSCI Emerging Markets
Specialty - REITs	FTSE NAREIT All Equity REITs
Specialty - Natural Resources (Commodities)	DJ UBS Commodity
Specialty - TIPS	BarCap US Treasury TIPS
FI - Intermediate Govt/Corp	BarCap US Aggregate Bond
FI - Short Govt/Corp	BarCap Govt/Credit 1-3 Yr
FI - High Yield Bonds	BarCap US Corporate High Yield
World Bond	BarCap Global Aggregate
Cash	US 30 Day T-Bill
Inflation	2.50%

IMPORTANT DISCLOSURE INFORMATION

Asset Class Index Definitions

Russell 1000 Index - The Russell 1000 Index measures the performance of the large-cap segment of the U.S. equity universe. It is a subset of the Russell 3000 Index and includes approximately 1000 of the largest securities based on a combination of their market cap and current index membership. The Russell 1000 represents approximately 92% of the U.S. market.

Russell 1000 Growth Total Return Index - Russell 1000® Growth Index measures the performance of those Russell 1000 companies with higher price-to-book ratios and higher I/B/E/S forecasted growth values. The index is market cap-weighted and includes only common stocks incorporated in the United States and its territories.

Russell 1000 Value Total Return Index - Russell 1000® Value Index measures the performance of those Russell 1000 companies with lower price-to-book ratios and lower I/B/E/S forecasted growth values. The index is market cap-weighted and includes only common stocks incorporated in the United States and its territories.

Russell Mid Cap Index - The Russell Midcap Index measures the performance of the mid-cap segment of the U.S. equity universe and is a subset of the Russell 1000 Index. It includes approximately 800 of the smallest securities based on a combination of their market cap and current index membership. The Russell Midcap represents approximately 31% of the total market capitalization of the Russell 1000 companies.

Russell MidCap Growth Index - The Russell Midcap Growth Index measures the performance of the mid-cap growth segment of the U.S. equity universe. It includes those Russell Midcap Index companies with higher price-to- book ratios and higher forecasted growth values.

Russell MidCap Value Index - The Russell Midcap Value Index measures the performance of the mid-cap value segment of the U.S. equity universe. It includes those Russell Midcap Index companies with lower price-to-book ratios and lower forecasted growth values.

Russell 2000 Index - The Russell 2000 Index measures the performance of the small-cap segment of the U.S. equity universe and is a subset of the Russell 3000 Index representing approximately 10% of the total market capitalization of that index. It includes approximately 2000 of the smallest securities based on a combination of their market cap and current index membership.

Russell 2000 Growth Index - The Russell 2000 Growth Index measures the performance of the small-cap growth segment of the U.S. equity universe. It includes those Russell 2000 Index companies with higher price-to-value ratios and higher forecasted growth values.

Russell 2000 Value Index - The Russell 2000 Value Index measures the performance of small-cap value segment of the U.S. equity universe. It includes those Russell 2000 Index companies with lower price-to-book ratios and lower forecasted growth values.

MSCI EAFE Index - The Morgan Stanley Capital International-Europe, Australia, Far East Index is an unmanaged market value-weighted average of the performance of securities listed on the stock exchanges of developed countries in Europe, Australia, and the Far East. The index return includes reinvestment of dividends before foreign tax withholding.

MSCI Emerging Markets Total Return Index - The MSCI Emerging Markets Index is a free float-adjusted market capitalization index that is designed to measure equity market performance of emerging markets. As of January 2009 the MSCI Emerging Markets Index consisted of the following 23 emerging market country indices: Argentina, Brazil, Chile, China, Colombia, Czech Republic, Egypt, Hungary, India, Indonesia, Israel, Korea, Malaysia, Mexico, Morocco, Peru, Philippines, Poland, Russia, South Africa, Taiwan, Thailand, and Turkey.

FTSE NAREIT All Equity REITs Index - The FTSE NAREIT Equity REIT Index is an unmanaged market-capitalization-weighted index of all tax-qualified Equity REITs listed on the NYSE, AMEX and Nasdaq that have 75% or more of their gross invested book assets invested directly or indirectly in the equity ownership of real estate.

DJ UBS Commodity Index - The DJ UBS Commodity Index is a broadly diversified index that allows investors to track commodity futures through a single, simple measure. It is composed of futures contracts on physical commodities and is designed to minimize concentration in any one commodity or sector. It currently includes 19 commodity futures in five groups. No one commodity can comprise less than 2% or more than 15% of the index, and no group can represent more than 33% of the index (as of the annual reweightings of the components).

Barclays Capital US Treasury - US TIPS Index - The Barclays Capital US Treasury - US TIPS Index measures the performance of the TIPS market, bonds with fixed-rate coupon payments that are adjusted for inflation as measured by the Consumer Price Index (CPI).

