



SIMPLIFY WEALTH
PLANNING

FINANCIAL PLAN

**Sample Hypothetical
Client Plan (Public Tech)**

About This Example & Methodology (Read First)

- Hypothetical nature. This plan is a fictional, educational illustration. It combines details from multiple scenarios solely to demonstrate our planning process. It does not represent advice for your circumstances and does not reflect a particular client's results.
- Capital-market & planning assumptions. Projections are based on JPMorgan's long-term capital market assumptions, general inflation of 2.5%, and current marginal tax rates of September 2025.
- Monte Carlo simulations. Where stated (e.g., "98% simulated success"), results come from trials across the planning horizon, using the above inputs. "Success" is defined as meeting modeled spending and goal outlays without portfolio depletion in each simulation. Monte Carlo results are not predictions; they show a range of possible outcomes, based on assumptions that will change over time. There is no guarantee that those results will be achieved.
- Important limitations. Hypothetical, back-tested, or simulated results do not:
 - reflect cash flows, taxes, or fees exactly as an investor would experience in real time;
 - incorporate all market frictions, fund changes, or behavioral responses;
 - account for future changes in laws, tax rules, employer plans, or capital-market conditions.
- Actual results will vary and may be materially different.
- Security and strategy references. Any references to specific securities (e.g., Apple Inc.) or strategies (e.g., §351 exchange, backdoor Roth, tax-loss harvesting) are illustrative examples only. They are not recommendations to buy, sell, or implement and may not be appropriate for you. Consult your tax and legal professionals before implementing any tax strategy.
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Stress Testing and Scenario Modeling

Executive Summary

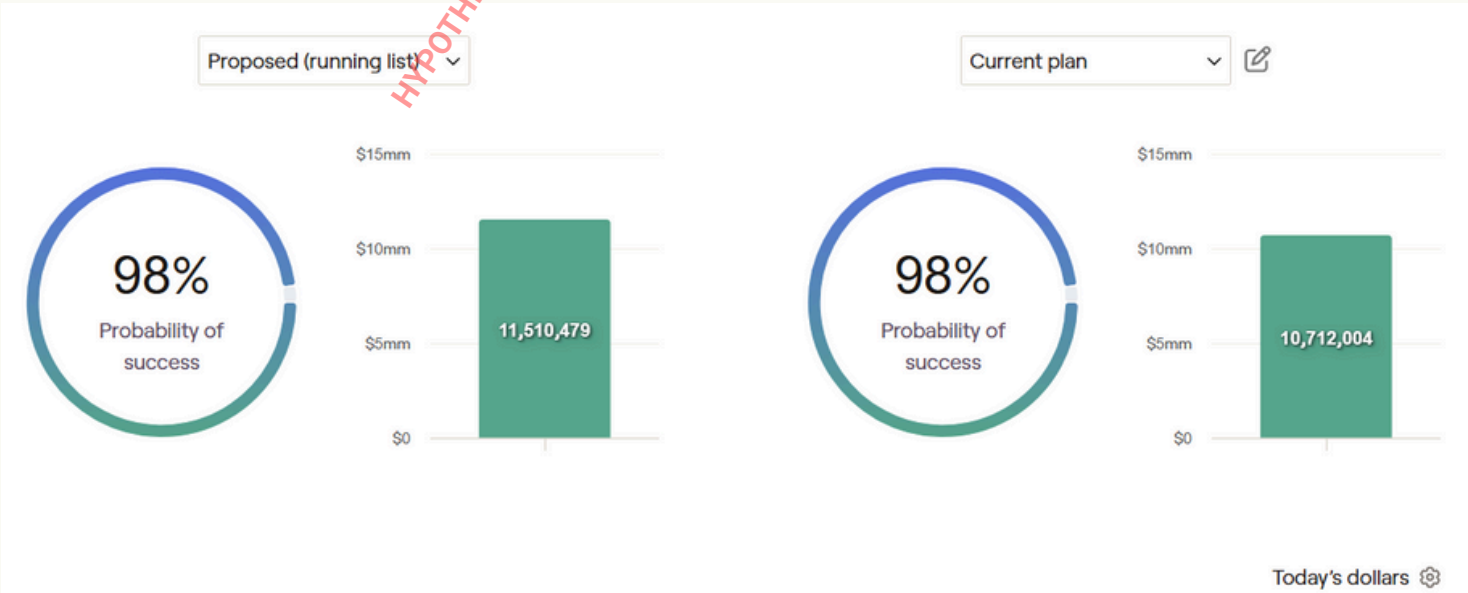
Summary

- Your financial foundation is incredibly strong, and you're on an excellent trajectory. The following recommendations are designed to optimize your existing success by systematically reducing risk and maximizing tax efficiency, which can significantly accelerate your wealth-building potential.

Key Points

- We recommend a multi-faceted strategy to manage your concentrated Apple stock. By immediately diversifying a portion through a tax-deferred 351 exchange and systematically selling the remainder using a capital gains budget, you can protect your existing wealth, reduce risk, and manage the long-term tax impact in a controlled manner.
- By maximizing your annual contributions to your Health Savings Account (HSA) and consistently utilizing the Backdoor Roth IRA strategy, you can add approximately \$933,000 to your long-term net worth.
- Further optimizing your investment portfolio through strategic asset location and a disciplined tax-loss harvesting program will enhance your after-tax returns, adding an estimated \$280,000 in value over the next ten years.

Through our strategies, we project your plan’s probability of success at 98% and increase your plan’s ending assets by \$966k in today’s dollar equivalent (From \$10.7M to \$11.5M)



Implementation

Implementation Plan

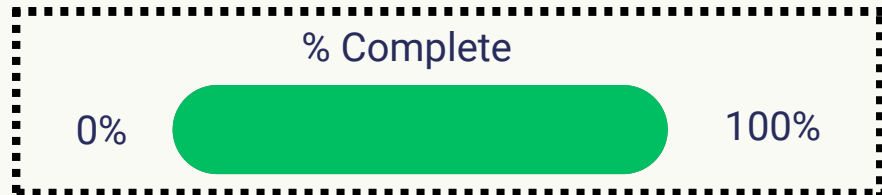
Phase 1: September - October 2025

- #1. Implement investment portfolio transition trades (+ reposition 401k)
- #2. Lay out and begin executing strategy for concentrated stock
- #3. Consider primary goal for life insurance and adjust coverage as per shown on details page
- #4. Use our insurance broker to get updated insurance quotes
- #5. 401k rollovers (old company 401k into new company 401k)

Phase 2: November 2025 - January 2026

- #1. Consider maxing out HSA and begin backdoor Roth strategy
- #2. Decide college funding plans and begin funding
- #3. Connect you with CPA
- #4. Establish estate planning documents
- #5. Confirm beneficiaries are properly flagged on accounts
- #6. Consider pursuing automated tax-loss harvesting approach in taxable account
- #7. Set up same-day sale reminder on future RSU vests

Goals



2025 Goals

Address insurance gaps and establish estate planning documents



Implement investment strategy



Diversify concentrated equity position in a tax-efficient manner



Long-Term Goals

Explore various retirement scenarios



Implement long-term wealth building tactics (HSA max, backdoor Roth)



Fund college for children



HYPOTHETICAL EXAMPLE - NOT ACTUAL CLIENT - NOT INDIVIDUALIZED ADVICE.

