



# ESTATE SNAPSHOT™

*Rethinking Wealth Transfer | Simplifying Complexity*

Prepared For: Mr. & Mrs. Valued Client

Presented By: Valmark Advisor

"As Is" Analysis

February 2019

## Client Information and Plan Summary

Client	Birth Date
Mr. Valued Client	1/1/1958
Spouse	Birth Date
Mrs. Valued Client	1/1/1958

Total Income Goal (After-Tax)
\$400,000

Effective Tax Rates: Ordinary Income / Capital Gains	
35% / 15%	
State of Residence	Inflation Assumption
California	3.0%

Total Investible Assets	Real Assets
\$24,000,000	\$4,000,000

## Snapshot Details

- 1 2019 Federal Estate Exemption of \$11,400,000 per person is assumed to sunset after 2025 back to the original \$5,700,000 (indexed for inflation).
- 2 \$56,000 annual contributions to Qualified Accounts & \$200,000 to Long Term Non-Qualified until retirement at age 62.
- 3 Scheduled Income: Social Security - Mr. (\$42,296); Social Security - Mrs. (\$34,567); Deferred Compensation (\$300,000)
- 4 Existing Real Assets: \$3,000,000 (Primary Home); \$500,000 (Beach Condo); \$500,000 (Artwork)
- 5 Existing Life Insurance in Estate: Whole Life - Mr. (\$750,000)

# Action Plan

The action plan below is a summary of assets (Funding Source) that are held both in the estate and out of the estate (Category), if applicable. Each Solution may be affected differently when considering estate taxes, future appreciation, liquidity, and other potential obstacles when it comes to estate planning.

Category	Assets Within the Estate		
Solution	<p><b>\$8,000,000</b> Short Term Non-Qualified - Joint</p>	<p><b>\$2,000,000</b> Qualified Accounts - Mr.</p>	<p><b>\$14,000,000</b> Long Term Non-Qualified - Joint</p>
Funding Source	<p><b>\$8,000,000</b> Non-Qualified Accounts</p>	<p><b>\$2,000,000</b> Qualified Accounts</p>	<p><b>\$14,000,000</b> Non-Qualified Accounts</p>