Barclays Capital US Aggregate Bond Total Return Index - The Barclays Capital U.S. Aggregate Index represents securities that are SEC-registered, taxable, and dollar denominated. The index covers the U.S. investment grade fixed rate bond market, with index components for government and corporate securities, mortgage pass-through securities, and asset-backed securities.

BarCap Govt/Credit 1-3 Yr Index - An unmanaged index considered representative of performance of short-term U.S. corporate bonds and U.S. government bonds with maturities from one to three years.

Barclay Capital US Corporate High Yield Total Return Index - The Barclays Capital U.S. Corporate High-Yield Index covers the USD-denominated, non-investment grade, fixed-rate, taxable corporate bond market. Securities are classified as high-yield if the middle rating of Moody's, Fitch, and S&P is Ba1/BB+/BB+ or below. The index excludes Emerging Markets debt.

IMPORTANT DISCLOSURE INFORMATION

Barclays Capital 10-year Muni Bonds Index - The Barclays 10-Year Municipal Bond Index is the 10-year (8-12) component of the Municipal Bond index. It is a rules-based, market-value-weighted index engineered for the tax-exempt bond market. The Index tracks general obligation bonds, revenue bonds, insured bonds and pre-refunded bonds rated Baa3/BBB- or higher by at least two of the ratings agencies: Moody's, S&P, Fitch.

BarCap Global Aggregate Index - The BarCap Global Aggregate Index provides a broad-based measure of the global investment grade fixed-rate debt markets. It contains three major components: the U.S. Aggregate (USD 300mn), the Pan-European Aggregate (EUR 300mn), and the Asian-Pacific Aggregate Index (JPY 35bn).

US 30 Day T-Bill Index - 30-Day Treasury Bills are short-term securities issued by the U.S. government that are generally considered to be risk-free. They are considered a proxy for cash.

Tax-Free Money Market Average - An average based on weekly average 7 day compound yield of all tax-free money market funds as public reported by IBC Donoghue. The securities represented in this average could under extreme circumstances experience loss of invested principal and are subject to slight investment risk. The FDIC does not insure money market funds.

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 your financial resources and goals, 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

MoneyGuidePro offers several methods of calculating results, each of which provides one outcome from a wide range of possible outcomes. The methods used are: "Average Returns", "Historical Test", "Historical Rolling Periods", "Bad Timing", "Class Sensitivity", and "Monte Carlo Simulations". When using historical returns, the methodologies available are Average Returns, Historical Test, Historical Rolling Periods, Bad Timing, and Monte Carlo Simulations. When using projected returns, the methodologies available are Average Returns, Bad Timing, Class Sensitivity, and Monte Carlo Simulations.

Results Using Average Returns

The Results Using Average Returns are calculated using one average return for your pre-retirement period and one average return for your post-retirement period. Average Returns are a simplifying assumption. In the real world, investment returns can (and often do) vary widely from year to year and vary widely from a long-term average return.

Results Using Historical Test

The Results Using Historical Test are calculated by using the actual historical returns and inflation rates, in sequence, from a starting year to the present, and assumes that you would receive those returns and inflation rates, in sequence, from this year through the end of your Plan. If the historical sequence is shorter than your Plan, the average return for the historical period is used for the balance of the Plan. The historical returns used are those of the broad-based asset class indices listed in this Important Disclosure Information.

Results Using Historical Rolling Periods

The Results Using Historical Rolling Periods is a series of Historical Tests, each of which uses the actual historical returns and inflations rates, in sequence, from a starting year to an ending year, and assumes that you would receive those returns and inflation rates, in sequence, from this year through the end of your Plan. If the historical sequence is shorter than your Plan, the average return for the historical period is used for the balance of the Plan.

Indices in Results Using Historical Rolling Periods may be different from indices used in other MoneyGuidePro calculations. Rolling Period Results are calculated using only three asset classes -- Cash, Bonds, and Stocks. The indices used as proxies for these asset classes when calculating Results Using Historical Rolling Periods are:

• Cash - Ibbotson U.S. 30-day Treasury Bills (1926-2012)

• Bonds - Ibbotson Intermediate-Term Government Bonds - Total Return (1926-2012)

• Stocks - Ibbotson Large Company Stocks - Total Return (1926-2012)

IMPORTANT DISCLOSURE INFORMATION

Results with Bad Timing

Results with Bad Timing are calculated by using low returns in one or two years, and average returns for all remaining years of the Plan. For most Plans, the worst time for low returns is when you begin taking substantial withdrawals from your portfolio. The Results with Bad Timing assume that you earn a low return in the year(s) you select and then an Adjusted Average Return in all other years. This Adjusted Average Return is calculated so that the average return of the Results with Bad Timing is equal to the return(s) used in calculating the Results Using Average Returns. This allows you to compare two results with the same overall average return, where one (the Results with Bad Timing) has low returns in one or two years.

