CUNA Brokerage Services, Inc.

Prepared for:

John and Jane Doe

Prepared by:

Tom Burbank, CRPC

2032 Lafayette Rd

Portsmouth, NH 03801

Phone: 603 430 6907

Email: thomas.burbank@cunamutual.com

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Social Security Optimizer

Assumptions:

John :
    Current age - 57
    Life expectancy = 95
    Full retirement age PIA entered as $2,178

Jane:
    Current age - 57
    Life expectancy = 95
    Full retirement age PIA entered as $2,465

Social Security inflation = 2.5%

John and Jane are married

FILING STRATEGY

John files for benefits at 70

Jane files for benefits at 70

Optimal Social Security Filings

Ages	John - Own		Jane - Own	Survivor	Total
62/62	$0	$0	$0	$0	$0
63/63	0	0	0	0	0
64/64	0	0	0	0	0
65/65	0	0	0	0	0
66/66	0	0	0	0	0
67/67	0	0	0	0	0
68/68	0	0	0	0	0
69/69	0	0	0	0	0
70/70	44,676	0	50,563	0	95,238
71/71	45,793	0	51,827	0	97,619
72/72	46,937	0	53,122	0	100,060
73/73	48,111	0	54,450	0	102,561
74/74	49,314	0	55,812	0	105,125
75/75	50,546	0	57,207	0	107,753
76/76	51,810	0	58,637	0	110,447
77/77	53,105	0	60,103	0	113,208
78/78	54,433	0	61,606	0	116,039
79/79	55,794	0	63,146	0	118,940

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Social Security Optimizer

Optimal Social Security Filings

Ages	John - Own			Jane - Own	Survivor	Total
80/80	$57,189	$0		$64,725	$0	$121,913
81/81	58,618	0		66,343	0	124,961
82/82	60,084	0		68,001	0	128,085
83/83	61,586	0		69,701	0	131,287
84/84	63,126	0		71,444	0	134,569
85/85	64,704	0		73,230	0	137,934
86/86	66,321	0		75,061	0	141,382
87/87	67,979	0		76,937	0	144,916
88/88	69,679	0		78,861	0	148,539
89/89	71,421	0		80,832	0	152,253
90/90	73,206	0		82,853	0	156,059
91/91	75,036	0		84,924	0	159,961
92/92	76,912	0		87,047	0	163,960
93/93	78,835	0		89,223	0	168,059
94/94	80,806	0		91,454	0	172,260

Grand Total $3,253,129

Capital Available for Retirement

Current Assets

You have indicated that you currently own the following assets that will be used to support your retirement needs:

John 's retirement plan current value of $185,456 assuming a rate of return of 5.00%
Jane's retirement plan current value of $147,321 assuming a rate of return of 5.00%
Other assets current value of $54,000 assuming a rate of return of 2.00%

Monthly Savings

You are currently, and plan to continue, contributing to the following assets:[1]

John 's retirement plan - $850 with a company contribution of $245
Jane's retirement plan - $900 with a company contribution of $356
Other assets - $200
John 's contributions increasing at 2.00% per year; Jane's at 2.00% per year

Available Assets
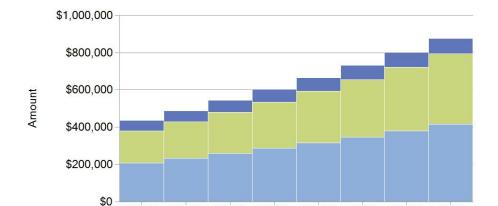
You will have accumulated the following at Jane's age 65:
John 's retirement assets - $414,618
Jane's retirement assets - $378,091
Other assets - $84,198

Analysis

You will have accumulated $876,907 by John 's age 65, Jane's age 65.

Asset Growth

Your current funds are sufficient to meet your retirement goals.

Values shown in this presentation are hypothetical and not a promise of future performance.

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[1] Monthly amounts shown are in today's dollars.

Retirement Analysis

Income Goals

You have indicated that you would like to have the following monthly retirement income:[1] At John 's age 65 and Jane's age 65 - 52.55% of current income, or $6,000.

Income Sources

To support your retirement goals you have the following monthly sources:

Earned Income

Social Security

Social Security benefits at John 's age 67 - $2,178

Social Security benefits at Jane's age 67 - $2,465

Other Income

ABC Company Pension beginning at Jane's age 66 - $1,795

Assets Available at Retirement

Applied Assets

John retirement assets - $414,618

Jane retirement assets - $378,091

Other assets - $84,198

Results

According to the analysis: Your current savings of $1,950 will need to be increased by $0 with the additional monthly savings earning a rate of return of 0.00%.

