



Simple Steps Financial Plan

A simple, easy-to-follow plan to take you from where you are to where you want to go financially, so you can worry less about money and enjoy life more. Like a GPS for your money.

Prepared for:

John and Jessica Client
123 Maplewood Drive
Anywhere, VA 12345

Your Guide:

Jamie Wise
987 Main Street
Anywhere, VA 12345

Phone: (555) 123-4567

Email: jamie@waymakerfinancial.com



WayMaker Financial is an Independently Owned and Operated Primerica Office.
Term Life Insurance is Underwritten by Primerica Life Insurance Company.
Securities are offered by PFS Investments Inc

Saving for Retirement Needs

Your Goal: Find out how much you may need to save for retirement.

Needs Analysis

Monthly Income Goal & Benefits

Current Income	\$5,400
Income Goal	93 %
Income Goal in today's \$	\$5,000
Income Goal in future \$	\$14,100
Social Security benefits	Excluded

Assumptions

Retirement Age	65/65 (35/35 yrs)
Life Expectancy	90/90 (25/25 yrs)
Current Retirement Savings	\$40,000
Current Monthly Savings	\$0
Inflation Rate	3.00 %
ROR before/during retirement	9% / 6%

Warning!

- ◆ **Where You Stand:** Based on the information you provided and the assumptions used in this analysis, you will not achieve your retirement income goal of \$5,000 per month. Due to inflation, your projected income need will be \$14,100 per month the first year of your retirement.
- ◆ **To Meet Your Goal:** To provide your retirement income goal for life, you will need to accumulate \$2,924,091 by your retirement ages of 65 / 65. This is your Financial Independence Number.
- ◆ One way to accomplish this is to save \$676 per month, which is \$676 more than you are currently saving and 12.5% of your income. If your savings earn lower rates of return, you may need to save more to reach your goal.
- ◆ **Don't be discouraged.** A shortfall is not uncommon. In addition to saving more, you can change your retirement age, income goal, Social Security or rate of return.

Your Financial Independence Number is \$2,924,091


	Retire at Age 60 / 60	Retire at Age 65 / 65	Retire at Age 70 / 70
Savings needed at retirement	\$3,705,839	\$3,669,616	\$3,489,178
Total monthly savings needed <i>ROR: 5.00 % before - 4.00 % during</i>	\$4,221	\$3,016	\$2,085
Savings needed at retirement	\$3,229,537	\$3,267,222	\$3,175,832
Total monthly savings needed <i>ROR: 7.00 % before - 5.00 % during</i>	\$2,368	\$1,550	\$956
Savings needed at retirement	\$2,835,378	\$2,924,091	\$2,900,339
Total monthly savings needed <i>ROR: 9.00 % before - 6.00 % during</i>	\$1,218	\$676	\$309

This illustration is a hypothetical and does not represent an actual investment. The illustration uses constant rates of return compounded on a monthly basis, unlike actual investments which will fluctuate in value and could be significantly impacted by periods of negative returns. It does not include fees, taxes, expenses, or withdrawals, which if included, would lower results. There is no guarantee you will achieve these results.

