

# Structured Income Plan

Prepared For: Sample Client  
123 Main Street  
Anywhere, USA

Prepared On: 07/30/2018

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**Client 1**  
 John Doe ( Male )  
 Current age 48 Retirement age  
 Birthday 09/10/1969 Initial plan age 48

**Client 2**  
 Jane Doe ( Female )  
 Current age 44 Retirement age  
 Birthday 06/27/1974 Initial plan age 44

Initial plan date 07/27/2018  
 Revision date 07/30/2018  
 Address 123 Main Street  
 City,State,Zip Anywhere, USA  
 Email ClarksinTexas@gmail.com  
 Cell phone

**Wages / Income**  
 Yearly amount  
 Current income (if still working) \$164,518  
 Expected wage increase % 1.00

**Wages / Income**  
 Yearly amount  
 Current income (if still working) \$85,000  
 Expected wage increase % 0.00

**Social Security**  
 At age Yearly amount  
 62 \$16,769  
 Projected benefits 67 \$23,955  
 70 \$29,704  
 Expected COLA increase % 1.00

**Social Security**  
 At age Yearly amount  
 62 \$21,437  
 Projected benefits 67 \$30,624  
 70 \$37,974  
 Expected COLA increase % 1.00

**Pension**  
 At age Yearly amount  
 Projected benefits 50 \$57,048  
 Expected COLA increase % 1.00

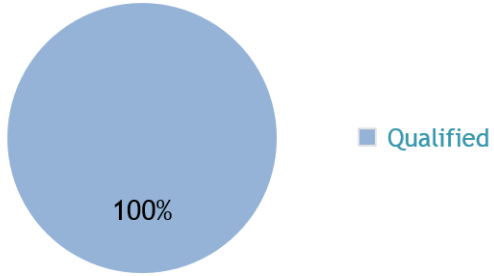
**Pension**  
 At age Yearly amount  
 Projected benefits 48 \$42,500  
 Expected COLA increase % 0.00

**Current Monetary Assets**

Description	Owner	Tax Qualification	Allocation	Return	Balance
Amy's HCA 401k	client2	401k	Qualified	5.00	\$444,996
Amy's HPB 401k	client2	401k	Qualified	5.00	\$120,000
Matt's TSP	client1	OTHER	Qualified	5.00	\$166,217

