Financial Plan Example Modest Income - Typical Savings

Money Mentor Presentation October 15, 2020

Income and Expense Statement Schedule 1

Income (Annual)	His	Her	Total	Tax	His	Her	V	. Net	Essential
Wages or Retirement Income	\$50,000	\$20,000	\$70,000	Rate	Age	Age	Year	Income	Expenses
Commissions			\$0 \$0		53	48	2020	\$54,125 \$55,007	\$45,150 \$46,053
Bonus - Rental Income Dividend Income			\$0 \$0		54 55	49 50	2021 2022	\$55,207	\$46,053
Gross Income	\$50,000	\$20,000	\$70,000		56	50 51	2022	\$56,311 \$57,438	\$46,974 \$47,914
	\$50,000	\$20,000	\$70,000		50 57	52	2023		
Minus	¢2 100	\$1,240	\$4,340	6.20%	57 58	52 53	2024	\$58,586 \$59,758	\$48,872 \$49,849
FICA: Social Security Medicare	\$3,100 \$725	\$290	\$4,340 \$1,015	1.45%	56 59	53 54	2025	\$60,953	\$49,849 \$50,846
Federal Income Tax	Ψ123	φ290	\$7,399	10.57%	60	55	2020	\$60,933 \$62,172	\$50,840 \$51,863
MA State Income Tax			\$3,121	5.10%	61	56	2028	\$63,416	\$51,803
Net Income (Annual)	\$46,175	\$18,470	\$54,125	15.67%	62	57	2028	\$64,684	\$52,900 \$53,958
Net income (Amuai)	\$40,173	φ10,4 <i>1</i> U	\$34,123	13.07 %	63	57 58	2029	\$65,978	
Expenses (Annual)			Total		64	59	2030	\$65,976 \$67,297	\$55,038 \$56,138
Housing			\$16,100		65	60	2031	\$68,643	
_	\$10,000		\$10,100		66	61	2032	\$70,016	\$57,261 \$58,406
Mortgage Property Tax	\$4,600				67	62	2033	\$70,010	\$59,574
Homeowners Insurance	\$4,600 \$1,500				68	63	2035	\$72,845	
Other	Φ1,500				69	64	2036	\$72,643 \$74,302	\$60,766 \$61,981
Utilities	\$5,600		\$5,600		70	65	2037	\$75,788	\$63,221
Personal	φ3,000		\$9,500		70	03	2031	Ψ13,100	φ03,221
Groceries	\$7,500		φ9,300			le.	flation D	ate = 2%	
Family Care	\$7,500						illation N	ale = 2 /6	
•			\$8,750						
Transportation Essential Expenses			\$45,150						
Essential Expenses			Ф4 5,150						
Discretionary Expenses									
Retirement Contribution-Him	\$5,000		\$5,000		\$2,500	= Empl	oyer Cor	ntribution	
Retirement Contribution-Her					\$0	= Empl	oyer Cor	ntribution	
Recreation/Vacation			\$1,500			-	-		
Total Discretionary Expense			\$6,500						
Total Annual Expenses			\$53,150						
Discretionary Income/Savings	i		\$975						
Social Security (Current \$)	Him	Her	Combined						
Age 62	\$13,668	\$6,834	\$13,668						
Age 67	\$20,376	\$10,188	\$27,210						
Age 70	\$25,896	\$12,948	\$36,084						
Social Security (Future \$)	Him	Her	Total						
Age 62	\$18,888	\$9,444	\$18,888			Р	ension	Him	Her
Age 67	\$31,824	\$15,912	\$41,268				Age 67		
Age 70	\$43,848	\$21,924	\$59,760				Age 70		
•	•	•	•				-		

NOTES

Gross Wages, Taxes and Net Income are in the upper left. The 15% in income taxes is the sum of State and Federal taxes and will be used as the projected tax rate used during withdrawals during retirement years.

Below Income are the Essential Expenses of everyday living plus Discretionary Expenses, including vacations, eating out and gifts Discretionary Expenses also include contributions to retirement plans. The Employer contribution or "match" is also listed.

The upper right is a forecast of Income and Essential Expenses inflated by 2% per year from the present until the target retirement.

Estimates of Social Security benefitscan be accessed at www.SSA.gov. Pension benefits, if available would also be listed. These income items will replace current income during retirement.