When using historical returns, the default for one year of low returns is the lowest annual return in the historical period you are using, and the default for two years of low returns is the lowest two-year sequence of returns in the historical period. When using projected returns, the default for the first year of low returns is two standard deviations less than the average return, and the default for the second year is one standard deviation less than the average return.

Results Using Class Sensitivity

The Results Using Class Sensitivity are calculated by using different return assumptions for one or more asset classes during the years you select. These results show how your Plan would be affected if the annual returns for one or more asset classes were different than the average returns for a specified period in your Plan.

Results Using 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, some successful (you would have met all your goals) and some unsuccessful (you would not have met all your goals). The percentage of trials that were successful is shown as the probability that your Plan, with all its underlying assumptions, could be successful. In MoneyGuidePro, this is the Probability of Success. Analogously, the percentage of trials that were unsuccessful is shown as the Probability of Failure. The Results Using Monte Carlo Simulations indicate 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 your goals over the long-term.

MoneyGuidePro uses a specialized methodology called Beyond Monte Carlo™, a statistical analysis technique that provides results that are as accurate as traditional Monte Carlo simulations with 10,000 trials, but with fewer iterations and greater consistency. Beyond Monte Carlo™ is based on Sensitivity Simulations, which re-runs the Plan only 50 to 100 times using small changes in the return. This allows a sensitivity of the results to be calculated, which, when analyzed with the mean return and standard deviation of the portfolio, allows the Probability of Success for your Plan to be directly calculated.

MoneyGuidePro Presentation of Results

The Results Using Average Returns, Historical Test, Historical Rolling Periods, Bad Timing, and Class Sensitivity display the results using an “Estimated % of Goal Funded” and a “Safety Margin.”

Estimated % of Goal Funded

For each Goal, the “Estimated % of Goal Funded” is the sum of the assets used to fund the Goal divided by the sum of the Goal’s expenses. All values are in current dollars. A result of 100% or more does not guarantee that you will reach a Goal, nor does a result under 100% guarantee that you will not. Rather, this information is meant to identify possible shortfalls in this Plan, and is not a guarantee that a certain percentage of your Goals will be funded. The percentage reflects a projection of the total cost of the Goal that was actually funded based upon all the assumptions that are included in this Plan, and assumes that you execute all aspects of the Plan as you have indicated.

Safety Margin

The Safety Margin is the estimated value of your assets at the end of this Plan, based on all the assumptions included in this Report. Only you can determine if that Safety Margin is sufficient for your needs.

Bear Market Loss and Bear Market Test

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.

IMPORTANT DISCLOSURE INFORMATION

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.

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.

The Bear Market Test, included in the Stress Tests, examines the impact on your Plan results if an identical Great Recession or Bond Bear Market, whichever would be worse, occurred this year. The Bear Market Test shows the likelihood that you could fund your Needs, Wants and Wishes after experiencing such an event.

Regardless of whether you are using historical or projected returns for all other MoneyGuidePro results, the Bear Market Loss and Bear Market Test use returns calculated from historical indices. If you are using historical returns, the indices in the Bear Market Loss and the Bear Market Test 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 Class	Index	Great Recession Return 11/2007 – 02/2009	Bond Bear Market Return 07/1979 – 02/1980
Cash	Ibbotson U.S. 30-day Treasury Bills	2.31%	7.08%
Bonds	Ibbotson Intermediate-Term Government Bonds – Total Return	15.61%	-8.89%
Stocks	Ibbotson Large Company 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.

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.)

IMPORTANT DISCLOSURE INFORMATION

Asset Class (continued)

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 Bear Market Test, Great Recession Return, and Bond Bear Market Return.

Bear Market Test

The Bear Market Test, included in the Stress Tests, examines the impact on your Plan results if a Bear Market Loss occurred this year. The Bear Market Test shows the likelihood that you could fund your Needs, Wants and Wishes after experiencing such an event. See Bear Market Loss.

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.

Confidence Zone

See Monte Carlo Confidence Zone.

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.

IMPORTANT DISCLOSURE INFORMATION

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.

Fund All Goals

Fund All Goals is one of two ways for your assets and retirement income to be used to fund your goals. The other is Earmark, which means that an asset or retirement income is assigned to one or more goals, and will be used only for those goals. Fund All Goals means that the asset or income is not earmarked to fund specific goals, and can be used to fund any goal, as needed in the calculations. The MoneyGuidePro default is Fund All Goals, except for 529 Plans and Coverdell IRAs, which are generally used only for college goals. Fund All Goals is implemented as either Importance Order or Time Order funding. Importance Order means that all assets are used first for the most important goal, then the next most important goal, and so on. Time Order means that all assets are used first for the goal that occurs earliest, then the next chronological goal, and so on.

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.

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 your 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).

