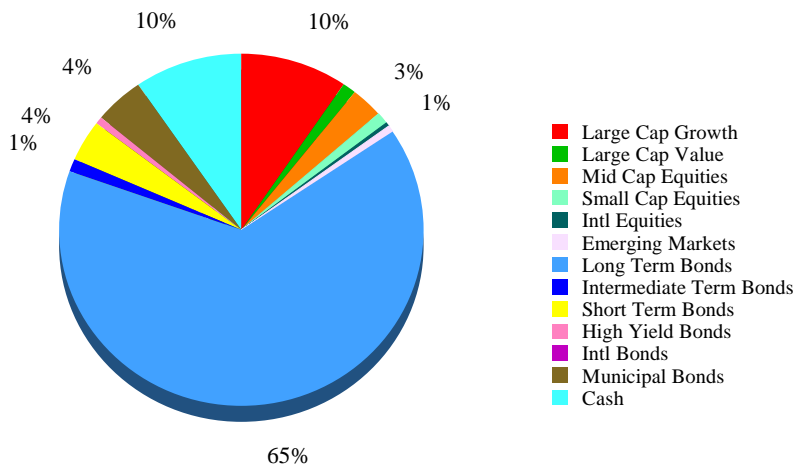


# Asset Mix

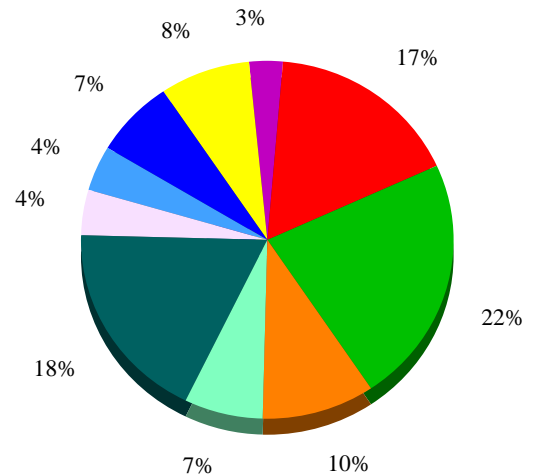
\$226,215 Portfolio



## Your Current Portfolio



## Recommended Portfolio Moderate Aggressive



Based on your risk tolerance and time horizon for funding your objectives, you should consider the Moderate Aggressive Portfolio asset mix.

Asset Class	Current Portfolio	Change +/-	Moderate Aggressive Portfolio
Large Cap Growth	\$21,920 10%	\$16,537	\$38,457 17%
Large Cap Value	\$2,720 1%	\$47,047	\$49,767 22%
Mid Cap Equities	\$6,425 3%	\$16,197	\$22,622 10%
Small Cap Equities	\$2,415 1%	\$13,420	\$15,835 7%
Intl Equities	\$800 0%	\$39,919	\$40,719 18%
Emerging Markets	\$1,370 1%	\$7,679	\$9,049 4%
Long Term Bonds	\$145,942 65%	(\$136,893)	\$9,049 4%
Intermediate Term Bonds	\$2,615 1%	\$13,221	\$15,835 7%
Short Term Bonds	\$8,482 4%	\$9,616	\$18,097 8%
High Yield Bonds	\$1,482 1%	(\$1,482)	\$0 0%
Intl Bonds	\$0 0%	\$6,786	\$6,786 3%
Municipal Bonds	\$10,000 4%	(\$10,000)	\$0 0%
Cash	\$22,046 10%	(\$22,046)	\$0 0%
<b>Total Assets</b>	<b>\$226,215 100%</b>		<b>\$226,215 100%</b>

