



PREPARED FOR:

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DISABILITY INCOME NEEDS

JANUARY 23, 2015

PLEASE READ THIS DISCLOSURE CAREFULLY.

This information may help you analyze your financial needs. It is based on information and assumptions provided by you regarding your goals, expectations and financial situation. The calculations do not infer that the company assumes any fiduciary duties. The calculations provided should not be construed as financial, legal or tax advice. In addition, such information should not be relied upon as the only source of information. This information is supplied from sources we believe to be reliable but we cannot guarantee its accuracy. Hypothetical illustrations may provide historical or current performance information. Past performance does not guarantee nor indicate future results.

DISABILITY INCOME NEEDS

Introduction

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January 23, 2015



YOUR GREATEST ASSET

You work hard to earn a paycheck, which in turn creates the financial foundation of your standard of living.

JOHN		MARY	
\$75,000	salary	\$83,000	
12	years	14	
2.0%	raises	2.0%	
\$1,005,912		\$1,325,846	



YOUR EARNED
INCOME

SPOUSE'S EARNED
INCOME

What would happen to your standard of living if a portion of your financial foundation were suddenly and unexpectedly taken away?

Which of these expenses would you be willing to sacrifice if your paycheck stopped tomorrow?

- Foods and clothing
- Mortgage payments
- Debt payments
- Medical bills
- Dependent needs
- Insurance premiums



SPOUSE'S EARNED
INCOME

How important would it be to you to replace the lost income?



DISABILITY
INCOME

SPOUSE'S EARNED
INCOME

Disability insurance is a cost effective way of protecting your financial foundation from the adverse effects of a short-term, or long-term disability.

WHY YOU NEED PLANNING

Disabilities don't just happen to the other guy. Disability is an often overlooked risk with potentially devastating financial consequences. However, the financial risk associated with disability is a risk we can eliminate through planning and a relatively small financial commitment. Our analysis is designed to assess the risks that you face and evaluate what you can do to minimize those risks over the long-term.

YOUR OBJECTIVES

DESIRED ANNUAL SPENDING	FIRST SPENDING PERIOD		SUBSEQUENT SPENDING PERIOD	
	DESIRED SPENDING (\$)	DURATION (YRS)	DESIRED SPENDING (\$)	DURATION (YRS)
Disability of John	\$125,000	12	\$0	0
Disability of Mary	\$125,000	14	\$0	0

Marital Status	married
Portfolio Before-Tax Return	8.0%
Average Tax Rate	33.0%
Estimated Inflation Rate	2.0%

SUMMARY OF RESULTS

SUMMARY OF YOUR INCOME NEEDS IN THE EVENT OF A DISABILITY	TOTAL SHORT-TERM SURPLUS / (SHORTFALL) MONTHLY	TOTAL LONG-TERM SURPLUS / (SHORTFALL) ANNUAL
In the event of the disability of John	(\$4,489)	(\$45,430)
In the event of the disability of Mary	(\$769)	(\$46,623)

TIMELY SOLUTIONS

Disability insurance is uniquely suited for covering financial needs created upon ones disability. It is a means of sharing the financial risk of disability with many, many others who have similar concerns.

You pay a relatively small premium to an insurance company in exchange for the promise of the insurer to pay a specified monthly benefit in the event of your disability. A financial need that arises from your disability can be eliminated by a financial resource that is created upon your disability.

DISABILITY INCOME NEEDS

Results (summary view)

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SUMMARY OF RESULTS IN THE EVENT OF JOHN'S DISABILITY

By undertaking proper disability planning, you can provide income for those who depend on you, even if you become unable to do so yourself. You currently need an additional \$4,489 in monthly short term disability insurance coverage and \$45,430 in annual long term coverage on John in order to meet your stated objectives.

