

# Self-Status Quo vs. CHEIFS+JH-LifeCare-No-LTC-Need

For: Bill Simpson & Mary Simpson

Presented By: \_\_\_\_\_  
NextPoint Solutions

## **Table of Contents**

Analysis of:

SQ-vs-CHEIFS+JH-No-LTC-Need

Status Quo NoLTC Need

CHEIFS+JH-LifeCare-No-LTC-Need

**Analysis of: SQ-vs-CHEIFS+JH-No-LTC-Need**

# Analysis of: SQ-vs-CHEIFS+JH-No-LTC-Need

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For: Bill Simpson & Mary Simpson

## Comparison of Liquid Assets

Year	M/F Ages	Spendable Cash Flow		Liquid Assets*	
		Plan 1 Status Quo No LTC Need	Plan2 CHEIFS +JH-L ifeCare-No- LTC-Need	Plan 1 Status Quo No LTC Need	Plan2 CHEIFS +JH-L ifeCare-No- LTC-Need
1	60/59	0	0	2,140,000	2,240,005
2	61/60	0	0	2,289,800	2,397,194
3	62/61	0	0	2,450,086	2,565,324
4	63/62	0	0	2,621,592	2,745,154
5	64/63	0	0	2,805,104	2,939,005
6	65/64	150,000	150,000	2,866,845	3,011,750
7	66/65	153,000	153,000	2,928,258	3,084,720
8	67/66	156,060	156,060	2,989,252	3,157,855
9	68/67	159,181	159,181	3,049,725	3,231,076
10	69/68	162,365	162,365	3,109,569	3,304,312
11	70/69	165,612	165,612	3,168,667	3,376,218
12	71/70	168,924	168,924	3,226,893	3,447,879
13	72/71	172,303	172,303	3,284,111	3,519,341
14	73/72	175,749	175,749	3,340,173	3,590,502
15	74/73	179,264	179,264	3,394,921	3,661,236
16	75/74	182,849	182,849	3,419,090	3,702,336
17	76/75	186,506	186,506	3,438,078	3,739,151
18	77/76	190,236	190,236	3,451,489	3,771,425
19	78/77	194,041	194,041	3,458,617	3,798,475
20	79/78	197,922	197,922	3,458,837	3,819,740
21	80/79	201,880	201,880	3,451,473	3,834,542
22	81/80	205,918	205,918	3,435,992	3,842,372
23	82/81	210,036	210,036	3,411,425	3,842,241
24	83/82	214,237	214,237	3,377,163	3,833,665
25	84/83	218,522	218,522	3,332,070	3,815,569
26	85/84	222,892	222,892	3,270,914	3,782,617
27	86/85	227,350	227,350	3,183,240	3,726,710
28	87/86	231,897	231,897	3,081,945	3,662,123
29	88/87	236,535	236,535	2,965,923	3,586,352
30	89/88	241,266	241,266	2,833,992	3,497,476
31	90/89	246,091	246,091	2,684,884	3,394,425
32	91/90	251,013	251,013	2,517,235	3,276,042
33	92/91	256,033	256,033	2,329,587	3,141,094
34	93/92	261,154	261,154	2,120,374	2,988,254
35	94/93	266,377	266,377	1,887,918	2,816,100
36	95/94	271,704	271,704	1,630,421	2,623,108
37	96/95	277,138	277,138	1,345,954	2,407,641
38	97/96	282,681	282,681	1,032,449	2,167,945
39	98/97	288,335	288,335	687,692	1,902,142
40	99/98	294,101	294,101	309,310	1,608,217
		7,499,172	7,499,172		

\*After providing spendable cash flow.

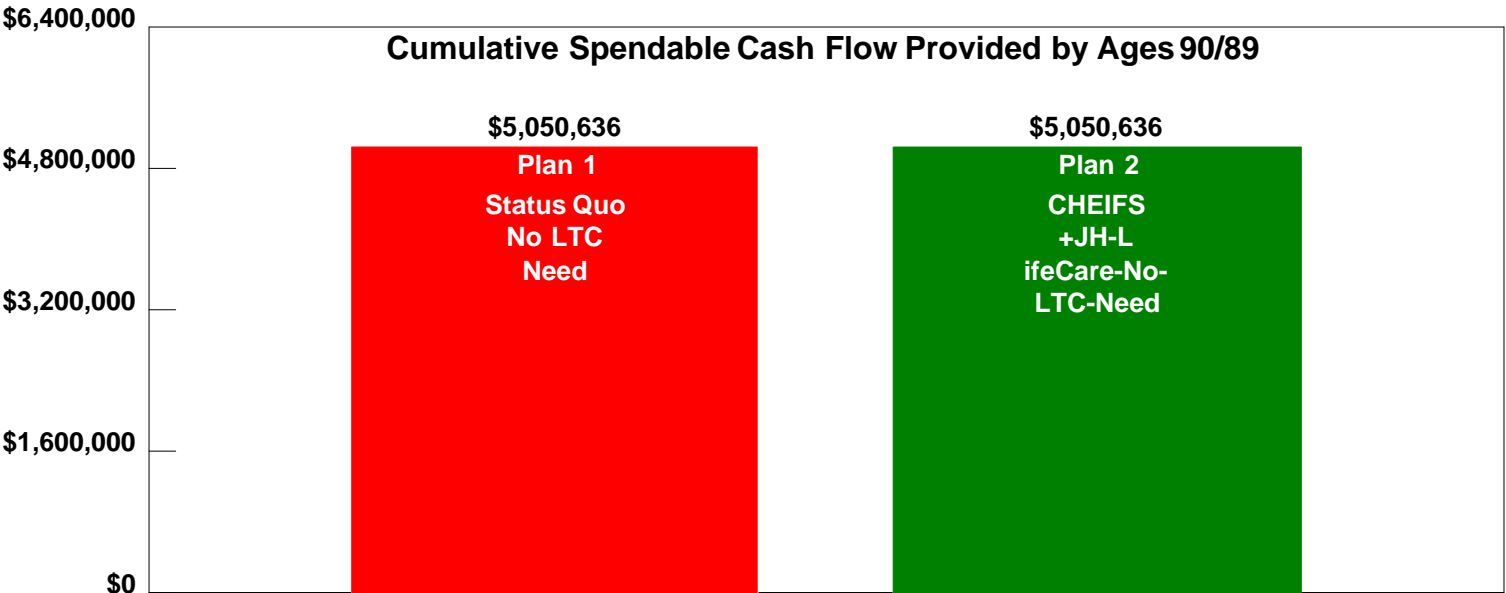
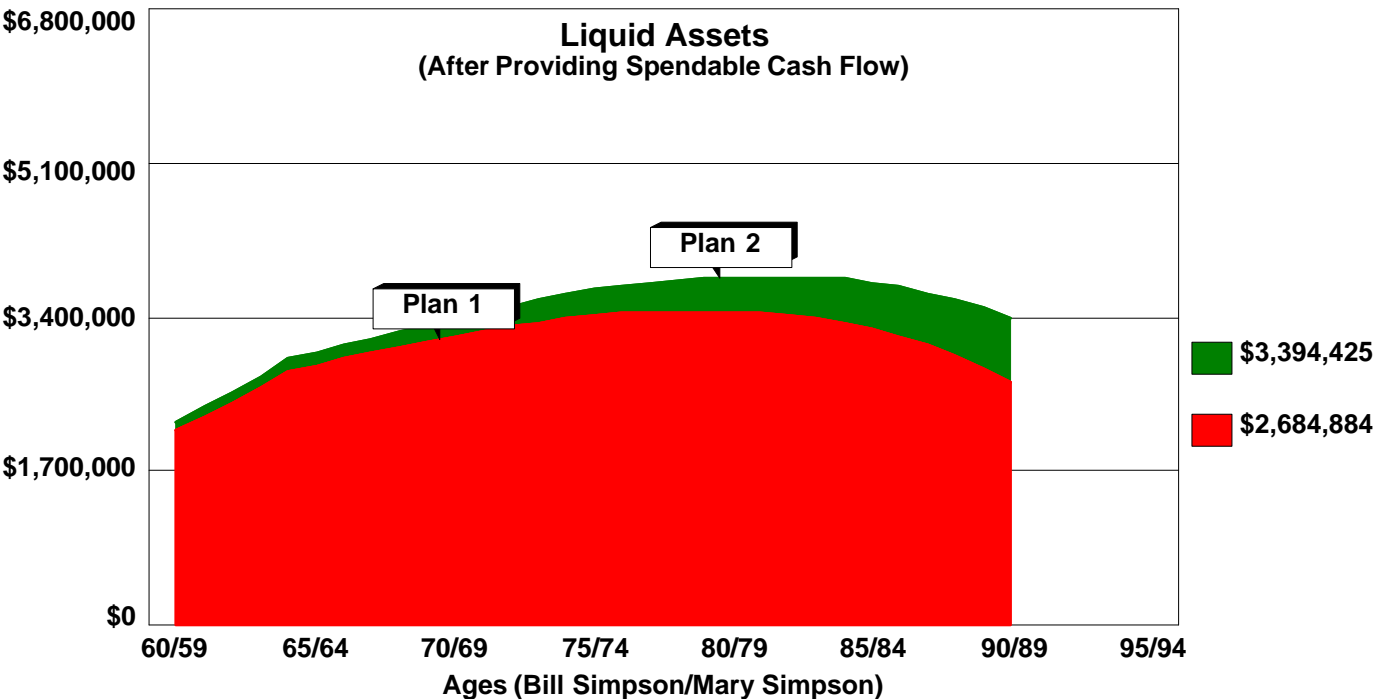
Values on this page may include non-guaranteed life insurance values. If so, actual results are likely to vary, and this report is not valid unless accompanied by a life insurance basic illustration that details non-guaranteed and guaranteed elements.

# Analysis of: SQ-vs-CHEIFS+JH-No-LTC-Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Comparison of Alternatives



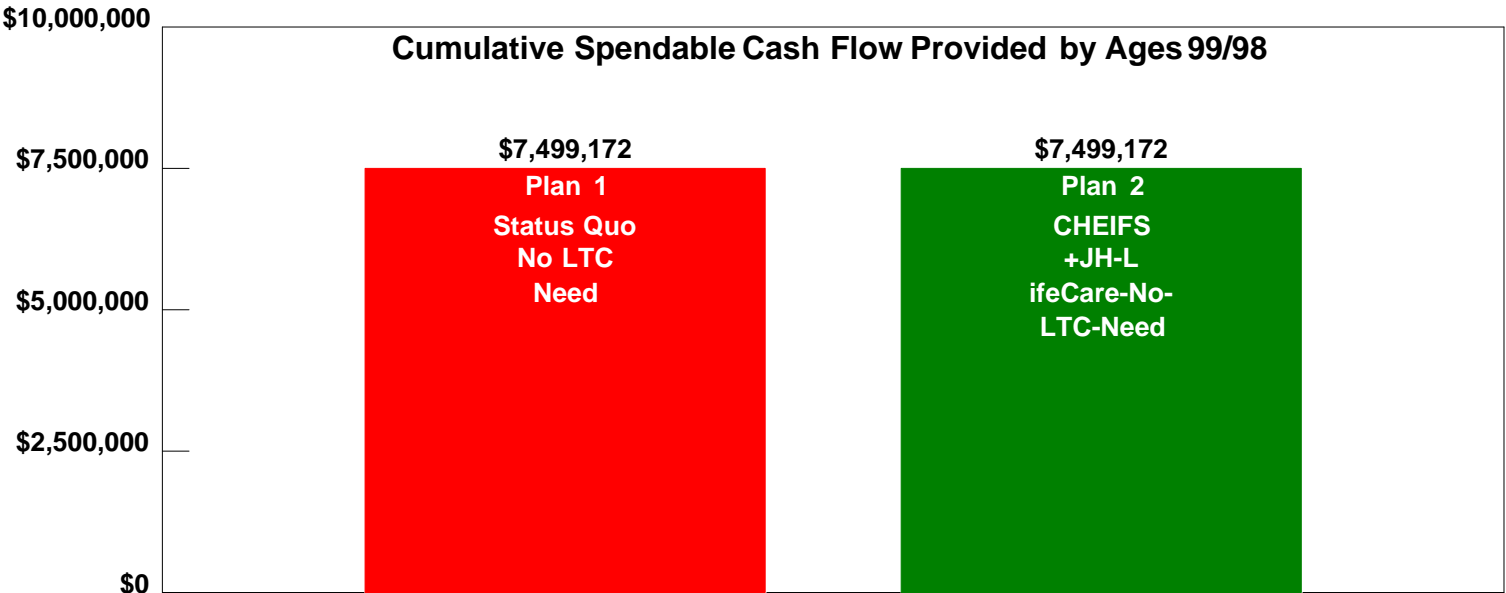
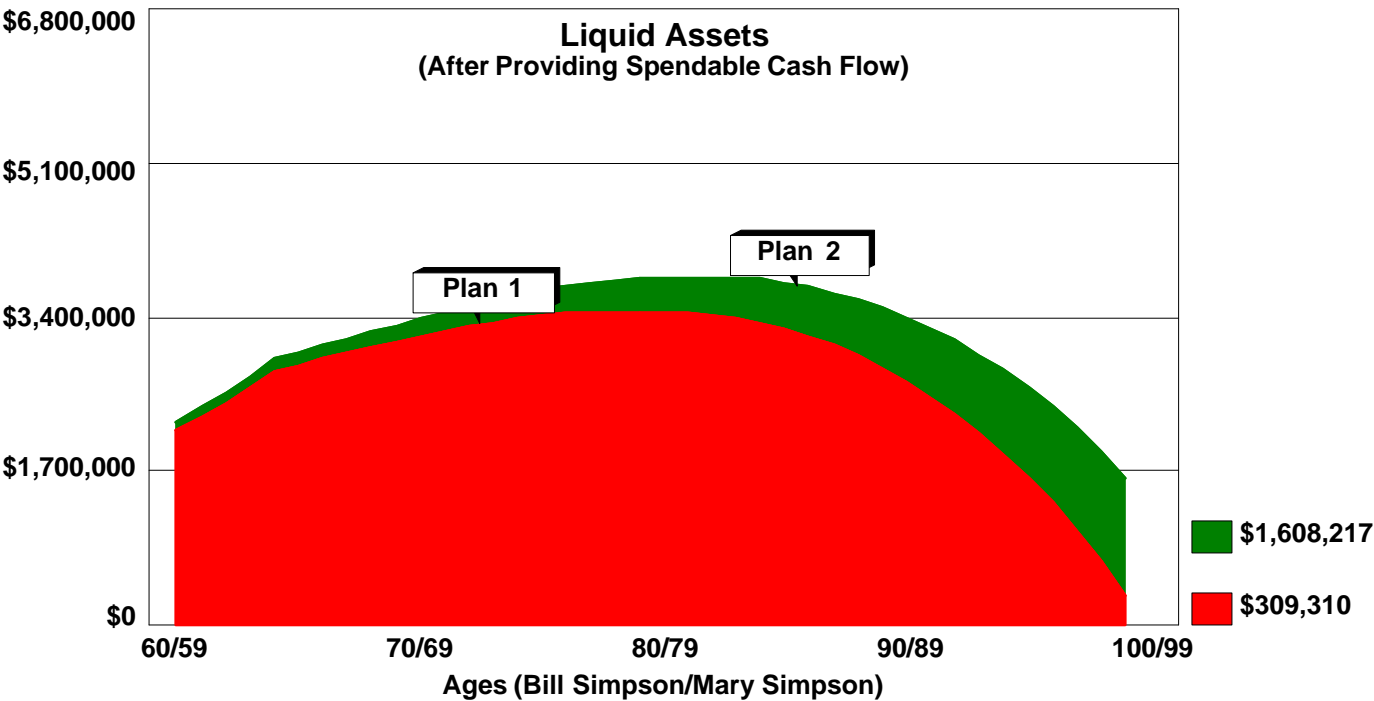
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# Analysis of: SQ-vs-CHEIFS+JH-No-LTC-Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Comparison of Alternatives

