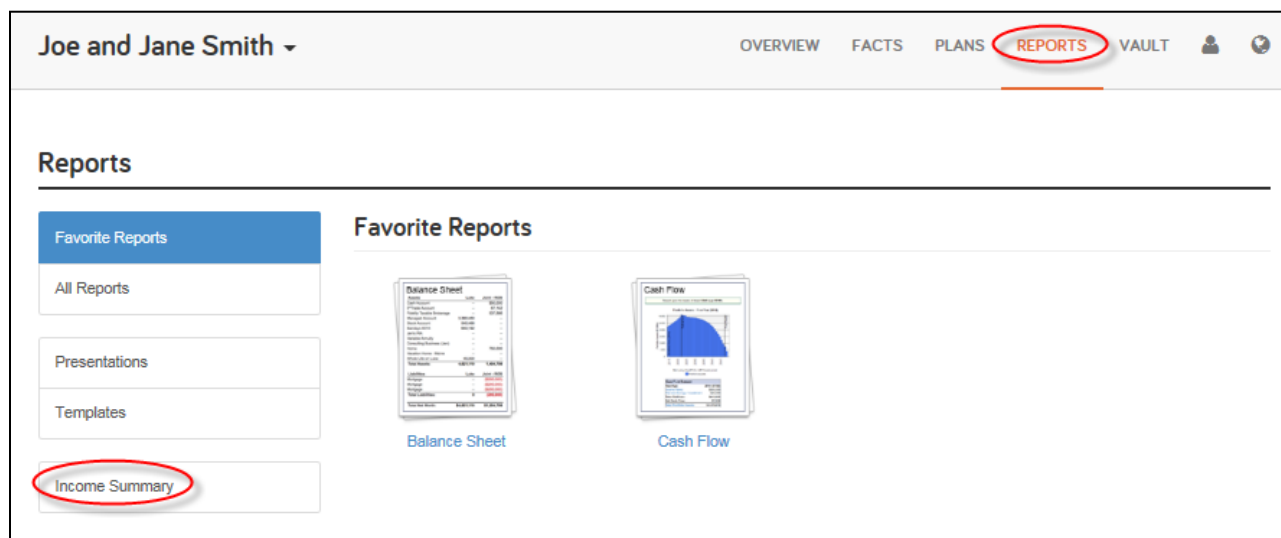


In this training guide, we will demonstrate the new Income Summary feature. The purpose of this tool is to show the client, when in retirement, where their income is coming from on a month to month basis, compare it their expenses, and show how surpluses in one month can be used to make up for deficits in other months.

Please Note:

The Income Summary tool can be used with any client, but it was designed for use with clients who are currently in retirement and is based off of a yearly calendar (January through December).

1. After selecting a client, click **Reports** and choose **Income Summary**.



1 | Income Summary

- The first page is **Review**. Review looks at the breakdown of income sources per type of income, consisting of Guaranteed Income, Other Income Sources, Investment Income and Retirement Account distributions.

