



# Social Security Maximization Report

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## Analysis for:

*Mr. Client and Mrs. Client*  
*Prepared on June 08, 2015*

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# Introduction to Social Security Planning

As baby boomers transition from the preservation to the distribution phase of their life, they are looking for ways to continue receiving their paychecks and maintain their current lifestyle. Unfortunately for many, the income they receive from Social Security and pensions alone are not enough. In addition, many families take Social Security at the wrong time. Likely, one of the main reasons for this is a lack of education with regards to filing options. Social Security seems simple from the outside but inside are a wealth of different options that could directly affect you and your family for life. How do you know which option will be best for you?

A key to maximizing Social Security is asking yourself what do I know about me that the government doesn't. Social Security was designed based on actuarial tables taking into account millions of workers claiming Social Security. The Proprietary software that generated this report is designed to provide you the optimal filing strategy with YOUR life in mind.

The report will provide answers to the following keys to Social Security Maximization:

- **COLLECT NOW OR LATER**
  - This is one of the most important decisions you will ever make when it comes to Social Security. What year is best for you to begin collecting social security benefits.
- **SPOUSAL BENEFIT PLANNING**
  - What options does my spouse have and am I choosing the one that will provide the most income?
- **SURVIVORS BENEFITS**
  - If I pass away, how much income will my spouse get, and how can I fill their income gaps?
- **IMPACT OF WORKING IN RETIREMENT**
  - If I make additional income during retirement, how is it going to affect my Social Security benefit?
- **SOCIAL SECURITY TAXATION**
  - How much of your Social Security will be taxed, and what you can do to lower taxation.
- **FILLING THE INCOME GAP**
  - Social Security replaces only about 40 percent of the average American's income after retiring\*. That still leaves a substantial gap for most families to fill in order to live comfortably in their retirement years. Filling the Income Gap shows how much of your retirement nest egg you need to provide the additional income you are looking for in retirement.

The information provided in this report is designed to give you the maximum lifetime Social Security benefits based on your individual situation. It examines every one of your thousands of options and how to fill your income needs. With this retirement planning tool, you can now make informed, sound financial decisions that will benefit you and your family for the rest of your life.

\*according to [www.SocialSecurity.gov](http://www.SocialSecurity.gov) (understanding the benefits 2014)

# Personalized Data Sheet

	Client 1	Client 2
<b>Name</b>	Mr. Client	Mrs. Client
<b>Gender</b>	Male	Female
<b>Date of Birth</b>	January 01, 1953	January 01, 1954
<b>Current Age</b>	62	61
<b>Monthly Primary Insurance Amount</b>	\$2,450	\$1,400
<b>COLA</b>	0%	0%

	Age	Date	Age	Date
Early Retirement Age	62 & 5 mos	06/2015	62	01/2016
Full Retirement Age	65 & 11 mos	12/2018	65 & 11 mos	12/2019
Latest Retirement Age	69 & 11 mos	12/2022	69 & 11 mos	12/2023

<b>Life Expectancy</b>				
Average Age of Death	81 & 8 mos	September, 2034	84 & 5 mos	June, 2038

# Your Social Security Maximized

The below information is based on the data you provided and your projected life expectancy. It is designed to help you make the best decision possible for when you should begin receiving Social Security benefits. The recommendations will help you and your family receive the maximum cumulative benefit from Social Security over your lifetime. By following your Optimized Filing Strategy you will receive an estimated **\$133,592** in additional income based on your life expectancy.



**\$133,592 Additional Income**

## Your Optimized Filing Strategy

- Mr., file for your own benefit at age 65 & 11 months and ask the Social Security Administration to immediately suspend your payments (2018). Filing and suspending your benefit may allow Mrs. to receive spousal benefits while you earn Delayed Retirement Credits on your own benefit
- Mrs., file a restricted application to claim only your spousal benefit at age 65 & 11 months (2019). Filing a restricted application allows you to receive spousal benefits while earning Delayed Retirement Credits on your own benefit
- Mr., claim your own benefit at age 69 & 5 months (2022)
- Mrs., claim your own benefit at age 69 & 11 months (2023)

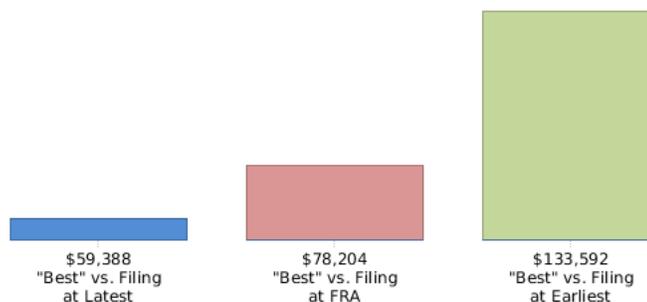
The expected lifetime family benefit using this strategy is **\$899,304**