Year	M/F Ages	Spendable Cash Flow		Liquid Assets*		Wealth to Heirs	
		Plan 1 Status Quo No LTC Need	Plan2 CHEIFS +JH-L ifeCare-No- LTC-Need	Plan 1 Status Quo No LTC Need	Plan 2 CHEIFS +JH-L ifeCare-No- LTC-Need	Plan 1 Status Quo No LTC Need	Plan 2 CHEIFS +JH-L ifeCare-No- LTC-Need
1	60/59	0	0	2,140,000	2,240,005	2,785,500	2,869,702
2	61/60	0	0	2,289,800	2,397,194	2,929,485	2,996,316
3	62/61	0	0	2,450,086	2,565,324	3,082,529	3,129,688
4	63/62	0	0	2,621,592	2,745,154	3,245,245	3,268,838
5	64/63	0	0	2,805,104	2,939,005	3,418,292	3,413,844
6	65/64	150,000	150,000	2,866,845	3,011,750	3,467,751	3,430,128
7	66/65	153,000	153,000	2,928,258	3,084,720	3,514,920	3,438,236
8	67/66	156,060	156,060	2,989,252	3,157,855	3,559,546	3,443,038
9	68/67	159,181	159,181	3,049,725	3,231,076	3,601,357	3,491,406
10	69/68	162,365	162,365	3,109,569	3,304,312	3,640,060	3,538,776
11	70/69	165,612	165,612	3,168,667	3,376,218	3,675,342	3,582,800
12	71/70	168,924	168,924	3,226,893	3,447,879	3,706,867	3,623,277
13	72/71	172,303	172,303	3,284,111	3,519,341	3,734,272	3,659,764
14	73/72	175,749	175,749	3,340,173	3,590,502	3,757,164	3,694,325
15	74/73	179,264	179,264	3,394,921	3,661,236	3,775,127	3,724,296
16	75/74	182,849	182,849	3,419,090	3,702,336	3,800,620	3,762,125
17	76/75	186,506	186,506	3,438,078	3,739,151	3,822,428	3,796,346
18	77/76	190,236	190,236	3,451,489	3,771,425	3,840,199	3,830,021
19	78/77	194,041	194,041	3,458,617	3,798,475	3,853,684	3,859,959
20	79/78	197,922	197,922	3,458,837	3,819,740	3,862,560	3,885,832
21	80/79	201,880	201,880	3,451,473	3,834,542	3,866,485	3,903,809
22	81/80	205,918	205,918	3,435,992	3,842,372	3,864,978	3,920,585
23	82/81	210,036	210,036	3,411,425	3,842,241	3,857,745	3,927,576
24	83/82	214,237	214,237	3,377,163	3,833,665	3,844,227	3,932,946
25	84/83	218,522	218,522	3,332,070	3,815,569	3,824,101	3,937,148
26	85/84	222,892	222,892	3,270,914	3,782,617	3,799,512	3,897,425
27	86/85	227,350	227,350	3,183,240	3,726,710	3,775,992	3,858,468
28	87/86	231,897	231,897	3,081,945	3,662,123	3,744,288	3,811,018
29	88/87	236,535	236,535	2,965,923	3,586,352	3,703,695	3,754,364
30	89/88	241,266	241,266	2,833,992	3,497,476	3,653,457	3,705,824
31	90/89	246,091	246,091	2,684,884	3,394,425	3,592,764	3,667,607
32	91/90	251,013	251,013	2,517,235	3,276,042	3,520,744	3,619,665
33	92/91	256,033	256,033	2,329,587	3,141,094	3,436,463	3,561,083
34	93/92	261,154	261,154	2,120,374	2,988,254	3,338,919	3,491,034
35	94/93	266,377	266,377	1,887,918	2,816,100	3,227,037	3,408,464
36	95/94	271,704	271,704	1,630,421	2,623,108	3,099,661	3,312,417
37	96/95	277,138	277,138	1,345,954	2,407,641	2,955,555	3,201,678
38	97/96	282,681	282,681	1,032,449	2,167,945	2,793,391	3,075,036
39	98/97	288,335	288,335	687,692	1,902,142	2,611,745	2,931,187
40	99/98	294,101	294,101	309,310	1,608,217	2,409,091	2,768,610
		7,499,172	7,499,172				

\*After providing spendable cash flow.

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# Analysis of: SQ-vs-CHEIFS+JH-No-LTC-Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Comparison of Alternatives



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**Analysis of: Status Quo No LTC Need**

# Analysis of: Status Quo No LTC Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson, Ages 60/59

## Client Information Summary

### Current Assets

<u>Liquid Assets:</u>	Liquid Assets (Taxable Interest)	\$	0
	Liquid Assets (Tax Exempt Interest)		0
	Equity Assets		1,000,000
	Tax Deferred Assets		0
	Retirement Plan Assets		1,000,000
Total Liquid Assets			2,000,000
<u>Illiquid Assets:</u>	Principal Residence		1,000,000
	Total Illiquid Assets		1,000,000
<u>Other Assets:</u>	Total Other Assets Inside the Estate		0
	Total Estate Assets		\$3,000,000
	Total Other Assets Outside the Estate		0

### Funding Options for Required Cash Flow

Retirement Plan Assets: Minimum Distribution, Unless More Is Needed  
Cash Flow Funding: Sequential Use of Liquid Assets --  
Brokerage Accounts, IRA

### Assumptions Used

<u>Income Tax Rates:</u>	Pre-R etirement	35.00%
	R etirement	35.00%
<u>Life Expectancy:</u>	Joint	31 Years
	Bill Simpson	Age 90
	Mary Simpson	Age 89
<u>Equities:</u>	Brokerage Accounts	
	Growth Rate	7.00%
	Dividend Rate	0.00%
<u>Retirement Plan Assets Bill Simpson:</u>		
	Defined Contr. Yield Assumption	7.00%

The information in this presentation is not guaranteed; it is for illustrative purposes only. Tax rates, interest and inflation rates, and IRS tax codes may, and probably will, change in the future; therefore, you should consult your tax adviser for additional information about potential taxes and IRS revisions.

# Analysis of: Status Quo No LTC Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Cash Flow Required

Spendable Cash Flow			
Year	M/F Ages	(1) After Tax Cash Flow for Living Expenses	(2) Total After Tax Cash Flow Required
1	60/59	0	0
2	61/60	0	0
3	62/61	0	0
4	63/62	0	0
5	64/63	0	0
6	65/64	150,000	150,000
7	66/65	153,000	153,000
8	67/66	156,060	156,060
9	68/67	159,181	159,181
10	69/68	162,365	162,365
11	70/69	165,612	165,612
12	71/70	168,924	168,924
13	72/71	172,303	172,303
14	73/72	175,749	175,749
15	74/73	179,264	179,264
16	75/74	182,849	182,849
17	76/75	186,506	186,506
18	77/76	190,236	190,236
19	78/77	194,041	194,041
20	79/78	197,922	197,922
21	80/79	201,880	201,880
22	81/80	205,918	205,918
23	82/81	210,036	210,036
24	83/82	214,237	214,237
25	84/83	218,522	218,522
26	85/84	222,892	222,892
27	86/85	227,350	227,350
28	87/86	231,897	231,897
29	88/87	236,535	236,535
30	89/88	241,266	241,266
31	90/89	246,091	246,091
32	91/90	251,013	251,013
33	92/91	256,033	256,033
34	93/92	261,154	261,154
35	94/93	266,377	266,377
36	95/94	271,704	271,704
37	96/95	277,138	277,138
38	97/96	282,681	282,681
39	98/97	288,335	288,335
40	99/98	294,101	294,101
		7,499,172	7,499,172

Column (1) assumes 0.00% inflation for 6 years, 2.00% thereafter.

# Analysis of: Status Quo No LTC Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Expected Cash Flow

Year	M/F Ages	(1) After Tax Cash Flow from Social Security*	(2) Total Expected After Tax Cash Flow
1	60/59	0	0
2	61/60	0	0
3	62/61	0	0
4	63/62	0	0
5	64/63	0	0
6	65/64	35,000	35,000
7	66/65	35,000	35,000
8	67/66	35,000	35,000
9	68/67	35,000	35,000
10	69/68	35,000	35,000
11	70/69	35,000	35,000
12	71/70	35,000	35,000
13	72/71	35,000	35,000
14	73/72	35,000	35,000
15	74/73	35,000	35,000
16	75/74	35,000	35,000
17	76/75	35,000	35,000
18	77/76	35,000	35,000
19	78/77	35,000	35,000
20	79/78	35,000	35,000
21	80/79	35,000	35,000
22	81/80	35,000	35,000
23	82/81	35,000	35,000
24	83/82	35,000	35,000
25	84/83	35,000	35,000
26	85/84	35,000	35,000
27	86/85	35,000	35,000
28	87/86	35,000	35,000
29	88/87	35,000	35,000
30	89/88	35,000	35,000
31	90/89	35,000	35,000
32	91/90	35,000	35,000
33	92/91	35,000	35,000
34	93/92	35,000	35,000
35	94/93	35,000	35,000
36	95/94	35,000	35,000
37	96/95	35,000	35,000
38	97/96	35,000	35,000
39	98/97	35,000	35,000
40	99/98	35,000	35,000
		1,225,000	1,225,000

\*The above calculations are based upon client furnished data. These results may be based on incomplete information. For precise estimate call the Social Security Administration at 1-800-772-1213 or go to <http://socialsecurity.gov/estimator/>.