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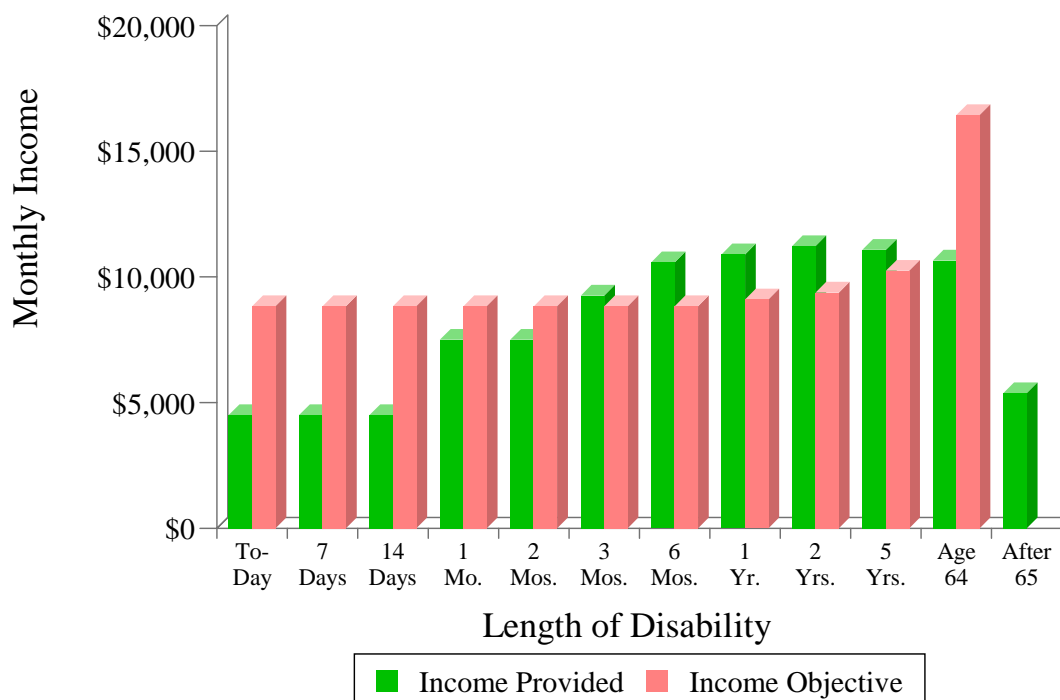
Ibbotson has been engaged by Financial Profiles, Inc. to develop proprietary Asset Allocation Tools (Asset Class Models and Risk Tolerance Questionnaire) for the sole purpose of providing education and guidance and Ibbotson has granted to Financial Profiles, Inc. a License for Financial Profiles' use thereof.

Some assets in this report have been classified based on returns-based style analysis and others have been manually classified.



# Disability Income Needs

In the event of Tom's disability



Need	Monthly Income Objective <sup>1</sup>	----- Estimated Monthly Income Provided -----				Income Surplus/ (Shortage)
		Marilyn's Earnings <sup>2</sup>	Social Security and Group Insurance	Personal Disability Insurance	Other	
Today	\$8,834	\$4,500	\$0	\$0	\$0	(\$4,334)
After 7 Days	8,834	4,500	0	0	0	(4,334)
After 14 Days	8,834	4,500	0	0	0	(4,334)
After 1 Month	8,834	4,500	0	3,000	0	(1,334)
After 2 Months	8,834	4,500	0	3,000	0	(1,334)
After 3 Months	8,834	4,500	1,750	3,000	0	416
After 6 Months	8,834	4,500	3,079	3,000	0	1,746
After 1 Year	9,099	4,635	3,172	3,090	0	1,798
After 2 Years	9,372	4,774	3,267	3,183	0	1,852
After 5 Years	10,241	5,217	2,380	3,478	0	834
Age 64	16,433	0	5,060	5,581	0	(5,792)
After 65	0	0	5,368	0	0	5,368