# Estate Asset Overview

Assets Within the Estate									
Age at Year End	Short Term Non-Qualified - Joint		Qualified Accounts - Mr.		Long Term Non-Qualified - Joint		Estimated Taxes	Total Net Income from Income Accounts	Total Net Income Goal
	Capital Gains		Ordinary Income		Capital Gains				
	4.00%		6.00%		6.00%				
	Account Balance	Gross Income	Account Balance	Gross Income	Account Balance	Gross Income			
61 / 61	\$8,000,000	\$0	\$2,056,000	\$0	\$14,000,000	\$0	\$0	\$0	\$0
62 / 62	\$8,320,000	\$255,294	\$2,179,360	\$0	\$14,840,000	\$0	-\$143,294	\$195,000	\$412,000
63 / 63	\$8,387,294	\$269,835	\$2,310,122	\$0	\$15,730,400	\$0	-\$145,475	\$195,000	\$424,360
64 / 64	\$8,442,157	\$284,813	\$2,448,729	\$0	\$16,674,224	\$0	-\$147,722	\$195,000	\$437,091
65 / 65	\$8,483,638	\$300,239	\$2,595,653	\$0	\$17,674,677	\$0	-\$150,036	\$195,000	\$450,204
66 / 66	\$8,510,735	\$316,129	\$2,751,392	\$0	\$18,735,158	\$0	-\$152,419	\$195,000	\$463,710
67 / 67	\$8,522,390	\$303,927	\$2,916,475	\$0	\$19,859,268	\$0	-\$160,873	\$219,283	\$477,621
68 / 68	\$8,547,202	\$320,355	\$3,091,464	\$0	\$21,050,824	\$0	-\$163,491	\$219,648	\$491,950
69 / 69	\$8,555,921	\$337,283	\$3,276,952	\$0	\$22,313,873	\$0	-\$166,187	\$220,017	\$506,708
70 / 70	\$8,547,383	\$453,890	\$3,473,569	\$126,773	\$23,652,705	\$0	-\$135,195	\$53,700	\$521,909
71 / 71	\$8,417,232	\$465,934	\$3,547,604	\$133,872	\$25,071,868	\$0	-\$139,828	\$54,506	\$537,567
72 / 72	\$8,269,350	\$478,227	\$3,618,556	\$141,350	\$26,576,180	\$0	-\$144,635	\$55,324	\$553,694
73 / 73	\$8,102,769	\$490,771	\$3,685,839	\$149,224	\$28,170,751	\$0	-\$149,624	\$56,153	\$570,304
74 / 74	\$7,916,478	\$503,570	\$3,748,811	\$157,513	\$29,860,996	\$0	-\$154,802	\$56,996	\$587,413
75 / 75	\$7,709,425	\$516,627	\$3,806,776	\$166,235	\$31,652,655	\$0	-\$160,175	\$57,851	\$605,036
76 / 76	\$7,480,510	\$529,945	\$3,858,974	\$175,408	\$33,551,815	\$0	-\$165,751	\$58,718	\$623,187
77 / 77	\$7,228,587	\$544,197	\$3,904,580	\$184,178	\$35,564,924	\$0	-\$171,331	\$59,599	\$641,883
78 / 78	\$6,951,766	\$558,085	\$3,943,626	\$194,267	\$37,698,819	\$0	-\$177,324	\$60,493	\$661,139
79 / 79	\$6,649,428	\$573,053	\$3,974,320	\$203,811	\$39,960,748	\$0	-\$183,294	\$61,401	\$680,973
80 / 80	\$6,319,430	\$588,420	\$3,996,739	\$213,729	\$42,358,393	\$0	-\$189,461	\$62,322	\$701,402
81 / 81	\$5,960,251	\$604,205	\$4,009,990	\$224,022	\$44,899,897	\$0	-\$195,827	\$63,256	\$722,444
82 / 82	\$5,570,288	\$620,432	\$4,013,127	\$234,686	\$47,593,890	\$0	-\$202,395	\$64,205	\$744,118
83 / 83	\$5,147,850	\$637,128	\$4,005,147	\$245,715	\$50,449,524	\$0	-\$209,167	\$65,168	\$766,441
84 / 84	\$4,691,152	\$654,325	\$3,984,999	\$257,097	\$53,476,495	\$0	-\$216,144	\$66,146	\$789,435
85 / 85	\$4,198,300	\$673,448	\$3,951,576	\$266,998	\$56,685,085	\$0	-\$222,899	\$67,138	\$813,118
86 / 86	\$3,665,846	\$693,316	\$3,905,652	\$276,997	\$60,086,190	\$0	-\$229,805	\$68,145	\$837,511
87 / 87	\$3,091,432	\$713,990	\$3,846,375	\$287,043	\$63,691,361	\$0	-\$236,855	\$69,167	\$862,637
88 / 88	\$2,472,540	\$735,541	\$3,772,892	\$297,078	\$67,512,843	\$0	-\$244,039	\$70,205	\$888,516
89 / 89	\$1,806,479	\$758,051	\$3,684,363	\$307,030	\$71,563,614	\$0	-\$251,345	\$71,258	\$915,171
90 / 90	\$1,090,365	\$783,739	\$3,579,973	\$314,033	\$75,857,431	\$0	-\$258,102	\$72,327	\$942,626
91 / 91	\$318,891	\$318,891	\$3,461,896	\$963,748	\$80,408,876	\$0	-\$416,234	\$73,412	\$970,905
92 / 92	\$0	\$0	\$2,648,037	\$1,423,876	\$85,233,409	\$0	-\$529,912	\$74,513	\$1,000,032
93 / 93	\$0	\$0	\$1,297,611	\$1,297,611	\$90,347,414	\$130,536	-\$505,773	\$75,631	\$1,030,033
94 / 94	\$0	\$0	\$0	\$0	\$95,629,890	\$1,157,846	-\$206,186	\$76,765	\$1,060,934
95 / 95	\$0	\$0	\$0	\$0	\$100,140,367	\$1,193,936	-\$212,087	\$77,916	\$1,092,762