Tax Filing	joint		2018		joint		2018		joint		2018		joint		2018		joint		2018							
	2019 Matt Retires 50		2021 Amy Retires 47		2026 Matt MRA 57		2031 Matt 62 Soc Sec		2034 Amy 60 IRA Dist		2036 Amy 62 Soc Sec		2019 Matt Retires 50		2021 Amy Retires 47		2026 Matt MRA 57		2031 Matt 62 Soc Sec		2034 Amy 60 IRA Dist		2036 Amy 62 Soc Sec			
	Cash Flow	Tax Return	Cash Flow	Tax Return	Cash Flow	Tax Return	Cash Flow	Tax Return	Cash Flow	Tax Return	Cash Flow	Tax Return	Cash Flow	Tax Return	Cash Flow	Tax Return	Cash Flow	Tax Return	Cash Flow	Tax Return	Cash Flow	Tax Return	Cash Flow	Tax Return		
<b>Income</b>																										
Business / Work Schedule C	85,000	85,000	42,500	42,500	42,500	42,500	42,500	42,500	42,500	42,500	42,500	42,500														
Business	48,000	48,000	48,000	48,000	18,000	18,000	48,000	48,000																		
Johns's FERS Supplement	13,260	13,260	13,260	13,260	14,359	14,359																				
Distributions Matt's TSP			15,000	15,000	40,000	40,000																				
Distributions Jane HCA IRA													60,000	60,000												
Distributions Jane HPD IRA			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000												
John's Federal Pension Client1	57,053	57,053	61,875	61,875	65,032	65,032	67,670	67,670	69,723	69,723	71,124	71,124														
Social Security Client2 Social Security							23,064		23,760		24,240															
Total Social Security							23,064	19,604	23,760	20,196	24,240	20,820														
Less Income Adjustments		3,391		3,391		1,272		3,391		3,391		3,391														
<b>Income Sub Total \$</b>	<b>203,313</b>	<b>199,922</b>	<b>190,635</b>	<b>187,244</b>	<b>189,891</b>	<b>188,619</b>	<b>191,234</b>	<b>184,383</b>	<b>205,983</b>	<b>202,419</b>	<b>186,184</b>	<b>179,425</b>														
<b>Expenses</b>																										
Medical Expenses	7,210		7,650		8,285		9,150		9,700		10,100															
<b>Schedule A Deductible \$</b>																										
<b>Non Deductible Expenses</b>																										
Other Expenses	130,000		130,000		130,000		130,000		130,000		130,000															
Income Taxes																										
<b>Expenses Sub Total \$</b>	<b>137,210</b>		<b>137,650</b>		<b>138,285</b>		<b>139,150</b>		<b>139,700</b>		<b>140,100</b>															
<b>Income Taxes</b>																										
Standard Deduction		24,000		24,000		24,000		24,000		24,000		24,000		24,000		24,000		24,000		24,000		24,000		24,000		24,000
Largest Ded - Schd A or Std		24,000		24,000		24,000		24,000		24,000		24,000		24,000		24,000		24,000		24,000		24,000		24,000		24,000
<b>TAXABLE INCOME</b>		<b>175,922</b>		<b>163,244</b>		<b>164,619</b>		<b>160,383</b>		<b>178,419</b>		<b>155,425</b>														
Self Employment Taxes		6,782		6,782		2,543		6,782		6,782		6,782														
Approximate Tax Calc	24 % Tax Bracket	37,582	22 % Tax Bracket	34,575	22 % Tax Bracket	30,638	22 % Tax Bracket	33,945	24 % Tax Bracket	31,400	22 % Tax Bracket	26,073														
<b>Discretionary Income \$</b>	<b>28,521</b>		<b>18,410</b>		<b>20,968</b>		<b>18,139</b>		<b>34,883</b>		<b>20,011</b>															

Scenario: Discovery - Discovery Scenario



Monetary Assets

Description	Owner	Tax Qual.	Allocation	Balance
John's TSP	client1	OTHER	Qualified	\$166,217
Jane's HPB 401k	client2	401k	Qualified	\$120,000
Jane's HCA 401k	client2	401k	Qualified	\$444,996
Total				\$731,213

