

## CAPITAL NEEDS ANALYSIS

Mrs. Sample passes away in 2008

Rate of Return (before taxes):	7.0%
Based on AWC's Moderate Risk Model	

Inflation Rate:	3.0%
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Immediate Cash Needs:	\$566,589
See page 24 for details	

Long Term Annual Cash Need (net of taxes):	\$180,000
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Capital Available for Immediate and Long Term Needs:	\$30,000
Existing Life Insurance	\$30,000

Mrs. Sample's Mortality Age:	95
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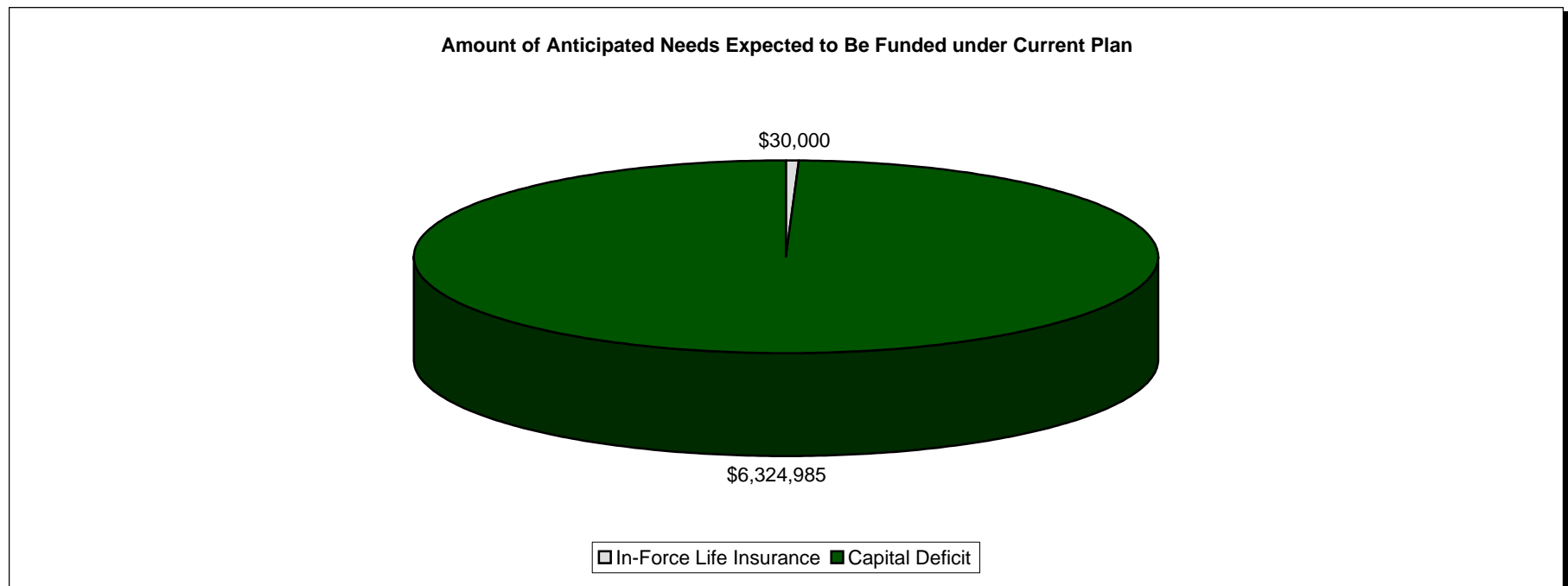
<b>Capital Shortfall on Mr. Sample's Life:</b>	<b>\$6,324,985</b>
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## Summary

Mr. and Mrs. Sample

### Summary of Capital Adequacy as of January 1, 2009

In-force life insurance payable on Mr. Sample's death	30,000
Total cash resources	30,000
Present value of projected capital needs: 2009-2072	6,354,985
<b>Capital surplus/-deficit</b>	<b>-6,324,985</b>
<b>Lump sum needed to fund capital deficit</b>	<b>6,324,985</b>



NOTE: The capital deficit may be funded with additional life insurance payable on Troy's death.