Liquidity

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

Monte Carlo Confidence Zone

The Monte Carlo Confidence Zone is the range of probabilities that you (and/or your advisor) have selected as your target range for the Monte Carlo Probability of Success in your Plan. The Confidence Zone reflects the Monte Carlo Probabilities of Success with which you would be comfortable, based upon your Plan, your specific time horizon, risk profile, and other factors unique to you.

Monte Carlo Probability of Success / Probability of Failure

The Monte Carlo Probability of Success is the percentage of trials of your Plan that were successful. If a Monte Carlo simulation runs your Plan 10,000 times, and if 6,000 of those runs are successful (i.e., all your goals are funded and you have at least $1 of Safety Margin), then the Probability of Success for that Plan, with all its underlying assumptions, would be 60%, and the Probability of Failure would be 40%.

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, some successful (you would have met all your goals) and some unsuccessful (you would not have met all your goals).

Needs / Wants / Wishes

In MoneyGuidePro, you choose an importance level from 10 to 1 (where 10 is the highest) for each of your financial goals. Then, the importance levels are divided into three groups: Needs, Wants, and Wishes. Needs are the goals that you consider necessary for your lifestyle, and are the goals that you must fulfill. Wants are the goals that you would really like to fulfill, but could live without. Wishes are the "dream goals" that you would like to fund, although you won't be too dissatisfied if you can't fund them. In MoneyGuidePro, Needs are your most important goals, then Wants, then Wishes.

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."

Probability of Success / Probability of Failure

See Monte Carlo Probability of Success / Probability of Failure.

IMPORTANT DISCLOSURE INFORMATION

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.

Safety Margin

The Safety Margin is the hypothetical portfolio value at the end of the Plan. A Safety Margin of zero indicates the portfolio was depleted before the Plan ended.

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.

Star Track

Star Track provides a summary of your Plan results over time, using a bar graph. Each bar shows the Monte Carlo Probability of Success for your Recommended Scenario, on the date specified, compared to the Monte Carlo Probability of Success for a scenario using all Target values.

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 financial goals and your risk tolerance.

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 either (1) determined by weighting the return assumption for each Asset Class according to the Asset Mix or (2) is entered by you or your advisor (on the What If Worksheet). Also see “Real Return.”

Wants

See "Needs / Wants / Wishes".

Willingness

In MoneyGuidePro, in addition to specifying Target Goal Amounts, a Target Savings Amount, and Target Retirement Ages, you also specify a Willingness to adjust these Target values. The Willingness choices are Very Willing, Somewhat Willing, Slightly Willing, and Not at All.

Wishes

See "Needs / Wants / Wishes".

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.

Table of Contents Section Title

Personal Information and Summary of Financial Goals

John Doe

Needs

10	**Retirement - Living Expense**	
	John Retired (2020-2045)	65 / 2020 $63,600 Base Inflation Rate (2.50%)

Personal Information

John

Male - born 01/01/1955, age 59

Employed - $120,000

Single, US Citizen living in NC

• This section lists the Personal and Financial Goal information you provided, which will be used to create your Report. It is important that it is accurate and complete.

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

Resources Summary

Investment Assets

Description	Owner	Current Value	Additions	Assign to Goal
401(k)	John	$550,000		Fund All Goals
Account Total	$550,000			
Account	John	$300,000		Fund All Goals
Taxable Account Total	$300,000			
Roth IRA - Account	John	$50,000		Fund All Goals
Account Total	$50,000			
Traditional IRA - Account	John	$450,000		Fund All Goals
Account Total	$450,000			
	Total Investment Assets :	**$1,350,000**		

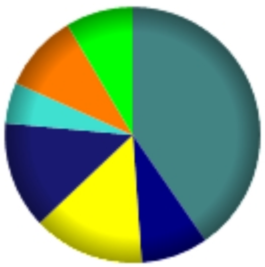
Social Security

Description	Owner	Value	File Status	Assign to Goal
Social Security	John	$30,356 starting At John's Full Retirement Age	Normal	Fund All Goals

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

Current Portfolio Allocation

This page shows how your Investment Assets are currently allocated among the different Asset Classes. It includes only those Assets you have identified to fund Goals in this Plan.



Total Stock
63%

Projected Assumptions

Total Return	6.12%
Base Inflation Rate	2.50%
Real Return	3.62%
Standard Deviation	11.80%

Bear Market Returns

Great Recession November 2007 thru February 2009	-27%
Bond Bear Market July 1979 thru February 1980	7%

Asset Class	Rate of Return	Investment Portfolio	
		Value	% of Total
Domestic Large Cap Core	7.90%	$545,000	40%
Domestic Small Cap Core	8.10%	$115,000	9%
International Equity	7.90%	$190,000	14%
FI - Intermediate Govt/Corp	2.10%	$182,500	14%
FI - Short Govt/Corp	2.20%	$70,000	5%
FI - High Yield Bonds	5.60%	$132,500	10%
Cash	2.20%	$115,000	9%
	Total :	**$1,350,000**	**100%**