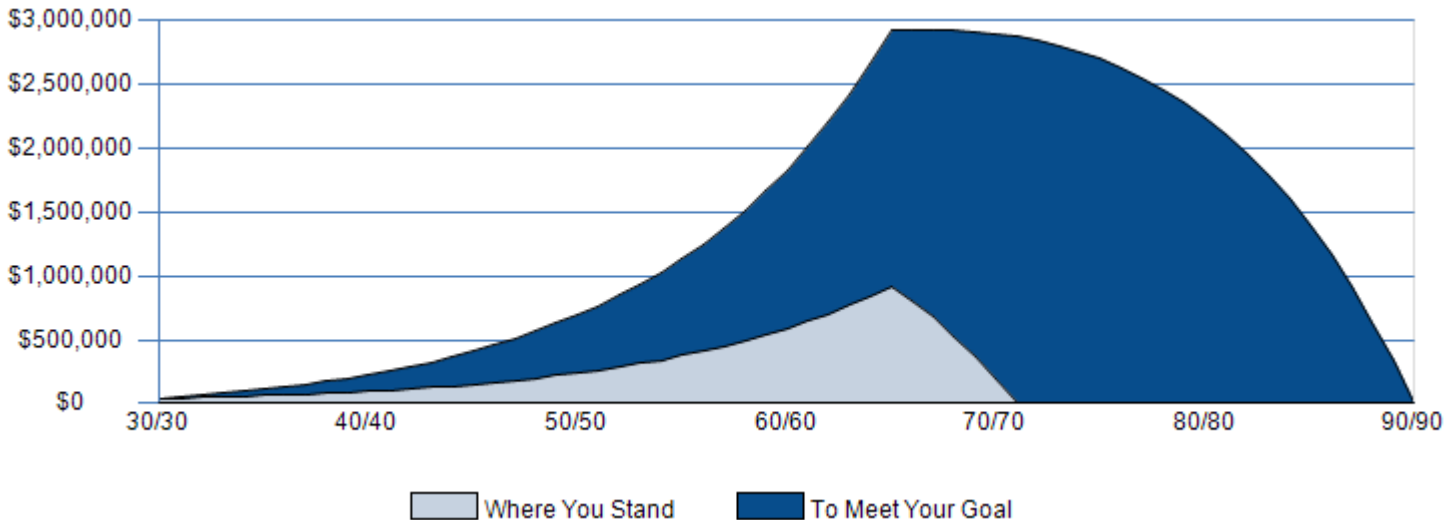
All retirement calculations assume \$40,000 current retirement savings, 3.00% inflation rate, 3.00% annual increase in current gross income, 9.00% rate of return before retirement and 6.00% rate of return during retirement.

Saving for Retirement Results

Your Financial Independence Number is \$2,924,091

Compare	Where You Stand	To Meet Your Goal
Total Monthly Savings	\$0	\$676
Percentage of Income	0.0 %	12.5 %
Total Retirement Fund Accumulated Shortfall?	\$922,535 \$2,001,556	\$2,924,091 None
Monthly Retirement Income Goal How long are your savings projected to last?	\$5,000 6 years (Age 71/71)	\$5,000 25 years (Age 90/90)
Selected as Proposed Solution		

How long are your retirement savings projected to last?



- ◆ Everyone looks forward to retirement with their health intact and the financial resources to enjoy their retirement years. But retirement must be planned for! Planning sooner rather than later will improve your chances of attaining your retirement goals.
- ◆ **Delay saving just 5 years**, and your total monthly savings required would be \$1,086 a month instead of \$676.
- ◆ In addition, take steps to help protect your retirement assets. An unforeseen accident or illness leading to the need for long term care could dramatically impact your ability to reach your retirement goals.

This illustration is a hypothetical and does not represent an actual investment. The illustration uses constant rates of return compounded on a monthly basis, unlike actual investments which will fluctuate in value and could be significantly impacted by periods of negative returns. It does not include fees, taxes, expenses, or withdrawals, which if included, would lower results. There is no guarantee you will achieve these results.

All retirement calculations assume \$40,000 current retirement savings, 3.00% inflation rate, 3.00% annual increase in current gross income, 9.00% rate of return before retirement and 6.00% rate of return during retirement.

Debt Resolution Summary

Where You Stand*

- ◆ If you add no additional debt and continue your current payment plan, you will pay off your debt at age 72/72 (May 2062) and pay a total of \$43,467.29 in interest costs.

Debt Name	Current Balance	Interest Rate	Minimum Payment	Additional Payment	Total Monthly Payment	Projected Pay Off	Projected Interest Paid	
1 Bank Credit Line ¹	\$900	18.00%	\$45.00	+	\$0.00 =	\$45.00	Apr 2024	\$293.39
2 Bank Car Loan	\$16,539	3.50%	\$289.00	+	\$0.00 =	\$289.00	Aug 2025	\$1,582.59
3 Master Card Credit Card ¹	\$2,912	17.99%	\$95.00	+	\$0.00 =	\$95.00	Feb 2031	\$2,168.54
4 Visa Credit Card 1 ¹	\$1,800	22.99%	\$42.00	+	\$0.00 =	\$42.00	Sep 2042	\$5,282.67
5 Visa Credit Card 2 ¹	\$12,251	19.99%	\$335.00	+	\$0.00 =	\$335.00	Jan 2047	\$18,362.89
6 Home Improvement Stor	\$3,675	21.99%	\$80.00	+	\$0.00 =	\$80.00	May 2062	\$15,777.21
Total	\$38,077	12.96%³	\$886.00		\$0.00	\$886.00	May 2062	\$43,467.29