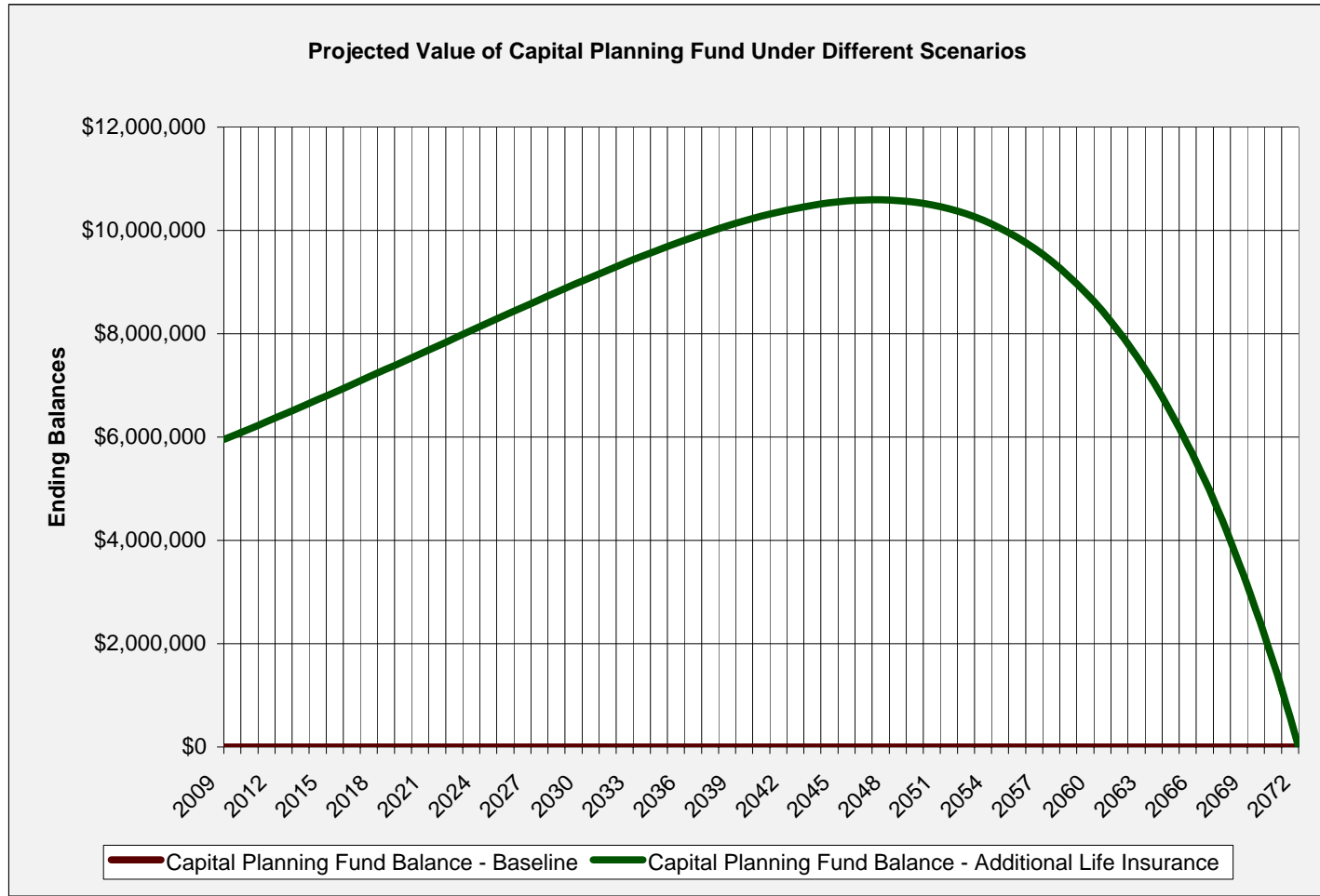
**Baseline Capital Sources & Needs Illustration**