Joe and Jane Smith ▾
OVERVIEW FACTS PLANS **REPORTS** VAULT

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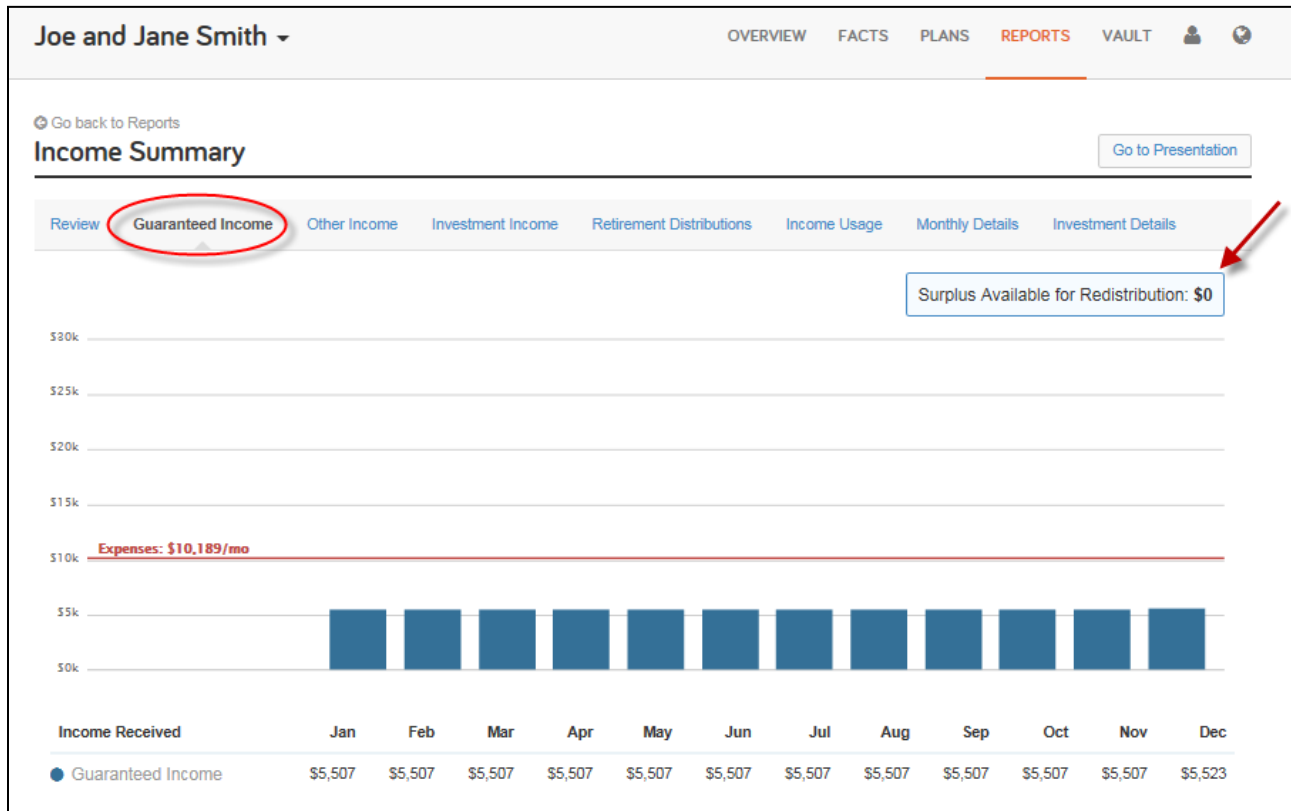
Income Summary

Review
Guaranteed Income
Other Income
Investment Income
Retirement Distributions
Income Usage
Monthly Details
Investment Details

Guaranteed Income	Annual Amount
Joe's Social Security	\$22,500
Jane's Social Security	\$14,600
Life Annuity	\$17,000
Jane's Pension	\$12,000
Other Income Sources	
Jane's Fun Retirement Job	\$20,000
Income-Producing Investments	
	Current Value
Brokerage Acct	\$1,416,048
	Annual Amount
Brokerage Acct	\$44,224
Retirement Accounts	
	Current Value
401K	\$500,000
	Distributions
401K	\$21,834

2 | Income Summary

- Click **Guaranteed Income** to view the breakdown of any guaranteed income for each month of the year. The Surplus Available for Redistribution is listed on the top right. Since this client's guaranteed income does not surpass their expenses of \$10,189 monthly, there is no surplus available for redistribution.



Please Note:

Guaranteed income is any Social Security turned on, pension, guaranteed annuities or any income marked "Yes" under **Guaranteed** in Advanced Facts.

Basic | Timing | Notes

Name:

Annual Amount:

Indexed At:

Start Indexing:

Owner:

Destination:

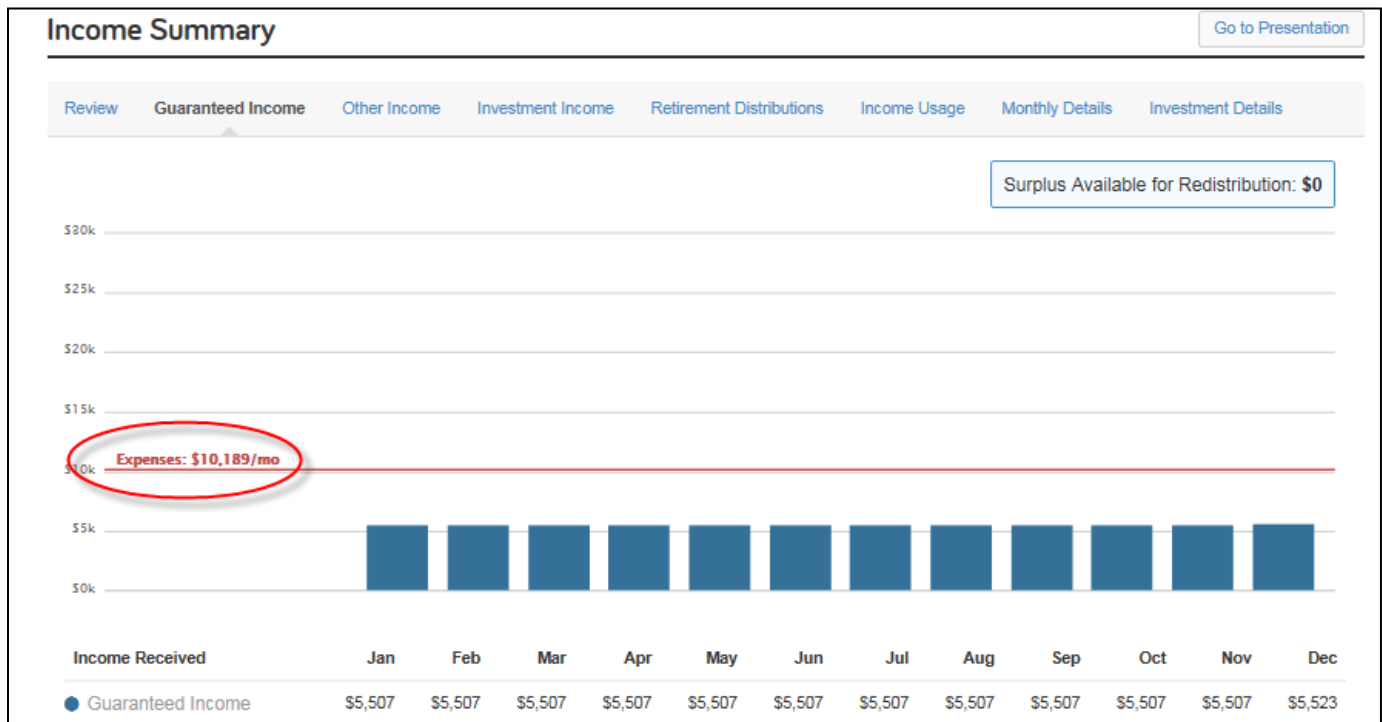
Self-Employment?

Guaranteed?

Starts:

Ends:

4. The red Expenses line comprises the total of living expenses and taxes.

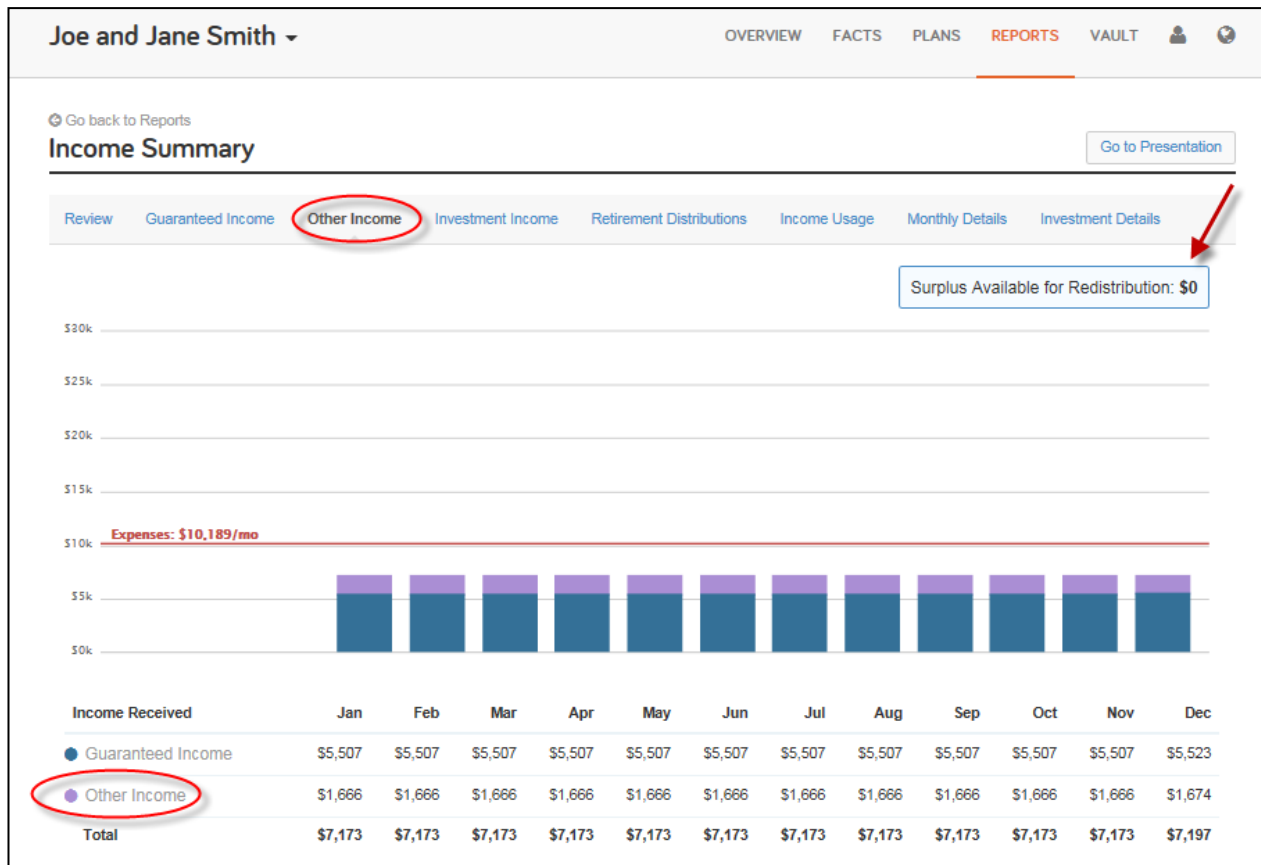


Please Note:

Items not included in Expenses:

- End of year surplus spending
- Liability balloon payments
- Expense flows that don't end at client and/or spouse death
- Stock Option purchases
- Cash gifts
- Insurance premiums
- Buy/Sell Transaction deficit