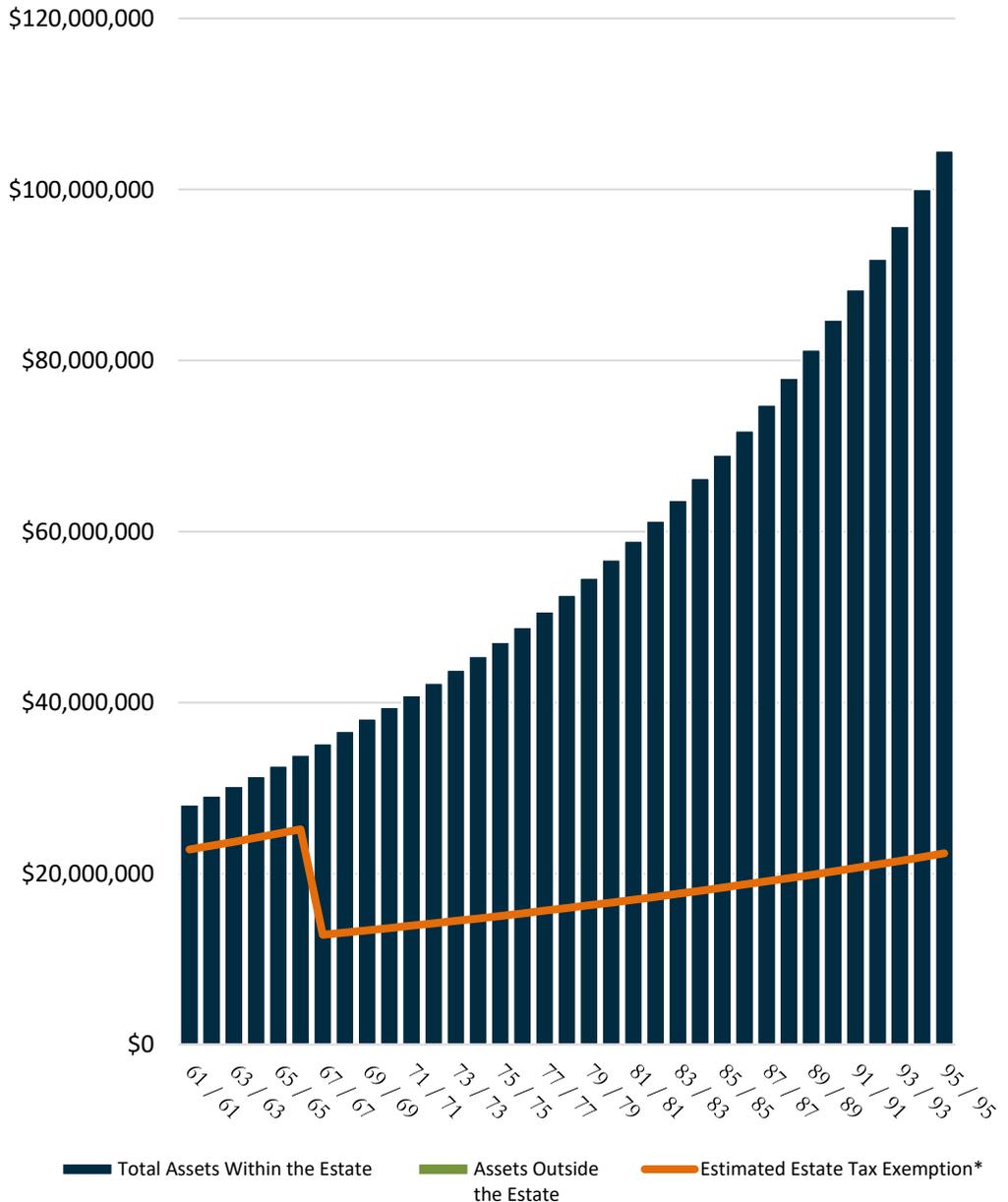
\*Estimated RMDs

# Wealth Accumulation Overview

The table below represents the projected Net Worth using end of year values. The chart further details the portion of Net Worth held in the estate and out of the estate compared to the Estimated Estate Tax Exemption.