Retirement Cash Flows

Legend:
- Shortfall
- Other Income
- Earned Income
- Applied Assets
- Social Security

Your income is sufficient to meet your goals.

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[1] Monthly amounts shown are in today's dollars.

Achieving Your Retirement Goals

You have sufficient funds to meet your retirement goals.

Alternatives to Achieving Retirement Goals

You have sufficient funds to meet your retirement goals.

Retirement Timeline

Assumptions:		Analysis Results:	
Retirement Rate of Return:	4.50%	Total of Annual Shortfalls:	$0
Rate of Inflation:	2.50%	Additional Capital Required:	$0

Ages	Need	Sources				Asset Balance	Annual Shortfall
		Earned Income	Social Security	Other Income	Earnings from Assets		
				Beginning Balance		$876,907	
65/65	$87,725	$0	$0	$0	$38,117	$827,299	$0
66/66	89,918	0	0	21,536	36,316	795,233	0
67/67	92,166	0	55,716	22,021	36,176	816,980	0
68/68	94,470	0	57,109	22,516	37,165	839,301	0
69/69	96,832	0	58,537	23,023	38,180	862,208	0
70/70	99,253	0	60,000	23,541	39,221	885,718	0
71/71	101,734	0	61,500	24,071	40,290	909,845	0
72/72	104,277	0	63,038	24,612	41,387	934,604	0
73/73	106,884	0	64,613	25,166	42,513	960,012	0
74/74	109,557	0	66,229	25,732	43,668	986,085	0
75/75	112,295	0	67,885	26,311	44,853	1,012,839	0
76/76	115,103	0	69,582	26,903	46,070	1,040,290	0
77/77	117,980	0	71,321	27,509	47,317	1,068,457	0
78/78	120,930	0	73,104	28,128	48,598	1,097,357	0
79/79	123,953	0	74,932	28,760	49,912	1,127,008	0
80/80	127,052	0	76,805	29,408	51,260	1,157,428	0
81/81	130,228	0	78,725	30,069	52,642	1,188,637	0
82/82	133,484	0	80,693	30,746	54,061	1,220,653	0
83/83	136,821	0	82,711	31,438	55,516	1,253,497	0

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Retirement Timeline

Ages	Need	Sources				Asset Balance	Annual Shortfall
		Earned Income	Social Security	Other Income	Earnings from Assets		
84/84	$140,242	$0	$84,778	$32,145	$57,009	$1,287,188	$0
85/85	143,748	0	86,898	32,868	58,541	1,321,747	0
86/86	147,341	0	89,070	33,608	60,111	1,357,195	0
87/87	151,025	0	91,297	34,364	61,722	1,393,553	0
88/88	154,800	0	93,580	35,137	63,375	1,430,844	0
89/89	158,670	0	95,919	35,928	65,070	1,469,091	0
90/90	162,637	0	98,317	36,736	66,808	1,508,314	0
91/91	166,703	0	100,775	37,563	68,591	1,548,540	0
92/92	170,871	0	103,294	38,408	70,419	1,589,790	0
93/93	175,143	0	105,877	39,272	72,293	1,632,089	0
94/94	179,521	0	108,524	40,156	74,216	1,675,463	0

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Retirement Analysis Detail

Income Objective

Age of		Income Need	Annual Need (Today's Dollars)	Annual Need (Future Dollars)	Capital Value
John	Jane				
65	65	52.55%	$72,000	$87,725	$1,952,640
			Total capital value of income need		**1,952,640**

Income Sources

Income Name	First Year's Payment	From Age	To Age[1]	COLA	Capital Value
Social Security	$55,716	67/67	95/95	2.50%	1,077,535
ABC Company Pension	$21,536	66	95	2.25%	433,644
Total capital value of income sources					**1,511,179**
Any shortfall between income objectives and income sources					441,461
Any shortfall due to timing of the cash flows					0
Capital required to meet income goals					**441,461**

Available Capital

Asset	Current Value	Monthly Contribution	Rate of Return	Value at Retirement
Other assets	$54,000	$200	2.00%	$84,198
John 's retirement assets	$185,456	$1,095	5.00%	414,618
Jane's retirement assets	$147,321	$1,256	5.00%	378,091
Total capital available at retirement				**876,907**
Surplus capital at retirement available for other goals				**$435,446**

Assumptions:

Inflation rate: 2.50%

Retirement contribution annual increase:
John 2.00%, Jane 2.00%

Annual Social Security benefit inflation rate: 2.50%

Assumed rate of return: 4.50%

Mortality: 95/ 95

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Investments with the potential for higher rates of return also have an increased risk of loss.