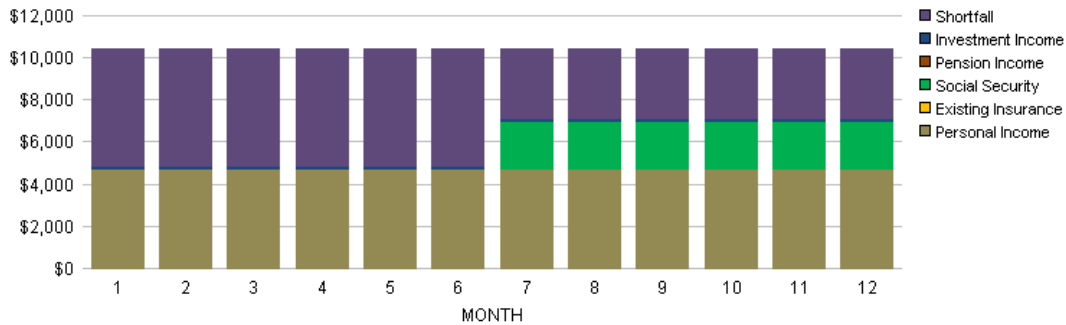
ANALYSIS OF SHORT-TERM DISABILITY INCOME NEEDS (ALL FIGURES ARE AFTER-TAX)

AVERAGE INDEXED MONTHLY NEED	\$10,417
AVERAGE INDEXED MONTHLY RESOURCES	\$5,928
Spouse's Earnings	\$4,634
Existing Disability Insurance Benefits	\$0
Social Security Benefits	\$1,137
Pension Benefits	\$0
Investment Earnings (interest on non-qualified investment accounts)	\$156
Average Indexed Monthly Surplus / (Shortfall)	(\$4,489)

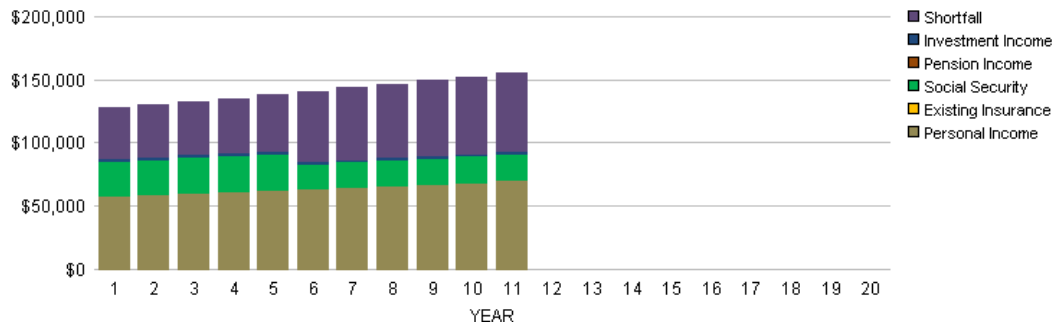
ANALYSIS OF LONG-TERM DISABILITY INCOME NEEDS (ALL FIGURES ARE AFTER-TAX)

AVERAGE INDEXED ANNUAL NEED	\$125,000
AVERAGE INDEXED ANNUAL RESOURCES	\$79,570
Spouse's Earnings	\$55,610
Existing Disability Insurance Benefits	\$0
Social Security Benefits	\$22,274
Pension Benefits	\$0
Investment Earnings (interest on non-qualified investment accounts)	\$1,686
Average Indexed Monthly Surplus / (Shortfall)	(\$45,430)

MONTHLY SHORT-TERM DISABILITY INCOME NEED



ANNUAL LONG-TERM DISABILITY INCOME NEED



DISABILITY INCOME NEEDS

Results (annual review)

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SUMMARY OF RESULTS IN THE EVENT OF JOHN'S DISABILITY

SHORT-TERM INCOME NEEDS (MONTHLY)		LONG-TERM INCOME NEEDS (ANNUAL)	
Average Income Need	\$10,417	Average Income Need	\$125,000
Average Available Resources	\$5,928	Average Available Resources	\$79,570
Average Monthly Surplus / (Shortfall)(\$4,489)		Average Annual Surplus / (Shortfall) (\$45,430)	

SUMMARY OF MONTHLY SHORT-TERM DISABILITY INCOME NEEDS

Month	Family Income Needs	Spouse's Earnings	Existing Ins. Benefits	Social Security	Pension Income	Investment Income	Surplus / (Shortfall)
1	10,417	4,634	0	0	0	156	(5,626)
2	10,417	4,634	0	0	0	156	(5,626)
3	10,417	4,634	0	0	0	156	(5,626)
4	10,417	4,634	0	0	0	156	(5,626)
5	10,417	4,634	0	0	0	156	(5,626)
6	10,417	4,634	0	0	0	156	(5,626)
7	10,417	4,634	0	2,274	0	156	(3,352)
8	10,417	4,634	0	2,274	0	156	(3,352)
9	10,417	4,634	0	2,274	0	156	(3,352)
10	10,417	4,634	0	2,274	0	156	(3,352)
11	10,417	4,634	0	2,274	0	156	(3,352)
12	10,417	4,634	0	2,274	0	156	(3,352)
averages	10,417	4,634	0	1,137	0	156	(4,489)