# Analysis of: Status Quo No LTC Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Cash Flow Analysis

		Annual Cash Flow Required			Annual Cash Flow Provided			
Year	M/F Ages	(1) After Tax Spendable Cash Flow Required	(2) After Tax Dedicated Cash Flow Required	(3) Total After Tax Cash Flow Required*	(4) Expected After Tax Cash Flow	(5) After Tax Cash Flow from Retirement Plan Assets	(6) After Tax Cash Flow from Equity Assets	(7) Total After Tax Cash Flow Provided*
1	60/59	0	0	0	0	0	0	0
2	61/60	0	0	0	0	0	0	0
3	62/61	0	0	0	0	0	0	0
4	63/62	0	0	0	0	0	0	0
5	64/63	0	0	0	0	0	0	0
6	65/64	150,000	0	150,000	35,000	0	115,000	150,000
7	66/65	153,000	0	153,000	35,000	0	118,000	153,000
8	67/66	156,060	0	156,060	35,000	0	121,060	156,060
9	68/67	159,181	0	159,181	35,000	0	124,181	159,181
10	69/68	162,365	0	162,365	35,000	0	127,365	162,365
11	70/69	165,612	0	165,612	35,000	0	130,612	165,612
12	71/70	168,924	0	168,924	35,000	0	133,924	168,924
13	72/71	172,303	0	172,303	35,000	0	137,303	172,303
14	73/72	175,749	0	175,749	35,000	0	140,749	175,749
15	74/73	179,264	0	179,264	35,000	0	144,264	179,264
16	75/74	182,849	0	182,849	35,000	72,901	74,948	182,849
17	76/75	186,506	0	186,506	35,000	77,675	73,831	186,506
18	77/76	190,236	0	190,236	35,000	82,387	72,849	190,236
19	78/77	194,041	0	194,041	35,000	87,753	71,288	194,041
20	79/78	197,922	0	197,922	35,000	93,450	69,472	197,922
21	80/79	201,880	0	201,880	35,000	99,497	67,383	201,880
22	81/80	205,918	0	205,918	35,000	105,364	65,554	205,918
23	82/81	210,036	0	210,036	35,000	112,131	62,905	210,036
24	83/82	214,237	0	214,237	35,000	118,624	60,613	214,237
25	84/83	218,522	0	218,522	35,000	126,172	57,350	218,522
26	85/84	222,892	0	222,892	35,000	146,064	41,828	222,892
27	86/85	227,350	0	227,350	35,000	192,350	0	227,350
28	87/86	231,897	0	231,897	35,000	196,897	0	231,897
29	88/87	236,535	0	236,535	35,000	201,535	0	236,535
30	89/88	241,266	0	241,266	35,000	206,266	0	241,266
31	90/89	246,091	0	246,091	35,000	211,091	0	246,091
32	91/90	251,013	0	251,013	35,000	216,013	0	251,013
33	92/91	256,033	0	256,033	35,000	221,033	0	256,033
34	93/92	261,154	0	261,154	35,000	226,154	0	261,154
35	94/93	266,377	0	266,377	35,000	231,377	0	266,377
36	95/94	271,704	0	271,704	35,000	236,704	0	271,704
37	96/95	277,138	0	277,138	35,000	242,138	0	277,138
38	97/96	282,681	0	282,681	35,000	247,681	0	282,681
39	98/97	288,335	0	288,335	35,000	253,335	0	288,335
40	99/98	294,101	0	294,101	35,000	259,101	0	294,101
		7,499,172	0	7,499,172	1,225,000	4,263,693	2,010,479	7,499,172

\*IMPORTANT NOTE: For this plan to be financially sound, column (7) must be sufficient to provide the values in column (3).

Column (1): assumes 0.00% inflation in yrs 1-6, 2.00% thereafter.

Column (4): see "Expected Cash Flow" report.

Column (5): see "Summary of Retirement Plan Assets" report.

Column (6): see "Details of Equity Assets" report.

# Analysis of: Status Quo No LTC Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Details of Brokerage Accounts

		Initial Cost Basis 800,000	Growth 7.00%	Pre-Retirement Income Tax Rate 35.00%	Retirement Income Tax Rate 35.00%	Capital Gains Tax Rate 20.00%			
Yr	M/F Ages	(1) Beginning of Year Value of Asset	(2) Sale of Equities	(3) + Capital Growth	(4) + After Tax Reinvested Dividends	(5) YearEnd Value of Assets	(6) After Tax Dividend Cash Flow	(7) After Tax Equity Sales Cash Flow	(8) Combined After Tax Cash Flow
1	60/59	1,000,000	0	70,000	0	1,070,000	0	0	0
2	61/60	1,070,000	0	74,900	0	1,144,900	0	0	0
3	62/61	1,144,900	0	80,143	0	1,225,043	0	0	0
4	63/62	1,225,043	0	85,753	0	1,310,796	0	0	0
5	64/63	1,310,796	0	91,756	0	1,402,552	0	0	0
6	65/64	1,402,552	125,810	89,372	0	1,366,114	0	115,000	115,000
7	66/65	1,366,114	130,155	86,517	0	1,322,476	0	118,000	118,000
8	67/66	1,322,476	134,565	83,154	0	1,271,065	0	121,060	121,060
9	68/67	1,271,065	139,042	79,242	0	1,211,265	0	124,181	124,181
10	69/68	1,211,265	143,586	74,738	0	1,142,417	0	127,365	127,365
11	70/69	1,142,417	148,198	69,595	0	1,063,814	0	130,612	130,612
12	71/70	1,063,814	152,879	63,765	0	974,700	0	133,924	133,924
13	72/71	974,700	157,631	57,195	0	874,264	0	137,303	137,303
14	73/72	874,264	162,454	49,827	0	761,637	0	140,749	140,749
15	74/73	761,637	167,350	41,600	0	635,887	0	144,264	144,264
16	75/74	635,887	87,353	38,397	0	586,931	0	74,948	74,948
17	76/75	586,931	86,433	35,035	0	535,533	0	73,831	73,831
18	77/76	535,533	85,639	31,493	0	481,387	0	72,849	72,849
19	78/77	481,387	84,132	27,808	0	425,063	0	71,288	71,288
20	79/78	425,063	82,289	23,994	0	366,768	0	69,472	69,472
21	80/79	366,768	80,089	20,068	0	306,747	0	67,383	67,383
22	81/80	306,747	78,167	16,001	0	244,581	0	65,554	65,554
23	82/81	244,581	75,235	11,854	0	181,200	0	62,905	62,905
24	83/82	181,200	72,699	7,595	0	116,096	0	60,613	60,613
25	84/83	116,096	68,968	3,299	0	50,427	0	57,350	57,350
26	85/84	50,427	50,427	0	0	0	0	41,828	41,828
27	86/85	0	0	0	0	0	0	0	0
28	87/86	0	0	0	0	0	0	0	0
29	88/87	0	0	0	0	0	0	0	0
30	89/88	0	0	0	0	0	0	0	0
31	90/89	0	0	0	0	0	0	0	0
32	91/90	0	0	0	0	0	0	0	0
33	92/91	0	0	0	0	0	0	0	0
34	93/92	0	0	0	0	0	0	0	0
35	94/93	0	0	0	0	0	0	0	0
36	95/94	0	0	0	0	0	0	0	0
37	96/95	0	0	0	0	0	0	0	0
38	97/96	0	0	0	0	0	0	0	0
39	98/97	0	0	0	0	0	0	0	0
40	99/98	0	0	0	0	0	0	0	0
			2,313,101		0		0	2,010,479	2,010,479

Capital gains tax calculations assume a ratio of asset value to remaining cost basis in any given year.

# Analysis of: Status Quo No LTC Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Details of Defined Contribution Plan Assets for Bill Simpson (IRA)

Retirement Plan Assets Initial Value 1,000,000		Retirement Plan Assets Cost Basis 0	Retirement Plan Assets Yield 7.00%	Pre-Retirement Income Tax Rate 35.00%	Retirement Income Tax Rate 35.00%	
Year	M/F Ages	(1) Beginning of Year Value of Retirement Plan Assets	(2) Before Tax Required Minimum Distributions	(3) Before Tax Distribution	(4) After Tax Cash Flow from Retirement Plan Assets	(5) YearEnd Retirement Plan Assets
1	60/59	1,000,000	0	0	0	1,070,000
2	61/60	1,070,000	0	0	0	1,144,900
3	62/61	1,144,900	0	0	0	1,225,043
4	63/62	1,225,043	0	0	0	1,310,796
5	64/63	1,310,796	0	0	0	1,402,552
6	65/64	1,402,552	0	0	0	1,500,731
7	66/65	1,500,731	0	0	0	1,605,782
8	67/66	1,605,782	0	0	0	1,718,187
9	68/67	1,718,187	0	0	0	1,838,460
10	69/68	1,838,460	0	0	0	1,967,152
11	70/69	1,967,152	0	0	0	2,104,853
12	71/70	2,104,853	0	0	0	2,252,193
13	72/71	2,252,193	0	0	0	2,409,847
14	73/72	2,409,847	0	0	0	2,578,536
15	74/73	2,578,536	0	0	0	2,759,034
16	75/74	2,759,034	112,156	112,156	72,901	2,832,159
17	76/75	2,832,159	119,500	119,500	77,675	2,902,545
18	77/76	2,902,545	126,749	126,749	82,387	2,970,102
19	78/77	2,970,102	135,005	135,005	87,753	3,033,554
20	79/78	3,033,554	143,770	143,770	93,450	3,092,069
21	80/79	3,092,069	153,073	153,073	99,497	3,144,726
22	81/80	3,144,726	162,099	162,099	105,364	3,191,411
23	82/81	3,191,411	172,509	172,509	112,131	3,230,225
24	83/82	3,230,225	182,499	182,499	118,624	3,261,067
25	84/83	3,261,067	194,111	194,111	126,172	3,281,643
26	85/84	3,281,643	205,103	224,714	146,064	3,270,914
27	86/85	3,270,914	215,192	295,923	192,350	3,183,240
28	87/86	3,183,240	221,058	302,918	196,897	3,081,945
29	88/87	3,081,945	224,959	310,054	201,535	2,965,923
30	89/88	2,965,923	229,917	317,332	206,266	2,833,992
31	90/89	2,833,992	232,294	324,755	211,091	2,684,884
32	91/90	2,684,884	233,468	332,328	216,013	2,517,235
33	92/91	2,517,235	233,077	340,051	221,033	2,329,587
34	93/92	2,329,587	230,652	347,929	226,154	2,120,374
35	94/93	2,120,374	223,197	355,965	231,377	1,887,918
36	95/94	1,887,918	212,126	364,160	236,704	1,630,421
37	96/95	1,630,421	194,098	372,520	242,138	1,345,954
38	97/96	1,345,954	172,558	381,048	247,681	1,032,449
39	98/97	1,032,449	141,431	389,746	253,335	687,692
40	99/98	687,692	101,131	398,617	259,101	309,310
			4,571,732	6,559,531	4,263,693	

Column (1) includes only deductible contributions.

Column (2) projects an estimate of the required minimum distribution based on the Uniform Lifetime table life expectancy factors, recalculated each year based on asset value and client age.

# Analysis of: Status Quo No LTC Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Summary of Liquid Assets

Year	M/F Ages	(1) Year End Value of Retirement Plan Assets	+	(2) Year End Value of Equity Assets	=	(3) Total Liquid Assets
1	60/59	1,070,000		1,070,000		2,140,000
2	61/60	1,144,900		1,144,900		2,289,800
3	62/61	1,225,043		1,225,043		2,450,086
4	63/62	1,310,796		1,310,796		2,621,592
5	64/63	1,402,552		1,402,552		2,805,104
6	65/64	1,500,731		1,366,114		2,866,845
7	66/65	1,605,782		1,322,476		2,928,258
8	67/66	1,718,187		1,271,065		2,989,252
9	68/67	1,838,460		1,211,265		3,049,725
10	69/68	1,967,152		1,142,417		3,109,569
11	70/69	2,104,853		1,063,814		3,168,667
12	71/70	2,252,193		974,700		3,226,893
13	72/71	2,409,847		874,264		3,284,111
14	73/72	2,578,536		761,637		3,340,173
15	74/73	2,759,034		635,887		3,394,921
16	75/74	2,832,159		586,931		3,419,090
17	76/75	2,902,545		535,533		3,438,078
18	77/76	2,970,102		481,387		3,451,489
19	78/77	3,033,554		425,063		3,458,617
20	79/78	3,092,069		366,768		3,458,837
21	80/79	3,144,726		306,747		3,451,473
22	81/80	3,191,411		244,581		3,435,992
23	82/81	3,230,225		181,200		3,411,425
24	83/82	3,261,067		116,096		3,377,163
25	84/83	3,281,643		50,427		3,332,070
26	85/84	3,270,914		0		3,270,914
27	86/85	3,183,240		0		3,183,240
28	87/86	3,081,945		0		3,081,945
29	88/87	2,965,923		0		2,965,923
30	89/88	2,833,992		0		2,833,992
31	90/89	2,684,884		0		2,684,884
32	91/90	2,517,235		0		2,517,235
33	92/91	2,329,587		0		2,329,587
34	93/92	2,120,374		0		2,120,374
35	94/93	1,887,918		0		1,887,918
36	95/94	1,630,421		0		1,630,421
37	96/95	1,345,954		0		1,345,954
38	97/96	1,032,449		0		1,032,449
39	98/97	687,692		0		687,692
40	99/98	309,310		0		309,310



# Analysis of: Status Quo No LTC Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Summary of Illiquid Assets

Year	M/F Ages	(1) Principal Residence (2.00% Growth)	(2) Total Illiquid Assets
1	60/59	1,020,000	1,020,000
2	61/60	1,040,400	1,040,400
3	62/61	1,061,208	1,061,208
4	63/62	1,082,432	1,082,432
5	64/63	1,104,081	1,104,081
6	65/64	1,126,162	1,126,162
7	66/65	1,148,686	1,148,686
8	67/66	1,171,659	1,171,659
9	68/67	1,195,093	1,195,093
10	69/68	1,218,994	1,218,994
11	70/69	1,243,374	1,243,374
12	71/70	1,268,242	1,268,242
13	72/71	1,293,607	1,293,607
14	73/72	1,319,479	1,319,479
15	74/73	1,345,868	1,345,868
16	75/74	1,372,786	1,372,786
17	76/75	1,400,241	1,400,241
18	77/76	1,428,246	1,428,246
19	78/77	1,456,811	1,456,811
20	79/78	1,485,947	1,485,947
21	80/79	1,515,666	1,515,666
22	81/80	1,545,980	1,545,980
23	82/81	1,576,899	1,576,899
24	83/82	1,608,437	1,608,437
25	84/83	1,640,606	1,640,606
26	85/84	1,673,418	1,673,418
27	86/85	1,706,886	1,706,886
28	87/86	1,741,024	1,741,024
29	88/87	1,775,845	1,775,845
30	89/88	1,811,362	1,811,362
31	90/89	1,847,589	1,847,589
32	91/90	1,884,541	1,884,541
33	92/91	1,922,231	1,922,231
34	93/92	1,960,676	1,960,676
35	94/93	1,999,890	1,999,890
36	95/94	2,039,887	2,039,887
37	96/95	2,080,685	2,080,685
38	97/96	2,122,299	2,122,299
39	98/97	2,164,745	2,164,745
40	99/98	2,208,040	2,208,040