The expected lifetime benefit if both spouses elect at their **Earliest Date** is: **\$765,712**

The expected lifetime benefit if both spouses elect at **FRA** is: **\$821,100**

The expected lifetime benefit if both spouses elect at their **Latest Date** is: **\$839,916**

### Additional Income using your Optimized Filing Strategy



# Mr.'s Individual Benefits

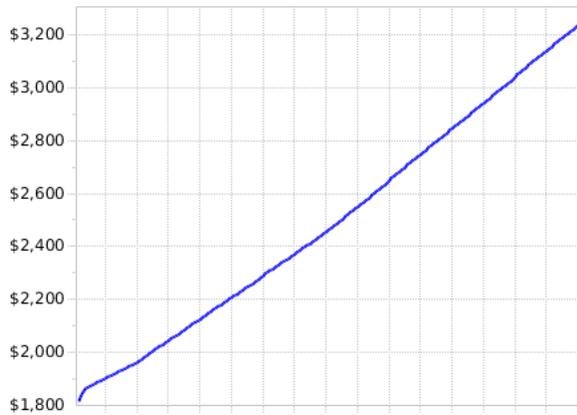
## Mr. Client

	Age	Date
Early Retirement	62 & 5 mos	06/2015
Full Retirement Age (FRA)	65 & 11 mos	12/2018
Latest Retirement	69 & 11 mos	12/2022

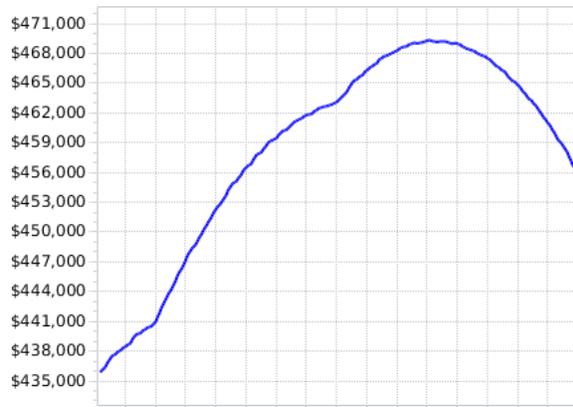
	Age	Date
Life Expectancy	82	2034-09

Age	Monthly Benefit	Lifetime Benefit *
62	\$1,816	\$435,861
63	\$1,960	\$441,000
64	\$2,123	\$452,199
65	\$2,286	\$459,486
66	\$2,450	\$463,050
67	\$2,646	\$468,342
68	\$2,842	\$468,930
69	\$3,038	\$464,814
70	\$3,234	\$455,994

Monthly Benefit



Lifetime Benefits



Based on your life expectancy, the optimal scenario to maximize your individual lifetime benefit amount is:

Age	67 & 5 mos
Start Date	06/2020
Monthly Benefit	\$2,744
Number of Payments	171
Lifetime Benefits *	\$469,224

\* No spousal or survivor benefits are used in this calculation

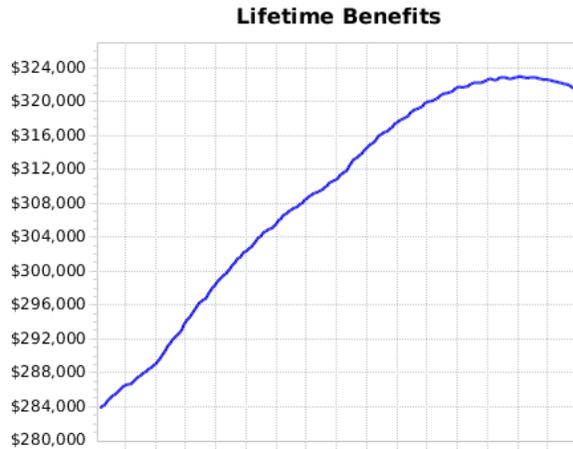
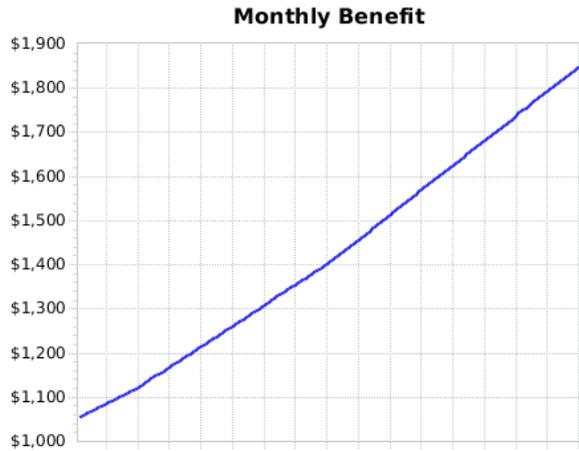
# Mrs.'s Individual Benefits

