



# Financial Planning

- Will you be able to retire comfortably?
- Will your money last as long as you do?
- Are your investments allocated properly to fit your needs?
- Do you need to do estate planning?
- Are there enough funds and insurance for your survivors?
- Do you have adequate assets and insurance in the event of a disability?
- What will college costs be for your children/grandchildren?

The Stifel Wealth Strategist® Report provides in-depth analysis on critical issues, such as:

- Income Taxes
- Retirement Funding
- Investment Allocation
- Estate Preservation and Funding
- Insurance Needs
- Education Funding

## Survivor Sam and Sally Sample

**FYI**

At your death, your survivors' day-to-day needs will continue. Survivors will face ongoing long-term expenses in addition to their immediate cash needs. These ongoing expenses generally range from 40-75% of current after-tax household income. This page analyzes your survivors' long-term income needs.

The following three resources usually provide for survivors' income needs:

- Government programs** - May include Social Security, military, or Civil Service survivor benefits.
- Retirement plans** - May include IRAs, 401(k), 403(k), and any defined benefit pension plans of the decedent.
- Personal resources** - May include survivors' earned income as well as any other assets or income to be used by survivors (e.g., investment, business, or personal assets).

**Income Needs Summary**

	If Sam Dies	If Sally Dies
Government programs	\$257,210	\$230,286
Retirement plans	\$175,098	\$305,141
Personal resources	\$1,947,818	\$1,567,811
<b>Total Income Resources</b>	<b>\$2,380,125</b>	<b>\$2,103,239</b>
Present value of living expenses <sup>1</sup>	\$2,380,125	\$2,311,970
<b>Total Income Needs Shortfall</b>	<b>\$0</b>	<b>(\$208,731)</b>

**\*Annual Living Expenses (annual after-tax amount)**

	If Sam Dies	Years	If Sally Dies	Years
Living expenses for period 1	\$100,000	40	\$100,000	38
Living expenses for period 2	\$0	0	\$0	0

Assumptions:  
1. The first period is available to accommodate changing survivor living expenses over time. For example, a surviving spouse's living expenses might be assumed to decrease when the first child leaves home.  
2. The need for period 1 is limited for the specified number of years and then followed immediately by the need shown in period 2, which is limited for the specified number of years.  
3. Total Income Shortfall represents an amount that, if invested today, at 6.00%, would cover the projected shortfall in long-term income needs.

## Survivor

**FYI**

Life insurance can be a simple and economical way to cover your survivors' immediate and long-term financial needs. There are two major types of life insurance, and each is highlighted below:

- Term insurance** - Choice of level or decreasing death benefit - Choice of level or increasing premium - Low cost in early years - Good for temporary protection needs - May be converted to permanent life insurance
- Permanent insurance** - Choice of level or flexible premium - Choice of level or adjustable death benefit - Opportunity for cash value buildup - Lifetime insurance protection - Cash value for lifetime needs

The type of life insurance that is right for you depends on your personal situation.

**Total Survivor Needs**

Current Situation	If Sam Dies	If Sally Dies
Cash resources	\$1,610,000	\$400,000
Cash needs	\$556,830	\$556,830
<b>Cash Needs Shortfall</b>	<b>\$0</b>	<b>(\$156,830)</b>
Income resources	\$2,380,125	\$2,311,970
Income needs	\$2,380,125	\$2,311,970
<b>Income Needs Shortfall</b>	<b>\$0</b>	<b>(\$208,731)</b>
<b>Total Survivor Needs Shortfall</b>	<b>\$0</b>	<b>(\$365,562)</b>

**Proposed Solution**

Proposed life insurance	\$0	\$400,000
Survivor Needs Shortfall	\$0	(\$365,562)
<b>Remaining Shortfall</b>	<b>\$0</b>	<b>\$0</b>

**Survivor Cash Flow Current Situation - If Sam Dies**

The chart on this page illustrates the resources projected to meet survivor income needs for each year of the analysis period (it is assumed that death occurs today). Red indicates projected shortfall of resources in a given year. The numbers provided in the table are the projected values for each year.

Year	Age	Government Programs	Retirement Plans	Personal Resources	Desired Income	Surplus / (Shortfall)
2007	51	\$31,610	\$0	\$68,390	\$100,000	\$0
2008	52	\$16,942	\$0	\$86,958	\$103,000	\$0
2009	53	\$16,283	\$0	\$89,807	\$106,000	\$0
2010	54	\$16,327	\$0	\$92,746	\$109,273	\$0
2011	55	\$16,775	\$0	\$95,776	\$112,551	\$0
2012	56	\$0	\$0	\$115,927	\$116,000	\$0
2013	57	\$0	\$0	\$119,405	\$120,000	\$0
2014	58	\$0	\$0	\$122,987	\$124,000	\$0
2015	59	\$0	\$0	\$126,677	\$128,000	\$0
2016	60	\$0	\$0	\$130,477	\$132,000	\$0
2017	61	\$0	\$0	\$134,392	\$136,000	\$0
2018	62	\$0	\$0	\$138,423	\$140,000	\$0
2019	63	\$0	\$0	\$142,576	\$144,276	\$0
2020	64	\$0	\$30,096	\$126,737	\$148,833	\$0
2021	65	\$24,478	\$20,699	\$106,082	\$153,259	\$0
2022	66	\$24,845	\$21,320	\$109,631	\$157,797	\$0
2023	67	\$25,218	\$21,960	\$113,293	\$162,471	\$0
2024	68	\$25,596	\$22,619	\$117,070	\$167,285	\$0
2025	69	\$25,980	\$23,297	\$120,966	\$172,243	\$0
2026	70	\$26,370	\$23,996	\$124,985	\$177,351	\$0
2027	71	\$26,765	\$24,716	\$129,130	\$182,611	\$0
2028	72	\$27,167	\$25,458	\$133,405	\$188,029	\$0
2029	73	\$27,574	\$26,221	\$137,815	\$193,610	\$0
2030	74	\$27,988	\$27,008	\$142,363	\$199,359	\$0
2031	75	\$28,408	\$27,818	\$147,054	\$205,279	\$0
2032	76	\$28,834	\$28,653	\$151,891	\$211,378	\$0
2033	77	\$29,266	\$29,512	\$156,881	\$217,659	\$0
2034	78	\$29,705	\$30,398	\$162,026	\$224,129	\$0