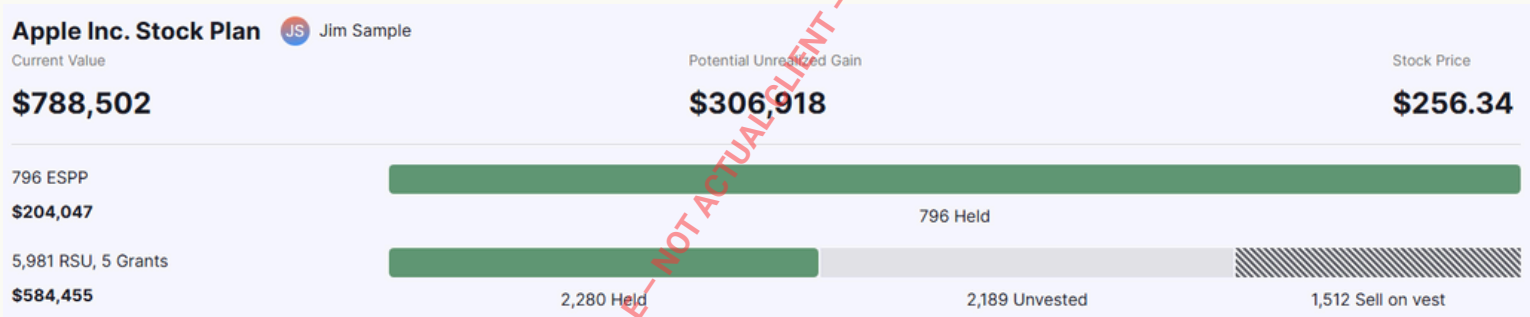
DETAILS

Equity Compensation Holdings Overview

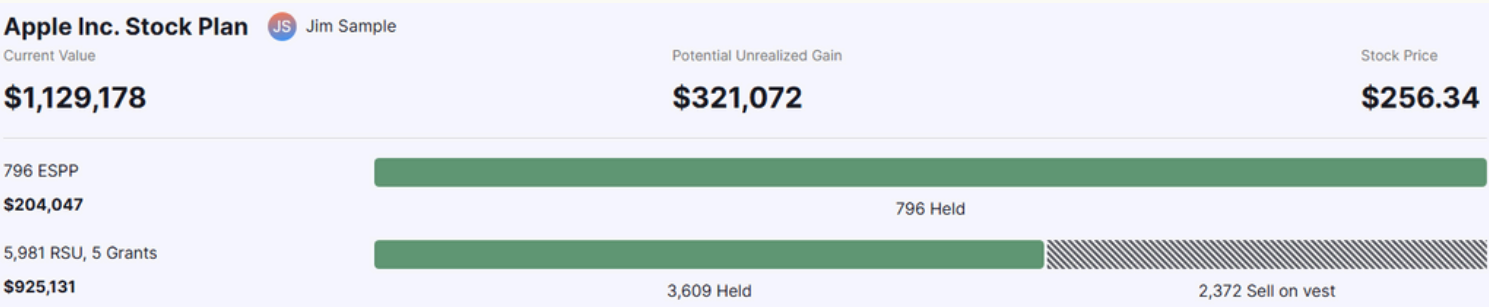
Key Points

- All figures based on share price as of 9/23/25
- You currently hold ~\$788,502 in vested Apple stock with \$306,918 of unrealized gains (see next page for more details)
- Your fully vested total is \$1,129,178 based on the 9/23/25 stock price.
- All shares on track to vest by 2029, with the vast majority vested by early 2028

Equity Compensation Holdings Summary (As of 9/23/25)



Equity Compensation Holdings Summary (Fully Vested - 2029)

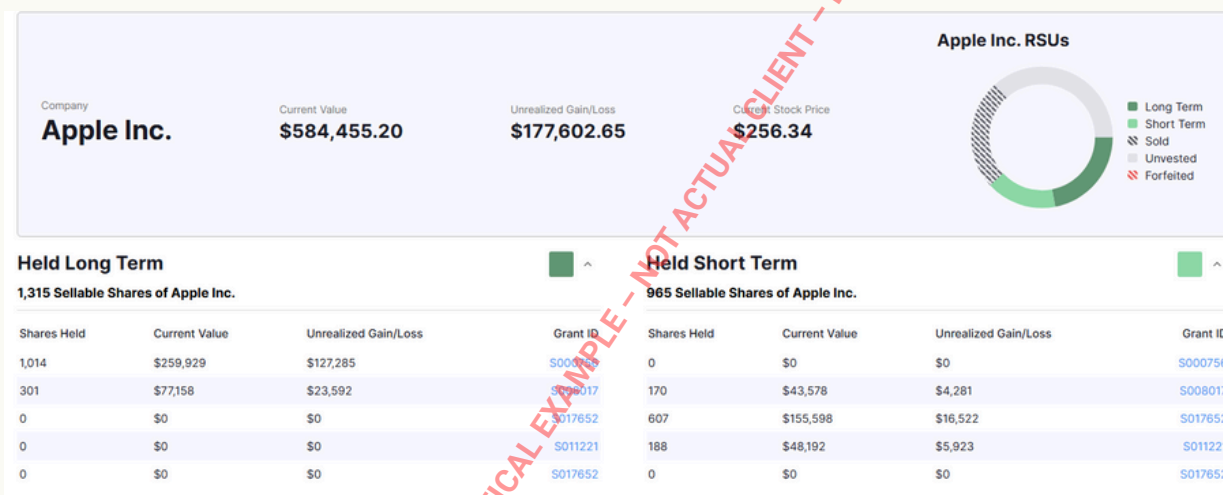


Unrealized Capital Gains Overview

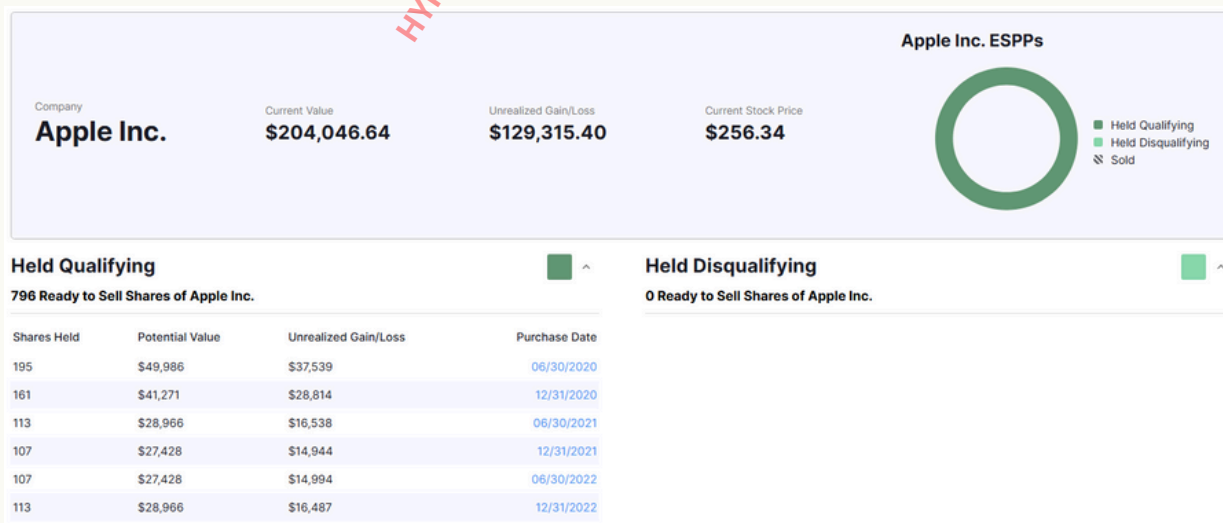
Key Points

- Your Apple stock has \$306,918 of unrealized gains
 - **RSU:** \$177,602 gains
 - Long-term gains: \$150,877
 - Short-term gains: \$26,726
 - **ESPP shares:** \$129,315 gains
 - Qualifying gains: \$129,315
 - Disqualifying gains: \$0
 - **ESPP gains are taxed differently than RSU gains, with a portion even on qualifying gains taxed as ordinary income**