SUMMARY OF ANNUAL LONG-TERM DISABILITY INCOME NEEDS

(up to first 20 years of detailed cash flows)

Client's Age	Family Income Needs	Spouse's Earnings	Existing Ins. Benefits	Social Security	Pension Income	Investment Income	Surplus / (Shortfall)
54	127,500	56,722	0	27,840	0	1,876	(41,062)
55	130,050	57,857	0	28,397	0	1,876	(41,921)
56	132,651	59,014	0	28,965	0	1,876	(42,797)
57	135,304	60,194	0	28,969	0	1,876	(44,265)
58	138,010	61,398	0	29,403	0	1,876	(45,333)
59	140,770	62,626	0	19,896	0	1,876	(56,372)
60	143,586	63,878	0	20,195	0	1,876	(57,637)
61	146,457	65,156	0	20,498	0	1,876	(58,928)
62	149,387	66,459	0	20,805	0	1,876	(60,246)
63	152,374	67,788	0	21,117	0	1,876	(61,593)
64	155,422	69,144	0	21,434	0	1,876	(62,968)
averages	127,500	56,722	0	27,840	0	1,876	(41,062)

These projections are hypothetical. This information is meant to provide you with a general idea about your retirement income needs. The results given are for illustrative purposes only and do not represent the actual performance of any current or future investment. Rates of return will vary over time, especially for long-term investments.

DISABILITY INCOME NEEDS

Results (summary view)

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SUMMARY OF RESULTS IN THE EVENT OF MARY'S DISABILITY

By undertaking proper disability planning, you can provide income for those who depend on you, even if you become unable to do so yourself. You currently need an additional \$769 in monthly short term disability insurance coverage and \$46,623 in annual long term coverage on Mary in order to meet your stated objectives.

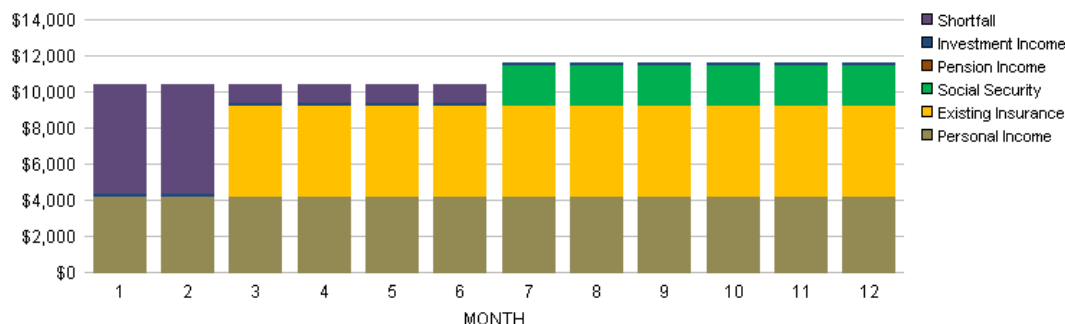
ANALYSIS OF SHORT-TERM DISABILITY INCOME NEEDS (ALL FIGURES ARE AFTER-TAX)

AVERAGE INDEXED MONTHLY NEED	\$10,417
AVERAGE INDEXED MONTHLY RESOURCES	\$9,648
Spouse's Earnings	\$4,188
Existing Disability Insurance Benefits	\$4,167
Social Security Benefits	\$1,137
Pension Benefits	\$0
Investment Earnings (interest on non-qualified investment accounts)	\$156
Average Indexed Monthly Surplus / (Shortfall)	(\$769)