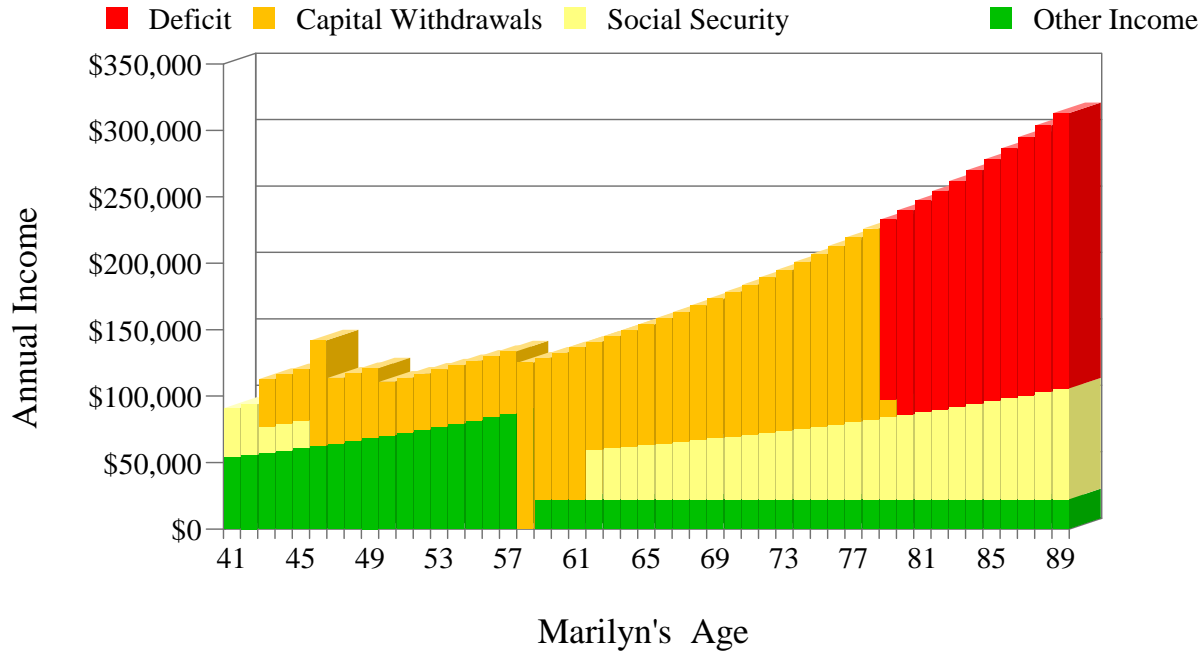
<sup>1</sup> Increases at the assumed rate of inflation of 3.00%.

<sup>2</sup> Increases annually by 3.00%.

# Survivor Needs Capital Analysis



## In the event of Tom's Death



### Income needs:

At Marilyn's age:	41	46	58
Annual income desired	\$90,000	\$141,894	\$125,149
Income available:	90,993	62,601	0
<b>Annual surplus/(shortage)</b>	<b>\$993</b>	<b>(\$79,293)</b>	<b>(\$125,149)</b>

Assets available at Tom's death	\$219,215
Life insurance death benefits	550,000

<i>Total capital available</i>	\$769,215
Immediate Cash needs	(110,000)

**Net capital available for income needs** \$659,215

Additional capital needed today to fund all income shortages and provide for your survivor's needs until Marilyn's age 90 is \$104,969.<sup>1</sup>

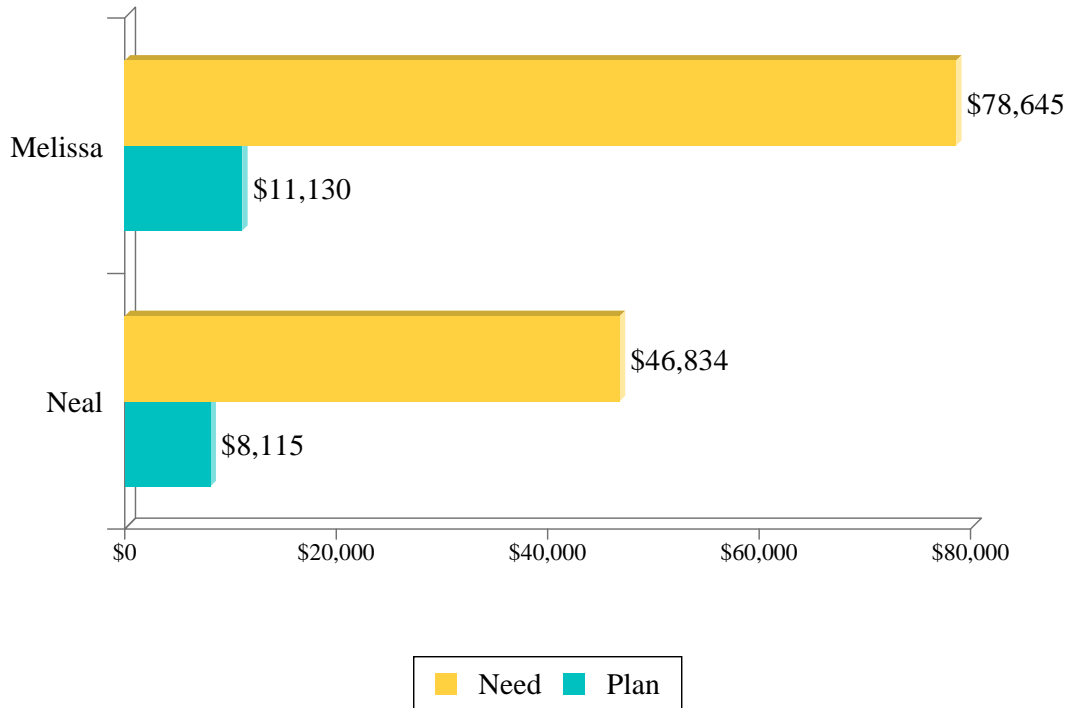
These results are hypothetical and are not a promise of future performance.