## Mrs. Client

	Age	Date
Early Retirement	62	01/2016
Full Retirement Age (FRA)	65 & 11 mos	12/2019
Latest Retirement	69 & 11 mos	12/2023

	Age	Date
Life Expectancy	84	2038-06

Age	Monthly Benefit	Lifetime Benefit *
62	\$1,055	\$283,795
63	\$1,120	\$288,960
64	\$1,213	\$298,398
65	\$1,306	\$305,604
66	\$1,400	\$310,800
67	\$1,512	\$317,520
68	\$1,624	\$321,552
69	\$1,736	\$322,896
70	\$1,848	\$321,552



Based on your life expectancy, the optimal scenario to maximize your individual lifetime benefit amount is:

Age	68 & 11 mos
Start Date	12/2022
Monthly Benefit	\$1,736
Number of Payments	186
Lifetime Benefits *	\$322,896

\* No spousal or survivor benefits are used in this calculation

## Your Recommended Strategies

Social Security provides a lifelong income stream and contributes to the foundation of your retirement income plan. There are many factors that need to be considered when choosing how to maximize your lifetime benefit. The following filing techniques were used to determine your personalized filing strategy.

**Spousal Benefits:** If the spouse of a worker begins to receive benefits at his/her full retirement age (FRA), the spouse will receive 50 percent of the worker's primary insurance amount. If the spouse begins collecting benefits before FRA, the amount of the spouse's benefit is reduced by a percentage based on the number of months before he/she reaches FRA.

**File & Suspend:** To apply the "File and Suspend" strategy, a spouse files for their own benefit at FRA and then immediately requests to suspend payment. This will do two things, it will allow the suspended benefit to earn Delayed Retirement Credits (DRCs) and it will enable the spouse to claim a spousal benefit.

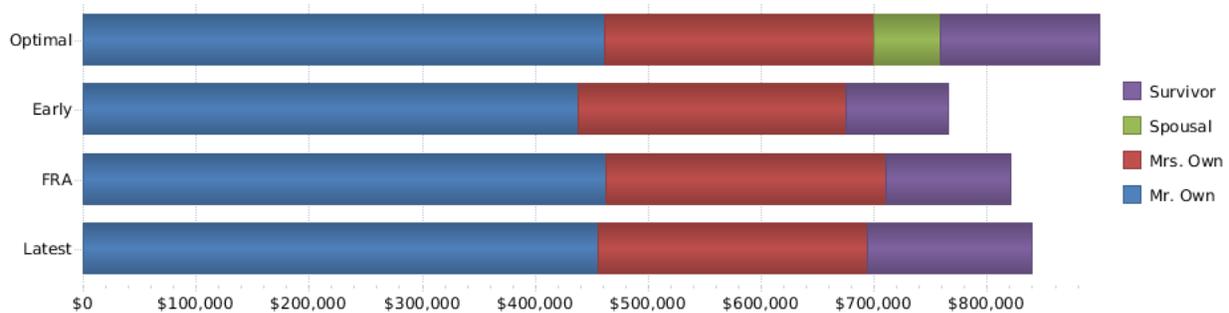
**Restricted Application:** If you are currently married, you have attained FRA and your spouse has already filed for their own benefit, you can apply for a spousal benefit and delay taking your own benefit until age 70. This strategy allows you to claim a spousal benefit now, and claim a higher retirement benefit later by allowing your benefit to earn DRCs.

**Benefits for Widows & Widowers:** You can collect survivor benefits based on your spouse's work as early as age 60. You can switch to retirement benefits based on your own work if they are higher than those you receive from your deceased spouse's work at a later date. You can also switch benefits based on your deceased spouse's work if they are higher than the benefit based on your own work.



# Joint Lifetime Benefits

Optimized Filing Strategy	Benefit Date	Age	Monthly Benefit	Total Benefit	Lifetime Benefits
<b>Mr. Client</b>					
Own Benefits	06/2022	69 & 5 mos	\$3,136	\$460,992	\$460,992
<b>Mrs. Client</b>					
Spousal Benefits	12/2019	65 & 11 mos	\$1,225	\$58,800	
Own Benefits	12/2023	69 & 11 mos	\$1,848	\$238,392	
Survivor Benefits	09/2034	80 & 8 mos	\$3,136	\$141,120	\$438,312
<b>Total Lifetime Benefits</b>					<b>\$899,304</b>