Asset Inventory Schedule 2

His Retirement Plan			Her Retirement Plan		
Investment	2020	%	Investment	2020	%
Money Market Fund	\$3,000	5%	Money Market Fund	\$2,000	5%
Bond Funds	\$15,000	25%	Bond Funds	\$10,000	25%
US Large Company Stocks	\$24,000	40%	US Large Company Stocks	\$16,000	40%
US Smaller Company Stks	\$9,000	15%	US Smaller Company Stks	\$6,000	15%
Foreign Stocks	\$9,000	<u>15%</u>	Foreign Stocks	\$6,000	<u>15%</u>
Total	\$60,000	100%	Total	\$40,000	100%
Cash Reserves Account					
Investment	2020	%			
Money Market Fund	\$3,000	20%			
Bond Funds	\$7,500	50%			
US Large Company Stocks	\$3,000	20%			
US Smaller Company Stks	\$1,500	10%			
Foreign Stocks	<u>\$0</u>	<u>0%</u>			
Total	\$15,000	100%			
Property Investments	2020		Debt		
Primary Home	\$325,000		-\$150,000		
Vacation Home			. ,		
	\$325,000				
Life Insurance					
Term Life Insurance	\$50,000				
Cash Value	\$0				
Net Worth	\$290,000				

NOTES

Both Retirement Plans are allocated 30% to cash and bonds and 70% to stocks, a Moderate Allocation for a couple at least 10 years from retirement. If they were younger, a Growth Allocation with 15% cash and bonds and 85% in stocks might be more appropriate but more volatile in up and down markets.

The Cash Reserves or Emergency account is an Income Portfolio: 70% cash and bonds. However, this account would cover only 3 months of Essential Expenses - Not nearly enough.

Net Worth is the sum of all investment assets plus home equity plus insurance cash value.

Accumulation Portfolio(s) Schedule 3

Accumulation Portfolio

	Tax Deferr	ed IRA				Std.	Bear
Percent	Balances	Asset Class	Income	Cap-Gain	Total	Dev.	Market
5.0%	\$5,000	Money Market Fund	1.0%	0.0%	1.0%	1.0%	-1.0%
25.0%	\$25,000	Bond Funds	3.5%	0.0%	3.5%	-3.0%	9.5%
40.0%	\$40,000	US Large Company Stocks	2.0%	5.0%	7.0%	15.0%	-23.0%
15.0%	\$15,000	US Smaller Company Stks	1.0%	7.0%	8.0%	20.0%	-32.0%
<u>15.0%</u>	\$15,000	Foreign Stocks	2.0%	<u>5.0%</u>	<u>7.0%</u>	<u>17.0%</u>	<u>-27.0%</u>
100.0%	\$100,000	Composite	2.2%	3.8%	6.0%	10.9%	-15.7%
		Inflation Rate		Inc Tax Rat	e	Cap Gain Ra	te
		2.0%		15.0%		15.0%	

			Total		Retirement		Portfolio	Year-End	Bear Mkt	Home
Year	His Age	Her Age	Expenses	Net Income	Contribution	Taxes	Earnings	Balance	Balance	Value
2020	53	48	\$53,150	\$54,125				100,000		\$325,000
2021	54	49	\$54,213	\$55,207	7,500	0	5,975	113,475	95,631	\$331,500
2022	55	50	\$55,297	\$56,311	7,650	0	6,780	127,905	107,792	\$338,130
2023	56	51	\$56,403	\$57,438	7,803	0	7,642	143,350	120,809	\$344,893
2024	57	52	\$57,531	\$58,586	7,959	0	8,565	159,875	134,734	\$351,790
2025	58	53	\$58,682	\$59,758	8,118	0	9,553	177,545	149,626	\$358,826
2026	59	54	\$59,856	\$60,953	8,281	0	10,608	196,434	165,545	\$366,003
2027	60	55	\$61,053	\$62,172	8,446	0	11,737	216,618	182,554	\$373,323
2028	61	56	\$62,274	\$63,416	8,615	0	12,943	238,176	200,723	\$380,789
2029	62	57	\$63,519	\$64,684	8,787	0	14,231	261,194	220,121	\$388,405
2030	63	58	\$64,790	\$65,978	8,963	0	15,606	285,764	240,827	\$396,173
2031	64	59	\$66,085	\$67,297	9,142	0	17,074	311,980	262,922	\$404,097
2032	65	60	\$67,407	\$68,643	9,325	0	18,641	339,947	286,490	\$412,179
2033	66	61	\$68,755	\$70,016	9,512	0	20,312	369,770	311,624	\$420,422
2034	67	62	\$70,130	\$71,417	9,702	0	22,094	401,566	338,420	\$428,831
2035	68	63	\$71,533	\$72,845	9,896	0	23,994	435,456	366,980	\$437,407
2036	69	64	\$72,964	\$74,302	10,094	0	26,018	471,568	397,414	\$446,155
2037	70	65	\$74,423	\$75,788	10,296	0	28,176	510,040	429,836	\$455,078