RSUs Unrealized Capital Gains (As of 9/23/25)



ESPP Unrealized Capital Gains (As of 9/23/25)



Equity Compensation - Strategies Overview

Key Points

- **Concentrated stock exposure can be managed in many ways**
 - **The two end of the barbells:**
 - Doing nothing - holding the shares without any hedges, etc
 - Reducing the risk of a sudden drop can be done with a variety of tools and products
- **It's important to understand that the decision is not all or nothing.**
 - You can utilize these tools in whichever proportions are best suited to your goal

Concentrated Stock – Matching Goals to Tactics

Tools to Leverage

Solving

For



⚠ Risk of Sudden Drop

🚗 Low Friction Exit

💰 Minimize Taxes



Put options + collars



Exchange fund/351 exchange



Direct indexing + Tax loss harvesting



Capital gains budget



Charitable remainder trusts / Donor advised funds



Gifting / estate tactics



Equity Compensation - Recommended Strategy

Key Points

- Based on the fact most of your gains are long-term in nature, we should proceed with selling a sizable chunk immediately and lock in the large gains you were able to capture
- From there, as discussed, we will approach the portfolio transition in a tax-efficient manner by pursuing both a capital gains budgeting strategy, as well as contributing your lowest basis shares via a 351 exchange

Aligning concentrated stock strategy with life goals

Goals & Concentrated Position		Plan of Action				
Goal	\$ Amount	351 Exchange	ASAP	\$200k	<div>- Immediately diversify risk - Allows for deferral of tax gain</div>	- Fund mandate will vary
College	\$100k+					
New car every 5 yrs	\$60k					
Annual vacations	\$25k					
Long-term investing	\$1M+					
Concentrated Stock	\$ Amount	Gains Budget + Tax Loss Harvesting	2025+	\$588k	- Maximum flexibility with funds	- Slowly reduces risk
Apple Vested	\$788k					
Total	\$788k					
		Total		\$788k		

Equity Compensation - Capital Gains Budget

Key Points

- We set a limit on the gains realized when rebalancing in a given calendar year.
- **When the gains budget for the period is exhausted, rebalancing will only take place if it may result in a net realized loss (with the exception of setting aside cash).**
- We set specific limitations on short term and long term gain thresholds
- **Tax Loss Harvesting can stretch the gains budget by creating additional realized losses with which to offset realized gains.**

Annual net gains budget ⓘ Budget distribution ⓘ

\$ 0.00 Select ▼

Advanced settings ^

Set annual short and long term capital gains budgets ⓘ

☐ Short term \$ 0.00

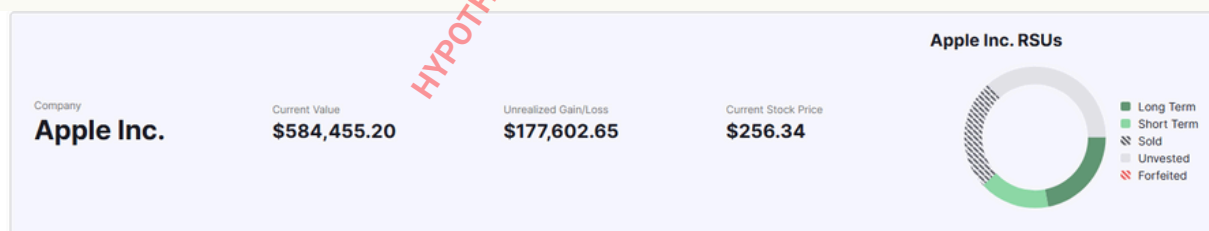
☐ Long term \$ 0.00

Equity Compensation - Capital Gains Budget

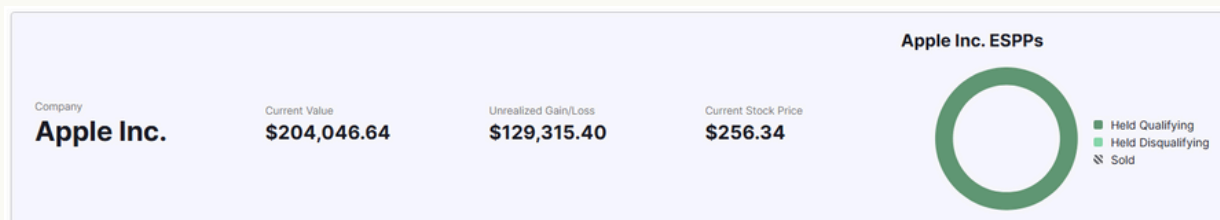
Strategy Overview

- **#1.** We'll want to focus on first selling your Apple shares with the highest cost basis
 - Selling all of these shares immediately would not result in a sizable tax impact (see tax analysis page) and will help meaningfully reduce your concentration to Apple
- **#2.** We'll also want to implement a tax-loss harvesting strategy to help further offset tax impact when selling shares
 - Since your income firmly puts you in the 23.8% capital gains tax bracket, implementing a multi-year strategy is appropriate
- **#3.** By selling your lowest cost basis shares last, we delay a tax bill into the future, which ultimately adds value to your portfolio
 - We'll want to balance this with ensuring your Apple exposure is not excessive

RSUs Unrealized Capital Gains (As of 9/23/25)



ESPP Unrealized Capital Gains (As of 9/23/25)

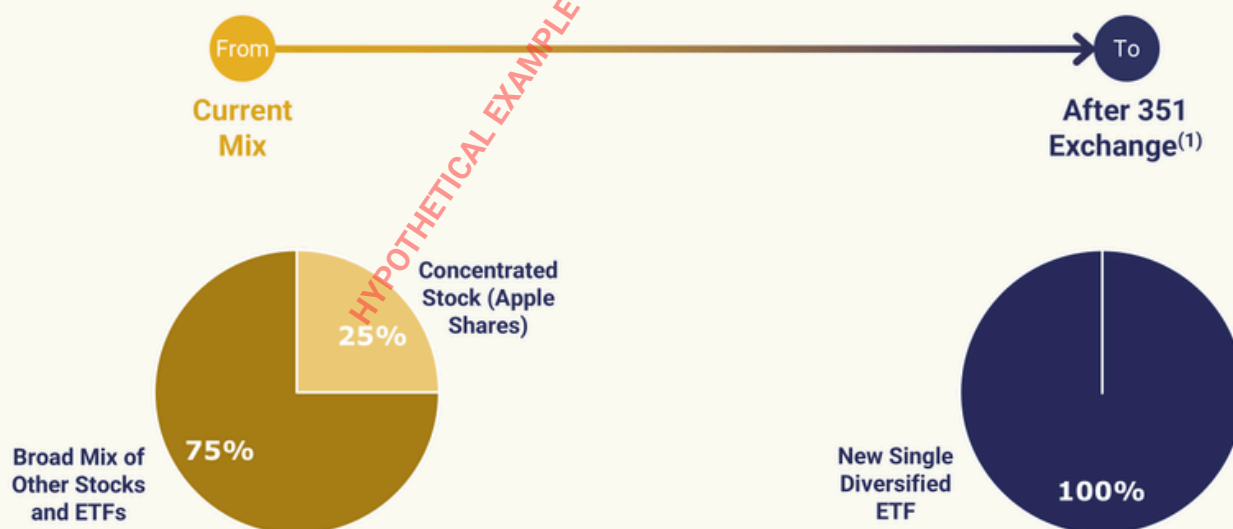


Equity Compensation - 351 Exchange

Key Points

- An investor can use a Section 351 exchange to reduce the tax 'friction' of reallocation to zero.
 - **Deferring capital gains taxes allows for the continued growth of the dollars that would have otherwise gone toward paying capital gains tax when the portfolio was reallocated.**
- To qualify for a 351 exchange, you must adhere to the following:
 - No more than 25% of the portfolio's assets are made up of the stock or securities of a single company
 - No more than 50% of the portfolio's assets are made up of the stock or securities of any five or fewer companies.
 - If an ETF is transferred into another ETF via a Section 351 exchange, the IRS will view the transferred ETF on a 'look-through' basis