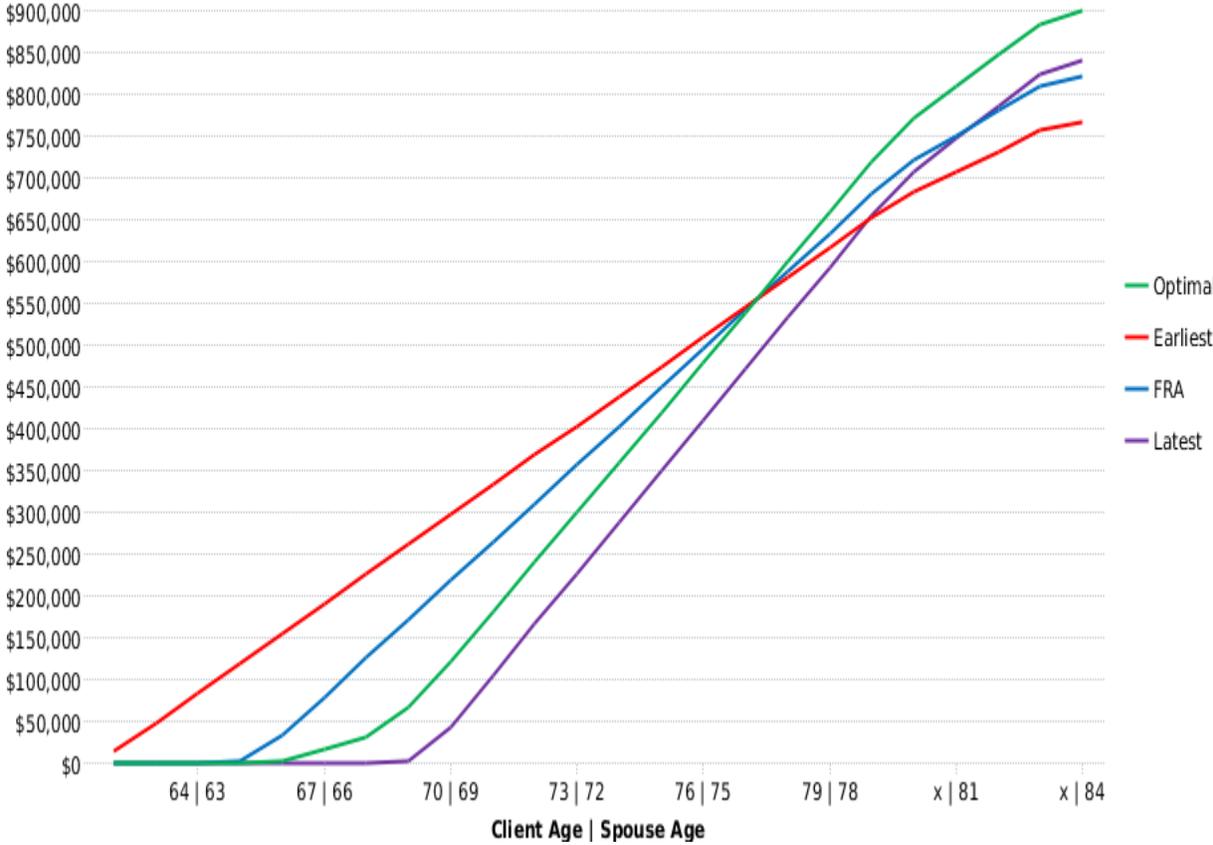


File at Earliest Date	Benefit Date	Age	Monthly Benefit	Total Benefit	Lifetime Benefits
<b>Mr. Client</b>					
Own Benefits	06/2015	62 & 5 mos	\$1,898	\$438,438	\$438,438
<b>Mrs. Client</b>					
Own Benefits	01/2016	62	\$1,055	\$236,320	
Survivor Benefits	09/2034	80 & 8 mos	\$2,021	\$90,954	\$327,274
<b>Total Lifetime Benefits</b>					<b>\$765,712</b>

File at Full Retirement Age	Benefit Date	Age	Monthly Benefit	Total Benefit	Lifetime Benefits
<b>Mr. Client</b>					
Own Benefits	12/2018	65 & 11 mos	\$2,450	\$463,050	\$463,050
<b>Mrs. Client</b>					
Own Benefits	12/2019	65 & 11 mos	\$1,400	\$247,800	
Survivor Benefits	09/2034	80 & 8 mos	\$2,450	\$110,250	\$358,050
<b>Total Lifetime Benefits</b>					<b>\$821,100</b>

File at Latest Date	Benefit Date	Age	Monthly Benefit	Total Benefit	Lifetime Benefits
<b>Mr. Client</b>					
Own Benefits	12/2022	69 & 11 mos	\$3,234	\$455,994	\$455,994
<b>Mrs. Client</b>					
Own Benefits	12/2023	69 & 11 mos	\$1,848	\$238,392	
Survivor Benefits	09/2034	80 & 8 mos	\$3,234	\$145,530	\$383,922
<b>Total Lifetime Benefits</b>					<b>\$839,916</b>

# Comparison of Lifetime Benefits



The Expected Lifetime Benefit for each strategy:

- \$899,304 using the optimized filing strategy - up to \$133,592 in additional lifetime income
- \$765,712 if both spouses elect at their earliest filing date
- \$821,100 if both spouses elect at their FRA
- \$839,916 if both spouses elect at their latest filing date

The comparison of lifetime benefits uses the Average Age of Death for Mr. at 81 & 8 mos (September, 2034) and Mrs. at 84 & 5 mos (June, 2038).