2034	67	62	Potential retirement date & ages	Account Balance = \$401,566
2037	70	65	Potential retirement date & ages	Account Balance = \$510,040

NOTES

The shaded area illustrates a sample Moderate Allocation Portfolio with 30% in cash and bonds and 70% in stocks.

The account will earn a level 6% per year but could be down 15.7% during a 20% Market Correction.

There are no taxes on Qualified Retirement Plans during the Accumulation period.

During the Accumulation years, it is assumed income, expenses and the value of their home will inflate by 2% per year.

The man will contribute 10% of his gross income to the retirement plan with a 50% employer match.

At Age 67 the Retirement Account could be worth about \$401,000. At Age 70, the Account could be worth about \$510,000.

Withdrawal Portfolio at Age 67 Traditional IRA or Taxable Portfolio Schedule 4

	T D-(ID 4					D
	Tax Deferred	IRA				Std.	Bear
Percent	Balances	Asset Class	Income	Cap-Gain	Total	Dev.	Market
15.0%	\$60,235	Money Market Fund	1.0%	0.0%	1.0%	1.0%	-1.0%
35.0%	\$140,548	Bond Funds	3.5%	0.0%	3.5%	-3.0%	9.5%
30.0%	\$120,470	US Large Co Stocks	2.0%	5.0%	7.0%	15.0%	-23.0%
10.0%	\$40,157	US Smaller Co Stks	1.0%	7.0%	8.0%	20.0%	-32.0%
<u>10.0%</u>	\$40,157	Foreign Stocks	2.0%	5.0%	7.0%	<u>17.0%</u>	<u>-27.0%</u>
100.0%	\$401,566	Composite	2.3%	2.7%	5.0%	7.3%	-9.6%
		Inflation Rate		Inc Tax Rate		Cap Gain Rate	е
		2.0%		15.0%		15.0%	
			Total	Withdra	wal Rate =	12.2%	_
				Discretionary E	xpense =	0.0%	

							Discretionary	Expense =	0.076				
	His	Her		Social	Investment	Portfolio		Year-End	Long-Term	Bear Mkt	Home		Life
Year	Age	Age	Expenses	Security	Withdrawal	Earnings	Taxes	Balance	Care Cost	Balance	Value	Estate Value	Expectancy
2034	67	62	62,288					401,566			\$291,061	\$692,628	31.1
2035	68	63	63,534	41,268	37,986	19,978	10,960	278,556		251,745	\$296,883	\$575,438	30.2
2036	69	64	64,805	42,935	38,030	13,858	11,179	243,205		219,796	\$302,820	\$546,025	29.2
2037	70	65	66,101	43,794	38,791	12,099	11,402	205,111		185,369	\$308,877	\$513,988	28.3
2038	71	66	67,423	44,670	39,567	10,204	11,630	164,118		148,322	\$315,054	\$479,172	27.4
2039	72	67	68,771	45,563	40,358	8,165	11,863	120,062		108,506	\$321,355	\$441,417	26.5
2040	73	68	70,147	46,474	41,165	5,973	12,100	72,769		65,765	\$327,783	\$400,552	25.6
2041	74	69	71,550	47,404	41,989	3,620	12,342	22,058	•	19,935	\$334,338	\$356,397	24.7
2042	75	70	72,981	48,352	42,828	1,097	12,589	-32,262		-29,156	\$341,025	\$308,763	23.8
2043	76	71	64,440	49,319	32,185	-1,605	11,116	-77,167	•	-69,740	\$347,845	\$270,678	22.0
2044	77	72	65,729	50,305	32,829	-3,839	11,338	-125,173		-113,125	\$354,802	\$229,629	22.0
2045	78	73	67,043	51,312	33,485	-6,227	11,565	-176,451		-159,468	\$361,898	\$185,447	21.2
2046	79	74	68,384	52,338	34,155	-8,778	11,796	-231,181		-208,929	\$369,136	\$137,956	20.3
2047	80	75	69,752	53,385	34,838	-11,501	12,032	-289,552		-261,683	\$376,519	\$86,967	19.5
2048	81	76	71,147	54,452	35,535	-14,405	12,273	-351,765		-317,908	\$384,049	\$32,285	18.7
2049	82	77	72,570	55,541	36,245	-17,500	12,518	-418,029		-377,794	\$391,730	-\$26,299	17.9
2050	83	78	74,021	56,652	36,970	-20,797	12,769	-488,565		-441,541	\$399,565	-\$89,000	17.1
2051	84	79	74,021	57,785	-49,117	-24,306	0	-550,909		-497,884	\$407,556	-\$143,353	16.3