# Analysis of: Status Quo No LTC Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Hypothetical Net Worth (After Providing Required Cash Flow)

Year	M/F Ages	(1) Year End Value of Illiquid Assets	+	(2) Year End Value of Taxable Retirement Plan Assets	+	(3) Year End Value of Equity Assets	=	(4) Year End Hypothetical Net Worth
1	60/59	1,020,000		1,070,000		1,070,000		3,160,000
2	61/60	1,040,400		1,144,900		1,144,900		3,330,200
3	62/61	1,061,208		1,225,043		1,225,043		3,511,294
4	63/62	1,082,432		1,310,796		1,310,796		3,704,024
5	64/63	1,104,081		1,402,552		1,402,552		3,909,185
6	65/64	1,126,162		1,500,731		1,366,114		3,993,007
7	66/65	1,148,686		1,605,782		1,322,476		4,076,944
8	67/66	1,171,659		1,718,187		1,271,065		4,160,911
9	68/67	1,195,093		1,838,460		1,211,265		4,244,818
10	69/68	1,218,994		1,967,152		1,142,417		4,328,563
11	70/69	1,243,374		2,104,853		1,063,814		4,412,041
12	71/70	1,268,242		2,252,193		974,700		4,495,135
13	72/71	1,293,607		2,409,847		874,264		4,577,718
14	73/72	1,319,479		2,578,536		761,637		4,659,652
15	74/73	1,345,868		2,759,034		635,887		4,740,789
16	75/74	1,372,786		2,832,159		586,931		4,791,876
17	76/75	1,400,241		2,902,545		535,533		4,838,319
18	77/76	1,428,246		2,970,102		481,387		4,879,735
19	78/77	1,456,811		3,033,554		425,063		4,915,428
20	79/78	1,485,947		3,092,069		366,768		4,944,784
21	80/79	1,515,666		3,144,726		306,747		4,967,139
22	81/80	1,545,980		3,191,411		244,581		4,981,972
23	82/81	1,576,899		3,230,225		181,200		4,988,324
24	83/82	1,608,437		3,261,067		116,096		4,985,600
25	84/83	1,640,606		3,281,643		50,427		4,972,676
26	85/84	1,673,418		3,270,914		0		4,944,332
27	86/85	1,706,886		3,183,240		0		4,890,126
28	87/86	1,741,024		3,081,945		0		4,822,969
29	88/87	1,775,845		2,965,923		0		4,741,768
30	89/88	1,811,362		2,833,992		0		4,645,354
31	90/89	1,847,589		2,684,884		0		4,532,473
32	91/90	1,884,541		2,517,235		0		4,401,776
33	92/91	1,922,231		2,329,587		0		4,251,818
34	93/92	1,960,676		2,120,374		0		4,081,050
35	94/93	1,999,890		1,887,918		0		3,887,808
36	95/94	2,039,887		1,630,421		0		3,670,308
37	96/95	2,080,685		1,345,954		0		3,426,639
38	97/96	2,122,299		1,032,449		0		3,154,748
39	98/97	2,164,745		687,692		0		2,852,437
40	99/98	2,208,040		309,310		0		2,517,350

# Analysis of: Status Quo No LTC Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Summary of Transfer Taxation of Retirement Plan Assets

		Plan Assets Initial Value 1,000,000	Plan Assets Cost Basis 0	Plan Assets Yield 7.00%	Heirs' Income Tax Rate 35.00%		
Year	M/F Ages	(1) Plan Assets in Estate	(2) Estate Tax on Plan Assets	(3) Income Tax on Plan Assets	(4) Total Taxes Attributed to Plan Assets	(5) Heirs After Tax Plan Assets (1) - (4)	(6) Percent Loss Due to Tax
1	60/59	1,070,000	0	374,500	374,500	695,500	35%
2	61/60	1,144,900	0	400,715	400,715	744,185	35%
3	62/61	1,225,043	0	428,765	428,765	796,278	35%
4	63/62	1,310,796	0	458,779	458,779	852,017	35%
5	64/63	1,402,552	0	490,893	490,893	911,659	35%
6	65/64	1,500,731	0	525,256	525,256	975,475	35%
7	66/65	1,605,782	0	562,024	562,024	1,043,758	35%
8	67/66	1,718,187	0	601,365	601,365	1,116,822	35%
9	68/67	1,838,460	0	643,461	643,461	1,194,999	35%
10	69/68	1,967,152	0	688,503	688,503	1,278,649	35%
11	70/69	2,104,853	0	736,699	736,699	1,368,154	35%
12	71/70	2,252,193	0	788,268	788,268	1,463,925	35%
13	72/71	2,409,847	0	843,446	843,446	1,566,401	35%
14	73/72	2,578,536	0	902,488	902,488	1,676,048	35%
15	74/73	2,759,034	0	965,662	965,662	1,793,372	35%
16	75/74	2,832,159	0	991,256	991,256	1,840,903	35%
17	76/75	2,902,545	0	1,015,891	1,015,891	1,886,654	35%
18	77/76	2,970,102	0	1,039,536	1,039,536	1,930,566	35%
19	78/77	3,033,554	0	1,061,744	1,061,744	1,971,810	35%
20	79/78	3,092,069	0	1,082,224	1,082,224	2,009,845	35%
21	80/79	3,144,726	0	1,100,654	1,100,654	2,044,072	35%
22	81/80	3,191,411	0	1,116,994	1,116,994	2,074,417	35%
23	82/81	3,230,225	0	1,130,579	1,130,579	2,099,646	35%
24	83/82	3,261,067	0	1,141,373	1,141,373	2,119,694	35%
25	84/83	3,281,643	0	1,148,575	1,148,575	2,133,068	35%
26	85/84	3,270,914	0	1,144,820	1,144,820	2,126,094	35%
27	86/85	3,183,240	0	1,114,134	1,114,134	2,069,106	35%
28	87/86	3,081,945	0	1,078,681	1,078,681	2,003,264	35%
29	88/87	2,965,923	0	1,038,073	1,038,073	1,927,850	35%
30	89/88	2,833,992	0	991,897	991,897	1,842,095	35%
31	90/89	2,684,884	0	939,709	939,709	1,745,175	35%
32	91/90	2,517,235	0	881,032	881,032	1,636,203	35%
33	92/91	2,329,587	0	815,355	815,355	1,514,232	35%
34	93/92	2,120,374	0	742,131	742,131	1,378,243	35%
35	94/93	1,887,918	0	660,771	660,771	1,227,147	35%
36	95/94	1,630,421	0	570,647	570,647	1,059,774	35%
37	96/95	1,345,954	0	471,084	471,084	874,870	35%
38	97/96	1,032,449	0	361,357	361,357	671,092	35%
39	98/97	687,692	0	240,692	240,692	447,000	35%
40	99/98	309,310	0	108,259	108,259	201,051	35%

# Analysis of: Status Quo No LTC Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Wealth Transfer Summary (After Providing Required Cash Flow)

Year	M/F Ages	(1) Total Estate Assets*	(2) Total Transfer Taxes**	(3) Net Estate to Heirs	(4) Year End Total Assets Outside the Estate	(5) YearEnd Wealth Transferred to Heirs
1	60/59	3,160,000	374,500	2,785,500	0	2,785,500
2	61/60	3,330,200	400,715	2,929,485	0	2,929,485
3	62/61	3,511,294	428,765	3,082,529	0	3,082,529
4	63/62	3,704,024	458,779	3,245,245	0	3,245,245
5	64/63	3,909,185	490,893	3,418,292	0	3,418,292
6	65/64	3,993,007	525,256	3,467,751	0	3,467,751
7	66/65	4,076,944	562,024	3,514,920	0	3,514,920
8	67/66	4,160,911	601,365	3,559,546	0	3,559,546
9	68/67	4,244,818	643,461	3,601,357	0	3,601,357
10	69/68	4,328,563	688,503	3,640,060	0	3,640,060
11	70/69	4,412,041	736,699	3,675,342	0	3,675,342
12	71/70	4,495,135	788,268	3,706,867	0	3,706,867
13	72/71	4,577,718	843,446	3,734,272	0	3,734,272
14	73/72	4,659,652	902,488	3,757,164	0	3,757,164
15	74/73	4,740,789	965,662	3,775,127	0	3,775,127
16	75/74	4,791,876	991,256	3,800,620	0	3,800,620
17	76/75	4,838,319	1,015,891	3,822,428	0	3,822,428
18	77/76	4,879,735	1,039,536	3,840,199	0	3,840,199
19	78/77	4,915,428	1,061,744	3,853,684	0	3,853,684
20	79/78	4,944,784	1,082,224	3,862,560	0	3,862,560
21	80/79	4,967,139	1,100,654	3,866,485	0	3,866,485
22	81/80	4,981,972	1,116,994	3,864,978	0	3,864,978
23	82/81	4,988,324	1,130,579	3,857,745	0	3,857,745
24	83/82	4,985,600	1,141,373	3,844,227	0	3,844,227
25	84/83	4,972,676	1,148,575	3,824,101	0	3,824,101
26	85/84	4,944,332	1,144,820	3,799,512	0	3,799,512
27	86/85	4,890,126	1,114,134	3,775,992	0	3,775,992
28	87/86	4,822,969	1,078,681	3,744,288	0	3,744,288
29	88/87	4,741,768	1,038,073	3,703,695	0	3,703,695
30	89/88	4,645,354	991,897	3,653,457	0	3,653,457
31	90/89	4,532,473	939,709	3,592,764	0	3,592,764
32	91/90	4,401,776	881,032	3,520,744	0	3,520,744
33	92/91	4,251,818	815,355	3,436,463	0	3,436,463
34	93/92	4,081,050	742,131	3,338,919	0	3,338,919
35	94/93	3,887,808	660,771	3,227,037	0	3,227,037
36	95/94	3,670,308	570,647	3,099,661	0	3,099,661
37	96/95	3,426,639	471,084	2,955,555	0	2,955,555
38	97/96	3,154,748	361,357	2,793,391	0	2,793,391
39	98/97	2,852,437	240,692	2,611,745	0	2,611,745
40	99/98	2,517,350	108,259	2,409,091	0	2,409,091

Summary at Life Expectancy (Year 31)

\*Net of cash flow provided

\*\*See Transfer Tax Details report for details.

Total Estate Assets	\$ 4,532,473
Wealth Transferred to Heirs	\$ 3,592,764

**Analysis of: CHEIFS+JH-LifeCare-No-LTC-Need**

Client Information Summary

Current Assets

<u>Liquid Assets:</u>	Liquid Assets (Taxable Interest)	\$	0	
	Liquid Assets (Tax Exempt Interest)		0	
	Equity Assets		1,000,000	
	Tax Deferred Assets		0	
	Retirement Plan Assets		1,000,000	
	Total Liquid Assets			2,000,000
<u>Illiquid Assets:</u>	Principal Residence		1,000,000	
	Total Illiquid Assets			1,000,000
<u>Other Assets:</u>	Inside the Estate			
	Long-Term Care Death Benefit		315,883	
	Current cash value: \$100,005			
	Total Other Assets Inside the Estate			315,883
	Total Estate Assets			\$3,315,883
	Total Other Assets Outside the Estate			0

Funding Options for Required Cash Flow

<u>Retirement Plan Assets:</u>	Minimum Distribution, Unless More Is Needed
<u>Cash Flow Funding:</u>	Sequential Use of Liquid Assets --
	Brokerage Accounts, IRA

The information in this presentation is not guaranteed; it is for illustrative purposes only. Tax rates, interest and inflation rates, and IRS tax codes may, and probably will, change in the future; therefore, you should consult your tax adviser for additional information about potential taxes and IRS revisions.

Values on this page may include non-guaranteed life insurance values. If so, actual results are likely to vary, and this report is not valid unless accompanied by a life insurance basic illustration that details non-guaranteed and guaranteed elements.