## Optimized Filing Strategy Timeline

Date	Mr.'s Age	Mrs.'s Age	
Dec 2018	65 & 11 mos	64 & 11 mos	Mr. files and suspends his own benefit on 12/2018 at age 65 & 11 months
Dec 2019	66 & 11 mos	65 & 11 mos	Mrs. files a restricted application for spousal benefit on 12/2019 at age 65 & 11 months
Jun 2022	69 & 5 mos	68 & 5 mos	Mr. files for his own benefit on 6/2022 at age 69 & 5 months
Dec 2023	70 & 11 mos	69 & 11 mos	Mrs. files for her own benefit on 12/2023 at age 69 & 11 months
Sep 2034		80 & 8 mos	Mrs. collects the survivor benefit at Mr.'s death on 9/2034 at age 80 & 8 months

## Important Retirement Dates

Age	Mr.	Mrs.	
59 ½	Jun 2012	Jun 2013	At age 59 ½, you can access your investments in IRAs and other retirement accounts without early-withdrawal penalties. If you have a Roth IRA, withdrawals may be tax-free.
64	Dec 2016	Dec 2017	Three months prior to your turning 65, you should sign up for Medicare Part A at the very least, and it would probably be beneficial to sign up for Medicare Part B as well. You have a seven month window around your 65th birthday that begins three months before the month you turn 65 and ends three months after the month you turn 65. It's a good idea to sign up right away because Medicare Part A is free and your Medicare Part B monthly premium increases 10 percent for each 12-month period you were eligible for Medicare Part B, but did not enroll.
70 ½	Jun 2023	Jun 2024	This final milestone requires you to take Required Minimum Distributions (RMDs) from your retirement accounts this year and each year thereafter. Generally, your first distribution must be made by April 1st of the year following the calendar year in which you reach age 70 ½. The amount of the distribution is calculated by taking your balance as of December 31st of the prior year for all your IRA and 401(k) accounts and dividing that value by your RMD factor. Factors are determined by the Internal Revenue Service and are found in IRS Publication 590. If you fail to take your RMD or miscalculate the correct amount, you will have to pay a 50 percent penalty on the amount of the correct required minimum distribution.



## Optimized Filing Strategy Cash Flow

Year	Benefits for Mr. Client				Benefits for Mrs. Client				Total Annual SS Income
	Age	Own	Spousal	Survivor	Age	Own	Spousal	Survivor	
2018 <sup>1</sup>	65	\$0	\$0	\$0	64	\$0	\$0	\$0	\$0
2019 <sup>2</sup>	66	\$0	\$0	\$0	65	\$0	\$1,225	\$0	\$1,225
2020	67	\$0	\$0	\$0	66	\$0	\$14,700	\$0	\$14,700
2021	68	\$0	\$0	\$0	67	\$0	\$14,700	\$0	\$14,700
2022 <sup>3</sup>	69	\$21,952	\$0	\$0	68	\$0	\$14,700	\$0	\$36,652
2023 <sup>4</sup>	70	\$37,632	\$0	\$0	69	\$1,848	\$13,475	\$0	\$52,955
2024	71	\$37,632	\$0	\$0	70	\$22,176	\$0	\$0	\$59,808
2025	72	\$37,632	\$0	\$0	71	\$22,176	\$0	\$0	\$59,808
2026	73	\$37,632	\$0	\$0	72	\$22,176	\$0	\$0	\$59,808
2027	74	\$37,632	\$0	\$0	73	\$22,176	\$0	\$0	\$59,808
2028	75	\$37,632	\$0	\$0	74	\$22,176	\$0	\$0	\$59,808
2029	76	\$37,632	\$0	\$0	75	\$22,176	\$0	\$0	\$59,808
2030	77	\$37,632	\$0	\$0	76	\$22,176	\$0	\$0	\$59,808
2031	78	\$37,632	\$0	\$0	77	\$22,176	\$0	\$0	\$59,808
2032	79	\$37,632	\$0	\$0	78	\$22,176	\$0	\$0	\$59,808
2033	80	\$37,632	\$0	\$0	79	\$22,176	\$0	\$0	\$59,808
2034 <sup>5</sup>	81	\$25,088	\$0	\$0	80	\$14,784	\$0	\$12,544	\$52,416
2035	82	\$0	\$0	\$0	81	\$0	\$0	\$37,632	\$37,632
2036	83	\$0	\$0	\$0	82	\$0	\$0	\$37,632	\$37,632
2037	84	\$0	\$0	\$0	83	\$0	\$0	\$37,632	\$37,632
2038	85	\$0	\$0	\$0	84	\$0	\$0	\$15,680	\$15,680
		\$460,992	\$0	\$0		\$238,392	\$58,800	\$141,120	\$899,304

