



ESTATE SNAPSHOT™

Rethinking Wealth Transfer | Simplifying Complexity

Prepared For: Mr. & Mrs. Valued Client

Presented By: Valmark Advisor

"Recommended" 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

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

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

Total Investible Assets	Real Assets
\$14,000,000	\$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)
- 6 Utilize Unified Credit to fund two Spousal Lifetime Access Trusts (SLATs) - \$5,000,000 for each spouse
- 7 Utilize Unified Credit of \$220,000 to seed trust, remaining Irrevocable Life Insurance Trust (ILIT) funding to come from Private Note.
- 8 Private Note of \$1,980,000 at 1.90% (Long-Term Applicable Federal Rate) to fund survivorship policy in ILIT.

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				Assets Outside the Estate		Estate Planning Tools
Solution	\$8,000,000 Short Term Non-Qualified - Joint	\$2,000,000 Qualified Accounts - Mr.	\$2,020,000 Long Term Non-Qualified - Joint	\$1,980,000 Note Receivable - Joint	\$10,000,000 SLATs - Mr. & Mrs.	\$5,000,000 ILIT - Joint	Note Payable - Joint
Funding Source	\$8,000,000 Non-Qualified Accounts	\$2,000,000 Qualified Accounts	\$2,020,000 Non-Qualified Accounts	\$1,980,000 Non-Qualified Accounts	\$10,000,000 Non-Qualified Accounts - Joint	\$2,200,000 Note (90%) Gift (10%)	\$1,980,000 Non-Qualified Accounts