Mr. and Mrs. Sample

Year	Mrs. Sample's Attained-Age	Beginning Balance	Life Insurance Currently In Force	After-Tax Total Return 5.5%	End of Year		Ending Balance	Capital Deficit	
					Cash Inflows	Cash Outflows		Deficit	NPV Deficit 5.5%
2009	32.3	0	30,000	1,650	0	751,889	0	720,339	682,786
2010	33.3	0	0	0	0	190,962	0	190,962	171,570
2011	34.3	0	0	0	0	196,691	0	196,691	167,505
2012	35.3	0	0	0	0	202,592	0	202,592	163,536
2013	36.3	0	0	0	0	208,669	0	208,669	159,660
2014	37.3	0	0	0	0	214,929	0	214,929	155,876
2015	38.3	0	0	0	0	221,377	0	221,377	152,183
2016	39.3	0	0	0	0	228,019	0	228,019	148,577
2017	40.3	0	0	0	0	234,859	0	234,859	145,056
2018	41.3	0	0	0	0	241,905	0	241,905	141,619
2019	42.3	0	0	0	0	249,162	0	249,162	138,263
2020	43.3	0	0	0	0	256,637	0	256,637	134,986
2021	44.3	0	0	0	0	264,336	0	264,336	131,788
2022	45.3	0	0	0	0	272,266	0	272,266	128,665
2023	46.3	0	0	0	0	280,434	0	280,434	125,616
2024	47.3	0	0	0	0	288,847	0	288,847	122,639
2025	48.3	0	0	0	0	297,513	0	297,513	119,733
2026	49.3	0	0	0	0	306,438	0	306,438	116,896
2027	50.3	0	0	0	0	315,631	0	315,631	114,126
2028	51.3	0	0	0	0	325,100	0	325,100	111,421
2029	52.3	0	0	0	0	334,853	0	334,853	108,781
2030	53.3	0	0	0	0	344,899	0	344,899	106,203
2031	54.3	0	0	0	0	355,246	0	355,246	103,687
2032	55.3	0	0	0	0	365,903	0	365,903	101,229
2033	56.3	0	0	0	0	376,880	0	376,880	98,831
2034	57.3	0	0	0	0	388,186	0	388,186	96,489
2035	58.3	0	0	0	0	399,832	0	399,832	94,202
2036	59.3	0	0	0	0	411,827	0	411,827	91,970
2037	60.3	0	0	0	0	424,182	0	424,182	89,791
2038	61.3	0	0	0	0	436,907	0	436,907	87,663
2039	62.3	0	0	0	0	450,014	0	450,014	85,585
2040	63.3	0	0	0	0	463,515	0	463,515	83,557
2041	64.3	0	0	0	0	477,420	0	477,420	81,577
2042	65.3	0	0	0	0	491,743	0	491,743	79,644
2043	66.3	0	0	0	0	506,495	0	506,495	77,757
2044	67.3	0	0	0	0	521,690	0	521,690	75,914
2045	68.3	0	0	0	0	537,341	0	537,341	74,115
2046	69.3	0	0	0	0	553,461	0	553,461	72,359
2047	70.3	0	0	0	0	570,065	0	570,065	70,645
2048	71.3	0	0	0	0	587,167	0	587,167	68,970
2049	72.3	0	0	0	0	604,782	0	604,782	67,336
2050	73.3	0	0	0	0	622,925	0	622,925	65,740
2051	74.3	0	0	0	0	641,613	0	641,613	64,183
2052	75.3	0	0	0	0	660,861	0	660,861	62,662
2053	76.3	0	0	0	0	680,687	0	680,687	61,177
2054	77.3	0	0	0	0	701,108	0	701,108	59,727
2055	78.3	0	0	0	0	722,141	0	722,141	58,312
2056	79.3	0	0	0	0	743,805	0	743,805	56,930
2057	80.3	0	0	0	0	766,119	0	766,119	55,581
2058	81.3	0	0	0	0	789,103	0	789,103	54,264
2059	82.3	0	0	0	0	812,776	0	812,776	52,978
2060	83.3	0	0	0	0	837,159	0	837,159	51,723
2061	84.3	0	0	0	0	862,274	0	862,274	50,497
2062	85.3	0	0	0	0	888,142	0	888,142	49,300
2063	86.3	0	0	0	0	914,787	0	914,787	48,132
2064	87.3	0	0	0	0	942,230	0	942,230	46,991
2065	88.3	0	0	0	0	970,497	0	970,497	45,878
2066	89.3	0	0	0	0	999,612	0	999,612	44,791
2067	90.3	0	0	0	0	1,029,601	0	1,029,601	43,729
2068	91.3	0	0	0	0	1,060,489	0	1,060,489	42,693
2069	92.3	0	0	0	0	1,092,303	0	1,092,303	41,681
2070	93.3	0	0	0	0	1,125,072	0	1,125,072	40,694
2071	94.3	0	0	0	0	1,158,824	0	1,158,824	39,729
2072	95.3	0	0	0	0	1,193,589	0	1,193,589	38,788