<sup>1</sup> Calculated based on an assumed rate of return of 6.00%.

# Education Funding Goals

Total Need \$125,479

Your Plan Provides \$19,245



This graph illustrates the projected capital needed to meet your education objectives and how your projected current savings and investments are helping meet the objectives.

<i>Name</i>	<i>Amount Needed Per Year (Today's \$)</i>	<i>Funding Alternatives<sup>1</sup></i>		
		<i>Additional Sum<sup>1</sup></i>	<i>Additional Monthly Level Savings</i>	<i>Additional Monthly Inflating Savings<sup>2</sup></i>
Melissa	\$16,000	\$54,234	\$2,326	\$2,292
Neal	8,000	26,436	493	466
<b>Totals</b>	<b>\$24,000</b>	<b>\$80,670</b>	<b>\$2,819</b>	<b>\$2,758</b>

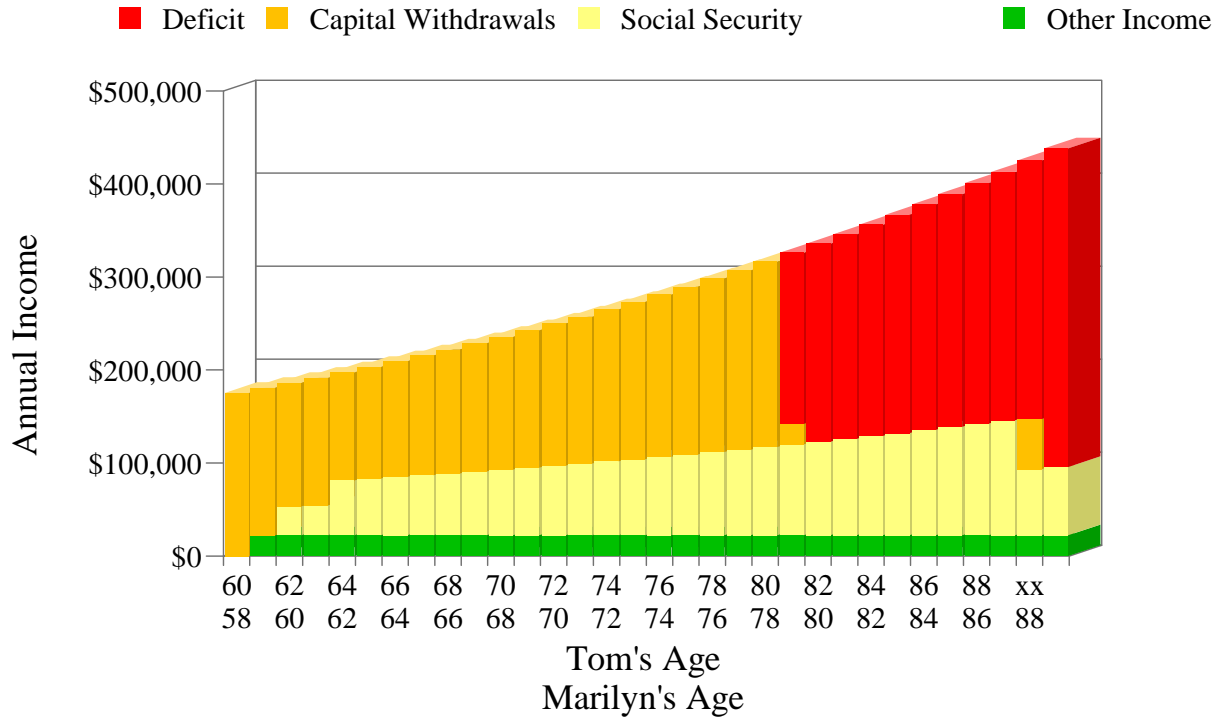
<sup>1</sup> Single-sum investment alternative assumes that existing savings will continue and Funding Alternatives earn a rate of return of 6.00%.