Age at Year End	Assets Within the Estate	Real Estate	Assets Outside the Estate	Estimated Estate Tax Exemption*
61 / 61	\$24,056,000	\$4,000,000	\$0	\$22,800,000
62 / 62	\$25,084,066	\$4,040,000	\$0	\$23,256,000
63 / 63	\$26,157,980	\$4,080,400	\$0	\$23,721,120
64 / 64	\$27,280,297	\$4,121,204	\$0	\$24,195,542
65 / 65	\$28,453,729	\$4,162,416	\$0	\$24,679,453
66 / 66	\$29,681,156	\$4,204,040	\$0	\$25,173,042
67 / 67	\$30,994,206	\$4,246,081	\$0	\$12,838,252
68 / 68	\$32,369,134	\$4,288,541	\$0	\$13,095,017
69 / 69	\$33,809,462	\$4,331,427	\$0	\$13,356,917
70 / 70	\$35,092,994	\$4,374,741	\$0	\$13,624,055
71 / 71	\$36,436,898	\$4,418,489	\$0	\$13,896,536
72 / 72	\$37,844,510	\$4,462,673	\$0	\$14,174,467
73 / 73	\$39,319,363	\$4,507,300	\$0	\$14,457,956
74 / 74	\$40,865,202	\$4,552,373	\$0	\$14,747,116
75 / 75	\$42,485,994	\$4,597,897	\$0	\$15,042,058
76 / 76	\$44,185,945	\$4,643,876	\$0	\$15,342,899
77 / 77	\$45,969,715	\$4,690,315	\$0	\$15,649,757
78 / 78	\$47,841,858	\$4,737,218	\$0	\$15,962,752
79 / 79	\$49,807,631	\$4,784,590	\$0	\$16,282,007
80 / 80	\$51,872,413	\$4,832,436	\$0	\$16,607,647
81 / 81	\$54,041,911	\$4,880,760	\$0	\$16,939,800
82 / 82	\$56,322,187	\$4,929,568	\$0	\$17,278,596
83 / 83	\$58,719,679	\$4,978,863	\$0	\$17,624,168
84 / 84	\$61,241,224	\$5,028,652	\$0	\$17,976,652
85 / 85	\$63,894,515	\$5,078,939	\$0	\$18,336,185
86 / 86	\$66,687,377	\$5,129,728	\$0	\$18,702,908
87 / 87	\$69,628,136	\$5,181,025	\$0	\$19,076,967
88 / 88	\$72,725,656	\$5,232,836	\$0	\$19,458,506
89 / 89	\$75,989,374	\$5,285,164	\$0	\$19,847,676
90 / 90	\$79,429,996	\$5,338,016	\$0	\$20,244,629
91 / 91	\$82,907,025	\$5,391,396	\$0	\$20,649,522
92 / 92	\$86,457,570	\$5,445,310	\$0	\$21,062,512
93 / 93	\$90,216,878	\$5,499,763	\$0	\$21,483,763
94 / 94	\$94,172,044	\$5,554,760	\$0	\$21,913,438
95 / 95	\$98,946,431	\$5,610,308	\$0	\$22,351,707

\*Assumes 2% Growth



# Estate Planning Details

Estate planning details are used to identify opportunities to improve the Total Net Estate that may ultimately pass on to beneficiaries.