Tax-Free Rates of Return	
FI - Intermediate Govt/Corp	2.10%
Cash	2.20%

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Target Band

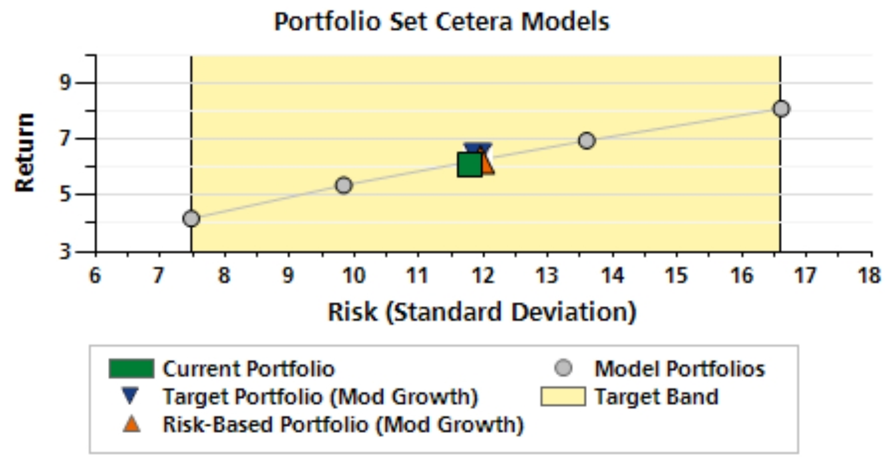
The Risk-Based Portfolio was selected from this list of Portfolios, based upon the risk assessment. The Target Band is comprised of the portfolio(s) that could be appropriate for you, based upon the Risk-Based Portfolio indicated. The Target Portfolio was selected by you. The Average Real Return is equal to the Average Total Return minus the inflation rate of 2.50%. Refer to the Standard Deviation column in the chart below to compare the relative risk of your Current Portfolio to the Target Portfolio.

Current	Risk Based	Target Band	Name	Cash	Fixed Income	Equities	Alternative	Average Return Total	Average Return Real	Standard Deviation
			Conservative Income	3%	66%	29%	2%	4.17%	1.67%	7.48%
			Balanced	3%	46%	46%	5%	5.36%	2.86%	9.84%
→			Current	9%	29%	63%	0%	6.12%	3.62%	11.80%
	→	→	Moderate Growth	3%	31%	60%	6%	6.27%	3.77%	11.95%
			Growth	3%	21%	69%	7%	6.95%	4.45%	13.60%
			Aggressive Growth	3%	0%	89%	8%	8.09%	5.59%	16.61%

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 Custom 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.



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

What If Worksheet

This Worksheet allows you to analyze and compare the results of one or more scenarios that you created by varying the Plan assumptions.

	Estimated % of Goal Funded			
Goals	**Current Scenario**		**What If Scenario 1**	
	Average Return	**Bad Timing**	**Average Return**	**Bad Timing**
Needs				
10 Retirement	100%	100%	100%	100%
Safety Margin (Value at End of Plan)				
Current dollars (in thousands) :	$1,627	$1,364	$1,725	$1,454
Future dollars (in thousands) :	$3,585	$3,005	$3,801	$3,204

Monte Carlo Results	Likelihood of Funding All Goals	
Your Confidence Zone: 70% - 90%	 **Probability of Success: 92%** **Above Confidence Zone**	 **Probability of Success: 92%** **Above Confidence Zone**
Total Spending :	$1,653,600	$1,653,600

Key Assumptions	Current Scenario	What If Scenario 1
Stress Tests		
Method(s)	Bad Timing Program Estimate Years of bad returns: 2020: -17.48% 2021: -5.68%	Bad Timing Program Estimate Years of bad returns: 2020: -17.64% 2021: -5.68%

• Indicates different data between the Scenario in the first column and the Scenario in any other column.

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What If Worksheet

Key Assumptions	Current Scenario		What If Scenario 1
Funding Order			
Assets - Ignore Earmarks	No		No
Retirement Income - Ignore Earmarks	No		No
Hypothetical Average Rate of Return			
Before retirement portfolio set :		•	Cetera Models
Portfolio :	Current	•	Mod Growth
Total Return :	6.12%	•	6.27%
Standard Deviation :	11.80%	•	11.95%
Total Return Adjustment :	0.00%		0.00%
Adjusted Real Return :	3.62%	•	3.77%
After retirement portfolio set :		•	Cetera Models
Portfolio :	Current	•	Mod Growth
Total Return :	6.12%	•	6.27%
Standard Deviation :	11.80%	•	11.95%
Total Return Adjustment :	0.00%		0.00%
Adjusted Real Return :	3.62%	•	3.77%
Base inflation rate :	2.50%		2.50%
Tax-Free Options			
Before Retirement			
Reallocate a portion of bonds to tax-free:	No		No
Percent of bond allocation to treat as tax-free:	0.00%		0.00%
After Retirement			
Reallocate a portion of bonds to tax-free:	No		No
Percent of bond allocation to treat as tax-free:	0.00%		0.00%

• Indicates different data between the Scenario in the first column and the Scenario in any other column.