Major Assets

Description	Value	Amount owed	Net
Total			<input type="text"/>

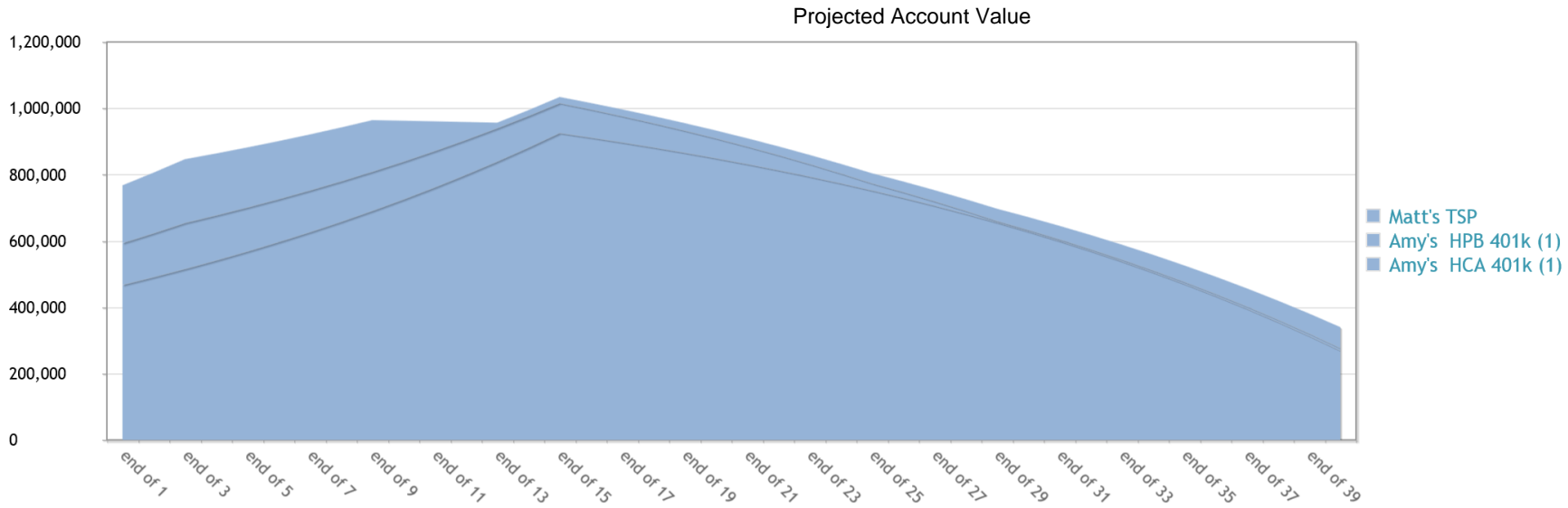
Summary

Your Discovery - Discovery Scenario account has a total net worth of \$731,213

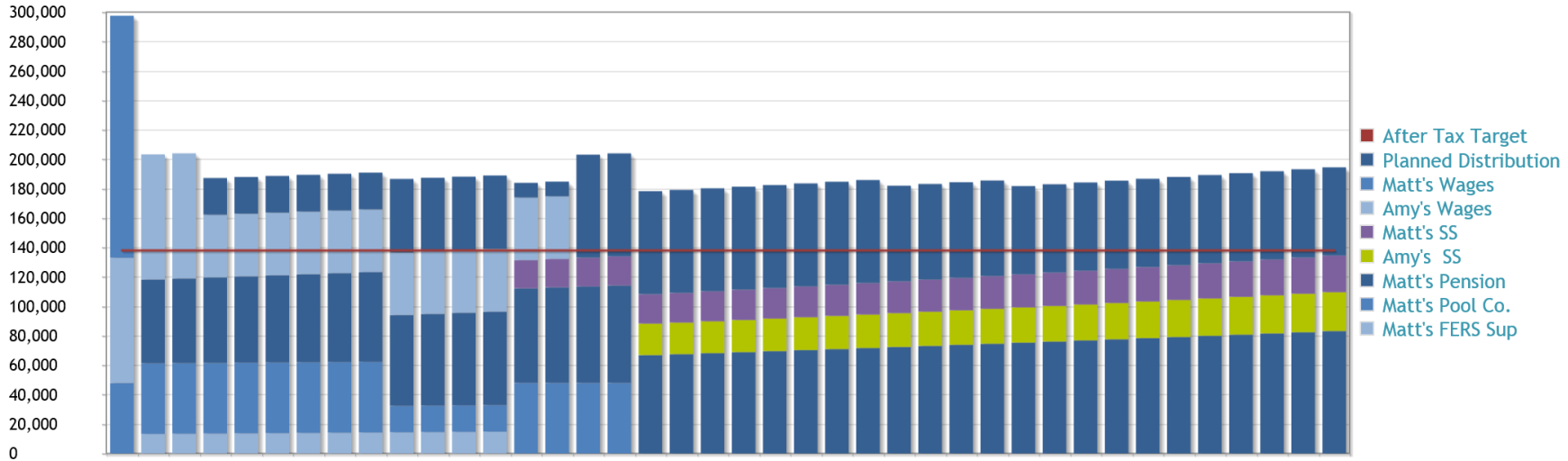
Scenario: Sample Client Scenario (1) - John Ret Age 50 & Jane Ret Age 47