NOTES

The Asset Allocation in the shaded area has been changed from Moderate Allocation with 70% stocks to a Balance Portfolio with 50% stocks. Consequently, Total Return has been reduced from 6% to 5%. However, half of the Total Return is steady INCOME from interest and dividends. But, the Downside Risk has changed from -15.7% to -9.6%, or to 50% of market risk.

During the Withdrawal period, Expenses have been reduce by the amount of the Retirement Contribution during the Accumulation period. Discretionary Spending, in the shaded area, is assumed to be Zero.

Long-Term Care or out-of-pocket Medical expenses are assumed to be Zero.

Life Expectancy is the number which is divided into the previous years' IRA Investment Balance to calculate the Required Minimum Distribution. With a 12.2% Withdrawal Rate, Investment Balances turn negative in 8 years.

This couple needs to work and save for a longer period of time.

78 Home mortgage paid in full

Account balances go negative

2050

2042

83

75

Withdrawal Portfolio at Age 70 Essential Expenses ONLY Exhibit 5

	Tax Deferred	IRA				Std.	Bear
Percent	Balances	Asset Class	Income	Cap-Gain	Total	Dev.	Market
15.0%	\$76,506	Money Market Fund	1.0%	0.0%	1.0%	1.0%	-1.0%
35.0%	\$178,514	Bond Funds	3.5%	0.0%	3.5%	-3.0%	9.5%
30.0%	\$153,012	US Large Co Stocks	2.0%	5.0%	7.0%	15.0%	-23.0%
10.0%	\$51,004	US Smaller Co Stks	1.0%	7.0%	8.0%	20.0%	-32.0%
10.0%	\$51,004	Foreign Stocks	2.0%	<u>5.0%</u>	<u>7.0%</u>	<u>17.0%</u>	<u>-27.0%</u>
100.0%	\$510,040	Composite	2.3%	2.7%	5.0%	7.3%	-9.6%
		Inflation Rate	ı	nc Tax Rate		Cap Gain Ra	ite
		2.0%		15.0%		15.0%	