1. Mr. files and suspends his own benefit on 12/2018 at age 65 & 11 months
2. Mrs. files a restricted application for spousal benefit on 12/2019 at age 65 & 11 months
3. Mr. files for his own benefit on 6/2022 at age 69 & 5 months
4. Mrs. files for her own benefit on 12/2023 at age 69 & 11 months
5. Mrs. collects the survivor benefit at Mr.'s death on 9/2034 at age 80 & 8 months



# Protecting the Surviving Spouse

For a couple age 65, there is a:

- 72% chance one will live to age 85
- 45% chance one will live to age 90, and
- 18% chance one will live to age 95\*

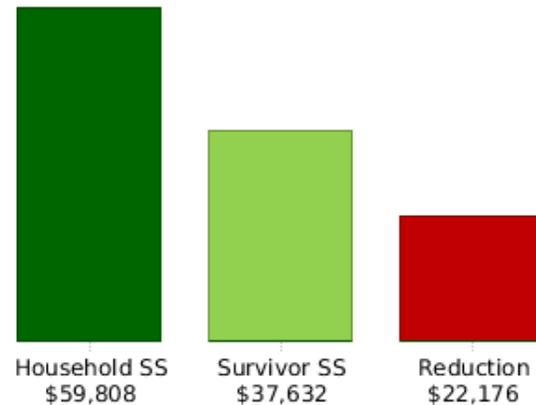
More than half of elderly widows now living in poverty were not poor before the death of their husbands.

More than **70%** of all elderly persons with incomes below the poverty level are women.†

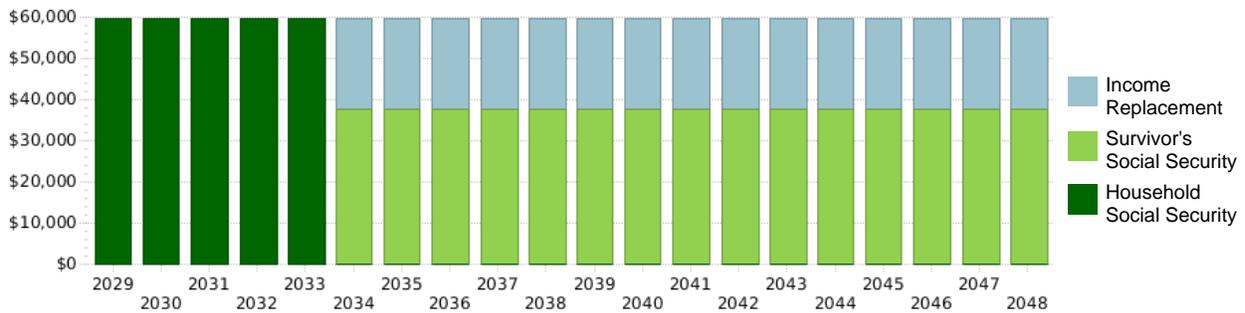
## YOUR SITUATION

Upon the death of either Mr. or Mrs., your annual Social Security benefit will be reduced from **\$59,808 to \$37,632 per year ‡**.

Do you feel this lifetime reduction of \$22,176 per year will impact your standard of living?



## SOLUTION



You should plan for an after tax amount of **\$221,760** to replace lost income for **10 years.**

You should plan for an after tax amount of **\$332,640** to replace lost income for **15 years.**

\* <https://www.soa.org/files/research/projects/research-key-finding-longevity.pdf>

† <http://assets.aarp.org/rgcenter/ppi/econ-sec/2010-03-poverty.pdf>

‡ Income amounts based off the Optimized Filing Strategy. These amounts will vary based on the filing strategy elected. Assumes the death of a spouse in September, 2034. Survivor benefit may be different if the GPO reduction applies.

# Components of Social Security Planning

**Primary Insurance Amount (PIA):** The Primary Insurance Amount (PIA) is the benefit a person would receive if he/she elects to begin receiving retirement benefits at his/her Full Retirement Age (FRA). At this age, the benefit is neither reduced for early retirement nor increased for delayed retirement.

**Full Retirement Age (FRA):** This is the age at which you are eligible to receive your full retirement benefit, currently between age 66 and 67. If you were born in 1944 or earlier, you are already eligible for your full Social Security benefit. If you were born from 1943 to 1960, the age at which full retirement benefits are payable increases gradually to age 67.