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What If Worksheet

Key Assumptions	Current Scenario	What If Scenario 1
Goals		
Living Expense		
Retirement Age		
John	65	65
Planning Age		
John	90	90
Living expense :	$63,600	$63,600
Retirement Income		
Social Security		
Select Social Security Strategy	At FRA	At FRA
John		
Select Filing Method:	Normal	Normal
Select when benefits will begin:	At John's Full Retirement Age	At John's Full Retirement Age
Age to begin retirement benefits:	66 yrs 2 mos	66 yrs 2 mos
Select benefit to use:	Use the Program Estimate	Use the Program Estimate
Social Security Amount:	$30,356	$30,356
Widower annual benefit:	$0	$0
Reduce benefits by:	0%	0%
Extra Savings by Tax Category		
Qualified		$0
Roth		$0
Tax-Deferred		$0
Taxable		$0
Tax Options		
Include Tax Penalties :	Yes	Yes
Change Tax Rate?	No	No
Year To Change :		
Change Tax Rate by this % (+ or -) :	0.00%	0.00%

• Indicates different data between the Scenario in the first column and the Scenario in any other column.

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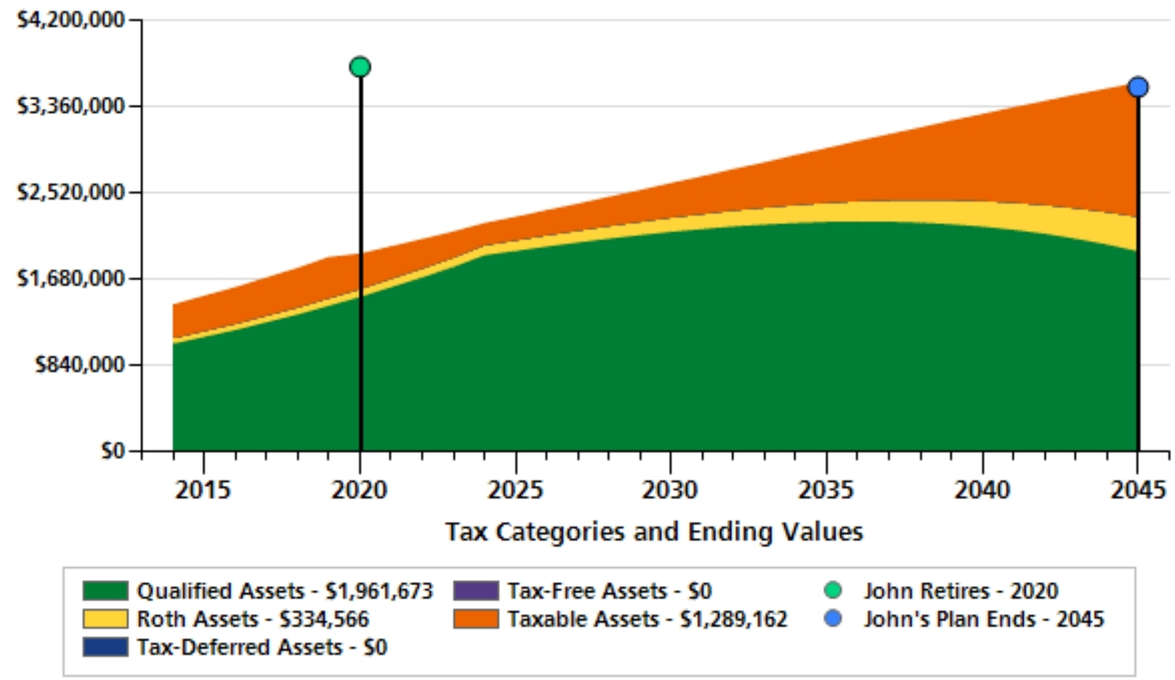
Worksheet Detail - Combined Details

Scenario : Current Scenario using Average Returns

These pages provide a picture of how your Investment Portfolio may hypothetically perform over the life of this Plan. The graph shows the effect on the value of your Investment Portfolio for each year. The chart shows the detailed activities that increase and decrease your Investment Portfolio value each year including the funds needed to pay for each of your Goals. Shortfalls that occur in a particular year are denoted with an 'X' under the Goal column.