Planning Horizon: 40 yrs			John's TSP		Jane's HPB 401k (1)		Jane's HCA 401k (1)		Account Balance	Structured Income										Targets	
Hypothetical Returns			Account	Income	Account	Income	Account	Income	Accounts Total	Planned Dist.	John's Wages	Jane's Wages	John's SS	Jane's SS	John's Pension	John's Pool Co.	John's FERS Sup	Approximate Income Tax	After Tax Income	After Tax Target	Income Gap
Year	Client1	Client2																			
net return	48	44	5.00 %		5.00 %	client2 IRA	5.00 %	client2 IRA													
init amount			166,217		120,000		444,996		731,213	subtotal											from total
bonus %			0.00 %		0.00 %		0.00 %		0	of account	Infl Factor	Infl Factor	Infl Factor	Infl Factor	Infl Factor	Infl Factor	Infl Factor	Eff Tax Rate			income to
w/bonus			166,217		120,000		444,996		731,213	incomes	1.00 %	0.00 %	1.00 %	1.00 %	1.00 %	0.00 %	1.00 %	19.20 %			target
end of 1	49	45	174,528	0	126,000	0	467,246	0	767,774	0	164,518	85,000	0	0	48,000	0	(58,314)	239,204	138,000	101,204	
end of 2	50	46	183,254	0	132,300	0	490,608	0	806,162	0	0	85,000	0	57,048	48,000	13,260	(39,035)	164,273	138,000	26,273	
end of 3	51	47	192,417	0	138,915	0	515,138	0	942,194	0	0	85,000	0	57,618	48,000	13,393	(39,170)	164,841	138,000	26,841	
end of 4	52	48	187,038	15,000	135,861	10,000	540,895	0	863,794	25,000	0	42,500	0	58,195	48,000	13,527	(34,823)	152,398	138,000	14,398	
end of 5	53	49	181,390	15,000	132,654	10,000	567,940	0	881,984	25,000	0	42,500	0	58,777	48,000	13,662	(34,957)	152,982	138,000	14,982	
end of 6	54	50	175,459	15,000	129,286	10,000	596,337	0	901,083	25,000	0	42,500	0	59,364	48,000	13,798	(35,091)	153,572	138,000	15,572	
end of 7	55	51	169,232	15,000	125,751	10,000	626,154	0	921,137	25,000	0	42,500	0	59,958	48,000	13,936	(35,227)	154,167	138,000	16,167	
end of 8	56	52	162,694	15,000	122,038	10,000	652,462	0	942,194	25,000	0	42,500	0	60,558	48,000	14,076	(35,365)	154,769	138,000	16,769	
end of 9	57	53	155,828	15,000	118,140	10,000	690,335	0	964,303	25,000	0	42,500	0	61,163	48,000	14,217	(35,504)	155,376	138,000	17,376	
end of 10	58	54	123,620	40,000	114,047	10,000	724,851	0	962,518	50,000	0	42,500	0	61,775	18,000	14,359	(34,714)	151,920	138,000	13,920	
end of 11	59	55	89,801	40,000	109,750	10,000	761,094	0	960,644	50,000	0	42,500	0	62,393	18,000	14,502	(34,855)	152,539	138,000	14,539	
end of 12	60	56	54,291	40,000	105,237	10,000	799,148	0	958,676	50,000	0	42,500	0	63,016	18,000	14,647	(34,998)	153,165	138,000	15,165	
end of 13	61	57	17,005	40,000	100,499	10,000	839,106	0	956,610	50,000	0	42,500	0	63,647	18,000	14,794	(35,143)	153,798	138,000	15,798	
end of 14	62	58	17,856	0	95,524	10,000	881,061	0	994,440	10,000	0	42,500	19,164	64,283	48,000	0	(34,214)	149,733	138,000	11,733	
end of 15	63	59	18,748	0	90,300	10,000	925,114	0	1,034,162	10,000	0	42,500	19,356	64,926	48,000	0	(34,554)	150,227	138,000	12,227	
end of 16	64	60	19,686	0	84,815	10,000	911,370	60,000	1,015,870	70,000	0	19,549	0	65,575	48,000	0	(37,984)	165,140	138,000	27,140	
end of 17	65	61	20,670	0	79,056	10,000	896,938	60,000	996,664	70,000	0	19,745	0	66,231	48,000	0	(38,143)	165,832	138,000	27,832	