Using 351 Exchange to Diversify a Concentrated Position



Equity Compensation - Stock Price Analysis

Key Points

- For additional context, it's helpful to understand what the broader investment research community thinks about Apple stock
 - As you can see below, the vast majority of professional analysts covering the Apple stock suggest a strong buy, buy or hold based on the current trading price
 - Although we have seen some recent downgrades
- **Important: There are not my views and we don't do individual stock research or provide recommendations on how individual stocks will trade**

Data Shown As Of 9/24/25

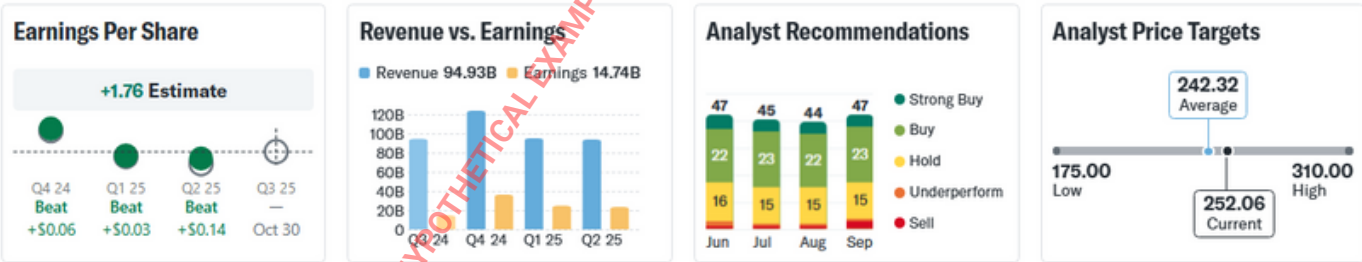
Performance Overview: AAPL

Trailing total returns as of 9/24/2025, which may include dividends or other distributions. Benchmark is S&P 500 (^GSPC).

YTD Return		1-Year Return		3-Year Return		5-Year Return	
AAPL	S&P 500 (^GSPC)	AAPL	S&P 500 (^GSPC)	AAPL	S&P 500 (^GSPC)	AAPL	S&P 500 (^GSPC)
+ 1.01%	+ 13.03%	+ 11.37%	+ 15.96%	+ 70.20%	+ 80.01%	+ 139.45%	+ 104.77%

Research Analysis: AAPL

View More →



Upgrades & Downgrades

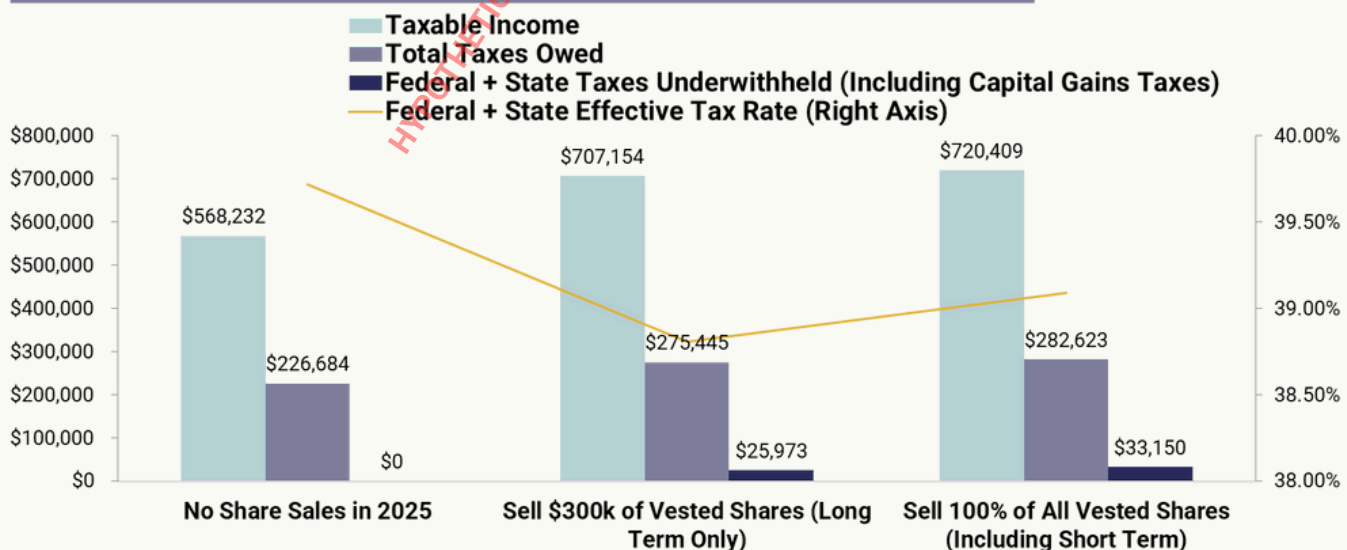
Maintains	Wedbush: Outperform to Outperform	9/22/2025
Maintains	Tigress Financial: Strong Buy to Strong Buy	9/17/2025
Initiated	Bernstein: Outperform	9/16/2025
Downgrade	DA Davidson: Buy to Neutral	9/11/2025
Downgrade	Phillip Securities: Neutral to Reduce	9/11/2025
Maintains	Melius Research: Buy to Buy	9/10/2025

Equity Compensation - Tax Analysis

Key Points

- Analysis below based on \$245 per share stock price
- **Without any shares sales in 2025**, we project you're fully caught up on taxes YTD
 - This assumes a taxable income for 2025 of \$568k and federal+state tax owed of \$227k
- Scenario 1 - Selling \$300k of vested shares (long-term only) results in the following:
 - **Taxable income:** \$707k
 - **Federal+state tax owed:** \$275k
 - **Tax under-withholding:** \$26k
 - **Effective tax rate:** 38.8%
- Scenario 2 - Selling all of your shares (RSU + ESPP) results in the following:
 - **Taxable income:** \$720k
 - **Federal tax owed:** \$283k
 - **Tax under-withholding:** \$33k
 - **Effective tax rate:** 39.1%
- What can be observed here is that selling all shares does not result in a dramatically higher tax bill, since most of the gains are long-term in nature