Estate Asset Overview

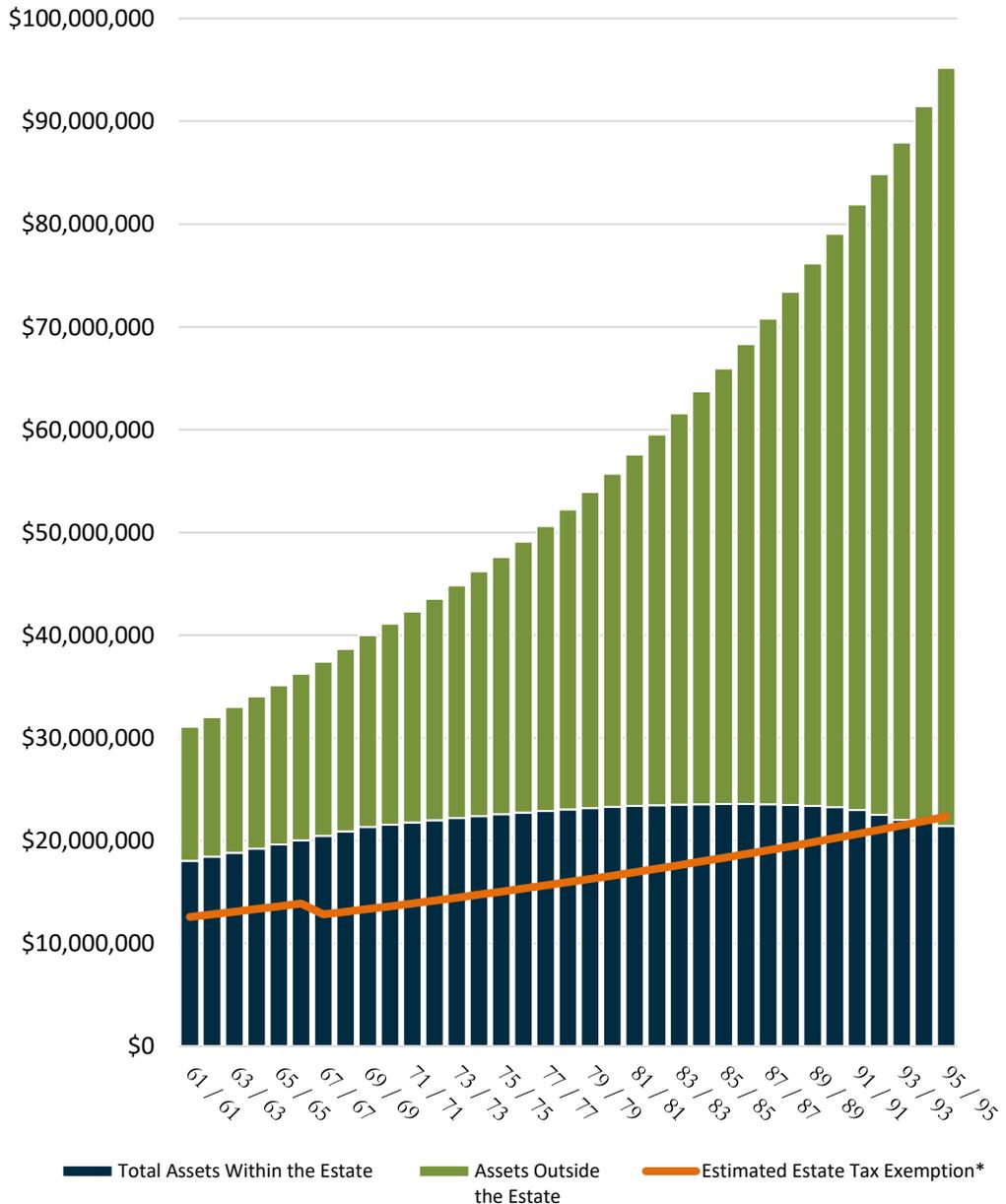
Age at Year End	Assets Within the Estate							Assets Outside of the Estate		Estate Planning Tools		Estimated Taxes	Total Net Income from Income Accounts	Total Net Income Goal
	Short Term Non-Qualified		Qualified Accounts - Mr.		Long Term Non-Qualified		Note Receivable	SLATs	ILIT	Note Payable				
	Capital Gains		Ordinary Income		Capital Gains									
	4.00%		6.00%		6.00%		1.90%	6.00%	0.00%	1.90%				
Account Balance	Gross Income	Account Balance	Gross Income	Account Balance	Gross Income	Account Balance	Account Balance	Death Benefit	Account Balance					
61 / 61	\$8,000,000	\$0	\$2,056,000	\$0	\$2,020,000	\$0	\$1,980,000	\$10,000,000	\$5,000,000	-\$1,980,000	\$0	\$0	\$0	
62 / 62	\$8,320,000	\$255,294	\$2,179,360	\$0	\$2,141,200	\$0	\$2,017,620	\$10,600,000	\$5,000,000	-\$2,017,620	-\$143,294	\$195,000	\$412,000	
63 / 63	\$8,387,294	\$269,835	\$2,310,122	\$0	\$2,269,672	\$0	\$2,055,955	\$11,236,000	\$5,000,000	-\$2,055,955	-\$145,475	\$195,000	\$424,360	
64 / 64	\$8,442,157	\$284,813	\$2,448,729	\$0	\$2,405,852	\$0	\$2,095,018	\$11,910,160	\$5,000,000	-\$2,095,018	-\$147,722	\$195,000	\$437,091	
65 / 65	\$8,483,638	\$300,239	\$2,595,653	\$0	\$2,550,203	\$0	\$2,134,823	\$12,624,770	\$5,000,000	-\$2,134,823	-\$150,036	\$195,000	\$450,204	
66 / 66	\$8,510,735	\$316,129	\$2,751,392	\$0	\$2,703,216	\$0	\$2,175,385	\$13,382,256	\$5,000,000	-\$2,175,385	-\$152,419	\$195,000	\$463,710	
67 / 67	\$8,522,390	\$303,927	\$2,916,475	\$0	\$2,865,409	\$0	\$2,216,717	\$14,185,191	\$5,000,000	-\$2,216,717	-\$160,873	\$219,283	\$477,621	
68 / 68	\$8,547,202	\$320,355	\$3,091,464	\$0	\$3,037,333	\$0	\$2,258,835	\$15,036,303	\$5,000,000	-\$2,258,835	-\$163,491	\$219,648	\$491,950	
69 / 69	\$8,555,921	\$337,283	\$3,276,952	\$0	\$3,219,573	\$0	\$2,301,753	\$15,938,481	\$5,000,000	-\$2,301,753	-\$166,187	\$220,017	\$506,708	
70 / 70	\$8,547,383	\$453,890	\$3,473,569	\$126,773	\$3,412,747	\$0	\$2,345,486	\$16,894,790	\$5,000,000	-\$2,345,486	-\$135,195	\$53,700	\$521,909	
71 / 71	\$8,417,232	\$465,934	\$3,547,604	\$133,872	\$3,617,512	\$0	\$2,390,050	\$17,908,477	\$5,000,000	-\$2,390,050	-\$139,828	\$54,506	\$537,567	
72 / 72	\$8,269,350	\$478,227	\$3,618,556	\$141,350	\$3,834,563	\$0	\$2,435,461	\$18,982,986	\$5,000,000	-\$2,435,461	-\$144,635	\$55,324	\$553,694	