[1] The absence of a "To Age" value indicates that this income source is a lump-sum (single payment).

Progress Toward Retirement Goals

On any journey to a goal, it makes sense to check in every now and then to see that you are on the right track. This report shows you the status and expectations as of 1 month ago. This is a good time to make note of where you actually are on your journey. If your progress is not what you desire, perhaps it is time to revisit the particulars of this goal.

Assumptions:

Item Description	Value
Rate of return for John 's retirement plan	5.00%
Rate of return for Jane's retirement plan	5.00%
Rate of return for other assets	2.00%
Annual increase in contributions for John	2.00%
Annual increase in contributions for Jane	2.00%
Number of months used for projected values	1

Item Description	Original Value	Projected Value	Current Value
Annual employment income for John	$65,000	$65,000	
Annual employment inflation rate for John	2.00%	%	%
Annual employment income for Jane	$72,000	$72,000	
Annual employment inflation rate for Jane	2.00%	%	%
Retirement plan amount for John	$185,456	$187,328	
Monthly contributions for John	$1,095	$1,095	
Retirement plan amount for Jane	$147,321	$149,196	
Monthly contributions for Jane	$1,256	$1,256	
Other assets amount	$54,000	$54,290	
Monthly contributions for other assets	$200	$200	

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Retirement Needs Analysis Data

Personal

Date 10/01/2018

Client(s) name	Date of birth	Retirement age	Social security age
1) John Doe	08/01/1961	65	67
2) Jane Doe	07/01/1961	65	67

☑ Check if clients are married

Income Needs

Beginning at retirement (choose one)

☑ Monthly amount $6,000   or ☐ _____ % of current monthly income

Beginning _____ years after retirement (choose one):

☑ Monthly amount _____   or ☐ _____ % of current monthly income

Beginning _____ years after retirement (choose one):

☑ Monthly amount _____   or ☐ _____ % of current monthly income

Income Sources

Employment income (Annual)

John $65,000   Jane $72,000

Monthly Social Security benefits

John	Jane
☐ Spousal Benefits Only ☐ Not Eligible	☐ Spousal Benefits Only ☐ Not Eligible
☐ Based on Current Earnings	☐ Based on Current Earnings
☐ Based on Maximum Earnings	☐ Based on Maximum Earnings
☐ PIA Input (values below required)[1]	☐ PIA Input (values below required)[1]
☑ Monthly Amount Input (values below required)[2]	☑ Monthly Amount Input (values below required)[2]

Retirement $2,178   Survivor $ _____   Retirement $2,465   Survivor $ _____

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[1] Use the Social Security benefit at the client's "Full Retirement Age" (FRA).

[2] For retirement input this is the amount to be received at Social Security Age. For survivor input this amount is the PIA

Retirement Needs Analysis Data

Other income sources

Name of income source	Owner	Amount	Start age	Monthly/ lump sum[1]	P/V[2] or F/V	End age	Inflated annually	Available to survivor	Income Type
1) ABC Company Pension	Jane	$1,469	66	Monthly	PV	Life	2.25%	100%	Pension
2)									
3)									
4)									
5)									

Capital

Retirement plans

Client(s)	Retirement plan balance	Monthly savings	Company match	Annual increase in contributions	Assumed rate of return
1) John	$185,456	$850	$245	2%	5%
2) Jane	$147,321	$900	$356	2%	5%

Other assets

Balance	$54,000
Monthly Contributions	$200
Assumed Rate of Return	2%

Assumptions

John mortality age	95	Annual employment inflation rate – Jane	2%
Jane mortality age	95	Annual Social Security benefit inflation rate	2.5%
Annual Inflation rate	2.5%	Assumed rate of return during retirement	4.5%
Annual employment inflation rate – John	2%	Solution rate of return	%

[1] Enter "M" if paid monthly or "L" if paid as one lump sum.

[2] Enter "P" if amount is present value or "F" if amount is future value.