## Capital Planning Fund Balances Illustration

Mr. and Mrs. Sample



The above chart illustrates the projected values of the fund serving as the conduit vehicle for cash inflows [including life insurance proceeds] and outflows under different scenarios.

**Capital Sources & Needs Illustration with Additional Life Insurance**

Mr. and Mrs. Sample

Year	Mrs. Sample's Attained-Age	Beginning Balance	In-Force + Additional Life Insurance	After-Tax Total Return 5.5%	End of Year		Ending Balance
					Cash Inflows	Cash Outflows	
2009	32.3	0	6,354,985	349,524	0	751,989	6,952,520
2010	33.3	5,952,520	0	327,389	0	190,962	6,088,947
2011	34.3	6,088,947	0	334,892	0	196,691	6,227,148
2012	35.3	6,227,148	0	342,493	0	202,592	6,367,049
2013	36.3	6,367,049	0	350,188	0	208,669	6,508,567
2014	37.3	6,508,567	0	357,971	0	214,929	6,651,610
2015	38.3	6,651,610	0	365,839	0	221,377	6,796,071
2016	39.3	6,796,071	0	373,784	0	228,019	6,941,836
2017	40.3	6,941,836	0	381,801	0	234,859	7,088,778
2018	41.3	7,088,778	0	389,883	0	241,905	7,236,756
2019	42.3	7,236,756	0	398,022	0	249,162	7,385,615
2020	43.3	7,385,615	0	406,209	0	256,637	7,535,187
2021	44.3	7,535,187	0	414,435	0	264,336	7,685,287
2022	45.3	7,685,287	0	422,691	0	272,266	7,835,711
2023	46.3	7,835,711	0	430,964	0	280,434	7,986,241
2024	47.3	7,986,241	0	439,243	0	288,847	8,136,638
2025	48.3	8,136,638	0	447,515	0	297,513	8,286,640
2026	49.3	8,286,640	0	455,765	0	306,438	8,435,967
2027	50.3	8,435,967	0	463,978	0	315,631	8,584,314
2028	51.3	8,584,314	0	472,137	0	325,100	8,731,352
2029	52.3	8,731,352	0	480,224	0	334,853	8,876,723
2030	53.3	8,876,723	0	488,220	0	344,899	9,020,044
2031	54.3	9,020,044	0	496,102	0	355,246	9,160,900
2032	55.3	9,160,900	0	503,850	0	365,903	9,298,847
2033	56.3	9,298,847	0	511,437	0	376,880	9,433,403
2034	57.3	9,433,403	0	518,837	0	388,186	9,564,054
2035	58.3	9,564,054	0	526,023	0	399,832	9,690,245
2036	59.3	9,690,245	0	532,963	0	411,827	9,811,382
2037	60.3	9,811,382	0	539,626	0	424,182	9,926,826
2038	61.3	9,926,826	0	545,975	0	436,907	10,035,894
2039	62.3	10,035,894	0	551,974	0	450,014	10,137,854
2040	63.3	10,137,854	0	557,582	0	463,515	10,231,921
2041	64.3	10,231,921	0	562,756	0	477,420	10,317,257
2042	65.3	10,317,257	0	567,449	0	491,743	10,392,963
2043	66.3	10,392,963	0	571,613	0	506,495	10,458,081
2044	67.3	10,458,081	0	575,194	0	521,690	10,511,585
2045	68.3	10,511,585	0	578,137	0	537,341	10,552,382
2046	69.3	10,552,382	0	580,381	0	553,461	10,579,302
2047	70.3	10,579,302	0	581,862	0	570,065	10,591,098
2048	71.3	10,591,098	0	582,510	0	587,167	10,586,442
2049	72.3	10,586,442	0	582,254	0	604,782	10,563,914
2050	73.3	10,563,914	0	581,015	0	622,925	10,522,004
2051	74.3	10,522,004	0	578,710	0	641,613	10,459,101
2052	75.3	10,459,101	0	575,251	0	660,861	10,373,491
2053	76.3	10,373,491	0	570,542	0	680,687	10,263,346
2054	77.3	10,263,346	0	564,484	0	701,108	10,126,722
2055	78.3	10,126,722	0	556,970	0	722,141	9,961,551
2056	79.3	9,961,551	0	547,885	0	743,805	9,765,631
2057	80.3	9,765,631	0	537,110	0	766,119	9,536,622
2058	81.3	9,536,622	0	524,514	0	789,103	9,272,033
2059	82.3	9,272,033	0	509,962	0	812,776	8,969,219
2060	83.3	8,969,219	0	493,307	0	837,159	8,625,367
2061	84.3	8,625,367	0	474,395	0	862,274	8,237,488
2062	85.3	8,237,488	0	453,062	0	888,142	7,802,408
2063	86.3	7,802,408	0	429,132	0	914,787	7,316,753
2064	87.3	7,316,753	0	402,421	0	942,230	6,776,945
2065	88.3	6,776,945	0	372,732	0	970,497	6,179,180
2066	89.3	6,179,180	0	339,855	0	999,612	5,519,423
2067	90.3	5,519,423	0	303,568	0	1,029,601	4,793,390
2068	91.3	4,793,390	0	263,636	0	1,060,489	3,996,537
2069	92.3	3,996,537	0	219,810	0	1,092,303	3,124,044
2070	93.3	3,124,044	0	171,822	0	1,125,072	2,170,794
2071	94.3	2,170,794	0	119,394	0	1,158,824	1,131,364
2072	95.3	1,131,364	0	62,225	0	1,193,589	0