end of 18	66	62	21,704	0	73,009	10,000	881,785	60,000	976,497	70,000	0	19,942	21,437	66,893	0	0	(27,097)	151,175	138,000	13,175	
end of 19	67	63	22,789	0	66,659	10,000	865,874	60,000	955,322	70,000	0	20,142	21,432	67,562	0	0	(27,229)	151,907	138,000	13,907	
end of 20	68	64	23,928	0	59,992	10,000	849,168	60,000	933,088	70,000	0	20,343	21,646	68,238	0	0	(25,592)	154,635	138,000	16,635	
end of 21	69	65	25,125	0	52,991	10,000	831,626	60,000	909,742	70,000	0	20,546	21,863	68,920	0	0	(25,749)	155,581	138,000	17,581	
end of 22	70	66	26,381	0	45,641	10,000	813,208	60,000	885,229	70,000	0	20,752	22,081	69,609	0	0	(25,907)	156,536	138,000	18,536	
end of 23	71	67	27,700	0	37,923	10,000	793,868	60,000	859,491	70,000	0	20,959	22,302	70,305	0	0	(26,067)	157,501	138,000	19,501	
end of 24	72	68	29,085	0	29,819	10,000	773,561	60,000	832,465	70,000	0	21,169	22,525	71,009	0	0	(26,228)	158,475	138,000	20,475	
end of 25	73	69	30,539	0	21,310	10,000	752,239	60,000	804,088	70,000	0	21,381	22,750	71,719	0	0	(26,391)	159,459	138,000	21,459	
end of 26	74	70	32,066	0	17,376	5,000	729,851	60,000	779,293	65,000	0	21,594	22,978	72,436	0	0	(25,845)	156,163	138,000	18,163	
end of 27	75	71	33,669	0	13,245	5,000	706,344	60,000	753,258	65,000	0	21,810	23,208	73,160	0	0	(26,011)	157,167	138,000	19,167	
end of 28	76	72	35,353	0	8,907	5,000	681,661	60,000	725,920	65,000	0	22,029	23,440	73,892	0	0	(26,179)	158,181	138,000	20,181	
end of 29	77	73	37,120	0	4,352	5,000	655,744	60,000	697,216	65,000	0	22,249	23,674	74,631	0	0	(26,349)	159,205	138,000	21,205	
end of 30	78	74	38,976	0	4,570	0	628,531	60,000	672,077	60,000	0	22,471	23,911	75,377	0	0	(25,810)	155,949	138,000	17,949	
end of 31	79	75	40,925	0	4,798	0	599,958	60,000	645,681	60,000	0	22,696	24,150	76,131	0	0	(25,983)	156,994	138,000	18,994	
end of 32	80	76	42,972	0	5,038	0	569,955	60,000	617,965	60,000	0	22,923	24,392	76,892	0	0	(26,157)	158,049	138,000	20,049	
end of 33	81	77	45,120	0	5,290	0	538,453	60,000	588,863	60,000	0	23,152	24,636	77,661	0	0	(26,334)	159,115	138,000	21,115	
end of 34	82	78	47,376	0	5,554	0	505,376	60,000	558,306	60,000	0	23,384	24,882	78,438	0	0	(26,512)	160,191	138,000	22,191	
end of 35	83	79	49,745	0	5,832	0	470,644	60,000	526,222	60,000	0	23,618	25,131	79,222	0	0	(26,692)	161,278	138,000	23,278	
end of 36	84	80	52,232	0	6,124	0	434,177	60,000	492,533	60,000	0	23,854	25,382	80,014	0	0	(26,873)	162,376	138,000	24,376	
end of 37	85	81	54,844	0	6,430	0	395,886	60,000	457,159	60,000	0	24,092	25,636	80,814	0	0	(27,057)	163,485	138,000	25,485	
end of 38	86	82	57,586	0	6,751	0	355,680	60,000	420,017	60,000	0	24,333	25,892	81,622	0	0	(27,242)	164,605	138,000	26,605	
end of 39	87	83	60,465	0	7,089	0	313,464	60,000	381,018	60,000	0	24,577	26,151	82,439	0	0	(27,430)	165,737	138,000	27,737	
end of 40	88	84	63,488	0	7,444	0	269,137	60,000	340,069	60,000	0	24,822	26,413	83,263	0	0	(27,619)	166,879	138,000	28,879	
			250,000		240,000		1,500,000		1,990,000		164,518	765,000	590,652	545,912	2,704,773	696,000	168,170	(1,240,444)	6,384,581	5,520,000	864,581