73 / 73	\$8,102,769	\$490,771	\$3,685,839	\$149,224	\$4,064,637	\$0	\$2,481,735	\$20,121,965	\$5,000,000	-\$2,481,735	-\$149,624	\$56,153	\$570,304	
74 / 74	\$7,916,478	\$503,570	\$3,748,811	\$157,513	\$4,308,515	\$0	\$2,528,888	\$21,329,283	\$5,000,000	-\$2,528,888	-\$154,802	\$56,996	\$587,413	
75 / 75	\$7,709,425	\$516,627	\$3,806,776	\$166,235	\$4,567,026	\$0	\$2,576,937	\$22,609,040	\$5,000,000	-\$2,576,937	-\$160,175	\$57,851	\$605,036	
76 / 76	\$7,480,510	\$529,945	\$3,858,974	\$175,408	\$4,841,048	\$0	\$2,625,899	\$23,965,582	\$5,000,000	-\$2,625,899	-\$165,751	\$58,718	\$623,187	
77 / 77	\$7,228,587	\$544,197	\$3,904,580	\$184,178	\$5,131,510	\$0	\$2,675,791	\$25,403,517	\$5,000,000	-\$2,675,791	-\$171,331	\$59,599	\$641,883	
78 / 78	\$6,951,766	\$558,085	\$3,943,626	\$194,267	\$5,439,401	\$0	\$2,726,631	\$26,927,728	\$5,000,000	-\$2,726,631	-\$177,324	\$60,493	\$661,139	
79 / 79	\$6,649,428	\$573,053	\$3,974,320	\$203,811	\$5,765,765	\$0	\$2,778,437	\$28,543,392	\$5,000,000	-\$2,778,437	-\$183,294	\$61,401	\$680,973	
80 / 80	\$6,319,430	\$588,420	\$3,996,739	\$213,729	\$6,111,711	\$0	\$2,831,227	\$30,255,995	\$5,000,000	-\$2,831,227	-\$189,461	\$62,322	\$701,402	
81 / 81	\$5,960,251	\$604,205	\$4,009,990	\$224,022	\$6,478,414	\$0	\$2,885,020	\$32,071,355	\$5,000,000	-\$2,885,020	-\$195,827	\$63,256	\$722,444	
82 / 82	\$5,570,288	\$620,432	\$4,013,127	\$234,686	\$6,867,118	\$0	\$2,939,836	\$33,995,636	\$5,000,000	-\$2,939,836	-\$202,395	\$64,205	\$744,118	
83 / 83	\$5,147,850	\$637,128	\$4,005,147	\$245,715	\$7,279,146	\$0	\$2,995,693	\$36,035,374	\$5,000,000	-\$2,995,693	-\$209,167	\$65,168	\$766,441	
84 / 84	\$4,691,152	\$654,325	\$3,984,999	\$257,097	\$7,715,894	\$0	\$3,052,611	\$38,197,497	\$5,000,000	-\$3,052,611	-\$216,144	\$66,146	\$789,435	
85 / 85	\$4,198,300	\$673,448	\$3,951,576	\$266,998	\$8,178,848	\$0	\$3,110,610	\$40,489,346	\$5,000,000	-\$3,110,610	-\$222,899	\$67,138	\$813,118	
86 / 86	\$3,665,846	\$693,316	\$3,905,652	\$276,997	\$8,669,579	\$0	\$3,169,712	\$42,918,707	\$5,000,000	-\$3,169,712	-\$229,805	\$68,145	\$837,511	
87 / 87	\$3,091,432	\$713,990	\$3,846,375	\$287,043	\$9,189,754	\$0	\$3,229,936	\$45,493,830	\$5,000,000	-\$3,229,936	-\$236,855	\$69,167	\$862,637	
88 / 88	\$2,472,540	\$735,541	\$3,772,892	\$297,078	\$9,741,139	\$0	\$3,291,305	\$48,223,459	\$5,000,000	-\$3,291,305	-\$244,039	\$70,205	\$888,516	