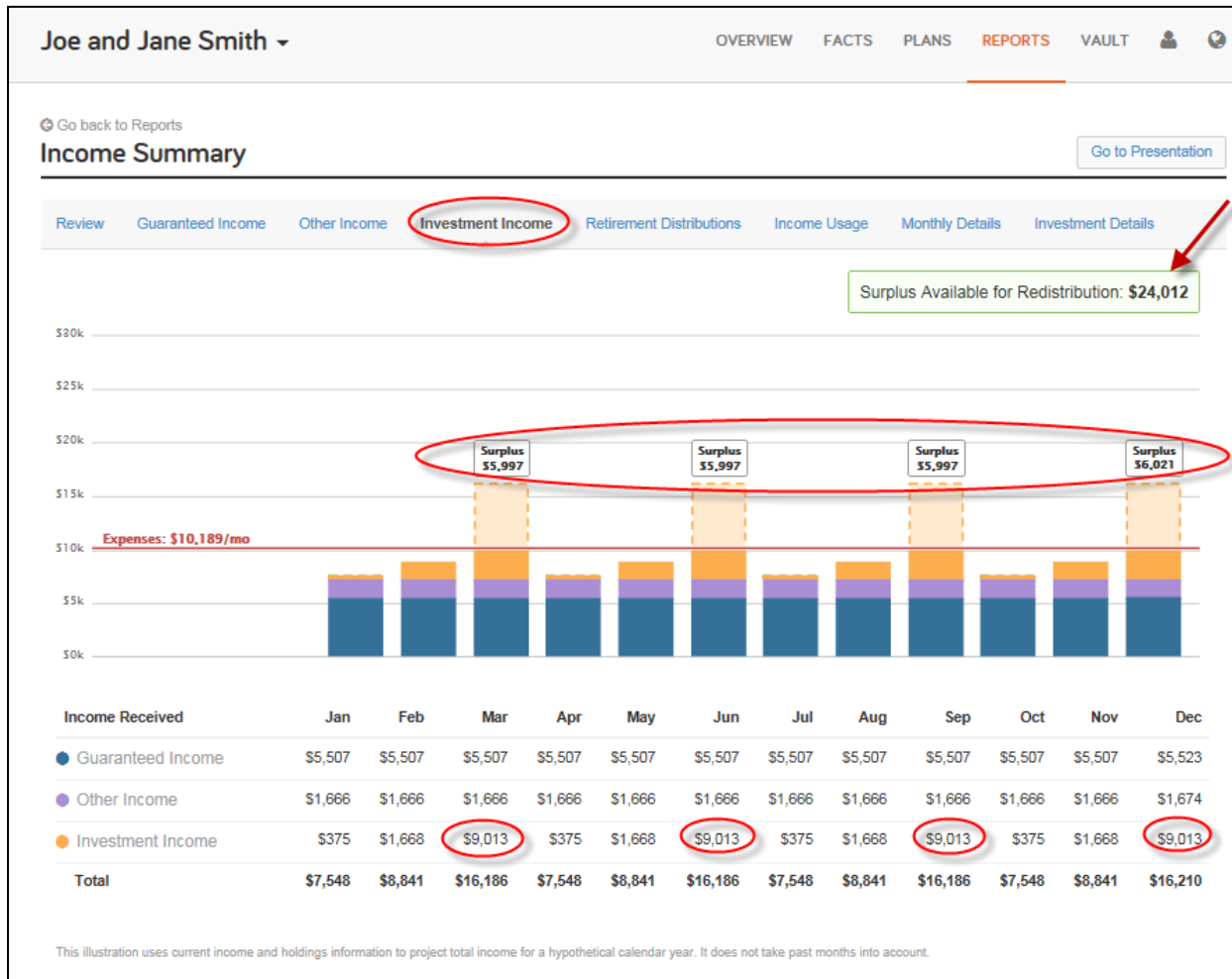
5. Click **Other Income**. This will give the client a breakdown of other income flowing into the portfolio. Any surplus available for redistribution will be listed at the top. In this case, their Other Income is being used for expenses. Since it does not exceed their expense line, no surplus is available for redistribution.