Scenario: Clark Scenario (1) - John Ret Age 50 & Jane Ret Age 47



Planned Yearly Income



Important Note - the values shown on the Structured Income Plan in orange are hypothetical returns.

This page is the 'Cover page' and must be included with all presentations made to Preferred Client.

**ASSUMPTIONS** – This plan is intended to provide an analysis of your financial position and potential income in retirement. This plan incorporates the information provided by you, the client, with respect to your income, expenses and asset holdings. Income plans can offer one or more of the following characteristics: lifetime guarantees, flexibility, principal preservation and growth potential. Our goal is to help you build a plan that takes these needs into account, given your preferences, goals and objectives.

The plan recommendations are based on your current situation, your resources, and your goals. In addition, they are based on our current expectations of the behavior of the accounts and products being recommended. This is a hypothetical example only and is not intended to predict the actual performance of any specific product. The returns have been shown to continue unchanged for all years of the plan but this is not likely to occur and actual results may be more or less favorable. All investments have risks associated with them and future loss is possible.

**CRITERIA AND METHODOLOGY** – The income plan may contain investment accounts, annuities, life policies, incomes like pensions and social security, income tax estimates, and detailed development of your retirement annual income target. The objective is to give you and your advisor the ability to show how these various pieces of a retirement puzzle can be brought together and structured to optimize income, minimize taxes and provide effective wealth transfer. The real power of the tool is creating scenarios which can be tested to see how these elements may be impacted under different conditions or using different planning concepts. The hypothetical variables include account growth, inflation, tax obligation, and the desired annual income target. Changing any of them will greatly impact the plan results.

For assets allocated to investment accounts, growth will be estimated using an average fixed rate which is hypothetical and not meant to indicate historical or future results. The plan may also show income distributions representing the amount of money to be withdrawn from the account. These income dollars may or may not be guaranteed and are subject to change. This illustrated income could represent a distribution of principal and/or interest depending on investment performance. The growth rates illustrated on this proposed income plan are for illustrative purposes only and are not guaranteed. These rates will change on a daily basis and also could be negative. Past performance is not an indication of future results.

For assets allocated to insurance contracts, the contract and any guarantees therein are subject to the claims paying ability of the carrier. Annuity projected growth rates may show income benefit base growth and not the market value of the annuity. Annuity distributions may be subject to withdrawal charges, premium bonus recapture charges and market value adjustments (if applicable) and may result in a loss of principal. Insurance company product recommendations must be accompanied by approved illustrations and/or brochures. Other investment recommendations must be accompanied by an approved prospectus.

If there are any insurance products or annuities within the plan presentation, the National Association of Insurance Commissioners has specifically required that the consumer be given an illustration disclosing all aspects of how that product works and what the minimum guarantees are. This plan does not generate the required illustration and that must be furnished separately. All Income projections are hypothetical and should not be considered indicative of actual income. The income portion of this analysis does not take into account any taxes unless otherwise noted.

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