Taxes due will vary based on # of shares sold



Tax Planning Fundamentals

An over looked concept

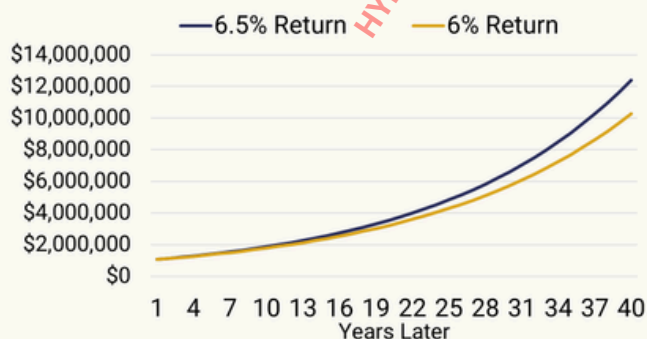
- When the government offers you a tax shelter, it's generally a good idea to take advantage of it
- **Why?**
 - Because the tax shelter offered by things like 401k, IRA, Roth, Backdoor Roth, Mega Backdoor Roth can easily amount to **+0.5% in return** per year (conservative estimate for high earners)
 - The rationale is, if you hold these investments in a taxable account and equities pay 2% dividends per year at an all-in tax rate of 30%, that equates to a roughly 0.5% annual tax drag
 - It may sound small, but it is enormous
 - And the more your account earns, the more valuable it is
 - This is precisely why the advice is to keep your high-earning equities in your Roth (i.e., asset location)
- This is a foundational concept and applies directly to the following tax planning recommendations

Qualified account tax shelters offer a 0.5%+ return advantage

The larger your investment return, the more valuable it is

6.5% Return vs 6%

\$1M Starting Point

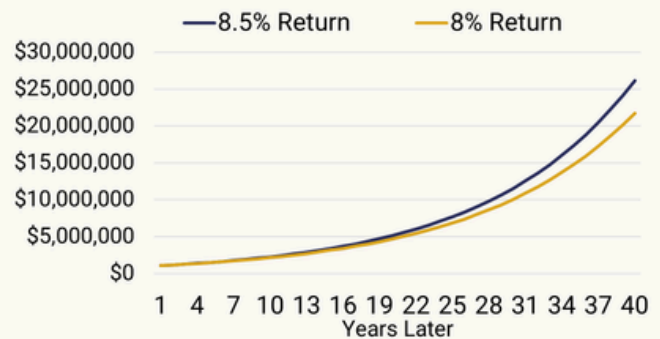


40 Years Later

\$2,130,357 difference in value from tax shelter

8.5% Return vs 8%

\$1M Starting Point



40 Years Later

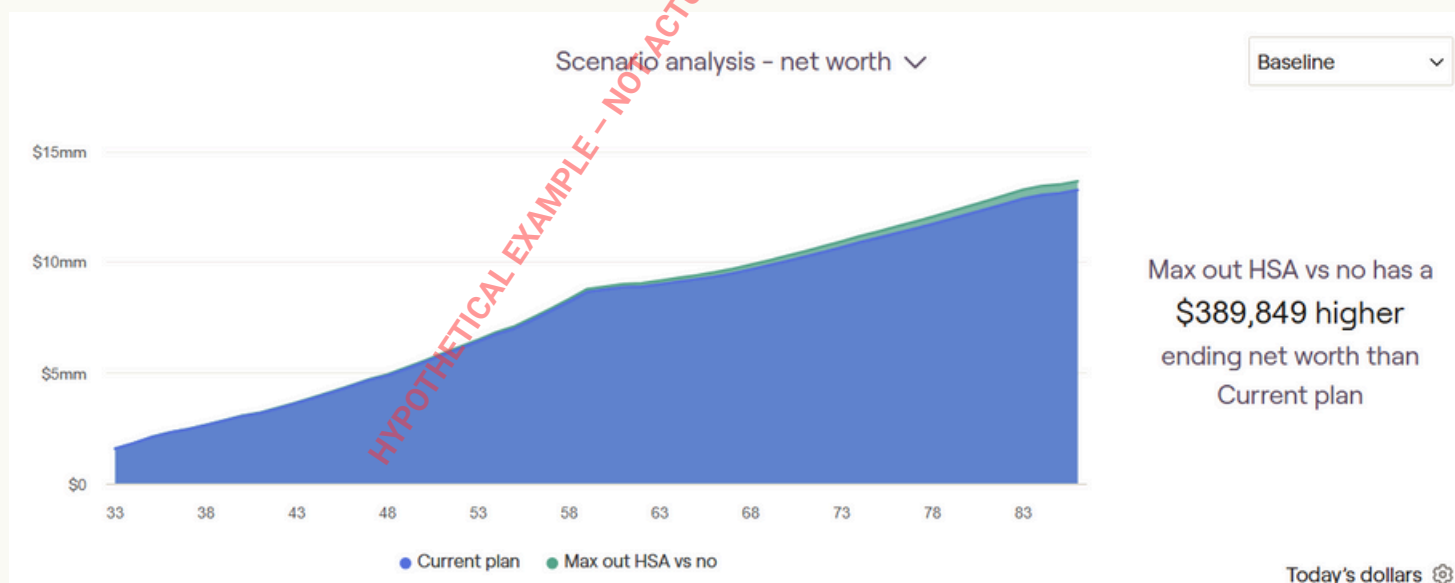
\$4,408,494 difference in value from tax shelter

Optimizing Usage of HSA Accounts

Notes

- Being able to max out an HSA is one of the most valuable wealth-building strategies
 - This is one of the most valuable accounts, in being the only account type with triple tax-advantages (tax-free on the way in, tax-free growth, and tax-free on the way out if used for healthcare expenses)
 - By maxing this account contribution each year, you increase your financial plan's wealth by \$389,849 (today's dollar equivalent)

Maximize HSA vs Partial Funding Today - Ending Assets (\$)



+\$389,849 benefit from maximizing HSA contributions

Capitalizing on Backdoor Roth IRA

Notes

- When you have excess cash flow but are prevented from contributing to IRA and Roth IRA due to income limits, a workaround is to pursue a Backdoor Roth IRA
- There is a perfectly legal technique, but it requires tax filing expertise to ensure it's done correctly
- By maxing this account contribution each year (\$7,000 each for both Jimmy and Jennifer, you increase your financial plan's wealth by **+\$543,196 (today's dollar equivalent)**
- Conversions into Roth IRA (including backdoor and Mega backdoor) must be in place for 5 years to avoid penalty (even on contribution)
 - After that, you can withdraw **contributions** without any penalty

Maximize Backdoor Roth (Left) vs Don't Use It (Right) - Ending Assets (\$)



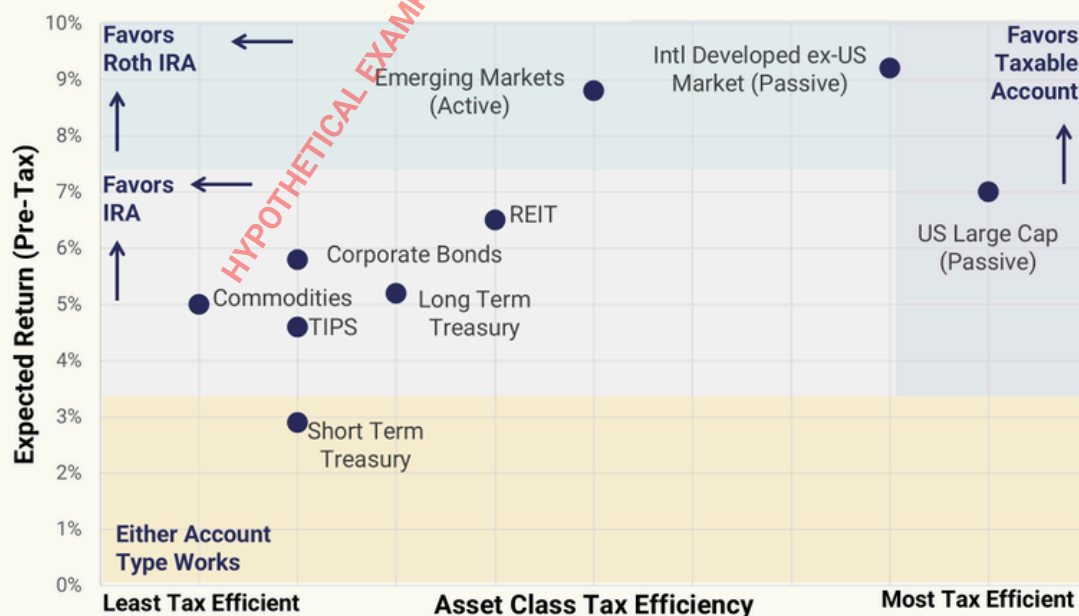
**+\$543,196 benefit from maximizing
Backdoor Roth contributions**