89 / 89	\$1,806,479	\$758,051	\$3,684,363	\$307,030	\$10,325,607	\$0	\$3,353,840	\$51,116,867	\$5,000,000	-\$3,353,840	-\$251,345	\$71,258	\$915,171	
90 / 90	\$1,090,365	\$783,739	\$3,579,973	\$314,033	\$10,945,144	\$0	\$3,417,563	\$54,183,879	\$5,000,000	-\$3,417,563	-\$258,102	\$72,327	\$942,626	
91 / 91	\$318,891	\$318,891	\$3,461,896	\$963,748	\$11,601,852	\$0	\$3,482,497	\$57,434,912	\$5,000,000	-\$3,482,497	-\$416,234	\$73,412	\$970,905	
92 / 92	\$0	\$0	\$2,648,037	\$1,423,876	\$12,297,963	\$0	\$3,548,664	\$60,881,006	\$5,000,000	-\$3,548,664	-\$529,912	\$74,513	\$1,000,032	
93 / 93	\$0	\$0	\$1,297,611	\$1,297,611	\$13,035,841	\$130,536	\$3,616,089	\$64,533,867	\$5,000,000	-\$3,616,089	-\$505,773	\$75,631	\$1,030,033	
94 / 94	\$0	\$0	\$0	\$0	\$13,679,624	\$1,157,846	\$3,684,794	\$68,405,899	\$5,000,000	-\$3,684,794	-\$206,186	\$76,765	\$1,060,934	
95 / 95	\$0	\$0	\$0	\$0	\$13,273,084	\$1,193,936	\$3,754,806	\$72,510,253	\$5,000,000	-\$3,754,806	-\$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	\$14,056,000	\$4,000,000	\$13,020,000	\$12,580,000
62 / 62	\$14,402,886	\$4,040,000	\$13,582,380	\$12,831,600
63 / 63	\$14,753,207	\$4,080,400	\$14,180,045	\$13,088,232
64 / 64	\$15,106,944	\$4,121,204	\$14,815,142	\$13,349,997
65 / 65	\$15,464,078	\$4,162,416	\$15,489,946	\$13,616,997
66 / 66	\$15,824,598	\$4,204,040	\$16,206,871	\$13,889,337
67 / 67	\$16,217,065	\$4,246,081	\$16,968,474	\$12,838,252
68 / 68	\$16,614,478	\$4,288,541	\$17,777,468	\$13,095,017
69 / 69	\$17,016,915	\$4,331,427	\$18,636,728	\$13,356,917
70 / 70	\$17,198,522	\$4,374,741	\$19,549,304	\$13,624,055
71 / 71	\$17,372,593	\$4,418,489	\$20,518,427	\$13,896,536
72 / 72	\$17,538,354	\$4,462,673	\$21,547,524	\$14,174,467
73 / 73	\$17,694,984	\$4,507,300	\$22,640,230	\$14,457,956
74 / 74	\$17,841,609	\$4,552,373	\$23,800,395	\$14,747,116
75 / 75	\$17,977,302	\$4,597,897	\$25,032,103	\$15,042,058
76 / 76	\$18,101,077	\$4,643,876	\$26,339,683	\$15,342,899
77 / 77	\$18,212,093	\$4,690,315	\$27,727,726	\$15,649,757
78 / 78	\$18,309,071	\$4,737,218	\$29,201,097	\$15,962,752
79 / 79	\$18,391,085	\$4,784,590	\$30,764,955	\$16,282,007
80 / 80	\$18,456,958	\$4,832,436	\$32,424,768	\$16,607,647
81 / 81	\$18,505,448	\$4,880,760	\$34,186,334	\$16,939,800
82 / 82	\$18,535,251	\$4,929,568	\$36,055,800	\$17,278,596
83 / 83	\$18,544,994	\$4,978,863	\$38,039,682	\$17,624,168
84 / 84	\$18,533,234	\$5,028,652	\$40,144,886	\$17,976,652