# Analysis of: CHEIFS+JH-LifeCare-No-LTC-Need

Presented By: NextPoint Solutions For: Bill Simpson & Mary Simpson, Ages 60/59

## Client Information Summary

### Assumptions Used

<u>Income Tax Rates:</u>	Pre-Retirement	35.00%
	Retirement	35.00%
<u>Life Expectancy:</u>	Joint	31 Years
	Bill Simpson	Age 90
	Mary Simpson	Age 89
<u>Long-Term Care (LTC)</u>		
	Current Annual Cost of LTC	\$0
	Assumed LTC Inflation	0.0%
	LTC Start Year	0
	LTC Cost Period	0 yrs
<u>Equities:</u>	Brokerage Accounts	
	Growth Rate	7.00%
	Dividend Rate	0.00%
<u>Retirement Plan Assets Bill Simpson:</u>		
	Defined Contr. Yield Assumption	7.00%

# Analysis of: CHEIFS+JH-LifeCare-No-LTC-Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Cash Flow Required

		Spendable Cash Flow		Dedicated Cash Flow	
Year	M/F Ages	(1) After Tax Cash Flow for Living Expenses	(2) Total After Tax Spendable Cash Flow Required	(3) Long-Term Care Insurance Premiums	(4) Total After Tax Cash Flow Required
1	60/59	0	0	200,000	200,000
2	61/60	0	0	0	0
3	62/61	0	0	0	0
4	63/62	0	0	0	0
5	64/63	0	0	0	0
6	65/64	150,000	150,000	0	150,000
7	66/65	153,000	153,000	0	153,000
8	67/66	156,060	156,060	0	156,060
9	68/67	159,181	159,181	0	159,181
10	69/68	162,365	162,365	0	162,365
11	70/69	165,612	165,612	0	165,612
12	71/70	168,924	168,924	0	168,924
13	72/71	172,303	172,303	0	172,303
14	73/72	175,749	175,749	0	175,749
15	74/73	179,264	179,264	0	179,264
16	75/74	182,849	182,849	0	182,849
17	76/75	186,506	186,506	0	186,506
18	77/76	190,236	190,236	0	190,236
19	78/77	194,041	194,041	0	194,041
20	79/78	197,922	197,922	0	197,922
21	80/79	201,880	201,880	0	201,880
22	81/80	205,918	205,918	0	205,918
23	82/81	210,036	210,036	0	210,036
24	83/82	214,237	214,237	0	214,237
25	84/83	218,522	218,522	0	218,522
26	85/84	222,892	222,892	0	222,892
27	86/85	227,350	227,350	0	227,350
28	87/86	231,897	231,897	0	231,897
29	88/87	236,535	236,535	0	236,535
30	89/88	241,266	241,266	0	241,266
31	90/89	246,091	246,091	0	246,091
32	91/90	251,013	251,013	0	251,013
33	92/91	256,033	256,033	0	256,033
34	93/92	261,154	261,154	0	261,154
35	94/93	266,377	266,377	0	266,377
36	95/94	271,704	271,704	0	271,704
37	96/95	277,138	277,138	0	277,138
38	97/96	282,681	282,681	0	282,681
39	98/97	288,335	288,335	0	288,335
40	99/98	294,101	294,101	0	294,101
		7,499,172	7,499,172	200,000	7,699,172

Column (1) assumes 0.00% inflation for 6 years, 2.00% thereafter.



# Analysis of: CHEIFS+JH-LifeCare-No-LTC-Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Expected Cash Flow

Year	M/F Ages	(1) After Tax Cash Flow from Social Security*	(2) Total Cash Flow Provided By CHEIFS Plan	(3) Total Expected After Tax Cash Flow
1	60/59	0	200,000	200,000
2	61/60	0	0	0
3	62/61	0	0	0
4	63/62	0	0	0
5	64/63	0	0	0
6	65/64	35,000	0	35,000
7	66/65	35,000	0	35,000
8	67/66	35,000	0	35,000
9	68/67	35,000	0	35,000
10	69/68	35,000	0	35,000
11	70/69	35,000	0	35,000
12	71/70	35,000	0	35,000
13	72/71	35,000	0	35,000
14	73/72	35,000	0	35,000
15	74/73	35,000	0	35,000
16	75/74	35,000	0	35,000
17	76/75	35,000	0	35,000
18	77/76	35,000	0	35,000
19	78/77	35,000	0	35,000
20	79/78	35,000	0	35,000
21	80/79	35,000	0	35,000
22	81/80	35,000	0	35,000
23	82/81	35,000	0	35,000
24	83/82	35,000	0	35,000
25	84/83	35,000	0	35,000
26	85/84	35,000	0	35,000
27	86/85	35,000	0	35,000
28	87/86	35,000	0	35,000
29	88/87	35,000	0	35,000
30	89/88	35,000	0	35,000
31	90/89	35,000	0	35,000
32	91/90	35,000	0	35,000
33	92/91	35,000	0	35,000
34	93/92	35,000	0	35,000
35	94/93	35,000	0	35,000
36	95/94	35,000	0	35,000
37	96/95	35,000	0	35,000
38	97/96	35,000	0	35,000
39	98/97	35,000	0	35,000
40	99/98	35,000	0	35,000
		1,225,000	200,000	1,425,000

\*The above calculations are based upon client furnished data. These results may be based on incomplete information. For precise estimate call the Social Security Administration at 1-800-772-1213 or go to <http://socialsecurity.gov/estimator/>.

# Analysis of: CHEIFS+JH-LifeCare-No-LTC-Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Cash Flow Analysis

		Annual Cash Flow Required			Annual Cash Flow Provided			
Year	M/F Ages	(1) After Tax Spendable Cash Flow Required	(2) After Tax Dedicated Cash Flow Required	(3) Total After Tax Cash Flow Required*	(4) Expected After Tax Cash Flow	(5) After Tax Cash Flow from Retirement Plan Assets	(6) After Tax Cash Flow from Equity Assets	(7) Total After Tax Cash Flow Provided*
1	60/59	0	200,000	200,000	200,000	0	0	200,000
2	61/60	0	0	0	0	0	0	0
3	62/61	0	0	0	0	0	0	0
4	63/62	0	0	0	0	0	0	0
5	64/63	0	0	0	0	0	0	0
6	65/64	150,000	0	150,000	35,000	0	115,000	150,000
7	66/65	153,000	0	153,000	35,000	0	118,000	153,000
8	67/66	156,060	0	156,060	35,000	0	121,060	156,060
9	68/67	159,181	0	159,181	35,000	0	124,181	159,181
10	69/68	162,365	0	162,365	35,000	0	127,365	162,365
11	70/69	165,612	0	165,612	35,000	0	130,612	165,612
12	71/70	168,924	0	168,924	35,000	0	133,924	168,924
13	72/71	172,303	0	172,303	35,000	0	137,303	172,303
14	73/72	175,749	0	175,749	35,000	0	140,749	175,749
15	74/73	179,264	0	179,264	35,000	0	144,264	179,264
16	75/74	182,849	0	182,849	35,000	72,901	74,948	182,849
17	76/75	186,506	0	186,506	35,000	77,675	73,831	186,506
18	77/76	190,236	0	190,236	35,000	82,387	72,849	190,236
19	78/77	194,041	0	194,041	35,000	87,753	71,288	194,041
20	79/78	197,922	0	197,922	35,000	93,450	69,472	197,922
21	80/79	201,880	0	201,880	35,000	99,497	67,383	201,880
22	81/80	205,918	0	205,918	35,000	105,364	65,554	205,918
23	82/81	210,036	0	210,036	35,000	112,131	62,905	210,036
24	83/82	214,237	0	214,237	35,000	118,624	60,613	214,237
25	84/83	218,522	0	218,522	35,000	126,172	57,350	218,522
26	85/84	222,892	0	222,892	35,000	146,064	41,828	222,892
27	86/85	227,350	0	227,350	35,000	192,350	0	227,350
28	87/86	231,897	0	231,897	35,000	196,897	0	231,897
29	88/87	236,535	0	236,535	35,000	201,535	0	236,535
30	89/88	241,266	0	241,266	35,000	206,266	0	241,266
31	90/89	246,091	0	246,091	35,000	211,091	0	246,091
32	91/90	251,013	0	251,013	35,000	216,013	0	251,013
33	92/91	256,033	0	256,033	35,000	221,033	0	256,033
34	93/92	261,154	0	261,154	35,000	226,154	0	261,154
35	94/93	266,377	0	266,377	35,000	231,377	0	266,377
36	95/94	271,704	0	271,704	35,000	236,704	0	271,704
37	96/95	277,138	0	277,138	35,000	242,138	0	277,138
38	97/96	282,681	0	282,681	35,000	247,681	0	282,681
39	98/97	288,335	0	288,335	35,000	253,335	0	288,335
40	99/98	294,101	0	294,101	35,000	259,101	0	294,101
		7,499,172	200,000	7,699,172	1,425,000	4,263,693	2,010,479	7,699,172

\*IMPORTANT NOTE: For this plan to be financially sound, column (7) must be sufficient to provide the values in column (3).

Column (1): assumes 0.00% inflation in yrs 1-6, 2.00% thereafter.

Column (4): see "Expected Cash Flow" report.

Column (5): see "Summary of Retirement Plan Assets" report.

Column (6): see "Details of Equity Assets" report.

# Analysis of: CHEIFS+JH-LifeCare-No-LTC-Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Details of Brokerage Accounts

		Initial Cost Basis 800,000	Growth 7.00%	Pre-Retirement Income Tax Rate 35.00%	Retirement Income Tax Rate 35.00%	Capital Gains Tax Rate 20.00%			
Yr	M/F Ages	(1) Beginning of Year Value of Asset	(2) Sale of Equities	(3) + Capital Growth	(4) + After Tax Reinvested Dividends	(5) YearEnd Value of Assets	(6) After Tax Dividend Cash Flow	(7) After Tax Equity Sales Cash Flow	(8) Combined After Tax Cash Flow
1	60/59	1,000,000	0	70,000	0	1,070,000	0	0	0
2	61/60	1,070,000	0	74,900	0	1,144,900	0	0	0
3	62/61	1,144,900	0	80,143	0	1,225,043	0	0	0
4	63/62	1,225,043	0	85,753	0	1,310,796	0	0	0
5	64/63	1,310,796	0	91,756	0	1,402,552	0	0	0
6	65/64	1,402,552	125,810	89,372	0	1,366,114	0	115,000	115,000
7	66/65	1,366,114	130,155	86,517	0	1,322,476	0	118,000	118,000
8	67/66	1,322,476	134,565	83,154	0	1,271,065	0	121,060	121,060
9	68/67	1,271,065	139,042	79,242	0	1,211,265	0	124,181	124,181
10	69/68	1,211,265	143,586	74,738	0	1,142,417	0	127,365	127,365
11	70/69	1,142,417	148,198	69,595	0	1,063,814	0	130,612	130,612
12	71/70	1,063,814	152,879	63,765	0	974,700	0	133,924	133,924
13	72/71	974,700	157,631	57,195	0	874,264	0	137,303	137,303
14	73/72	874,264	162,454	49,827	0	761,637	0	140,749	140,749
15	74/73	761,637	167,350	41,600	0	635,887	0	144,264	144,264
16	75/74	635,887	87,353	38,397	0	586,931	0	74,948	74,948
17	76/75	586,931	86,433	35,035	0	535,533	0	73,831	73,831
18	77/76	535,533	85,639	31,493	0	481,387	0	72,849	72,849
19	78/77	481,387	84,132	27,808	0	425,063	0	71,288	71,288
20	79/78	425,063	82,289	23,994	0	366,768	0	69,472	69,472
21	80/79	366,768	80,089	20,068	0	306,747	0	67,383	67,383
22	81/80	306,747	78,167	16,001	0	244,581	0	65,554	65,554
23	82/81	244,581	75,235	11,854	0	181,200	0	62,905	62,905
24	83/82	181,200	72,699	7,595	0	116,096	0	60,613	60,613
25	84/83	116,096	68,968	3,299	0	50,427	0	57,350	57,350
26	85/84	50,427	50,427	0	0	0	0	41,828	41,828
27	86/85	0	0	0	0	0	0	0	0
28	87/86	0	0	0	0	0	0	0	0
29	88/87	0	0	0	0	0	0	0	0
30	89/88	0	0	0	0	0	0	0	0
31	90/89	0	0	0	0	0	0	0	0
32	91/90	0	0	0	0	0	0	0	0
33	92/91	0	0	0	0	0	0	0	0
34	93/92	0	0	0	0	0	0	0	0
35	94/93	0	0	0	0	0	0	0	0
36	95/94	0	0	0	0	0	0	0	0
37	96/95	0	0	0	0	0	0	0	0
38	97/96	0	0	0	0	0	0	0	0
39	98/97	0	0	0	0	0	0	0	0
40	99/98	0	0	0	0	0	0	0	0
			2,313,101		0		0	2,010,479	2,010,479

Capital gains tax calculations assume a ratio of asset value to remaining cost basis in any given year.

# Analysis of: CHEIFS+JH-LifeCare-No-LTC-Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Details of Defined Contribution Plan Assets for Bill Simpson (IRA)

Retirement Plan Assets Initial Value 1,000,000		Retirement Plan Assets Cost Basis 0	Retirement Plan Assets Yield 7.00%	Pre-Retirement Income Tax Rate 35.00%	Retirement Income Tax Rate 35.00%	
Year	M/F Ages	(1) Beginning of Year Value of Retirement Plan Assets	(2) Before Tax Required Minimum Distributions	(3) Before Tax Distribution	(4) After Tax Cash Flow from Retirement Plan Assets	(5) YearEnd Retirement Plan Assets
1	60/59	1,000,000	0	0	0	1,070,000
2	61/60	1,070,000	0	0	0	1,144,900
3	62/61	1,144,900	0	0	0	1,225,043
4	63/62	1,225,043	0	0	0	1,310,796
5	64/63	1,310,796	0	0	0	1,402,552
6	65/64	1,402,552	0	0	0	1,500,731
7	66/65	1,500,731	0	0	0	1,605,782
8	67/66	1,605,782	0	0	0	1,718,187
9	68/67	1,718,187	0	0	0	1,838,460
10	69/68	1,838,460	0	0	0	1,967,152
11	70/69	1,967,152	0	0	0	2,104,853
12	71/70	2,104,853	0	0	0	2,252,193
13	72/71	2,252,193	0	0	0	2,409,847
14	73/72	2,409,847	0	0	0	2,578,536
15	74/73	2,578,536	0	0	0	2,759,034
16	75/74	2,759,034	112,156	112,156	72,901	2,832,159
17	76/75	2,832,159	119,500	119,500	77,675	2,902,545
18	77/76	2,902,545	126,749	126,749	82,387	2,970,102
19	78/77	2,970,102	135,005	135,005	87,753	3,033,554
20	79/78	3,033,554	143,770	143,770	93,450	3,092,069
21	80/79	3,092,069	153,073	153,073	99,497	3,144,726
22	81/80	3,144,726	162,099	162,099	105,364	3,191,411
23	82/81	3,191,411	172,509	172,509	112,131	3,230,225
24	83/82	3,230,225	182,499	182,499	118,624	3,261,067
25	84/83	3,261,067	194,111	194,111	126,172	3,281,643
26	85/84	3,281,643	205,103	224,714	146,064	3,270,914
27	86/85	3,270,914	215,192	295,923	192,350	3,183,240
28	87/86	3,183,240	221,058	302,918	196,897	3,081,945
29	88/87	3,081,945	224,959	310,054	201,535	2,965,923
30	89/88	2,965,923	229,917	317,332	206,266	2,833,992
31	90/89	2,833,992	232,294	324,755	211,091	2,684,884
32	91/90	2,684,884	233,468	332,328	216,013	2,517,235
33	92/91	2,517,235	233,077	340,051	221,033	2,329,587
34	93/92	2,329,587	230,652	347,929	226,154	2,120,374
35	94/93	2,120,374	223,197	355,965	231,377	1,887,918
36	95/94	1,887,918	212,126	364,160	236,704	1,630,421
37	96/95	1,630,421	194,098	372,520	242,138	1,345,954
38	97/96	1,345,954	172,558	381,048	247,681	1,032,449
39	98/97	1,032,449	141,431	389,746	253,335	687,692
40	99/98	687,692	101,131	398,617	259,101	309,310
			4,571,732	6,559,531	4,263,693	

Column (1) includes only deductible contributions.