Other Income is derived from the following:

- Any Salary/Bonus flow with **Guaranteed?** field set to "No"
- Any Other Income flow with **Guaranteed?** field set to "No"
- Note Receivable income
- Business Distributions
- Real Estate Distributions
- Trust Distributions

6. **Investment Income** is next. Notice the higher values of Investment Income being generated in March, June, September and December. This generates a surplus of \$24,012 available for redistribution.



Investment Income values are calculated using the data available for income production by specific securities. The holdings used are limited to those defined in the following asset types:

- Taxable Investment
- Cash Equivalent

7. Next, look at the client’s **Retirement Distributions**. In this example, January shows \$21,834 in Retirement Distributions. Of these distributions, \$2,641 is being used to cover expenses, leaving a surplus of \$19,193. Add that to the Investment Income total of \$24,012 for a total **Surplus Available for Redistribution** of \$43,205. This surplus will then be redistributed under the next tab, Income Usage.

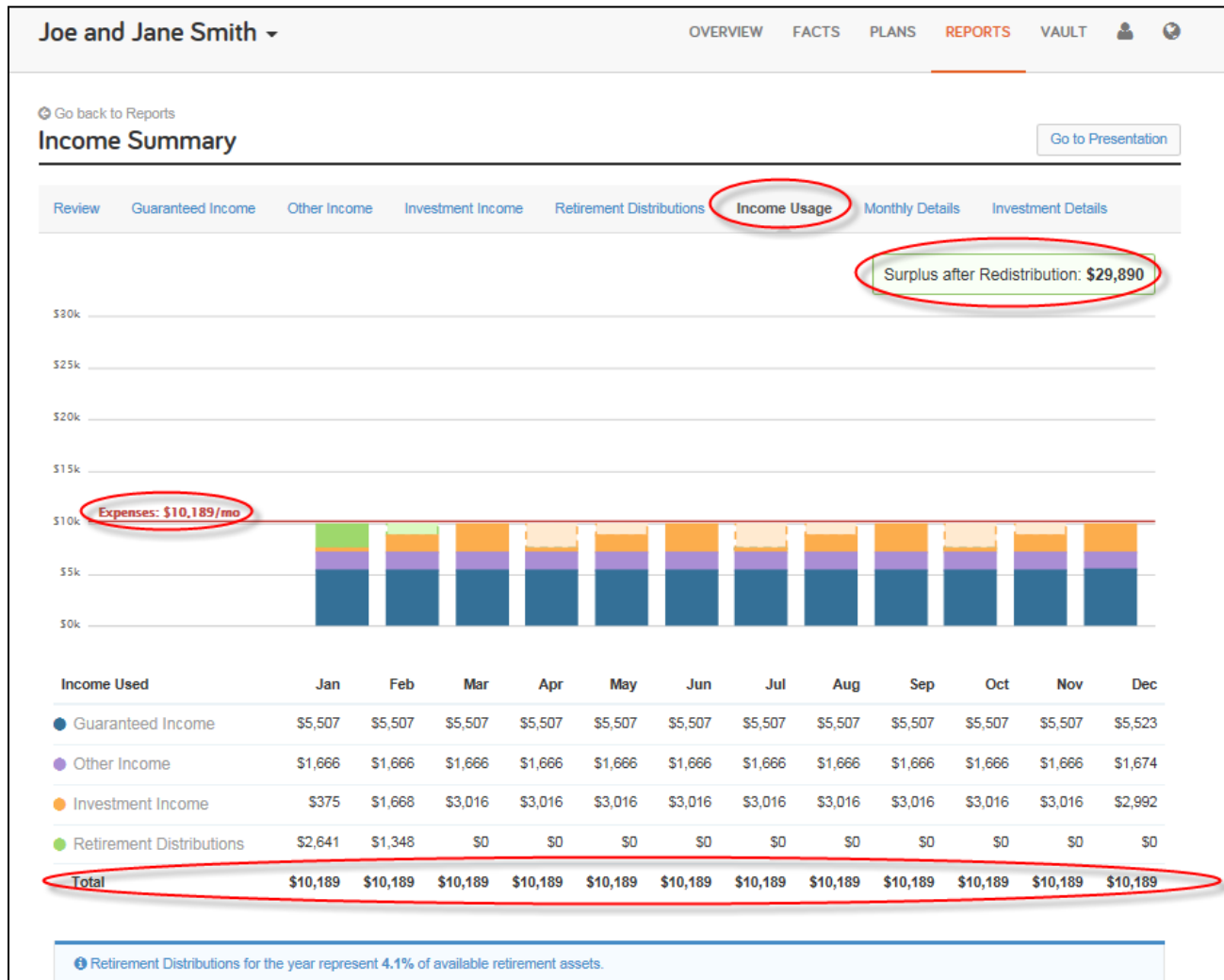


Retirement Distributions are shown from:

- Qualified Retirement
- Roth IRA
- Deferred Compensation
- Annuity

Note: Only planned withdrawals (via explicit transfer) and RMDs are included. Unplanned withdrawals due to liquidation are not included.

8. **Income Usage** is showing the redistribution of all income in order to cover the \$10,189 montly expenses. Note the Surplus after Redistribution now drops to \$29,890.



9. **Monthly Details** breaks down each source of income for each month.

Income Summary													Go to Presentation
Review	Guaranteed Income	Other Income	Investment Income	Retirement Distributions	Income Usage	Monthly Details	Investment Details						
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
Guaranteed Income													
Joe's Social Security	1,875	1,875	1,875	1,875	1,875	1,875	1,875	1,875	1,875	1,875	1,875	1,875	
Jane's Social Security	1,216	1,216	1,216	1,216	1,216	1,216	1,216	1,216	1,216	1,216	1,216	1,224	
Life Annuity	1,416	1,416	1,416	1,416	1,416	1,416	1,416	1,416	1,416	1,416	1,416	1,424	
Jane's Pension	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	
Other Income													
Jane's Part-Time Job	1,666	1,666	1,666	1,666	1,666	1,666	1,666	1,666	1,666	1,666	1,666	1,674	
Investment Income													
Brokerage Acct	375	1,668	9,013	375	1,668	9,013	375	1,668	9,013	375	1,668	9,013	
Retirement Distributions													
401K	21,834	--	--	--	--	--	--	--	--	--	--	--	
Monthly Income Totals	29,382	8,841	16,186	7,548	8,841	16,186	7,548	8,841	16,186	7,548	8,841	16,210	
12-Month Total												\$152,158	

This illustration uses current income and holdings information to project total income for a hypothetical calendar year. It does not take past months into account.

10. The **Investment Details** page shows the Investment Income amount of \$44,224 from the **Review** tab, broken down by month and by the individual securities that generated the income.