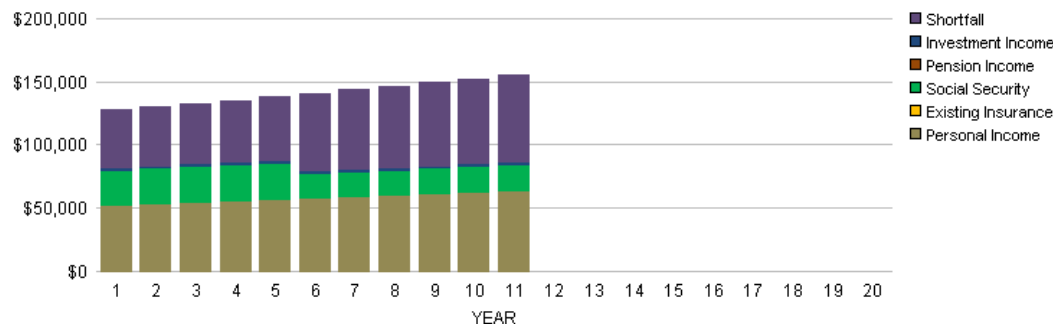
ANALYSIS OF LONG-TERM DISABILITY INCOME NEEDS (ALL FIGURES ARE AFTER-TAX)

AVERAGE INDEXED ANNUAL NEED	\$125,000
AVERAGE INDEXED ANNUAL RESOURCES	\$78,377
Spouse's Earnings	\$50,250
Existing Disability Insurance Benefits	\$4,167
Social Security Benefits	\$22,274
Pension Benefits	\$0
Investment Earnings (interest on non-qualified investment accounts)	\$1,686
Average Indexed Monthly Surplus / (Shortfall)	(\$46,623)

MONTHLY SHORT-TERM DISABILITY INCOME NEED



ANNUAL LONG-TERM DISABILITY INCOME NEED



DISABILITY INCOME NEEDS

Results (annual review)

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SUMMARY OF RESULTS IN THE EVENT OF MARY'S DISABILITY

SHORT-TERM INCOME NEEDS (MONTHLY)		LONG-TERM INCOME NEEDS (ANNUAL)	
Average Income Need	\$10,417	Average Income Need	\$125,000
Average Available Resources	\$9,648	Average Available Resources	\$78,377
Average Monthly Surplus / (Shortfall)(\$769)		Average Annual Surplus / (Shortfall) (\$46,623)	

SUMMARY OF MONTHLY SHORT-TERM DISABILITY INCOME NEEDS

Month	Family Income Needs	Spouse's Earnings	Existing Ins. Benefits	Social Security	Pension Income	Investment Income	Surplus / (Shortfall)
1	10,417	4,188	0	0	0	156	(6,073)
2	10,417	4,188	0	0	0	156	(6,073)
3	10,417	4,188	5,000	0	0	156	(1,073)
4	10,417	4,188	5,000	0	0	156	(1,073)
5	10,417	4,188	5,000	0	0	156	(1,073)
6	10,417	4,188	5,000	0	0	156	(1,073)
7	10,417	4,188	5,000	2,274	0	156	1,202
8	10,417	4,188	5,000	2,274	0	156	1,202
9	10,417	4,188	5,000	2,274	0	156	1,202
10	10,417	4,188	5,000	2,274	0	156	1,202
11	10,417	4,188	5,000	2,274	0	156	1,202
12	10,417	4,188	5,000	2,274	0	156	1,202
averages	10,417	4,188	4,167	1,137	0	156	(769)

SUMMARY OF ANNUAL LONG-TERM DISABILITY INCOME NEEDS

(up to first 20 years of detailed cash flows)

Client's Age	Family Income Needs	Spouse's Earnings	Existing Ins. Benefits	Social Security	Pension Income	Investment Income	Surplus / (Shortfall)
52	127,500	51,255	0	27,840	0	1,876	(46,529)
53	130,050	52,280	0	28,397	0	1,876	(47,497)
54	132,651	53,326	0	28,965	0	1,876	(48,485)
55	135,304	54,392	0	28,969	0	1,876	(50,067)
56	138,010	55,480	0	29,403	0	1,876	(51,251)
57	140,770	56,590	0	19,896	0	1,876	(62,408)
58	143,586	57,721	0	20,195	0	1,876	(63,794)
59	146,457	58,876	0	20,498	0	1,876	(65,208)
60	149,387	60,053	0	20,805	0	1,876	(66,652)
61	152,374	61,254	0	21,117	0	1,876	(68,127)
62	155,422	62,480	0	21,434	0	1,876	(69,632)
averages	125,000	50,250	4,167	22,274	0	1,686	(46,623)

These projections are hypothetical. This information is meant to provide you with a general idea about your retirement income needs. The results given are for illustrative purposes only and do not represent the actual performance of any current or future investment. Rates of return will vary over time, especially for long-term investments.