Age at Year End	Assets Within the Estate (Including Real Estate)	Total Life Insurance Within the Estate	Estimated Estate Tax Exemption	Estimated Federal Estate Tax*	Total Life Insurance Out of the Estate	Out of Estate Assets	Excess Liquidity / (Liquidity Needed)	Total Net to Heirs	Estate Adjustment
61 / 61	\$28,056,000	\$750,000	\$22,800,000	(\$2,402,400)	\$0	\$0	(\$2,402,400)	\$26,403,600	92%
62 / 62	\$29,124,066	\$750,000	\$23,256,000	(\$2,647,226)	\$0	\$0	(\$2,647,226)	\$27,226,840	91%
63 / 63	\$30,238,380	\$750,000	\$23,721,120	(\$2,906,904)	\$0	\$0	(\$2,906,904)	\$28,081,476	91%
64 / 64	\$31,401,501	\$750,000	\$24,195,542	(\$3,182,384)	\$0	\$0	(\$3,182,384)	\$28,969,118	90%
65 / 65	\$32,616,145	\$750,000	\$24,679,453	(\$3,474,677)	\$0	\$0	(\$3,474,677)	\$29,891,468	90%
66 / 66	\$33,885,196	\$750,000	\$25,173,042	(\$3,784,861)	\$0	\$0	(\$3,784,861)	\$30,850,334	89%
67 / 67	\$35,240,287	\$750,000	\$12,838,252	(\$9,260,814)	\$0	\$0	(\$9,260,814)	\$26,729,473	74%
68 / 68	\$36,657,676	\$750,000	\$13,095,017	(\$9,725,064)	\$0	\$0	(\$9,725,064)	\$27,682,612	74%
69 / 69	\$38,140,889	\$750,000	\$13,356,917	(\$10,213,589)	\$0	\$0	(\$10,213,589)	\$28,677,300	74%
70 / 70	\$39,467,735	\$750,000	\$13,624,055	(\$10,637,472)	\$0	\$0	(\$10,637,472)	\$29,580,263	74%
71 / 71	\$40,855,387	\$750,000	\$13,896,536	(\$11,083,540)	\$0	\$0	(\$11,083,540)	\$30,521,847	73%
72 / 72	\$42,307,183	\$750,000	\$14,174,467	(\$11,553,086)	\$0	\$0	(\$11,553,086)	\$31,504,097	73%
73 / 73	\$43,826,663	\$750,000	\$14,457,956	(\$12,047,483)	\$0	\$0	(\$12,047,483)	\$32,529,180	73%
74 / 74	\$45,417,575	\$750,000	\$14,747,116	(\$12,568,184)	\$0	\$0	(\$12,568,184)	\$33,599,391	73%
75 / 75	\$47,083,891	\$750,000	\$15,042,058	(\$13,116,733)	\$0	\$0	(\$13,116,733)	\$34,717,158	73%
76 / 76	\$48,829,821	\$750,000	\$15,342,899	(\$13,694,769)	\$0	\$0	(\$13,694,769)	\$35,885,052	72%
77 / 77	\$50,660,030	\$750,000	\$15,649,757	(\$14,304,109)	\$0	\$0	(\$14,304,109)	\$37,105,921	72%
78 / 78	\$52,579,076	\$750,000	\$15,962,752	(\$14,946,529)	\$0	\$0	(\$14,946,529)	\$38,382,546	72%
79 / 79	\$54,592,221	\$750,000	\$16,282,007	(\$15,624,086)	\$0	\$0	(\$15,624,086)	\$39,718,136	72%
80 / 80	\$56,704,849	\$750,000	\$16,607,647	(\$16,338,880)	\$0	\$0	(\$16,338,880)	\$41,115,968	72%
81 / 81	\$58,922,671	\$750,000	\$16,939,800	(\$17,093,148)	\$0	\$0	(\$17,093,148)	\$42,579,523	71%
82 / 82	\$61,251,755	\$750,000	\$17,278,596	(\$17,889,264)	\$0	\$0	(\$17,889,264)	\$44,112,492	71%
83 / 83	\$63,698,543	\$750,000	\$17,624,168	(\$18,729,750)	\$0	\$0	(\$18,729,750)	\$45,718,793	71%
84 / 84	\$66,269,876	\$750,000	\$17,976,652	(\$19,617,290)	\$0	\$0	(\$19,617,290)	\$47,402,586	71%
85 / 85	\$68,973,454	\$750,000	\$18,336,185	(\$20,554,908)	\$0	\$0	(\$20,554,908)	\$49,168,546	71%
86 / 86	\$71,817,105	\$750,000	\$18,702,908	(\$21,545,679)	\$0	\$0	(\$21,545,679)	\$51,021,426	70%
87 / 87	\$74,809,161	\$750,000	\$19,076,967	(\$22,592,878)	\$0	\$0	(\$22,592,878)	\$52,966,283	70%
88 / 88	\$77,958,492	\$750,000	\$19,458,506	(\$23,699,994)	\$0	\$0	(\$23,699,994)	\$55,008,497	70%
89 / 89	\$81,274,538	\$750,000	\$19,847,676	(\$24,870,745)	\$0	\$0	(\$24,870,745)	\$57,153,793	70%
90 / 90	\$84,768,012	\$750,000	\$20,244,629	(\$26,109,353)	\$0	\$0	(\$26,109,353)	\$59,408,659	69%
91 / 91	\$88,298,420	\$750,000	\$20,649,522	(\$27,359,559)	\$0	\$0	(\$27,359,559)	\$61,688,861	69%
92 / 92	\$91,902,880	\$750,000	\$21,062,512	(\$28,636,147)	\$0	\$0	(\$28,636,147)	\$64,016,733	69%
93 / 93	\$95,716,640	\$750,000	\$21,483,763	(\$29,993,151)	\$0	\$0	(\$29,993,151)	\$66,473,489	69%
94 / 94	\$100,026,805	\$750,000	\$21,913,438	(\$31,545,347)	\$0	\$0	(\$31,545,347)	\$69,231,458	69%
95 / 95	\$104,556,739	\$750,000	\$22,351,707	(\$33,182,013)	\$0	\$0	(\$33,182,013)	\$72,124,726	68%