Income Summary [Go to Presentation](#)

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[Other Income](#)
[Investment Income](#)
[Retirement Distributions](#)
[Income Usage](#)
[Monthly Details](#)
[Investment Details](#)

	Ticker / CUSIP	Units	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Brokerage Acct: \$44,224														
Citigroup Inc	C	800.000	--	8	--	--	8	--	--	8	--	--	8	--
Coca-Cola Co (The)	KO	1,000.000	--	--	305	--	--	305	--	--	305	--	--	305
Ford Motor Co. (DE)	F	1,000.000	--	--	150	--	--	150	--	--	150	--	--	150
Johnson & Johnson	JNJ	800.000	--	--	420	--	--	420	--	--	420	--	--	420
Kellogg Co	K	800.000	--	--	392	--	--	392	--	--	392	--	--	392
Microsoft Corporation	MSFT	1,000.000	--	--	310	--	--	310	--	--	310	--	--	310
PIMCO Total Return Active Exchange-Traded Fund	BOND	1,000.000	375	375	375	375	375	375	375	375	375	375	375	375
Procter & Gamble Co.	PG	2,000.000	--	1,287	--	--	1,287	--	--	1,287	--	--	1,287	--
VANGUARD WELLESLEY INCOME FUND	VWINX	35,000.000	--	--	7,061	--	--	7,061	--	--	7,061	--	--	7,061
Monthly Income Totals			375	1,668	9,013	375	1,668	9,013	375	1,668	9,013	375	1,668	9,013
12-Month Total														\$44,224

All values on this report are estimated and not guaranteed. Estimates are based on current holdings and the most recent regular income distribution for each holding based on data provided by S & P Capital IQ and Lipper. No representation is made regarding the accuracy or completeness of the holdings or transactions. Actual distributions may be significantly different. Income estimates are meant to only reflect interest and dividend distributions. Capital gain distributions are not considered income for the purposes of this report. If a distribution for any security includes a return of principal then these estimates could be overstated. The value shown should not be construed as total returns which could be negative despite the existence of income distributions. This report is provided for informational purposes only and is not intended to replace your official account statements. Please consult your investment, legal and / or tax advisor before implementing any investment, legal, or tax strategies.

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Income-Producing Investments	Current Value	Annual Amount
Brokerage Acct	\$1,416,048	\$44,224

11. Click **Go to Presentation** to create a Word document or a PDF.

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Income Summary

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Review Guaranteed Income Other Income Investment Income Retirement Distributions Income Usage **Monthly Details** Investment Details

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Guaranteed Income												
Samantha's Social Security	5,244	5,244	5,244	5,244	5,244	5,244	5,244	5,244	5,244	5,244	5,244	5,250
George's Social Security	2,579	2,579	2,579	2,579	2,579	2,579	2,579	2,579	2,579	2,579	2,579	2,587
Deferred Annuity - Annuitized	3,144	3,144	3,144	3,144	3,144	3,144	3,144	3,144	3,144	3,144	3,144	3,147
Other Income												
Consulting Business	33,333	33,333	33,333	33,333	33,333	33,333	33,333	33,333	33,333	33,333	33,333	33,337

12. Under **Contents**, check off the pages to be included in the presentation.

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Income Summary Presentation

Contents
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Presentation

- Income Summary**
- Cover Sheet
- Table of Contents
- Profile
- Income Received
- Income Usage
- Monthly Details
- Investment Details
- Cash Flow
- Cash Flow - Income ...
- Asset Allocation
- Asset Class Summary
- Holdings Detail
- Disclaimer

The *Income Summary* presentation contains the following items:

- Cover Sheet
- Table of Contents
- Profile
- Income Received
- Income Usage
- Monthly Details
- Investment Details
- Cash Flow
- Cash Flow - Income Flows
- Asset Allocation
- Asset Class Summary
- Holdings Detail
- Disclaimer

Drag a row to re-order the list above.

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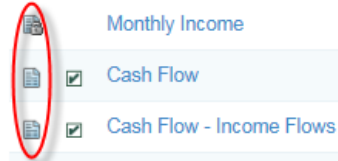
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Go back to Income Summary

Income Summary Presentation

Contents Title Broker Dealer Footer

The *Income Summary* presentation contains the following items:

<input type="checkbox"/>	Cover Sheet
<input checked="" type="checkbox"/>	Table of Contents
<input checked="" type="checkbox"/>	Profile
<input type="checkbox"/>	Income Received
<input type="checkbox"/>	Income Usage
<input type="checkbox"/>	Monthly Details
<input checked="" type="checkbox"/>	Investment Details
<input checked="" type="checkbox"/>	Cash Flow
<input checked="" type="checkbox"/>	Cash Flow - Income Flows
<input checked="" type="checkbox"/>	Asset Allocation
<input checked="" type="checkbox"/>	Asset Class Summary
<input checked="" type="checkbox"/>	Holdings Detail
<input checked="" type="checkbox"/>	Disclaimer

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