Tax Planning - Asset Location

Notes

- Optimizing the accounts in which certain assets are held (i.e., asset location) can also enhance your tax-adjusted assets by a significant amount
 - High-tax-bracket households generally benefit the most from asset location strategy
 - It can be complex to manage, but it is often worth the added effort
 - The general idea is you park the “tax-ugly and lower returning” assets like bonds in tax-deferred accounts and “slightly tax-inefficient but high returning” assets in Roth accounts
- Also, Roth accounts offer more value for asset location (i.e., no unknown future tax situation like with other accounts), so as we continue to build up your Roth accounts, asset location will become even more valuable
 - To the extent your employer offers a mega backdoor Roth in the future, it would be even more valuable

Optimal account type depends on returns and tax efficiency
The future tax treatment for Roth is known vs unknown for others

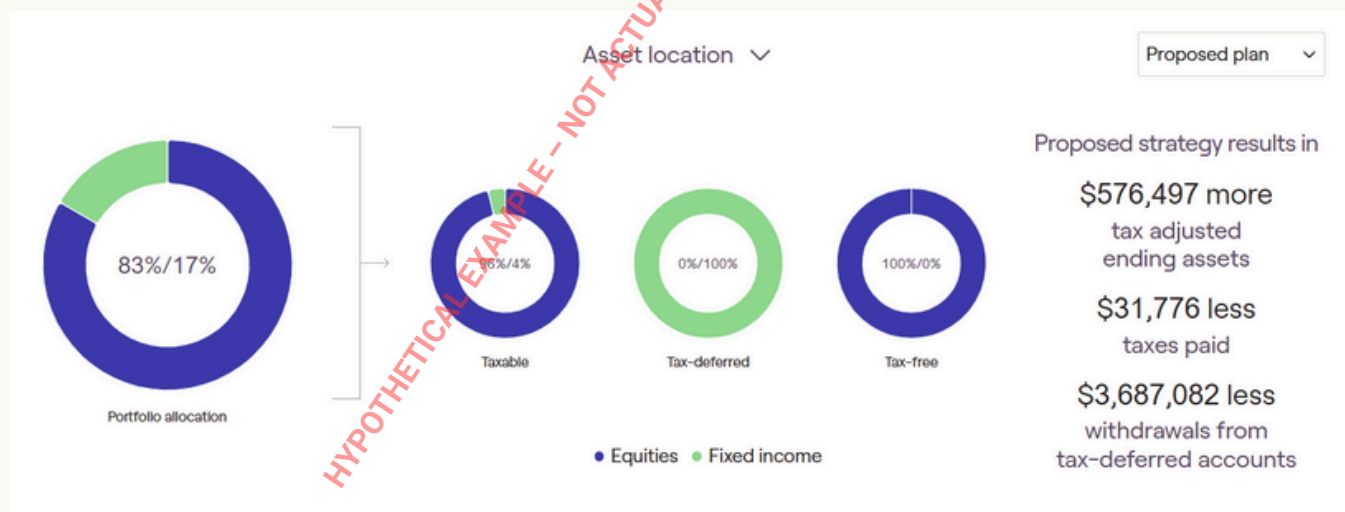


Tax Planning - Asset Location

Notes

- The preliminary analysis shows that incorporating an asset location strategy could increase your future tax-adjusted ending assets by +\$576,497 (+\$176,729 in today's dollars)
 - This assumes the recommendations to max out Roth accounts each year is adhered to

Current asset location (Left) vs optimized asset location (Right)



\$576,497 more tax adjusted Future ending assets
=
\$176,729 more tax adjusted Present ending assets

Tax Loss Harvesting (TLH) - Crucial For High Earners

Notes

- This is crucial for people with excess cash flow who continuously add contributions to taxable accounts
- **Why It's So Powerful:**
 - The value of TLH hinges on three foundational components:
 - 1. The ability to generate losses and convert losses into tax savings
 - 2. The benefit received is directly proportional to the market return you can achieve by reinvesting the tax savings
 - 3. The optimal behavior includes harvesting losses daily, making consistent contributions, and harvesting in a direct-indexed portfolio
 - **For a high-income client who realizes ongoing short-term gains (RSU sales, ESPP dispositions, rebalancing trades, etc.), the marginal tax savings on each harvested dollar can be well north of 35%. This is key. That's why booking short-term losses is valuable.**
- **Where it can backfire:**
 - If the investor expects their tax rate to be higher in the future, any harvests may only subtract value.
- In your case, pursuing this while being high-earning, a tax loss harvesting strategy in your taxable account via a direct indexing portfolio could net you approx. +0.41% of additional after-tax benefit per year
 - **When evaluated over the next 10 years, this equates to ~\$103k benefit in today's dollar equivalent**

Using Direct Indexing + Tax Loss Harvesting To Generate After-Tax Wealth						
Inputs to Enter (In Yellow) ↓						
Direct Indexing Realized Losses Per Year Rate per \$100K invested				\$7,000		Total Future Value of Taxes Saved
Portfolio Fees % (Direct Indexing and Standard Portfolio)				0.12%		\$122,500
Initial Account Size				\$500,000	▶▶▶	Total Present Value of Taxes Saved
Annual Contribution				\$100,000		\$103,333
Annual Contribution Growth Rate				10.00%		
Portfolio Expected Annual Return (Direct Indexing and Standard Portfolio)				8.00%		Avg Annual Tax Benefit
Present Value Discount Rate				4%		
Current Federal Ordinary Income Tax Rate				35.0%		0.41%
Current State Ordinary Income Tax Rate				0.0%		
Current Year				2025		
Federal + State Expected Capital Gains Tax Rate In Future				15.0%		

Tax Monitoring - Keeping Track Of Tax Payments

Notes

- We leverage your paystubs and investment account statements throughout the year to understand where you're tracking from a tax standpoint
- This helps us understand how much tax you've withheld for in your paychecks and how much you might be short/over
- **This is important for the following reasons:**
 1. It helps avoid a surprise at tax time
 2. It helps to avoid underpayment penalties
 3. It gives us more flexibility in deciding which shares to target for sales, etc

In case of underpayment, we help guide clients on increasing paycheck withholdings to get back on track and/or making estimated tax payments directly to the IRS

Tax Summary for 2025

Taxable Income	Net Self-Employment Income	Alternative Minimum Tax	Total Taxes Owed	Total underwithheld
\$760,041	\$--	\$--	\$295,040	\$45,338

IRS Federal Taxes

Taxable Income	Alternative Minimum Tax	Effective Tax Rate	Total Taxed Owed	Withholding rate	Underwithheld
\$760,041	\$--	28.8%	\$218,904	24.17%	\$35,211
<div><div></div><div>Withheld</div><div>Q1</div><div>Q2</div><div>Q3</div><div>Q4</div><div>Filing</div></div>					
By Y/E					

California State Taxes

Taxable Income	Effective Tax Rate	Total Taxed Owed	Withholding rate	Underwithheld
\$770,251	9.88%	\$76,136	8.57%	\$10,126
<div><div></div><div>Withheld</div><div>Q1</div><div>Q2</div><div>Q3</div><div>Q4</div><div>Filing</div></div>				
By Y/E				