85 / 85	\$18,498,888	\$5,078,939	\$42,378,736	\$18,336,185
86 / 86	\$18,440,477	\$5,129,728	\$44,748,995	\$18,702,908
87 / 87	\$18,356,465	\$5,181,025	\$47,263,893	\$19,076,967
88 / 88	\$18,245,257	\$5,232,836	\$49,932,154	\$19,458,506
89 / 89	\$18,105,207	\$5,285,164	\$52,763,027	\$19,847,676
90 / 90	\$17,935,272	\$5,338,016	\$55,766,316	\$20,244,629
91 / 91	\$17,582,497	\$5,391,396	\$58,952,415	\$20,649,522
92 / 92	\$17,070,789	\$5,445,310	\$62,332,342	\$21,062,512
93 / 93	\$16,521,394	\$5,499,763	\$65,917,778	\$21,483,763
94 / 94	\$16,206,572	\$5,554,760	\$69,721,104	\$21,913,438
95 / 95	\$15,833,954	\$5,610,308	\$73,755,447	\$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	\$18,056,000	\$750,000	\$12,580,000	(\$2,490,400)	\$5,000,000	\$8,020,000	\$2,509,600	\$29,335,600	109%
62 / 62	\$18,442,886	\$750,000	\$12,831,600	(\$2,544,514)	\$5,000,000	\$8,582,380	\$2,455,486	\$30,230,752	109%
63 / 63	\$18,833,607	\$750,000	\$13,088,232	(\$2,598,150)	\$5,000,000	\$9,180,045	\$2,401,850	\$31,165,502	108%
64 / 64	\$19,228,148	\$750,000	\$13,349,997	(\$2,651,260)	\$5,000,000	\$9,815,142	\$2,348,740	\$32,142,029	108%
65 / 65	\$19,626,494	\$750,000	\$13,616,997	(\$2,703,799)	\$5,000,000	\$10,489,946	\$2,296,201	\$33,162,641	107%
66 / 66	\$20,028,638	\$750,000	\$13,889,337	(\$2,755,721)	\$5,000,000	\$11,206,871	\$2,244,279	\$34,229,788	107%
67 / 67	\$20,463,145	\$750,000	\$12,838,252	(\$3,349,957)	\$5,000,000	\$11,968,474	\$1,650,043	\$34,831,662	105%
68 / 68	\$20,903,020	\$750,000	\$13,095,017	(\$3,423,201)	\$5,000,000	\$12,777,468	\$1,576,799	\$36,007,286	105%
69 / 69	\$21,348,342	\$750,000	\$13,356,917	(\$3,496,570)	\$5,000,000	\$13,636,728	\$1,503,430	\$37,238,500	104%
70 / 70	\$21,573,263	\$750,000	\$13,624,055	(\$3,479,683)	\$5,000,000	\$14,549,304	\$1,520,317	\$38,392,884	104%
71 / 71	\$21,791,082	\$750,000	\$13,896,536	(\$3,457,818)	\$5,000,000	\$15,518,427	\$1,542,182	\$39,601,690	104%
72 / 72	\$22,001,028	\$750,000	\$14,174,467	(\$3,430,624)	\$5,000,000	\$16,547,524	\$1,569,376	\$40,867,928	104%
73 / 73	\$22,202,284	\$750,000	\$14,457,956	(\$3,397,731)	\$5,000,000	\$17,640,230	\$1,602,269	\$42,194,783	104%
74 / 74	\$22,393,982	\$750,000	\$14,747,116	(\$3,358,747)	\$5,000,000	\$18,800,395	\$1,641,253	\$43,585,630	104%
75 / 75	\$22,575,199	\$750,000	\$15,042,058	(\$3,313,256)	\$5,000,000	\$20,032,103	\$1,686,744	\$45,044,045	104%