Total Withdrawal Rate = 5.8%

Discretionaryy Expense = 0.0%

		Her	Essential	Social	Investment	Dantfalla			1 T	Daan Mist	11		
V A-	a0				mvesimem	Portfolio		Year-End	Long-Term	Bear Mkt	Home		Life
Year Ag	ye <i>i</i>	Age	Expenses	Security	Withdrawal	Earnings	Taxes	Balance	Care Cost	Balance	Value	Estate Value	Expectancy
2038 7	71	66	68,771	58,358	29,482	25,375	11,863	494,070		446,515	\$464,180	\$958,250	26.5
2042 7	75	70	74,440	63,169	31,912	21,693	12,841	412,975		373,226	\$502,443	\$915,418	22.0
2047 8	80	75	82,188	69,744	35,234	14,879	14,177	264,550		239,087	\$554,738	\$819,288	18.7
2050 8	83	78	77,618	74,013	26,350	9,314	13,389	156,787		141,697	\$588,693	\$745,480	16.3
2052 8	85	80	80,754	77,003	27,415	6,172	13,930	88,880		80,325	\$612,476	\$701,355	14.8
2053 8	86	81	82,369	78,543	27,963	4,422	14,209	51,130		46,208	\$624,725	\$675,855	14.1
2054 8	87	82	84,017	80,114	28,523	2,544	14,493	10,658		9,632	\$637,220	\$647,877	13.4
2055 8	88	83	85,697	81,716	29,093	530	14,783	-32,688		-29,542	\$649,964	\$617,276	12.7
2056 8	89	84	87,411	83,350	29,675	-1,626	15,078	-79,067	-	-71,457	\$662,963	\$583,896	12.0
2057 9	90	85	89,159	85,017	30,268	-3,934	15,380	-128,649		-116,267	\$676,223	\$547,573	11.4
2058 9	91	86	90,942	86,717	30,874	-6,400	15,688	-181,611		-164,131	\$689,747	\$508,136	10.8
2059 9	92	87	92,761	88,452	31,491	-9,035	16,001	-238,139		-215,218	\$703,542	\$465,403	10.2
2060 9	93	88	94,616	90,221	32,121	-11,847	16,321	-298,428		-269,705	\$717,613	\$419,185	9.6
2061 9	94	89	96,509	92,025	32,763	-14,847	16,648	-362,686		-327,778	\$731,965	\$369,279	9.1
2062 9	95	90	98,439	93,866	33,419	-18,044	16,981	-431,130		-389,633	\$746,604	\$315,475	8.6
2063 9	96	91	100,408	95,743	34,087	-21,449	17,320	-503,986		-455,477	\$761,537	\$257,551	8.1
2064 9	97	92	102,416	97,658	34,769	-25,073	17,667	-581,495		-525,526	\$776,767	\$195,273	7.6
2065 9	98	93	104,464	99,611	35,464	-28,929	18,020	-663,908		-600,007	\$792,303	\$428,394	7.1
2066 9	99	94	106,553	101,603	36,174	-33,029	18,380	-751,492		-679,161	\$808,149	\$356,657	6.7
2067 10	00	95	108,684	103,635	36,897	-37,387	18,748	-844,523		-763,238	\$824,312	\$279,788	6.3

NOTES

Working longer increases the Beginning Investment Balance to \$510,040

Home mortgage paid off
Account balances go negative

2050

2055

83

88

Working longer increases Social Security benefits from 65% to 85% of Total Expenses

Note that Expenses have been reduced by the annual mortgage which is paid off at Ages 88 and 83.

A 5.7% Withdrawal Rate increases the life of Investment Balance to 17 Years to Ages 88 and 83

Although this couple could run out of Investment Balances at Age 88, their home is worth \$650,000 and could qualify for a Reverse Mortgage Note that Expenses have NOT been increased to permit more Discretionary Spending

Age 70 Withdrawal Portfolio **Essential and Discretionary Expenses** Exhibit 6

						_	
	Tax Deferred	IRA				Std.	Bear
Percent	Balances	Asset Class	Income	Cap-Gain	Total	Dev.	Market
15.0%	\$76,506	Money Market Fund	1.0%	0.0%	1.0%	1.0%	-1.0%
35.0%	\$178,514	Bond Funds	3.5%	0.0%	3.5%	-3.0%	9.5%
30.0%	\$153,012	US Large Co Stocks	2.0%	5.0%	7.0%	15.0%	-23.0%
10.0%	\$51,004	US Smaller Co Stks	1.0%	7.0%	8.0%	20.0%	-32.0%
10.0%	\$51,004	Foreign Stocks	2.0%	<u>5.0%</u>	7.0%	<u>17.0%</u>	-27.0%
100.0%	\$510,040	Composite	2.3%	2.7%	5.0%	7.3%	-9.6%
		Inflation Rate		nc Tax Rate	(Cap Gain Rat	te
		2.0%		15.0%		15.0%	
			Total	Withdrav	val Rate =	7.3%	
						40.00/	