Total Portfolio Value Graph



x - denotes shortfall

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Worksheet Detail - Combined Details

Scenario : Current Scenario using Average Returns

		Beginning Portfolio Value							Funds Used	
Event or Ages	Year	Earmarked	Fund All Goals	Additions To Assets	Other Additions	Post Retirement Income	Investment Earnings	Taxes	Retirement	Ending Portfolio Value
59	2014	0	1,350,000	0	0	0	82,620	5,688	0	1,426,932
60	2015	0	1,426,932	0	0	0	87,328	5,928	0	1,508,332
61	2016	0	1,508,332	0	0	0	92,310	6,179	0	1,594,463
62	2017	0	1,594,463	0	0	0	97,581	6,440	0	1,685,605
63	2018	0	1,685,605	0	0	0	103,159	6,712	0	1,782,052
64	2019	0	1,782,052	0	0	0	109,062	6,995	0	1,884,119
John Retires	2020	0	1,884,119	0	0	0	110,794	1,011	73,757	1,920,146
66	2021	0	1,920,146	0	0	36,084	114,883	6,599	75,600	1,988,913
67	2022	0	1,988,913	0	0	36,986	119,026	6,359	77,490	2,061,075
68	2023	0	2,061,075	0	0	37,910	123,375	6,093	79,428	2,136,839
69	2024	0	2,136,839	0	0	38,858	127,942	5,799	81,413	2,216,428
70	2025	0	2,216,428	0	0	39,830	131,631	25,550	83,449	2,278,889
71	2026	0	2,278,889	0	0	40,825	135,311	27,061	85,535	2,342,429
72	2027	0	2,342,429	0	0	41,846	139,051	28,683	87,673	2,406,969
73	2028	0	2,406,969	0	0	42,892	142,846	30,424	89,865	2,472,418
74	2029	0	2,472,418	0	0	43,964	146,690	32,291	92,112	2,538,670
75	2030	0	2,538,670	0	0	45,063	150,577	34,292	94,415	2,605,604
76	2031	0	2,605,604	0	0	46,190	154,499	36,436	96,775	2,673,081
77	2032	0	2,673,081	0	0	47,345	158,456	38,577	99,194	2,741,111
78	2033	0	2,741,111	0	0	48,528	162,431	41,021	101,674	2,809,376
79	2034	0	2,809,376	0	0	49,742	166,424	43,447	104,216	2,877,879
80	2035	0	2,877,879	0	0	50,985	170,425	46,132	106,821	2,946,336
81	2036	0	2,946,336	0	0	52,260	174,417	48,987	109,492	3,014,534
82	2037	0	3,014,534	0	0	53,566	178,387	52,006	112,229	3,082,252
83	2038	0	3,082,252	0	0	54,905	182,322	55,195	115,035	3,149,249
84	2039	0	3,149,249	0	0	56,278	186,206	58,558	117,911	3,215,264
85	2040	0	3,215,264	0	0	57,685	190,042	61,740	120,859	3,280,393
86	2041	0	3,280,393	0	0	59,127	193,821	65,045	123,880	3,344,416
87	2042	0	3,344,416	0	0	60,605	197,529	68,467	126,977	3,407,107
88	2043	0	3,407,107	0	0	62,120	201,153	71,998	130,152	3,468,231

x - denotes shortfall

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

Worksheet Detail - Combined Details

Scenario : Current Scenario using Average Returns

Event or Ages	Year	Beginning Portfolio Value: Earmarked	Beginning Portfolio Value: Fund All Goals	Additions To Assets	Other Additions	Post Retirement Income	Investment Earnings	Taxes	Funds Used: Retirement	Ending Portfolio Value
89	2044	0	3,468,231	0	0	63,673	204,680	75,629	133,405	3,527,549
John's Plan Ends	2045	0	3,527,549	0	0	65,265	208,124	78,797	136,740	3,585,401