Tax Schedule

<input type="checkbox"/>	Due Apr 14 2025	Q1 Federal	\$8,803
<input type="checkbox"/>	Due Apr 14 2025	Q1 State	\$2,532
<input type="checkbox"/>	Due Jun 14 2025	Q2 Federal	\$8,803
<input type="checkbox"/>	Due Jun 14 2025	Q2 State	\$2,532
<input type="checkbox"/>	Due Sep 14 2025	Q3 Federal	\$8,803
<input type="checkbox"/>	Due Sep 14 2025	Q3 State	\$2,532
<input type="checkbox"/>	Due Jan 14 2026	Q4 Federal	\$8,803
<input type="checkbox"/>	Due Jan 14 2026	Q4 State	\$2,532
<input type="checkbox"/>	Due Apr 15 2026	Filing Federal	\$0
<input type="checkbox"/>	Due Apr 15 2026	Filing State	\$0

ESPP Participation

Key Points

- You have generated a lot of wealth with your ESPP purchases and now that we want to minimize exposure to your company stock, we should adhere to a specific selling strategy
- The two strategies to pursue:
 - **Option 1 (immediate sale):** take the immediate gain during each purchase period and sell as soon as your trading window opens
 - Pro: Lowest risk from a concentrated stock standpoint
 - Con: Not as tax-efficient as holding for long-term gains treatment
 - **Option 2 (qualifying disposition):** Qualifying Disposition is a sale of ESPP shares that occurs at least 2 years from the start of the offering period and 1 year from the purchase date.
 - Pro: Locks in more favorable tax treatment
 - Con: Riskier from a stock concentration standpoint, and potential stock price decline, although the long lookback period can help a lot with reducing risk
- My recommendation is to implement an immediate sale strategy, thus locking in the gain and not further increasing your exposure to Apple stock

Two Year Offering Period With 6 Month Purchases

- \$250 share price at offering period start
- Assumed 10% annual appreciation in stock price for illustrative purposes
- \$25,000 contribution to ESPP per year (assuming \$250k base salary and up to 10% of salary contributed to ESPP)

12/31/24 Offering Start Date	6/30/25 Share Purchase + Immediate Sale	12/31/25 Share Purchase + Immediate Sale	6/30/26 Share Purchase + Immediate Sale	12/31/26 Share Purchase + Immediate Sale	Total From Immediate Sale Strategy	Difference	Total From Holding All Shares Until Qualifying Disposition ⁽³⁾
Amount Contributed to ESPP	\$12,500	\$12,500	\$12,500	\$12,500	\$50,000		\$50,000
Stock Price At Purchase Date	\$263	\$275	\$289	\$304			
Purchase Price Per Share	\$213	\$213	\$213	\$213			
# of Shares Purchases	59	59	59	59			
Sale Price Per Share ⁽¹⁾	\$263	\$275	\$289	\$304			
Taxable Gain Per Share	\$50	\$63	\$76	\$90			
Total Taxable Gain ⁽²⁾	\$2,922	\$3,676	\$4,464	\$5,294			\$12,353
Total Net Proceeds	\$14,341	\$14,816	\$15,312	\$15,835	\$60,304	+\$4,667	\$64,972
After Tax Return	15%	19%	22%	27%	21%		30%

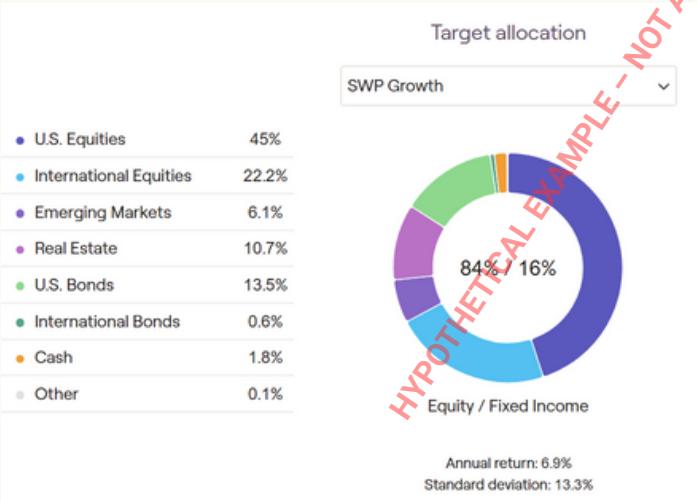
(1) Assumes unchanged stock price after 2 years for purposes of qualifying disposition. (2) Short-term capital gains tax rate used = 37% and long-term capital gains tax used = 23.8%. (3) Qualifying Disposition: A sale of ESPP shares that occurs at least 2 years from the start of the offering period and 1 year from the purchase date.

Investments Overview

Notes

- Based on your risk assessment, you’re geared towards an equity-heavy, growth portfolio
- Since you don’t have many large near-term liquidity needs, largely pursuing a growth portfolio (with appropriate diversification and strategic hedges) can be achieved
 - We’ll want to be mindful of any tax implications in your taxable accounts as we transition to a long-term strategy
 - We’ll also want to be strategic with asset location (which type of assets you hold in which account type)
- See investment policy statement for additional recommendations on 529 plan portfolio

Proposed Asset Allocation and Asset Location



Asset Class	Fund Ticker	SWP Growth
US Stock Market	VTI	40.0%
Intl Developed excluding-US Stock Market	VEA	21.5%
Emerging Markets Stocks	AVEM	8.5%
Real Estate Stocks	VNQ	9.0%
Short Term Treasury Bonds	TBLL	1.0%
Corporate Bonds	VCIT	4.0%
Long Term Treasury Bonds	SPTL	4.5%
Treasury Inflation Protected Securities (TIPS)	STIP	5.5%
Commodities	CMDY	6.0%
Total		100%

Ticker	SWP Growth	% Rebased to 100% In Taxable Total	% Rebased to 100% In Traditional IRA Total
VTI/Direct Indexing	40.0%	51.08%	0.00%
VEA/Direct Indexing	21.5%	27.45%	0.00%
AVEM	8.5%	10.85%	0.00%
VNQ	9.0%	10.60%	3.23%
TBLL	1.0%	0.00%	4.61%
VCIT	4.0%	0.00%	18.45%
SPTL	4.5%	0.00%	20.75%
STIP	5.5%	0.00%	25.36%
CMDY	6.0%	0.00%	27.67%

Estate Planning - The Value To You

Notes

- Through a platform I use, EncoreEstate Plans, you can set up common estate planning documents in a seamless manner (revocable living trust, last will, living will, power of attorney, and appointment of health care proxies) for ~\$600
 - The benefit is that all the docs are then centralized in one place and any making changes is easy
 - EncoreEstate also provides access to live attorney support at competitive rates in case you have more detailed questions
- We partner with EncoreEstate Plans, who is going to draft the documents. My job is to help you more clearly understand what your estate planning goals are. Someone else is going to do the actual legal document drafting.
 - It's important to ensure assets moved into a trust are titled properly and that you don't inadvertently retitle assets such as 401k, IRA, HSA into a revocable trust, as that would be considered a taxable distribution

Establishing a revocable living trust has never been easier

Revocable trusts streamline estate planning

	Revocable Living Trust	Will	Beneficiary Designations
Avoids Probate	✓	✗	✓
Private	✓	✗	✓
Control During Lifetime	✓	✗	✓
Control After Death	✓	✗	✗
Allows For Incapacity Planning	✓	✗	✗
Easy to Amend	✓	✓	✓
Seamless Handling in One Place	✓	✗	✗
Even combining a will + beneficiary designations leaves gaps			

I am not an attorney and Simplify Wealth Planning does not provide legal services. Our role is to help you articulate your estate-planning goals and to store completed documents in your financial plan. All legal documents are prepared by you directly through EncoreEstate Plans or outside attorney licensed in your state, where applicable. We encourage you to consult independent counsel before executing or relying on any estate-planning documents.