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## After-Tax Immediate Cash Needs

*Mr. and Mrs. Sample*

<b>Year</b>	<b>Mrs. Sample's Attained-Age</b>	<b>Mortgage - Home</b>	<b>Education Funding - 4 Years at \$40,000/year</b>	<b>Final Expenses</b>	<b>Total After-Tax Immediate Cash Needs</b>
2009	32.3	450,000	101,589	15,000	566,589

Capital Needs Analysis

**Capital Continuation Needs**

Mr. and Mrs. Sample

Year	Mrs. Sample's Attained-Age	Income Replacement		Total Capital Continuation Needs
2009	32.3	185,400	0	185,400
2010	33.3	190,962	0	190,962
2011	34.3	196,691	0	196,691
2012	35.3	202,592	0	202,592
2013	36.3	208,669	0	208,669
2014	37.3	214,929	0	214,929
2015	38.3	221,377	0	221,377
2016	39.3	228,019	0	228,019
2017	40.3	234,859	0	234,859
2018	41.3	241,905	0	241,905
2019	42.3	249,162	0	249,162
2020	43.3	256,637	0	256,637
2021	44.3	264,336	0	264,336
2022	45.3	272,266	0	272,266
2023	46.3	280,434	0	280,434
2024	47.3	288,847	0	288,847
2025	48.3	297,513	0	297,513
2026	49.3	306,438	0	306,438
2027	50.3	315,631	0	315,631
2028	51.3	325,100	0	325,100
2029	52.3	334,853	0	334,853
2030	53.3	344,899	0	344,899
2031	54.3	355,246	0	355,246
2032	55.3	365,903	0	365,903
2033	56.3	376,880	0	376,880
2034	57.3	388,186	0	388,186
2035	58.3	399,832	0	399,832
2036	59.3	411,827	0	411,827
2037	60.3	424,182	0	424,182
2038	61.3	436,907	0	436,907
2039	62.3	450,014	0	450,014
2040	63.3	463,515	0	463,515
2041	64.3	477,420	0	477,420
2042	65.3	491,743	0	491,743
2043	66.3	506,495	0	506,495
2044	67.3	521,690	0	521,690
2045	68.3	537,341	0	537,341
2046	69.3	553,461	0	553,461
2047	70.3	570,065	0	570,065
2048	71.3	587,167	0	587,167
2049	72.3	604,782	0	604,782
2050	73.3	622,925	0	622,925
2051	74.3	641,613	0	641,613
2052	75.3	660,861	0	660,861
2053	76.3	680,687	0	680,687
2054	77.3	701,108	0	701,108
2055	78.3	722,141	0	722,141
2056	79.3	743,805	0	743,805
2057	80.3	766,119	0	766,119
2058	81.3	789,103	0	789,103
2059	82.3	812,776	0	812,776
2060	83.3	837,159	0	837,159
2061	84.3	862,274	0	862,274
2062	85.3	888,142	0	888,142
2063	86.3	914,787	0	914,787
2064	87.3	942,230	0	942,230
2065	88.3	970,497	0	970,497
2066	89.3	999,612	0	999,612
2067	90.3	1,029,601	0	1,029,601
2068	91.3	1,060,489	0	1,060,489
2069	92.3	1,092,303	0	1,092,303
2070	93.3	1,125,072	0	1,125,072
2071	94.3	1,158,824	0	1,158,824
2072	95.3	1,193,589	0	1,193,589