Your Debt-to-Income Ratio

- ◆ Your debt-to-income ratio - the percentage of your gross income that is consumed by your minimum required debt payments - provides a good indication of how strong your financial condition is day-to-day.
- ◆ Based on your monthly gross income of \$5,400 and your minimum required payments of \$2,085.00 for all entered debts, your current debt-to-income ratio is 39%. That is, for every \$100 of monthly income, \$39 is going toward paying off your debt.

Debt-to-Income Ratio

Primerica Analysis

Suggested Client Action

51% or more
DANGEROUS

36% TO 50%
HIGH

21% TO 35%
FAIR

16% to 20%
SAFE

15% or less
EXCELLENT



39%

Based upon your current income, your debt has reached a very high level! Your long-term and perhaps even short-term goals are being sacrificed.




Do not charge on your credit cards and focus on paying down your debt.

*The Where You Stand result assumes you do not increase your balance on debts included in your analysis, you make only the minimum required payment on the outstanding balance on revolving debts (such as credit cards), you pay fixed installment payments on your other debt, and all debts are paid on time each month until all debts pay off. If an additional payment is currently made on a debt, the additional payment will remain constant until the debt pays off. This example also assumes that if you pay off one account, you do not apply the funds used to pay the first account to the next account.

1. Revolving debt. With a revolving debt your minimum required payment is calculated as a percentage of your outstanding balance. This means that as your outstanding balance declines, your minimum required payments decrease. This could extend your payment schedule out for many years into the future. A minimum required payment of \$20 is assumed for all revolving debts.
3. Weighted Average Interest Rate/APR.

Debt Resolution Results - Debt Stacking

Your Goal: Get out of debt sooner – one step at a time.

Compare	Where You Stand	To Meet Your Goal
<p>When will your debt pay off?</p> <p>Interest Paid</p> <p>Interest Cost Avoided</p> <p>Projected Payoff</p>	<p>Current Payments</p>  <p>\$43,468</p> <p>\$0</p> <p>42 years 0 months</p>	<p>Debt Stacking</p>  <p>\$13,997</p> <p>\$29,472</p> <p>5 years 0 months</p> <p>37 years 0 months SOONER!</p>
<p>Minimum Payment</p> <p>Additional Payment</p> <p>Total Monthly Payment</p>	<p style="text-align: right;">\$886</p> <p style="text-align: right;">+ \$0</p> <hr style="width: 10%; margin: 0 auto;"/> <p style="text-align: right;">\$886</p>	<p style="text-align: right;">\$886</p> <p style="text-align: right;">+ \$0</p> <hr style="width: 10%; margin: 0 auto;"/> <p style="text-align: right;">\$886</p>
<p>Selected as Proposed Solution</p>		



Don't stop there... Once you become debt-free at age 35/35, consider saving the \$886 that was spent toward paying debt each month. This could provide an additional \$1,622,039 by John's retirement age 65**.

- ◆ **Debt Stacking.** If you add no additional debt and make the same monthly payment each month using the Debt Stacking method, your debts could be paid off at age 35/35 and you could avoid paying \$29,471 in interest costs. Debt Stacking assumes that when you pay off the first target account in your plan, you apply the amount of money you were paying toward the first target account to the next target account and continue with this process until you have paid off all the debts included in your analysis.

This proposed debt pay off solution is an illustration regarding paying off the debts listed above. Results of actual debt optimization pay off programs depend solely on your commitment and adherence to the proposed optimization payment schedule. Anything you attempt to do toward the optimization and pay off of any loan must be permitted by the loan legal documents. Revolving debt payments are calculated the same as fixed debt payments in the Debt Stacking method so that the monthly payment remains the same.

**Assumes 9.00 % rate of return. This illustration is a hypothetical and does not represent an actual investment. The illustration uses constant rates of return compounded on a monthly basis, unlike actual investments which will fluctuate in value and could be significantly impacted by periods of negative returns. It does not include fees, taxes, expenses, or withdrawals, which if included, would lower results. There is no guarantee you will achieve these results.