Column (2) projects an estimate of the required minimum distribution based on the Uniform Lifetime table life expectancy factors, recalculated each year based on asset value and client age.

# Analysis of: CHEIFS+JH-LifeCare-No-LTC-Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Long-Term Care Details

Year	M/F Ages	(1) Long-Term Care Premiums	(2) Long-Term Care Life Insurance Cash Value	(3) Long-Term Care Life Insurance Death Benefit	(4) Long-Term Care Remaining Benefit Pool	(5) Long-Term Care Maximum Annual Benefit	(6) Long-Term Care Benefit Used
1	60/59	200,000	100,005	315,883	631,765	157,941	0
2	61/60	0	107,394	328,608	657,216	164,304	0
3	62/61	0	115,238	342,940	685,880	171,470	0
4	63/62	0	123,562	357,796	715,592	178,898	0
5	64/63	0	133,901	373,168	746,337	186,584	0
6	65/64	0	144,905	389,046	778,092	194,523	0
7	66/65	0	156,462	405,409	810,818	202,705	0
8	67/66	0	168,603	423,920	847,839	211,960	0
9	68/67	0	181,351	441,285	882,571	220,643	0
10	69/68	0	194,743	460,977	921,954	230,489	0
11	70/69	0	207,551	480,964	961,927	240,482	0
12	71/70	0	220,986	501,387	1,002,775	250,694	0
13	72/71	0	235,230	522,168	1,044,336	261,084	0
14	73/72	0	250,329	545,771	1,091,542	272,886	0
15	74/73	0	266,315	569,951	1,139,901	284,975	0
16	75/74	0	283,246	594,702	1,189,405	297,351	0
17	76/75	0	301,073	619,779	1,239,559	309,890	0
18	77/76	0	319,936	648,601	1,297,202	324,301	0
19	78/77	0	339,858	678,229	1,356,458	339,115	0
20	79/78	0	360,903	708,665	1,417,330	354,333	0
21	80/79	0	383,069	736,425	1,472,849	368,212	0
22	81/80	0	406,380	768,690	1,537,380	384,345	0
23	82/81	0	430,816	797,176	1,594,351	398,588	0
24	83/82	0	456,502	830,611	1,661,223	415,306	0
25	84/83	0	483,499	869,777	1,739,555	434,889	0
26	85/84	0	511,703	869,777	1,739,555	434,889	0
27	86/85	0	543,470	869,777	1,739,555	434,889	0
28	87/86	0	580,178	869,777	1,739,555	434,889	0
29	88/87	0	620,429	869,777	1,739,555	434,889	0
30	89/88	0	663,484	887,858	1,739,555	434,889	0
31	90/89	0	709,541	927,043	1,739,555	434,889	0
32	91/90	0	758,807	968,165	1,739,555	434,889	0
33	92/91	0	811,507	1,011,249	1,739,555	434,889	0
34	93/92	0	867,880	1,056,477	1,739,555	434,889	0
35	94/93	0	928,182	1,103,876	1,739,555	434,889	0
36	95/94	0	992,687	1,153,654	1,739,555	434,889	0
37	96/95	0	1,061,687	1,205,839	1,739,555	434,889	0
38	97/96	0	1,135,496	1,260,555	1,739,555	434,889	0
39	98/97	0	1,214,450	1,317,931	1,739,555	434,889	0
40	99/98	0	1,298,907	1,377,977	1,739,555	434,889	0

The Long-Term Care policy has a minimum benefit period of 4 years.

# Analysis of: CHEIFS+JH-LifeCare-No-LTC-Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Summary of Liquid Assets

Year	M/F Ages	(1) Year End Value of Retirement Plan Assets	+	(2) Year End Value of Equity Assets	=	(3) Total Liquid Assets	(4) Year End Value of Annuity Assets
1	60/59	1,070,000		1,070,000		2,140,000	100,005
2	61/60	1,144,900		1,144,900		2,289,800	107,394
3	62/61	1,225,043		1,225,043		2,450,086	115,238
4	63/62	1,310,796		1,310,796		2,621,592	123,562
5	64/63	1,402,552		1,402,552		2,805,104	133,901
6	65/64	1,500,731		1,366,114		2,866,845	144,905
7	66/65	1,605,782		1,322,476		2,928,258	156,462
8	67/66	1,718,187		1,271,065		2,989,252	168,603
9	68/67	1,838,460		1,211,265		3,049,725	181,351
10	69/68	1,967,152		1,142,417		3,109,569	194,743
11	70/69	2,104,853		1,063,814		3,168,667	207,551
12	71/70	2,252,193		974,700		3,226,893	220,986
13	72/71	2,409,847		874,264		3,284,111	235,230
14	73/72	2,578,536		761,637		3,340,173	250,329
15	74/73	2,759,034		635,887		3,394,921	266,315
16	75/74	2,832,159		586,931		3,419,090	283,246
17	76/75	2,902,545		535,533		3,438,078	301,073
18	77/76	2,970,102		481,387		3,451,489	319,936
19	78/77	3,033,554		425,063		3,458,617	339,858
20	79/78	3,092,069		366,768		3,458,837	360,903
21	80/79	3,144,726		306,747		3,451,473	383,069
22	81/80	3,191,411		244,581		3,435,992	406,380
23	82/81	3,230,225		181,200		3,411,425	430,816
24	83/82	3,261,067		116,096		3,377,163	456,502
25	84/83	3,281,643		50,427		3,332,070	483,499
26	85/84	3,270,914		0		3,270,914	511,703
27	86/85	3,183,240		0		3,183,240	543,470
28	87/86	3,081,945		0		3,081,945	580,178
29	88/87	2,965,923		0		2,965,923	620,429
30	89/88	2,833,992		0		2,833,992	663,484
31	90/89	2,684,884		0		2,684,884	709,541
32	91/90	2,517,235		0		2,517,235	758,807
33	92/91	2,329,587		0		2,329,587	811,507
34	93/92	2,120,374		0		2,120,374	867,880
35	94/93	1,887,918		0		1,887,918	928,182
36	95/94	1,630,421		0		1,630,421	992,687
37	96/95	1,345,954		0		1,345,954	1,061,687
38	97/96	1,032,449		0		1,032,449	1,135,496
39	98/97	687,692		0		687,692	1,214,450
40	99/98	309,310		0		309,310	1,298,907

### Summary of year 40

Total Liquid Assets	\$ 309,310
Value of Annuity Assets	\$ 1,298,907
Total Liquid Assets Available	\$ 1,608,217

# Analysis of: CHEIFS+JH-LifeCare-No-LTC-Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Summary of Illiquid Assets

Year	M/F Ages	(1) Principal Residence (2.00% Growth)	(2) Total Illiquid Assets
1	60/59	1,020,000	1,020,000
2	61/60	1,040,400	1,040,400
3	62/61	1,061,208	1,061,208
4	63/62	1,082,432	1,082,432
5	64/63	1,104,081	1,104,081
6	65/64	1,126,162	1,126,162
7	66/65	1,148,686	1,148,686
8	67/66	1,171,659	1,171,659
9	68/67	1,195,093	1,195,093
10	69/68	1,218,994	1,218,994
11	70/69	1,243,374	1,243,374
12	71/70	1,268,242	1,268,242
13	72/71	1,293,607	1,293,607
14	73/72	1,319,479	1,319,479
15	74/73	1,345,868	1,345,868
16	75/74	1,372,786	1,372,786
17	76/75	1,400,241	1,400,241
18	77/76	1,428,246	1,428,246
19	78/77	1,456,811	1,456,811
20	79/78	1,485,947	1,485,947
21	80/79	1,515,666	1,515,666
22	81/80	1,545,980	1,545,980
23	82/81	1,576,899	1,576,899
24	83/82	1,608,437	1,608,437
25	84/83	1,640,606	1,640,606
26	85/84	1,673,418	1,673,418
27	86/85	1,706,886	1,706,886
28	87/86	1,741,024	1,741,024
29	88/87	1,775,845	1,775,845
30	89/88	1,811,362	1,811,362
31	90/89	1,847,589	1,847,589
32	91/90	1,884,541	1,884,541
33	92/91	1,922,231	1,922,231
34	93/92	1,960,676	1,960,676
35	94/93	1,999,890	1,999,890
36	95/94	2,039,887	2,039,887
37	96/95	2,080,685	2,080,685
38	97/96	2,122,299	2,122,299
39	98/97	2,164,745	2,164,745
40	99/98	2,208,040	2,208,040



# Analysis of: CHEIFS+JH-LifeCare-No-LTC-Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Details of CHEIFS Plan (Principal Residence)

		Plan Start Age 60	Origination Fee 1.50%	Other Fees \$2,000	Maximum Combined Loan To Value 50.00%	CHEIFS Preferred Return 12.99%	CHEIFS Factor 2.25		
Year	M/F Ages	(1) Principal Residence Value (2.00% Growth)	(2) Maximum Projected Liability to CHEIFS	(3) Liability to CHEIFS @ Preferred Return of 12.99%	(4) Amount Due to CHEIFS if Liquidated (Lesser of Col 2 or 3)	(5) CHEIFS APR	(6) CHEIFS Effective Equity Share Percent	(7) Client's Net Asset Equity	(8) Expected Income Provided by CHEIFS
1	60/59	1,020,000	470,475	231,681	231,681	15.84%	22.71%	788,319	200,000
2	61/60	1,040,400	479,885	261,777	261,777	14.41%	25.16%	778,623	0
3	62/61	1,061,208	489,482	295,781	295,781	13.93%	27.87%	765,427	0
4	63/62	1,082,432	499,272	334,203	334,203	13.70%	30.88%	748,229	0
5	64/63	1,104,081	509,257	377,616	377,616	13.55%	34.20%	726,465	0
6	65/64	1,126,162	519,442	426,669	426,669	13.46%	37.89%	699,493	0
7	66/65	1,148,686	529,831	482,093	482,093	13.39%	41.97%	666,593	0
8	67/66	1,171,659	540,428	544,717	540,428	13.23%	46.13%	631,231	0
9	68/67	1,195,093	551,236	615,475	551,236	11.92%	46.13%	643,857	0
10	69/68	1,218,994	562,261	695,426	562,261	10.89%	46.13%	656,733	0
11	70/69	1,243,374	573,506	785,761	573,506	10.05%	46.13%	669,868	0
12	71/70	1,268,242	584,977	887,832	584,977	9.36%	46.13%	683,265	0
13	72/71	1,293,607	596,676	1,003,161	596,676	8.77%	46.13%	696,931	0
14	73/72	1,319,479	608,610	1,133,472	608,610	8.27%	46.13%	710,869	0
15	74/73	1,345,868	620,782	1,280,710	620,782	7.84%	46.13%	725,086	0
16	75/74	1,372,786	633,197	1,447,074	633,197	7.47%	46.13%	739,589	0
17	76/75	1,400,241	645,861	1,635,049	645,861	7.14%	46.13%	754,380	0
18	77/76	1,428,246	658,779	1,847,442	658,779	6.85%	46.13%	769,467	0
19	78/77	1,456,811	671,954	2,087,425	671,954	6.59%	46.13%	784,857	0
20	79/78	1,485,947	685,393	2,358,581	685,393	6.35%	46.13%	800,554	0
21	80/79	1,515,666	699,101	2,664,961	699,101	6.14%	46.13%	816,565	0
22	81/80	1,545,980	713,083	3,011,139	713,083	5.95%	46.13%	832,897	0
23	82/81	1,576,899	727,345	3,402,286	727,345	5.77%	46.13%	849,554	0
24	83/82	1,608,437	741,892	3,844,243	741,892	5.61%	46.13%	866,545	0
25	84/83	1,640,606	756,730	4,343,610	756,730	5.47%	46.13%	883,876	0
26	85/84	1,673,418	771,864	4,907,845	771,864	5.33%	46.13%	901,554	0
27	86/85	1,706,886	787,301	5,545,374	787,301	5.21%	46.13%	919,585	0
28	87/86	1,741,024	803,047	6,265,718	803,047	5.09%	46.13%	937,977	0
29	88/87	1,775,845	819,108	7,079,635	819,108	4.98%	46.13%	956,737	0
30	89/88	1,811,362	835,491	7,999,280	835,491	4.88%	46.13%	975,871	0
31	90/89	1,847,589	852,200	9,038,386	852,200	4.79%	46.13%	995,389	0
32	91/90	1,884,541	869,244	10,212,473	869,244	4.70%	46.13%	1,015,297	0
33	92/91	1,922,231	886,629	11,539,073	886,629	4.62%	46.13%	1,035,602	0
34	93/92	1,960,676	904,362	13,037,999	904,362	4.54%	46.13%	1,056,314	0
35	94/93	1,999,890	922,449	14,731,635	922,449	4.46%	46.13%	1,077,441	0
36	95/94	2,039,887	940,898	16,645,274	940,898	4.40%	46.13%	1,098,989	0
37	96/95	2,080,685	959,716	18,807,495	959,716	4.33%	46.13%	1,120,969	0
38	97/96	2,122,299	978,910	21,250,589	978,910	4.27%	46.13%	1,143,389	0
39	98/97	2,164,745	998,489	24,011,040	998,489	4.21%	46.13%	1,166,256	0
40	99/98	2,208,040	1,018,458	27,130,074	1,018,458	4.15%	46.13%	1,189,582	0

Please see the accompanying CHEIFS ("Converting Home Equity Into Financial Success") proposal from Cornerstone.