**Delayed Retirement Credits (DRC):** Your benefit will increase automatically by a certain percentage from the time you reach your FRA until you start receiving your benefits, or until you reach age 70. Social Security will add 8 percent per year to your benefit for each year that you delay receiving your benefit beyond your full retirement age.

**Benefits for Widows & Widowers:** If you are the widow or widower of a person who worked long enough under Social Security, you can receive full benefits at full retirement age for survivor or reduced benefits as early as age 60. Once you receive survivor benefits, you can switch to your own retirement benefit as early as age 62. In many cases, a widow or widower can begin receiving one benefit at a reduced rate and then, at full retirement age, switch to the other benefit at an unreduced rate. If you remarry, after you reach age 60, your remarriage will not affect your eligibility for survivor benefits.

**Spousal Benefits:** If the spouse of a worker begins to receive benefits at his/her full retirement age (FRA), the spouse will receive 50 percent of the worker's primary insurance amount. If the spouse begins collecting benefits before FRA, the amount of the spouse's benefit is reduced by a percentage based on the number of months before he/she reaches FRA.

**Ex-Spousal Benefits:** Ex-spouses may be eligible to receive Social Security benefits based on their former spouse's work record. If they were married for at least 10 years, the ex-spouse may be entitled to full spousal and survivors' benefits. A divorced spouse is entitled to 50 percent of their ex-spouse's benefit at their FRA. If the couple is divorced before the worker turns 62, the divorced spouse must wait at least two years before he or she can receive benefits on the ex-spouse's work record. However, if the worker has already started taking benefits, the divorced spouse can apply for benefits right away. If the worker wants to continue working but the ex-spouse wants to collect benefits, they do not have to wait until the worker stops working, so long as the ex-spouse is at least 62 years old. Spousal benefits end when the worker dies, but the ex-spouse may then be entitled to survivors' benefits.

**File & Suspend:** To apply the "File and Suspend" strategy, a spouse files for their own benefit at (FRA) and then immediately requests to suspend payment. This will do two things, it will allow the suspended benefit to earn DRCs and it will enable the spouse to claim a spousal benefit. In the future, you can choose to begin taking your own benefit, but at a higher, rolled-up amount.

**Restricted Application:** If you are currently married, you have attained FRA and your spouse has already filed for their own benefit, you can apply for a spousal benefit and delay taking your own benefit until age 70. This strategy allows you to claim a spousal benefit now, and claim a higher retirement benefit later by allowing your benefit to earn DRCs. Filing for any benefit prior to your FRA will cause a reduction in benefit amount



**Paying Taxes on your Benefits:** About 40 percent of all people receiving Social Security benefits have to pay taxes on their benefits. You will have to pay taxes on your benefits if you file a federal tax return as an “individual,” and your total income is more than \$25,000. If you file a joint return, you will have to pay taxes if you and your spouse have a total income that is more than \$32,000.

**Annual Earnings Limit:** If you are younger than FRA, there is a limit to how much you can earn and still receive all your Social Security benefits. If you are younger than FRA, \$1 in benefits will be deducted for each \$2 in earnings you have above the annual limit (\$15,720 in 2015). In the year you reach your FRA, your benefits will be reduced \$1 for every \$3 you earn over a different limit (\$41,880 in 2015) until the month you reach FRA.

**Windfall Elimination Provision:** If you work for an employer who does not withhold Social Security taxes from your salary, such as a government agency or an employer in another country, the pension you get based on that work may reduce your Social Security benefits. The Windfall Elimination Provision (WEP) affects how the amount of your retirement or disability benefit is calculated if you receive a pension from work where Social Security taxes were not taken out of your pay. A modified formula is used to calculate your benefit amount, resulting in a lower Social Security benefit than you otherwise would receive. If you paid Social Security tax on 30 years of substantial earnings you are not affected by the Windfall Elimination Provision. If you get a relatively low pension, you are protected. The reduction in your Social Security benefit cannot be more than one-half of the amount of your pension. The maximum monthly amount your benefit may be reduced because of the WEP is currently \$408 for someone reaching age 62 in 2014 and having less than 20 year of Substantial Earnings.

**Government Pension Offset:** If you receive a pension from a federal, state or local government based on work where you did not pay Social Security taxes, your Social Security spouse's or widow's or widower's benefits may be reduced. Your Social Security benefits will be reduced by two-thirds of your government pension. In other words, if you get a monthly civil service pension of \$600, two-thirds of that, or \$400, must be deducted from your Social Security benefits. For example, if you are eligible for a \$500 spouse's, widow's or widower's benefit from Social Security, you will receive \$100 per month from Social Security ( $\$500 - \$400 = \$100$ ). If you take your government pension annuity in a lump sum, Social Security still will calculate the reduction as if you chose to get monthly benefit payments from your government work.