76 / 76	\$22,744,952	\$750,000	\$15,342,899	(\$3,260,821)	\$5,000,000	\$21,339,683	\$1,739,179	\$46,573,814	104%
77 / 77	\$22,902,407	\$750,000	\$15,649,757	(\$3,201,060)	\$5,000,000	\$22,727,726	\$1,798,940	\$48,179,073	104%
78 / 78	\$23,046,289	\$750,000	\$15,962,752	(\$3,133,415)	\$5,000,000	\$24,201,097	\$1,866,585	\$49,863,971	104%
79 / 79	\$23,175,675	\$750,000	\$16,282,007	(\$3,057,467)	\$5,000,000	\$25,764,955	\$1,942,533	\$51,633,163	104%
80 / 80	\$23,289,394	\$750,000	\$16,607,647	(\$2,972,698)	\$5,000,000	\$27,424,768	\$2,027,302	\$53,491,463	104%
81 / 81	\$23,386,208	\$750,000	\$16,939,800	(\$2,878,563)	\$5,000,000	\$29,186,334	\$2,121,437	\$55,443,980	104%
82 / 82	\$23,464,819	\$750,000	\$17,278,596	(\$2,774,489)	\$5,000,000	\$31,055,800	\$2,225,511	\$57,496,130	104%
83 / 83	\$23,523,857	\$750,000	\$17,624,168	(\$2,659,876)	\$5,000,000	\$33,039,682	\$2,340,124	\$59,653,663	104%
84 / 84	\$23,561,886	\$750,000	\$17,976,652	(\$2,534,094)	\$5,000,000	\$35,144,886	\$2,465,906	\$61,922,678	104%
85 / 85	\$23,577,827	\$750,000	\$18,336,185	(\$2,396,657)	\$5,000,000	\$37,378,736	\$2,603,343	\$64,309,906	104%
86 / 86	\$23,570,205	\$750,000	\$18,702,908	(\$2,246,919)	\$5,000,000	\$39,748,995	\$2,753,081	\$66,822,282	104%
87 / 87	\$23,537,490	\$750,000	\$19,076,967	(\$2,084,209)	\$5,000,000	\$42,263,893	\$2,915,791	\$69,467,174	104%
88 / 88	\$23,478,092	\$750,000	\$19,458,506	(\$1,907,835)	\$5,000,000	\$44,932,154	\$3,092,165	\$72,252,412	104%
89 / 89	\$23,390,371	\$750,000	\$19,847,676	(\$1,717,078)	\$5,000,000	\$47,763,027	\$3,282,922	\$75,186,320	105%
90 / 90	\$23,273,288	\$750,000	\$20,244,629	(\$1,511,463)	\$5,000,000	\$50,766,316	\$3,488,537	\$78,278,140	105%
91 / 91	\$22,973,893	\$750,000	\$20,649,522	(\$1,229,748)	\$5,000,000	\$53,952,415	\$3,770,252	\$81,446,560	105%
92 / 92	\$22,516,098	\$750,000	\$21,062,512	(\$881,434)	\$5,000,000	\$57,332,342	\$4,118,566	\$84,717,006	105%
93 / 93	\$22,021,157	\$750,000	\$21,483,763	(\$514,958)	\$5,000,000	\$60,917,778	\$4,485,042	\$88,173,977	105%
94 / 94	\$21,761,332	\$750,000	\$21,913,438	(\$239,158)	\$5,000,000	\$64,721,104	\$4,760,842	\$91,993,279	105%
95 / 95	\$21,444,262	\$750,000	\$22,351,707	\$0	\$5,000,000	\$68,755,447	\$5,000,000	\$95,949,709	105%

*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%
Note Receivable	1.90%
Real Estate	1.00%
SLATs	6.00%
ILIT	0.00%
Note Payable	1.90%

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.