<sup>2</sup> The amount shown is for the first year only; this amount must be increased annually by the assumed inflation rate of 3.00%.

These results are hypothetical and are not a promise of future performance.

# Financial Independence

## Capital Analysis



Assuming: Tom's mortality age 90, Marilyn's mortality age 90

Based on the current assets and income sources available during period shown, your financial objectives will be satisfied until Tom's age 81.

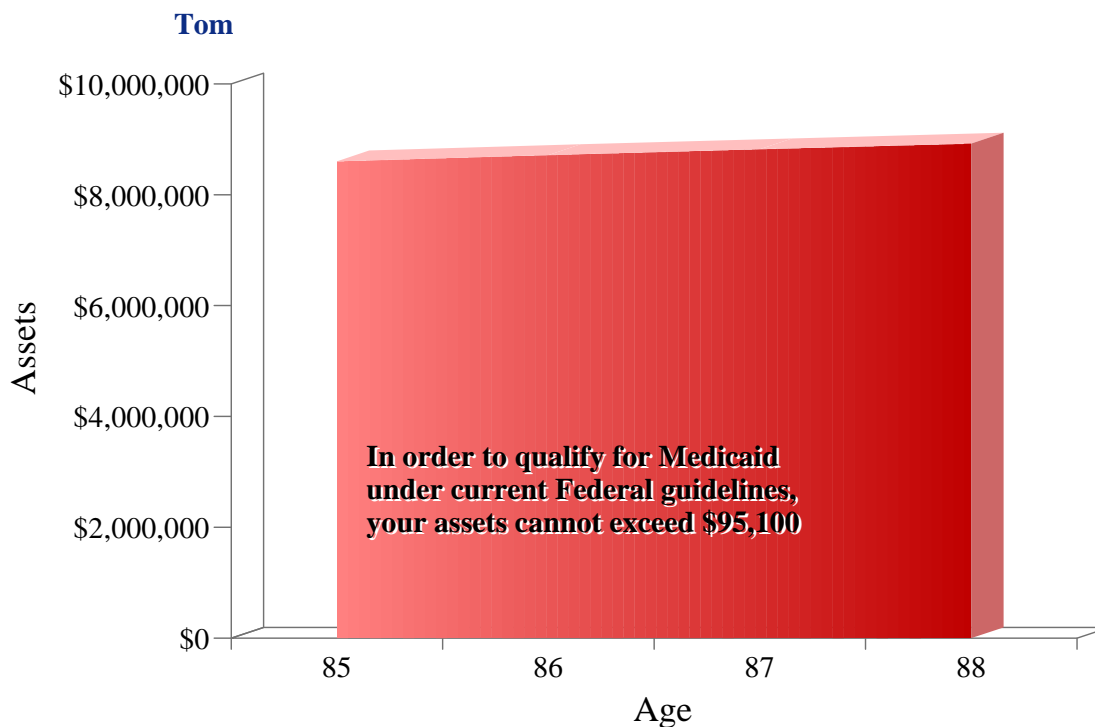
<i>At Tom's Age</i>	<i>At Marilyn's Age</i>	<i>Annual Income Desired -Present Value</i>	<i>Annual Income Desired -Future Value</i>	<i>Direct Income Sources</i>	<i>Capital Withdrawal</i>	<i>Remaining Balance/ (Deficit)</i>
60	58	\$106,004	\$175,208	\$0	\$175,208	\$1,656,322

To provide your desired income you will need additional capital, at Tom's age 60, of \$442,519.<sup>1</sup>

<sup>1</sup> Calculated based on an assumed rate of return of 6.00%.  
 These results are hypothetical and are not a promise of future performance.