\*Assuming 40% Estate Tax Rate

# Disclosures

Assumptions :

- 1 See below for Asset Management returns
- 2 Average Blended Tax Rate assumed for this plan is 35% Ordinary Income & 15% Capital Gains
- 3 Annual cost of living adjustment on Total Income Goal is 3.0%
- 4 Investible net worth on the Wealth Accumulation Overview is based on the estimated account values of the underlying investments at the end of each year
- 5 The total after tax income is derived from summing up all income generated in that year less the estimated taxes
- 6 Projections are done on the lessor of a 40-year basis or age 95 and may not represent the full length of retirement or life expectancy

Title	Assumed Growth Rate
Qualified Accounts	6.00%
Short Term Non-Qualified	4.00%
Long Term Non-Qualified	6.00%
Real Estate	1.00%

# Disclosures

## 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 questionnaire 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.

## 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.

## Projections and Returns

The projections or other information generated by The Estate Snapshot™ 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 actual returns of a specific product or accounts may be more or less than the returns used in The Estate Snapshot™. 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. No Plan or Report has the ability to accurately predict the future. As investment returns, inflation, taxes, and other economic conditions vary from The Estate Snapshot™ assumptions, your actual results will vary (perhaps significantly) from those presented in this Report.

## 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.

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.

## Accompanying Documents

This material must be preceded or accompanied by a prospectus for each investment product being recommended. Prospectuses are available from your financial professional. The prospectus contains information about the product's features, risks, charges and expenses. The investment objectives, risks and policies of the investment options, as well as other information about the investment options, living and death benefits are also described in the prospectuses. Please read the prospectuses and consider this information carefully before investing. Product availability and features may vary by state. Please refer to the contract prospectus for more complete details regarding the living and death benefits. Estimated fees on accounts are estimates only and should not be considered nor relied upon as a guarantee. For actual fee schedules of solutions proposed in this Blueprint, please reference prospectuses and any other disclosure provided to you.

**Guarantees** are based on the claims-paying ability of the issuing company.

**Net Death Benefit to Offset Estate Taxes** is the cumulative death benefits payable to heirs, which is owned outside of the estate (i.e. Irrevocable Life Insurance Trust).

**All returns are shown net of fees and loads. Returns are based on a spread between asset allocation and inflation.**

**Estimated Required Minimum Distributions (RMDs)** are based on the IRS's Uniform Lifetime Table.

Unless otherwise stated, the client(s) for whom this Snapshot is created are assumed to be living for all projections.