Insurance Coverage Optimization - Life

Key Points

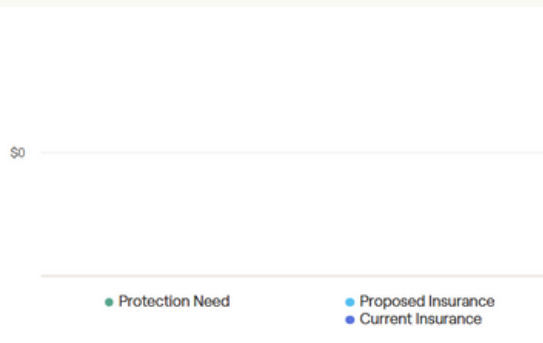
- Based on current projections, and for solving for reaching all of your financial goals, current life insurance coverage is not sufficient
 - The purpose of life insurance is to protect your ability to generate income from a premature death (30 years worth of income potential in your case)
 - Term life insurance is a great solution for this and is generally affordable
- However, life insurance can also be used to preserve a certain lifestyle for your family afforded to them via your paycheck
 - Preserving lifestyle often encompasses the ensuring goal route and typically requires more coverage
- Jimmy has some coverage through his employer, but our analysis indicates he needs to increase coverage from \$250k (employer provided) to around \$2M

Life Insurance Analysis - Goals Coverage

Jimmy



Jennifer



Life Insurance Analysis - Lifestyle Preservation Coverage Needed

Jimmy



Jennifer

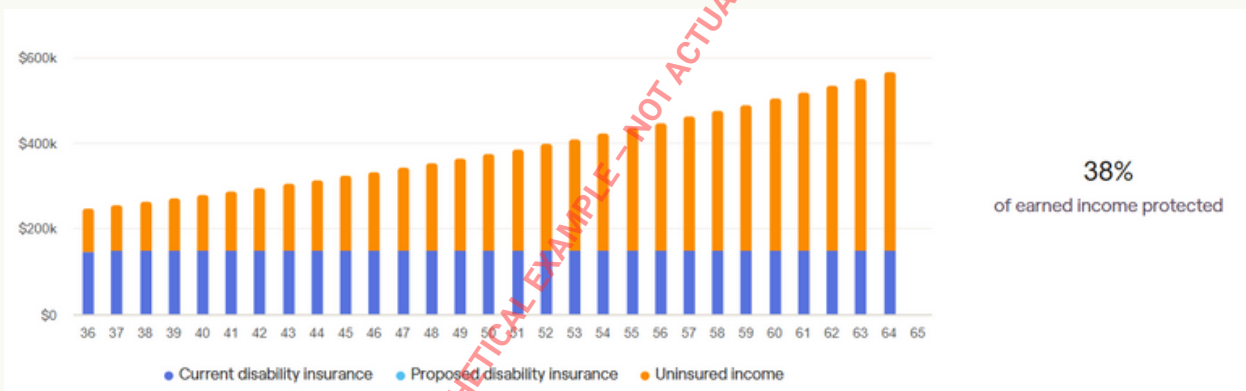


Insurance Coverage Optimization - Disability

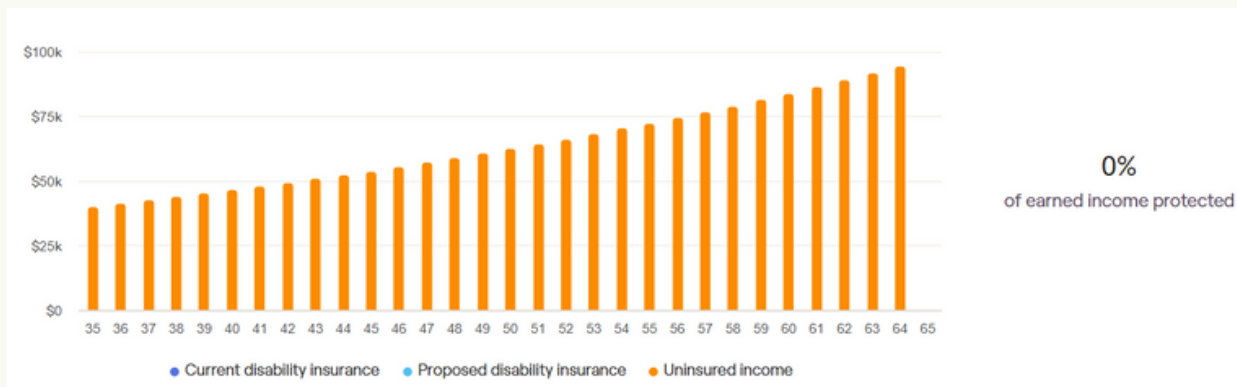
Key Points

- Jimmy currently has disability insurance through work, with a 38% coverage ratio. Since the employer pays for the insurance, the 60% benefit does not have an inflation adjustment and thus makes it net out to 38%
 - Also, when the employer pays, the benefit is taxable, so that is also a factor to consider
 - We should inquire around whether the employer would allow you to pay the premiums, which would then make the benefit tax free (and any subsequent changes to coverage if they allow it), otherwise, we should explore supplementary coverage
 - We can discuss Jennifer's coverage, but individual plans can be expensive

Disability Insurance Income Coverage - Jimmy Disabled Tomorrow



Disability Insurance Income Coverage - Jennifer Disabled Tomorrow



Stress Testing

Notes

- It's imperative to stress test your financial plan for potential challenges, such as anemic market returns, higher inflation, higher taxes, or many factors combined.
- Our stress test shows that for any singular factor that were to hit, there is very little chance of your plan not working out
- If many of the factors were to happen simultaneously, the plan's probability of success could fall from 100% to closer to 43%
 - 43% is an acceptable target in a very stressed scenario, which suggests you have a lot of flexibility in your plan.

Stress Test Results - Probability of Success



Success Probability Changes With Earlier Retirement and Higher Spending

Notes

- The changes below assume all recommendations previously outlined are implemented and the only changes are the projected retirement age
- Results are based on straight-line projections and do not include what would happen if the retiree would face prolonged stressed market conditions
- The results show that retiring between ages 50-60 is a realistic proposition
 - It will reduce your margin for error, but based on non-stressed conditions, it should be achievable

	<u>Current</u> Jimmy Retires at age 60 Jennifer Retires at age 60	<u>Proposed</u> Jimmy Retires at age 50 Jennifer Retires at age 50	<u>Proposed</u> Jimmy Retires at age 45 Jennifer Retires at age 45
Probability of Success	98%	69%	38%
Projected Ending Assets (Today's \$)	\$10,981,476	\$3,322,953	\$0
Assuming Spending Per Month	\$10,000	\$10,000	\$10,000

	<u>Proposed</u> Jimmy Retires at age 60 Jennifer Retires at age 60	<u>Proposed</u> Jimmy Retires at age 60 Jennifer Retires at age 60	<u>Proposed</u> Jimmy Retires at age 60 Jennifer Retires at age 60
Probability of Success	98%	91%	78%
Projected Ending Assets (Today's \$)	\$10,981,476	\$8,586,681	\$6,009,887
Assuming Spending Per Month	\$10,000	\$15,000	\$20,000