Date: 05/12/2026



# Analysis of: CHEIFS+JH-LifeCare-No-LTC-Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## CHEIFS Plan vs. Reverse Mortgage and a HELOC (Principal Residence)

		CHEIFS Origination Fee 1.50%	CHEIFS Other Fees \$2,000	Initial Reverse Mortgage Insurance Premium \$20,000	Reverse Mortgage Origination Fee \$6,000	Reverse Mortgage Closing Costs \$2,000	Reverse Mortgage Interest Rate 8.00%	HELOC Origination Fee 2.00%	HELOC Other Fees \$6,000	HELOC Interest Rate 8.00%	
		Liability				APR			Cash Provided		
Yr	M/F Ages	(1) Principal Residence Value (2.00% Growth)	(2) Amount Due to CHEIFS if Liquidated	(3) Reverse Mortgage Loan Balance	(4) HELOC Loan Balance	(5) CHEIFS APR	(6) Reverse Mortgage APR	(7) HELOC APR	(8) Income Provided by CHEIFS	(9) Income Provided by Reverse Mortgage	(10) Income Provided by HELOC
1	60/59	1,020,000	231,681	216,000	200,000	15.84%	25.58%	13.00%	200,000	172,000	174,000
2	61/60	1,040,400	261,777	233,280	200,000	14.41%	16.46%	10.50%	0	0	-16,000
3	62/61	1,061,208	295,781	251,942	200,000	13.93%	13.57%	9.67%	0	0	-16,000
4	63/62	1,082,432	334,203	272,098	200,000	13.70%	12.15%	9.25%	0	0	-16,000
5	64/63	1,104,081	377,616	293,866	200,000	13.55%	11.31%	9.00%	0	0	-16,000
6	65/64	1,126,162	426,669	317,375	200,000	13.46%	10.75%	8.83%	0	0	-16,000
7	66/65	1,148,686	482,093	342,765	200,000	13.39%	10.35%	8.71%	0	0	-16,000
8	67/66	1,171,659	540,428	370,186	200,000	13.23%	10.06%	8.63%	0	0	-16,000
9	68/67	1,195,093	551,236	399,801	200,000	11.92%	9.83%	8.56%	0	0	-16,000
10	69/68	1,218,994	562,261	431,785	200,000	10.89%	9.64%	8.50%	0	0	-16,000
11	70/69	1,243,374	573,506	466,328	200,000	10.05%	9.49%	8.45%	0	0	-16,000
12	71/70	1,268,242	584,977	503,634	200,000	9.36%	9.37%	8.42%	0	0	-16,000
13	72/71	1,293,607	596,676	543,925	200,000	8.77%	9.26%	8.38%	0	0	-16,000
14	73/72	1,319,479	608,610	587,439	200,000	8.27%	9.17%	8.36%	0	0	-16,000
15	74/73	1,345,868	620,782	634,434	200,000	7.84%	9.09%	8.33%	0	0	-16,000
16	75/74	1,372,786	633,197	685,189	200,000	7.47%	9.02%	8.31%	0	0	-16,000
17	76/75	1,400,241	645,861	740,004	200,000	7.14%	8.96%	8.29%	0	0	-16,000
18	77/76	1,428,246	658,779	799,204	200,000	6.85%	8.91%	8.28%	0	0	-16,000
19	78/77	1,456,811	671,954	863,140	200,000	6.59%	8.86%	8.26%	0	0	-16,000
20	79/78	1,485,947	685,393	932,191	200,000	6.35%	8.82%	8.25%	0	0	-216,000
21	80/79	1,515,666	699,101	1,006,767	0	6.14%	8.78%	0.00%	0	0	0
22	81/80	1,545,980	713,083	1,087,308	0	5.95%	8.74%	0.00%	0	0	0
23	82/81	1,576,899	727,345	1,174,293	0	5.77%	8.71%	0.00%	0	0	0
24	83/82	1,608,437	741,892	1,268,236	0	5.61%	8.68%	0.00%	0	0	0
25	84/83	1,640,606	756,730	1,369,695	0	5.47%	8.65%	0.00%	0	0	0
26	85/84	1,673,418	771,864	1,479,271	0	5.33%	8.63%	0.00%	0	0	0
27	86/85	1,706,886	787,301	1,597,612	0	5.21%	8.61%	0.00%	0	0	0
28	87/86	1,741,024	803,047	1,725,421	0	5.09%	8.58%	0.00%	0	0	0
29	88/87	1,775,845	819,108	1,775,845	0	4.98%	8.38%	0.00%	0	0	0
30	89/88	1,811,362	835,491	1,811,362	0	4.88%	8.16%	0.00%	0	0	0
31	90/89	1,847,589	852,200	1,847,589	0	4.79%	7.96%	0.00%	0	0	0
32	91/90	1,884,541	869,244	1,884,541	0	4.70%	7.77%	0.00%	0	0	0
33	92/91	1,922,231	886,629	1,922,231	0	4.62%	7.59%	0.00%	0	0	0
34	93/92	1,960,676	904,362	1,960,676	0	4.54%	7.42%	0.00%	0	0	0
35	94/93	1,999,890	922,449	1,999,890	0	4.46%	7.26%	0.00%	0	0	0
36	95/94	2,039,887	940,898	2,039,887	0	4.40%	7.11%	0.00%	0	0	0
37	96/95	2,080,685	959,716	2,080,685	0	4.33%	6.97%	0.00%	0	0	0
38	97/96	2,122,299	978,910	2,122,299	0	4.27%	6.84%	0.00%	0	0	0
39	98/97	2,164,745	998,489	2,164,745	0	4.21%	6.71%	0.00%	0	0	0
40	99/98	2,208,040	1,018,458	2,208,040	0	4.15%	6.59%	0.00%	0	0	0

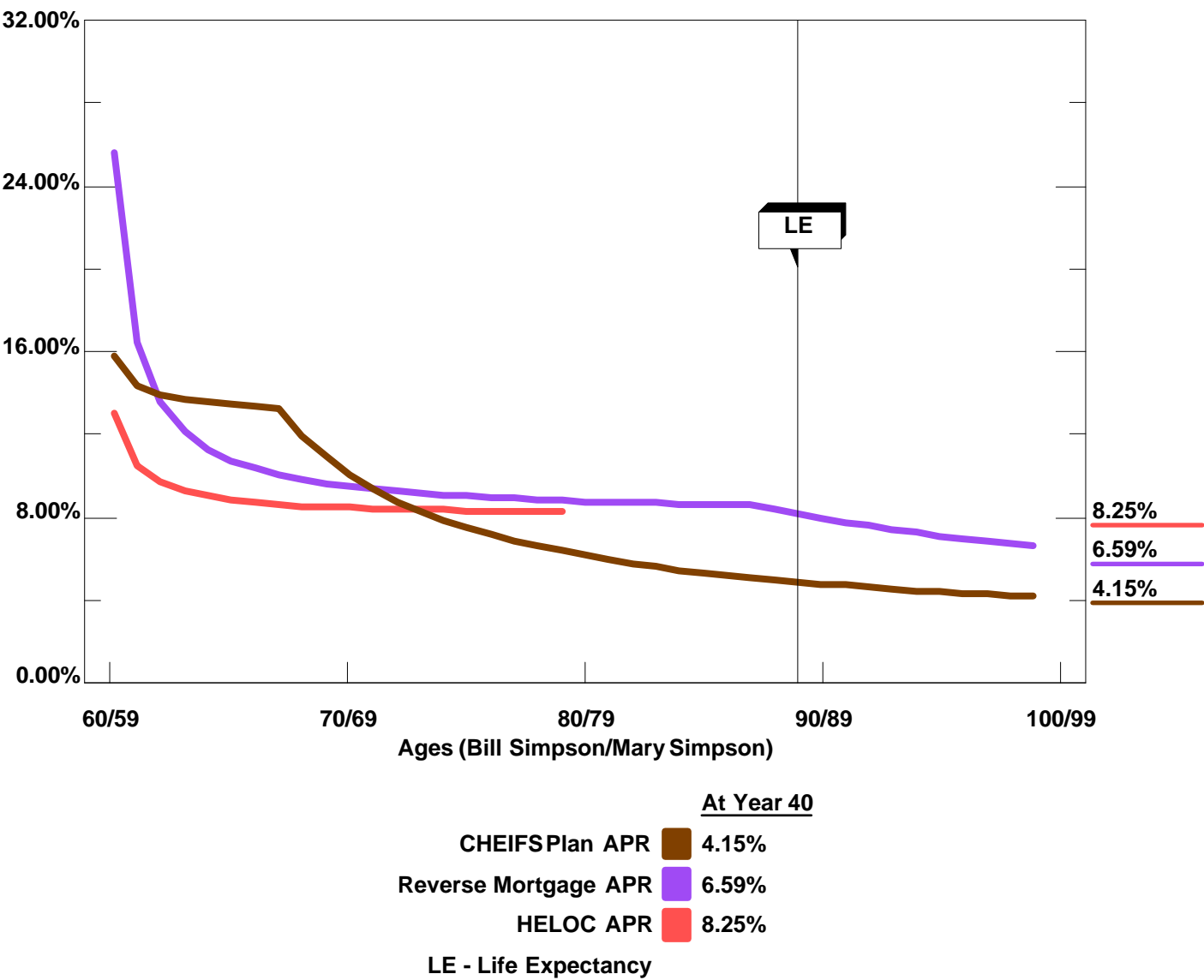
Please see the accompanying CHEIFS ("Converting Home Equity Into Financial Success") proposal from Cornerstone.

# Analysis of: CHEIFS+JH-LifeCare-No-LTC-Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## CHEIFS Plan - APR Comparison (Principal Residence) 40 Year Analysis



# Analysis of: CHEIFS+JH-LifeCare-No-LTC-Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Summary of Liabilities

Year	M/F Ages	(1) Principal Residence Liability to CHEIFS Plan	(2) Total Liabilities
1	60/59	231,681	231,681
2	61/60	261,777	261,777
3	62/61	295,781	295,781
4	63/62	334,203	334,203
5	64/63	377,616	377,616
6	65/64	426,669	426,669
7	66/65	482,093	482,093
8	67/66	540,428	540,428
9	68/67	551,236	551,236
10	69/68	562,261	562,261
11	70/69	573,506	573,506
12	71/70	584,977	584,977
13	72/71	596,676	596,676
14	73/72	608,610	608,610
15	74/73	620,782	620,782
16	75/74	633,197	633,197
17	76/75	645,861	645,861
18	77/76	658,779	658,779
19	78/77	671,954	671,954
20	79/78	685,393	685,393
21	80/79	699,101	699,101
22	81/80	713,083	713,083
23	82/81	727,345	727,345
24	83/82	741,892	741,892
25	84/83	756,730	756,730
26	85/84	771,864	771,864
27	86/85	787,301	787,301
28	87/86	803,047	803,047
29	88/87	819,108	819,108
30	89/88	835,491	835,491
31	90/89	852,200	852,200
32	91/90	869,244	869,244
33	92/91	886,629	886,629
34	93/92	904,362	904,362
35	94/93	922,449	922,449
36	95/94	940,898	940,898
37	96/95	959,716	959,716
38	97/96	978,910	978,910
39	98/97	998,489	998,489
40	99/98	1,018,458	1,018,458

# Analysis of: CHEIFS+JH-LifeCare-No-LTC-Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Hypothetical Net Worth (After Providing Required Cash Flow)