## Disclaimer

Mr. and Mrs. Sample

This financial plan is designed to provide educational and/or general information and is not intended to provide specific legal, accounting and/or tax advice. Any comparisons and projections including expected rates of return are presented for purposes of illustration only. Nevertheless, we believe that the comparisons as well as the other projections shown provide an important and valid basis for consideration when planning for your financial future.

**IMPORTANT: The projections or other information generated by this financial plan regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results and are not guarantees of future results. Results herein may vary with each use of the software tool(s) used to generate this financial plan and over time.**

The financial plan may contain ideas for your consideration concerning aspects of your life such as tax, retirement and estate planning, but these are not presented as, and must not be taken for, legal or tax advice. It is your responsibility to determine if, and how, the suggestions contained in the financial plan should be implemented or otherwise followed. You must carefully consider all relevant factors in making these types of decisions. For specific advice on these aspects of your overall financial plan, you should consult your professional tax and legal advisors. The report that follows is based upon:

- information and assumptions that you have provided or reviewed;
- current tax laws;
- appropriate financial planning concepts;
- historic asset class characteristics;
- additional assumptions and information discussed with your advisor.

The outcome of the analysis will be dependent to a significant extent upon the information and the reasonableness of the planning assumptions. It is your responsibility to provide accurate and complete information. Please contact your advisor with any changes to your information and/or planning assumptions. Inaccurate information and/or unreasonable planning assumptions can materially impact the results of this financial plan.

The simulation of returns at the individual asset, account and/or portfolio level drives the investment projections and proposed financial plan. In all cases investment projections are not to be considered definitive estimates of how the individual assets you own now or in the future will perform. Therefore, it is important that you recognize that the comparisons shown may include comparisons of two asset allocation models—the asset allocation of your current portfolio and the asset allocation projected in our proposed plan—and not comparisons of the individual securities you own. Model comparisons and the projected rates of return are based on past performance of the relevant asset classes. Past performance is not a guarantee of future results. No future rate of return can be predicted with certainty.

The report that follows does not make specific investment recommendations or analyze particular securities. Rather, the report typically contains a proposed asset allocation model based upon your stated risk tolerance, age, current asset allocation and value of your assets. The asset allocation models we use are continuously re-evaluated and are periodically changed as a result. We are under no obligation to revise any financial planning report already prepared if an allocation model is changed after it is issued to you.

Actual results are influenced by events that are both within and outside of your control. The rates actually returned by asset classes will differ from our projections. The rates actually returned by any allocation model noted within the financial plan will likely differ from those returned by any individual portfolio of securities constructed to follow a specific allocation model. Any rate of return shown or used in the financial plan is not intended to predict nor guarantee the actual results of an investment product.

**IMPORTANT: Investments in stocks, bonds, mutual funds, and other securities are not bank products, are not FDIC insured, and may be subject to loss of principal.**

We have read and understand the above information and disclosures. We understand the basis upon which the report that follows was prepared. We recognize the nature of the asset allocation comparisons and estimated returns as illustrations only. We acknowledge that the report may contain a recommendation for adjusting the asset allocation of our current investment portfolio(s), but it does not provide any guaranteed rates of return, advice on particular securities or any specific legal, tax or accounting advice.

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Client Signature

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Spouse Signature