Notes

- Calculations are based on a “Rolling Year” rather than a Calendar Year. The current date begins the 365-day “Rolling Year”.
- Additions and withdrawals occur at the beginning of the year.
- Other Additions come from items entered in the Other Assets section and any applicable proceeds from insurance policies.
- Stock Options and Restricted Stock values are after-tax.
- Strategy Income is based on the particulars of the Goal Strategies selected. Strategy Income from immediate annuities, 72(t) distributions, and variable annuities with a guaranteed minimum withdrawal benefit (GMWB) is pre-tax. Strategy Income from Net Unrealized Appreciation (NUA) is after-tax.
- Post Retirement Income includes the following: Social Security, pension, annuity, rental property, royalty, alimony, part-time employment, trust, and any other retirement income as entered in the Plan.
- When married, if either Social Security Program Estimate or Use This Amount and Evaluate Annually is selected for a participant, the program will default to the greater of the selected benefit or the age adjusted spousal benefit based on the other participant's benefit.
- Investment Earnings are calculated on all assets after any withdrawals for 'Goal Expense', 'Taxes on Withdrawals' and 'Tax Penalties' are subtracted.
- The taxes column is a sum of (1) taxes on retirement income, (2) taxes on strategy income, (3) taxes on withdrawals from qualified assets for Required Minimum Distributions, (4) taxes on withdrawals from taxable assets' untaxed gain used to fund Goals in that year, (5) taxes on withdrawals from tax-deferred or qualified assets used to fund goals in that year, and (6) taxes on the investment earnings of taxable assets. Tax rates used are detailed in the Tax and Inflation Options page. (Please note, the Taxes column does not include any taxes owed from the exercise of Stock Options or the vesting of Restricted Stock.)
- Tax Penalties can occur when Qualified and Tax-Deferred Assets are used prior to age 59½. If there is a value in this column, it illustrates that you are using your assets in this Plan in a manner that may incur tax penalties. Generally, it is better to avoid tax penalties whenever possible.
- These calculations do not incorporate penalties associated with use of 529 Plan withdrawals for non-qualified expenses.
- Funds for each Goal Expense are first used from Earmarked Assets. If sufficient funds are not available from Earmarked Assets, Fund All Goals Assets will be used to fund the remaining portion of the Goal Expense, if available in that year.
- All funds needed for a Goal must be available in the year the Goal occurs. Funds from Earmarked Assets that become available after the goal year(s) have passed are not included in the funding of that Goal, and accumulate until the end of the Plan.
- When married, ownership of qualified assets is assumed to roll over to the surviving co-client at the death of the original owner. It is also assumed the surviving co-client inherits all assets of the original owner.
- The Retirement Cash Reserve is the total funding amount for the Cash Reserve at the beginning of each year. The Retirement Cash Reserve is funded from the Earmarked and Fund All Goals columns, and the Cash Reserve amount is included in both the Beginning and Ending Portfolio Values.

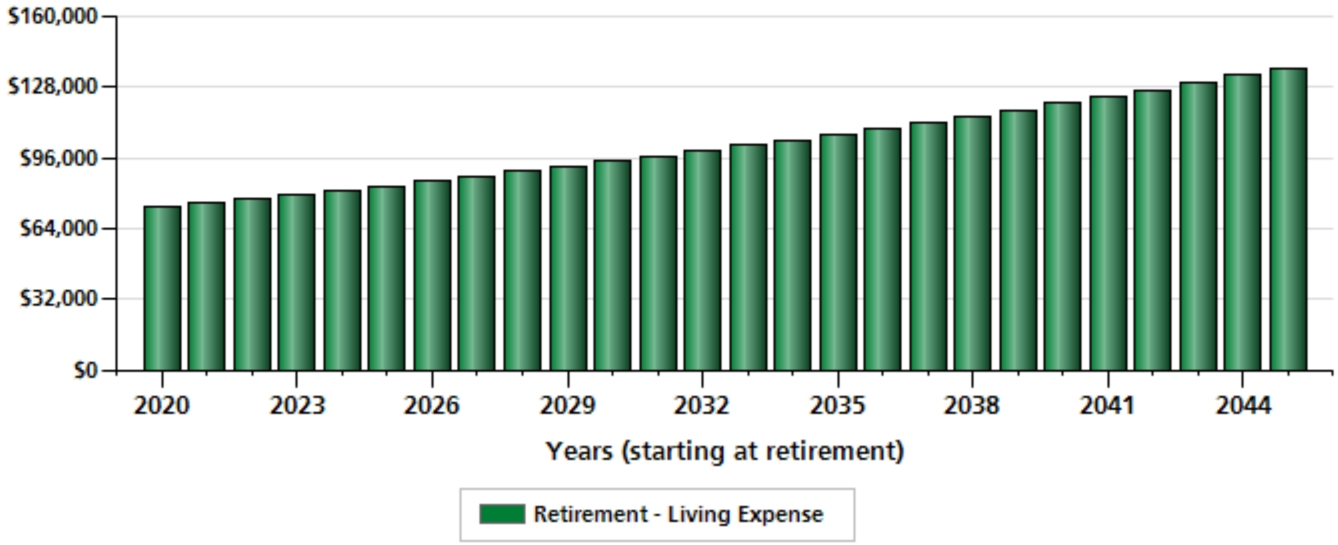
x - denotes shortfall

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

Worksheet Detail - Cash Used to Fund Goals

Scenario : Current Scenario using Average Returns

This graph shows the amounts available to fund each Goal from retirement through the End of the Plan. In each year, the amount available includes the portfolio principal, retirement income, investment earnings, and any lump-sum additions to the portfolio. All amounts are in after-tax, future dollars.



Notes

• The value shown for each goal is the amount available to fund the goal, based on all the assumptions that you have included in this Plan. In any year, this value can be less than the amount you specified for the goal expense. This graph does not indicate whether or not you have a goal shortfall in any year. Rather, it shows the amount of the goal expense that was funded, assuming that you execute all aspects of the Plan as you have indicated. Goals are funded in the order specified in the Plan.

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