Discretionaryry Expense = His Her Social Investment Portfolio Year-End Long-Term Bear Mkt Home Life Year Age Age **Expenses** Security Withdrawal **Earnings** Taxes **Balance Care Cost Balance** Value Estate Value Expectancy 510,040 \$965,119 \$455.078 2037 65 74,165 70 27.4 2038 71 66 75,648 58,358 37,391 25,375 13,049 484,975 438,296 \$464,180 \$949,155 26.5 2039 72 67 77,161 59,526 38,139 24,127 13,310 457,653 413,604 \$473,464 \$931,117 25.6 2040 73 68 78.704 60,716 38.901 22.768 13.577 427.944 386.754 \$482.933 \$910.876 24.7 2041 74 69 80,278 61.930 39.679 21,290 13,848 395.706 357,620 \$492,592 \$888,298 23.8 2042 75 70 81,884 63,169 40,473 19,686 14,125 360,795 326,068 \$502,443 \$863,238 22.0 2043 76 71 83,522 64,432 41,282 17,950 14,407 323,054 291,960 \$512,492 \$835,547 22.0 77 72 16,072 21.2 2044 85.192 65.721 42.108 14.696 282.322 255.149 \$522,742 \$805.065 2045 78 73 86,896 67,035 42,950 14,046 14,990 238,428 215,479 \$533,197 \$771,625 20.3 2046 79 74 88,634 68,376 43,809 11,862 15,289 191,191 172,789 \$543,861 \$735,052 19.5 75 2047 80 90,407 69,744 44,685 9,512 15,595 140,422 126,907 \$554,738 \$695,161 18.7 2048 92,215 71,139 85,922 76 45.579 6.986 15,907 77,652 \$565.833 \$651,755 17.9 81 2049 94,059 77 72,561 46,491 4,275 16,225 27,481 24,836 \$577,150 \$604,630 17.1 2050 83 78 86,340 74,013 36,381 1,367 14,894 -22,426 -20,268 \$588,693 \$566,266 16.3 2051 84 79 88,067 75,493 37,108 -1,116 15,192 -75,842 -68,542 \$600,466 \$524,625 15.5 2052 85 80 89,828 77,003 37,850 -3,77315,495 -132,960 -120,163 \$612,476 \$479,515 14.8 -193,988 \$430,737 2053 86 81 15,805 \$624,725 91,625 78,543 38,607 -6,615-175,317 14.1 -259,140 2054 87 82 93,457 80,114 39,380 16,121 -234,197 \$637,220 \$378,080 13.4 2055 88 83 95,327 81,716 40,167 -12,892 16,444 -328,643 -297,011 \$649,964 \$321,321 12.7 89 16,773 -363,973 \$260,227 12.0 \$676,223 2057 90 85 99,178 85,017 41,790 -20,036 17,108 -481,670 -435,309 \$194,553 11.4 2058 86 101.161 86.717 42.626 -23.963 17,450 -565.709 -511,260 \$689,747 10.8 91 \$124,038 2059 92 87 103,185 88,452 43,478 -28,144 17,799 -655,131 -592,074 \$703,542 \$48,411 10.2 2060 93 88 105,248 90,221 44,348 -32,593 18,155 -750,226 -678,017 \$717,613 -\$32,614 9.6 2061 94 89 107,353 92,025 45,235 -37,324 18,518 -851,303 -769,365 \$731,965 -\$119,338 9.1 -958,684 -866.410 2062 95 90 109,500 93.866 46,139 -42,35218,889 \$746,604 -\$212,079 8.6 2063 96 91 111,690 95,743 47,062 -47,695 19,267 -1,072,707 -969,459 \$761,537 -\$311,170 8.1 2064 97 92 113,924 97,658 48,003 -53,367 19,652 -1,193,730 -1,078,833 \$776,767 -\$416,962 7.6 2065 98 93 116,203 99,611 48,963 -59,388 20,045 -1,322,126-1,194,871 \$792,303 -\$229,823 7.1 2066 99 94 118.527 101 603 49 943 -65 776 20 446 -1.458.290 -1,317,930 \$808 149 -\$350 142 6.7 120,897 103,635 50,942 -72,550 20,855 -1,602,637 2067 100 95 -1,448,383 \$824,312 -\$478,325 6.3 2050 83 78 Home mortgage paid off 2055 88

NOTES

Adding 10% in Discretionary Spending reduces positive Investment Balances by 5 years - from Age 88 to Age 83

83

Account balances go negative