## AllocationMaster

Sam and Sally Sample

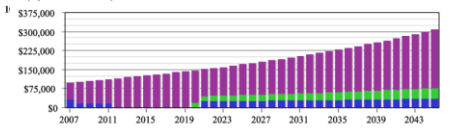
### Asset Mix Comparison - Composite Assets

	Present Asset Mix	Proposed Asset Mix	Adjustment
Cash Equivalents	\$16,700 2.53%	\$0 0.00%	(\$16,700)
T-Notes/CDs	\$16,555 2.91%	\$16,547 2.91%	(\$8)
Fixed Annuities	\$18,730 3.29%	\$0 0.00%	(\$18,730)
Inter-Term Gov Bond	\$0 0.00%	\$61,120 10.74%	\$61,120
Municipal Bonds	\$36,000 6.33%	\$75,724 13.30%	\$39,724
Corporate Bonds	\$30,930 5.43%	\$70,646 12.41%	\$39,716
Mtge Backed Bonds	\$15,000 2.64%	\$14,998 2.64%	(\$2)
Large Value Stocks	\$114,575 20.13%	\$85,375 15.00%	(\$29,200)
Large Growth Stocks	\$92,500		
Small Value Stocks	\$25,000		
Small Growth Stocks	\$141,725		
Mid Cap Stocks	\$4,350		
Real Estate	\$5,000		
Venture Capital	\$10,000		
International Stocks	\$40,000		
International Bonds	\$2,100		
<b>Total</b>	<b>\$669,165</b>		

## Survivor Sam and Sally Sample

### Survivor Cash Flow Current Situation - If Sam Dies

The chart on this page illustrates the resources projected to meet survivor income needs for each year of the analysis period (it is assumed that death occurs today). Red indicates projected shortfall of resources in a given year. The numbers provided in the table are the projected values for each year.



Year	Age	Government Programs	Retirement Plans	Personal Resources	Desired Income	Surplus / (Shortfall)
2007	51	\$31,610	\$0	\$68,390	\$100,000	\$0
2008	52	\$16,942	\$0	\$86,958	\$103,000	\$0
2009	53	\$16,283	\$0	\$89,807	\$106,000	\$0
2010	54	\$16,327	\$0	\$92,746	\$109,273	\$0
2011	55	\$16,775	\$0	\$95,776	\$112,551	\$0
2012	56	\$0	\$0	\$115,927	\$116,000	\$0
2013	57	\$0	\$0	\$119,405	\$120,000	\$0
2014	58	\$0	\$0	\$122,987	\$124,000	\$0
2015	59	\$0	\$0	\$126,677	\$128,000	\$0
2016	60	\$0	\$0	\$130,477	\$132,000	\$0
2017	61	\$0	\$0	\$134,392	\$136,000	\$0
2018	62	\$0	\$0	\$138,423	\$140,000	\$0
2019	63	\$0	\$0	\$142,576	\$144,276	\$0
2020	64	\$0	\$30,096	\$126,737	\$148,833	\$0
2021	65	\$24,478	\$20,699	\$106,082	\$153,259	\$0
2022	66	\$24,845	\$21,320	\$109,631	\$157,797	\$0
2023	67	\$25,218	\$21,960	\$113,293	\$162,471	\$0
2024	68	\$25,596	\$22,619	\$117,070	\$167,285	\$0
2025	69	\$25,980	\$23,297	\$120,966	\$172,243	\$0
2026	70	\$26,370	\$23,996	\$124,985	\$177,351	\$0
2027	71	\$26,765	\$24,716	\$129,130	\$182,611	\$0
2028	72	\$27,167	\$25,458	\$133,405	\$188,029	\$0
2029	73	\$27,574	\$26,221	\$137,815	\$193,610	\$0
2030	74	\$27,988	\$27,008	\$142,363	\$199,359	\$0
2031	75	\$28,408	\$27,818	\$147,054	\$205,279	\$0
2032	76	\$28,834	\$28,653	\$151,891	\$211,378	\$0
2033	77	\$29,266	\$29,512	\$156,881	\$217,659	\$0
2034	78	\$29,705	\$30,398	\$162,026	\$224,129	\$0