# Long-Term Care



## Capital Available at Tom's age 85:

<b>Total assets</b>	\$10,276,079
<b>Less:</b> Residence	865,174
Personal Property	85,000
<b>Total Capital Available</b>	<u><u>\$9,325,905</u></u>

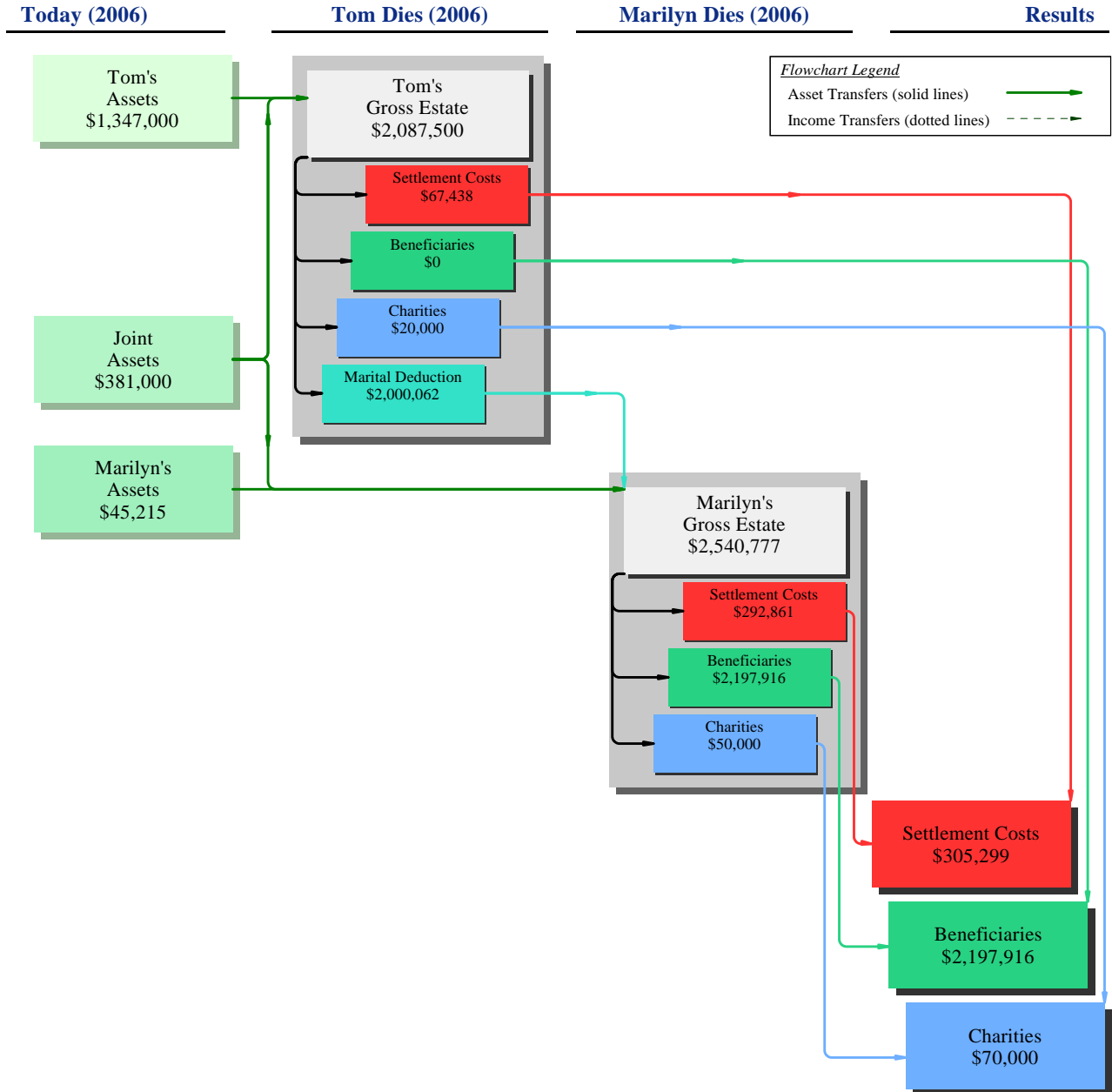
## Income needs at Tom's age 85

<b>Annual income desired:</b>	
Lifestyle Needs	\$366,847
Long-Term Care Costs	207,642
<b>Income Available:</b>	
Income Sources	132,102
Insurance Benefit	0
<b>Annual surplus/(shortage)</b>	<u><u>(\$442,386)</u></u>

Assuming: Long-Term Care estimated annual costs of \$60,000 today, increased by the assumed inflation rate of 3.00% for 42 years, will increase to \$207,642 per year.

These results are hypothetical and are not a promise of future performance.

# Estate Plan Flowchart



NOTE: Settlement costs at first death include \$55,000 of deductible debt not actually paid off at first death.