**Disability Benefits:** Social Security pays benefits to people who cannot work because they have a medical condition that is expected to last at least one year or result in death. The amount of the disability benefit is the same as a full, unreduced retirement benefit. When you reach full retirement age, your benefits are automatically converted to retirement benefits. Certain family members of disabled workers also can receive money from Social Security. They include: Your spouse, if he or she is age 62 or older; your spouse, at any age if he or she is caring for a child of yours who is younger than age 16, or your child younger than age 18 or younger than 19 if in school.



## Disclosures and Definitions

This report is designed to give a hypothetical analysis of how an individual's Social Security will work and the calculations are based on the specific information provided. Information is not intended to provide investment advice. We cannot and do not guarantee their applicability or accuracy in regards to your individual circumstances.

The Financial Services Professional, KonnexMe, LLC and any information contained herein are not affiliated with or endorsed by the Social Security Administration or any governmental agency.

Any COLA used in this calculator is strictly hypothetical.

The Primary Insurance Amount (PIA) is provided by the client and cannot, in any way, be calculated or provided by KonnexMe, LLC.

## IMPORTANT DISCLOSURES

### Important Disclosures Regarding this Report

This report is conceptual in nature and all interest rates and performance numbers used are hypothetical and do not guarantee performance. Past performance is no guarantee of future performance. Diversification and asset allocation does not assure or guarantee better performance and cannot eliminate the risk of loss.

The report is designed to illustrate concepts and all specific product information must be presented with an appropriate company/custodian illustration and should accompany this report. It is important to review and understand each product/investment's features, risks, charges, withdrawal penalties and expenses before making any financial decisions. Consult your Financial Services Professional ("FSP") to determine which products/investments align with your time horizon, risk tolerance and overall financial needs. This report is for informational purposes only and should not be used as a substitute for official account statements or reports, official tax filing documents, insurance company illustration or custodial reports.

This report outlines different options available to the client, and its timely implementation may be critical to achieving specific goals or objectives. This report is not entirely comprehensive. It is intended to address specific objectives, as outlined by the FSP. The FSP is an independent insurance agent, registered representative or investment advisor representative.

The foregoing conceptual report was created for, and at the direction, of the FSP. The FSP is solely responsible for proper licensure and registration to discuss and present the concepts herein. The recommendations and information herein are provided solely and exclusively by the FSP.

The report is based solely upon information obtained from the FSP, and is dependent on complete and accurate information. This report reflects information provided at the time the report was created. The FSP is responsible for submitting third-party documentation when appropriate.

It is the responsibility of the client and FSP to verify all information used in the report. The client is responsible for updating the FSP about any changes in circumstances.

### Tax Considerations

Any references to income taxes are estimates only and should not be relied upon when completing income tax returns. Tax laws are subject to change and may differ from this analysis and may affect the options and information presented. The sale of appreciated assets may result in current tax liabilities not reflected in this report and may reduce actual investable assets. All income tax calculations are assumed based on the incremental tax rate input. This rate could differ materially given your particular tax perspective. State income taxes are not included in this example. Beginning with age 70 1/2, you are required by law to withdraw a certain minimum amount from your IRA each year. After your death your beneficiaries are also required to withdraw a minimum amount from their inherited IRA. The report may not reflect your specific RMD schedule or tax situation. Withdrawals of earnings from certain tax-deferred accounts will be subject to ordinary income tax and, if taken prior to age 59 1/2, may be subject to a 10% federal tax penalty. You should consider your personal investment horizon and income tax bracket, both current and anticipated, when making an investment decision as they make further impact the results.

You should choose your annuity, or investment product, based on its features and benefits and whether you can satisfy the conditions for the features and benefits, not its tax benefits alone. Buying an annuity within an IRA or other tax-deferred plan or account does not give you any additional tax benefits.

### IRS Circular 230 Notice

As required by U.S. Treasury Regulations, any tax information contained in the report is not provided or intended to be used (and cannot be used) by any taxpayer for the purpose of avoiding penalties that may be imposed under the U.S. Internal Revenue Code.

### Income Rider Calculation

When withdrawing from an annuity product with an income rider, companies vary on the amount taken from the Income Rider Accumulation Value. This presentation takes out the withdrawals equally from the Accumulated Value, and proportionally from the Income Rider Value. The proportion is based on the difference between the Accumulated Value and the Income Rider Value. The other method is taking withdrawals dollar for dollar, meaning it's taken equally from both values. The report is designed to illustrate concepts and all specific product information must be presented with an appropriate company/custodian illustration.

### Actual Results May Vary

Unless otherwise noted, the assumed rates of return used to calculate various projections are static. The actual variability of returns can impact a portfolio's value. Rate assumptions do not take into account any advisory fees, brokerage or other commissions, or any other expenses, which if taken into account would reduce performance.

### Limitations on the Scope of the Report

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