Year	M/F Ages	(1) YearEnd Net Equity of Illiquid Assets	+	(2) Year End Value of Annuity Assets	+	(3) Year End Value of Taxable Retirement Plan Assets	+	(4) Year End Value of Equity Assets	=	(5) YearEnd Hypothetical NetWorth
1	60/59	788,319		100,005		1,070,000		1,070,000		3,028,324
2	61/60	778,623		107,394		1,144,900		1,144,900		3,175,817
3	62/61	765,427		115,238		1,225,043		1,225,043		3,330,751
4	63/62	748,229		123,562		1,310,796		1,310,796		3,493,383
5	64/63	726,465		133,901		1,402,552		1,402,552		3,665,470
6	65/64	699,493		144,905		1,500,731		1,366,114		3,711,243
7	66/65	666,593		156,462		1,605,782		1,322,476		3,751,313
8	67/66	631,231		168,603		1,718,187		1,271,065		3,789,086
9	68/67	643,857		181,351		1,838,460		1,211,265		3,874,933
10	69/68	656,733		194,743		1,967,152		1,142,417		3,961,045
11	70/69	669,868		207,551		2,104,853		1,063,814		4,046,086
12	71/70	683,265		220,986		2,252,193		974,700		4,131,144
13	72/71	696,931		235,230		2,409,847		874,264		4,216,272
14	73/72	710,869		250,329		2,578,536		761,637		4,301,371
15	74/73	725,086		266,315		2,759,034		635,887		4,386,322
16	75/74	739,589		283,246		2,832,159		586,931		4,441,925
17	76/75	754,380		301,073		2,902,545		535,533		4,493,531
18	77/76	769,467		319,936		2,970,102		481,387		4,540,892
19	78/77	784,857		339,858		3,033,554		425,063		4,583,332
20	79/78	800,554		360,903		3,092,069		366,768		4,620,294
21	80/79	816,565		383,069		3,144,726		306,747		4,651,107
22	81/80	832,897		406,380		3,191,411		244,581		4,675,269
23	82/81	849,554		430,816		3,230,225		181,200		4,691,795
24	83/82	866,545		456,502		3,261,067		116,096		4,700,210
25	84/83	883,876		483,499		3,281,643		50,427		4,699,445
26	85/84	901,554		511,703		3,270,914		0		4,684,171
27	86/85	919,585		543,470		3,183,240		0		4,646,295
28	87/86	937,977		580,178		3,081,945		0		4,600,100
29	88/87	956,737		620,429		2,965,923		0		4,543,089
30	89/88	975,871		663,484		2,833,992		0		4,473,347
31	90/89	995,389		709,541		2,684,884		0		4,389,814
32	91/90	1,015,297		758,807		2,517,235		0		4,291,339
33	92/91	1,035,602		811,507		2,329,587		0		4,176,696
34	93/92	1,056,314		867,880		2,120,374		0		4,044,568
35	94/93	1,077,441		928,182		1,887,918		0		3,893,541
36	95/94	1,098,989		992,687		1,630,421		0		3,722,097
37	96/95	1,120,969		1,061,687		1,345,954		0		3,528,610
38	97/96	1,143,389		1,135,496		1,032,449		0		3,311,334
39	98/97	1,166,256		1,214,450		687,692		0		3,068,398
40	99/98	1,189,582		1,298,907		309,310		0		2,797,799

Values on this page may include non-guaranteed life insurance values. If so, actual results are likely to vary, and this report is not valid unless accompanied by a life insurance basic illustration that details non-guaranteed and guaranteed elements.

# Analysis of: CHEIFS+JH-LifeCare-No-LTC-Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Estate Assets Details

Year	M/F Ages	(1) Liquid Assets*	+	(2) Net Illiquid Assets**	+	(3) Long-Term Care Death Benefit	=	(4) Total Estate Assets
1	60/59	2,140,000		788,319		315,883		3,244,202
2	61/60	2,289,800		778,623		328,608		3,397,031
3	62/61	2,450,086		765,427		342,940		3,558,453
4	63/62	2,621,592		748,229		357,796		3,727,617
5	64/63	2,805,104		726,465		373,168		3,904,737
6	65/64	2,866,845		699,493		389,046		3,955,384
7	66/65	2,928,258		666,593		405,409		4,000,260
8	67/66	2,989,252		631,231		423,920		4,044,403
9	68/67	3,049,725		643,857		441,285		4,134,867
10	69/68	3,109,569		656,733		460,977		4,227,279
11	70/69	3,168,667		669,868		480,964		4,319,499
12	71/70	3,226,893		683,265		501,387		4,411,545
13	72/71	3,284,111		696,931		522,168		4,503,210
14	73/72	3,340,173		710,869		545,771		4,596,813
15	74/73	3,394,921		725,086		569,951		4,689,958
16	75/74	3,419,090		739,589		594,702		4,753,381
17	76/75	3,438,078		754,380		619,779		4,812,237
18	77/76	3,451,489		769,467		648,601		4,869,557
19	78/77	3,458,617		784,857		678,229		4,921,703
20	79/78	3,458,837		800,554		708,665		4,968,056
21	80/79	3,451,473		816,565		736,425		5,004,463
22	81/80	3,435,992		832,897		768,690		5,037,579
23	82/81	3,411,425		849,554		797,176		5,058,155
24	83/82	3,377,163		866,545		830,611		5,074,319
25	84/83	3,332,070		883,876		869,777		5,085,723
26	85/84	3,270,914		901,554		869,777		5,042,245
27	86/85	3,183,240		919,585		869,777		4,972,602
28	87/86	3,081,945		937,977		869,777		4,889,699
29	88/87	2,965,923		956,737		869,777		4,792,437
30	89/88	2,833,992		975,871		887,858		4,697,721
31	90/89	2,684,884		995,389		927,043		4,607,316
32	91/90	2,517,235		1,015,297		968,165		4,500,697
33	92/91	2,329,587		1,035,602		1,011,249		4,376,438
34	93/92	2,120,374		1,056,314		1,056,477		4,233,165
35	94/93	1,887,918		1,077,441		1,103,876		4,069,235
36	95/94	1,630,421		1,098,989		1,153,654		3,883,064
37	96/95	1,345,954		1,120,969		1,205,839		3,672,762
38	97/96	1,032,449		1,143,389		1,260,555		3,436,393
39	98/97	687,692		1,166,256		1,317,931		3,171,879
40	99/98	309,310		1,189,582		1,377,977		2,876,869

\*Including equity assets and retirement plan assets.

\*\*Net of any liabilities.

Values on this page may include non-guaranteed life insurance values. If so, actual results are likely to vary, and this report is not valid unless accompanied by a life insurance basic illustration that details non-guaranteed and guaranteed elements.

# Analysis of: CHEIFS+JH-LifeCare-No-LTC-Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Summary of Transfer Taxation of Retirement Plan Assets

		Plan Assets Initial Value 1,000,000	Plan Assets Cost Basis 0	Plan Assets Yield 7.00%	Heirs' Income Tax Rate 35.00%		
Year	M/F Ages	(1) Plan Assets in Estate	(2) Estate Tax on Plan Assets	(3) Income Tax on Plan Assets	(4) Total Taxes Attributed to Plan Assets	(5) Heirs After Tax Plan Assets (1) - (4)	(6) Percent Loss Due to Tax
1	60/59	1,070,000	0	374,500	374,500	695,500	35%
2	61/60	1,144,900	0	400,715	400,715	744,185	35%
3	62/61	1,225,043	0	428,765	428,765	796,278	35%
4	63/62	1,310,796	0	458,779	458,779	852,017	35%
5	64/63	1,402,552	0	490,893	490,893	911,659	35%
6	65/64	1,500,731	0	525,256	525,256	975,475	35%
7	66/65	1,605,782	0	562,024	562,024	1,043,758	35%
8	67/66	1,718,187	0	601,365	601,365	1,116,822	35%
9	68/67	1,838,460	0	643,461	643,461	1,194,999	35%
10	69/68	1,967,152	0	688,503	688,503	1,278,649	35%
11	70/69	2,104,853	0	736,699	736,699	1,368,154	35%
12	71/70	2,252,193	0	788,268	788,268	1,463,925	35%
13	72/71	2,409,847	0	843,446	843,446	1,566,401	35%
14	73/72	2,578,536	0	902,488	902,488	1,676,048	35%
15	74/73	2,759,034	0	965,662	965,662	1,793,372	35%
16	75/74	2,832,159	0	991,256	991,256	1,840,903	35%
17	76/75	2,902,545	0	1,015,891	1,015,891	1,886,654	35%
18	77/76	2,970,102	0	1,039,536	1,039,536	1,930,566	35%
19	78/77	3,033,554	0	1,061,744	1,061,744	1,971,810	35%
20	79/78	3,092,069	0	1,082,224	1,082,224	2,009,845	35%
21	80/79	3,144,726	0	1,100,654	1,100,654	2,044,072	35%
22	81/80	3,191,411	0	1,116,994	1,116,994	2,074,417	35%
23	82/81	3,230,225	0	1,130,579	1,130,579	2,099,646	35%
24	83/82	3,261,067	0	1,141,373	1,141,373	2,119,694	35%
25	84/83	3,281,643	0	1,148,575	1,148,575	2,133,068	35%
26	85/84	3,270,914	0	1,144,820	1,144,820	2,126,094	35%
27	86/85	3,183,240	0	1,114,134	1,114,134	2,069,106	35%
28	87/86	3,081,945	0	1,078,681	1,078,681	2,003,264	35%
29	88/87	2,965,923	0	1,038,073	1,038,073	1,927,850	35%
30	89/88	2,833,992	0	991,897	991,897	1,842,095	35%
31	90/89	2,684,884	0	939,709	939,709	1,745,175	35%
32	91/90	2,517,235	0	881,032	881,032	1,636,203	35%
33	92/91	2,329,587	0	815,355	815,355	1,514,232	35%
34	93/92	2,120,374	0	742,131	742,131	1,378,243	35%
35	94/93	1,887,918	0	660,771	660,771	1,227,147	35%
36	95/94	1,630,421	0	570,647	570,647	1,059,774	35%
37	96/95	1,345,954	0	471,084	471,084	874,870	35%
38	97/96	1,032,449	0	361,357	361,357	671,092	35%
39	98/97	687,692	0	240,692	240,692	447,000	35%
40	99/98	309,310	0	108,259	108,259	201,051	35%

# Analysis of: CHEIFS+JH-LifeCare-No-LTC-Need

Presented By: NextPoint Solutions

For: Bill Simpson & Mary Simpson

## Wealth Transfer Summary (After Providing Required Cash Flow)

Year	M/F Ages	(1) Total Estate Assets*	(2) Total Transfer Taxes**	(3) Net Estate to Heirs	(4) Year End Total Assets Outside the Estate	(5) Year End Wealth Transferred to Heirs
1	60/59	3,244,202	374,500	2,869,702	0	2,869,702
2	61/60	3,397,031	400,715	2,996,316	0	2,996,316
3	62/61	3,558,453	428,765	3,129,688	0	3,129,688
4	63/62	3,727,617	458,779	3,268,838	0	3,268,838
5	64/63	3,904,737	490,893	3,413,844	0	3,413,844
6	65/64	3,955,384	525,256	3,430,128	0	3,430,128
7	66/65	4,000,260	562,024	3,438,236	0	3,438,236
8	67/66	4,044,403	601,365	3,443,038	0	3,443,038
9	68/67	4,134,867	643,461	3,491,406	0	3,491,406
10	69/68	4,227,279	688,503	3,538,776	0	3,538,776
11	70/69	4,319,499	736,699	3,582,800	0	3,582,800
12	71/70	4,411,545	788,268	3,623,277	0	3,623,277
13	72/71	4,503,210	843,446	3,659,764	0	3,659,764
14	73/72	4,596,813	902,488	3,694,325	0	3,694,325
15	74/73	4,689,958	965,662	3,724,296	0	3,724,296
16	75/74	4,753,381	991,256	3,762,125	0	3,762,125
17	76/75	4,812,237	1,015,891	3,796,346	0	3,796,346
18	77/76	4,869,557	1,039,536	3,830,021	0	3,830,021
19	78/77	4,921,703	1,061,744	3,859,959	0	3,859,959
20	79/78	4,968,056	1,082,224	3,885,832	0	3,885,832
21	80/79	5,004,463	1,100,654	3,903,809	0	3,903,809
22	81/80	5,037,579	1,116,994	3,920,585	0	3,920,585
23	82/81	5,058,155	1,130,579	3,927,576	0	3,927,576
24	83/82	5,074,319	1,141,373	3,932,946	0	3,932,946
25	84/83	5,085,723	1,148,575	3,937,148	0	3,937,148
26	85/84	5,042,245	1,144,820	3,897,425	0	3,897,425
27	86/85	4,972,602	1,114,134	3,858,468	0	3,858,468
28	87/86	4,889,699	1,078,681	3,811,018	0	3,811,018
29	88/87	4,792,437	1,038,073	3,754,364	0	3,754,364
30	89/88	4,697,721	991,897	3,705,824	0	3,705,824
31	90/89	4,607,316	939,709	3,667,607	0	3,667,607
32	91/90	4,500,697	881,032	3,619,665	0	3,619,665
33	92/91	4,376,438	815,355	3,561,083	0	3,561,083
34	93/92	4,233,165	742,131	3,491,034	0	3,491,034
35	94/93	4,069,235	660,771	3,408,464	0	3,408,464
36	95/94	3,883,064	570,647	3,312,417	0	3,312,417
37	96/95	3,672,762	471,084	3,201,678	0	3,201,678
38	97/96	3,436,393	361,357	3,075,036	0	3,075,036
39	98/97	3,171,879	240,692	2,931,187	0	2,931,187
40	99/98	2,876,869	108,259	2,768,610	0	2,768,610

\*Net of cash flow provided

\*\*See Transfer Tax Details report for details.

This page may include non-guaranteed life insurance values. If so, actual results are likely to vary. This page is not valid unless accompanied by a life insurance basic illustration that details non-guaranteed and guaranteed elements.

Summary at Life Expectancy (Year 31)

Total Estate Assets	\$ 4,607,316
Wealth Transferred to Heirs	\$ 3,667,607