

Part Three: The Advanced Plan

Prepared for Wealth Management Client

Date



**Alliant Wealth Advisors
9161 Liberia Avenue, Suite 100
Manassas, VA 20110
(703) 878-9050**

May 4, 2018

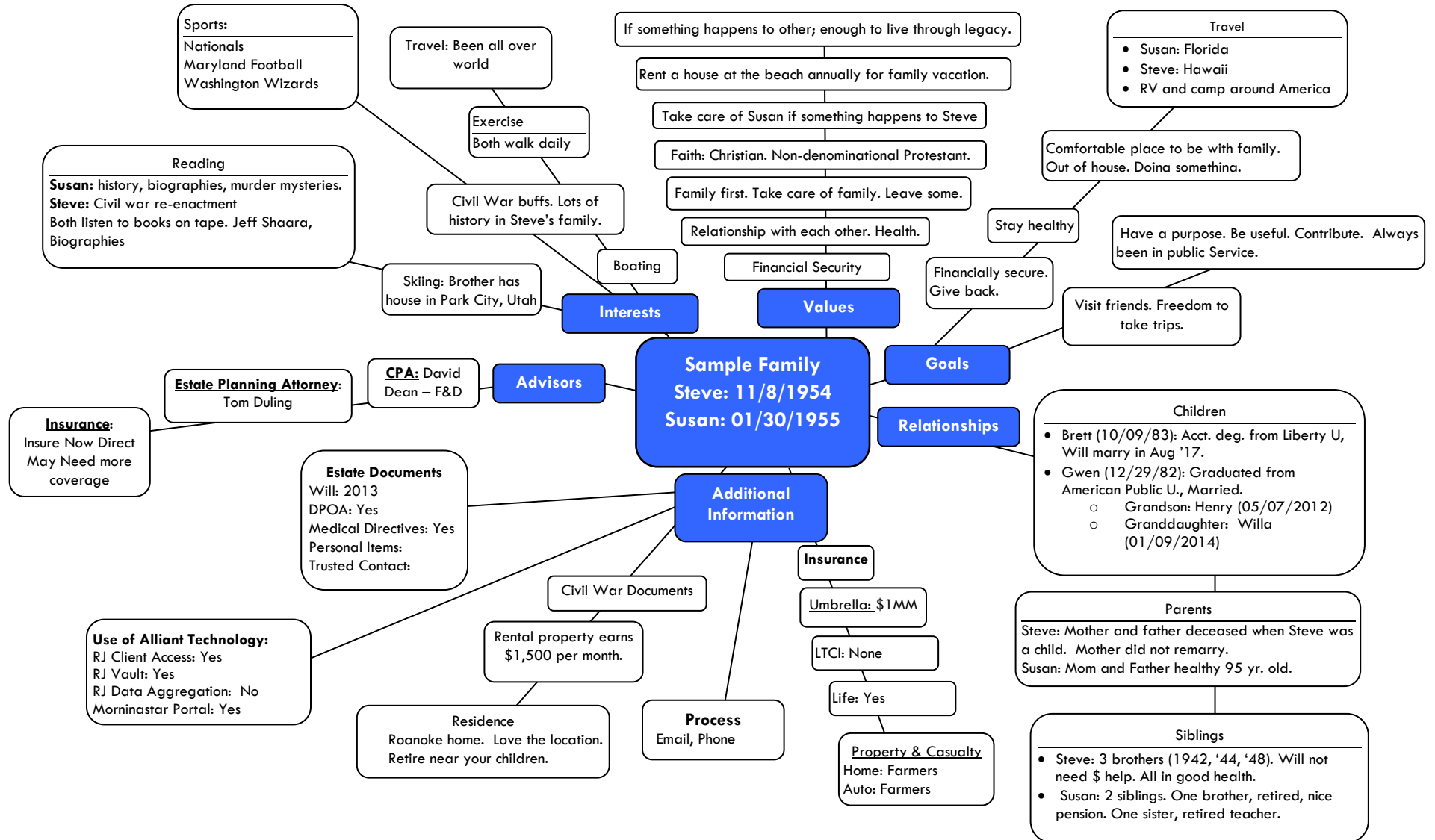
Table of Contents

Your Total Client Profile 2
Statement of Personal Net Worth 3
Introduction to Wealth Management 5
Your Advanced Plan..... 6
1. Wealth Enhancement 7
2. Wealth Transfer 8
3. Wealth Protection 11
4. Charitable Gifting 13
5. Completed..... 14

May 4, 2018

Your Total Client Profile

We'll revisit your profile at your Regular Progress Meeting



May 4, 2018

Statement of Personal Net Worth

	Alliant Managed	Value Date	Steve	Susan	Joint	Steve Trust	Susan Trust	Total	Pct of Assets
Cash Accounts									
BB&T Rental Checking xxx6597		05/02/2018				\$7,100		\$7,100	
BB&T Rental Checking xxx9508		05/02/2018				\$5,800		\$5,800	
BB&T Rental Checking xxx220		05/02/2018	\$3,600					\$3,600	
BB&T Rental Checking xxx6599		05/02/2018				\$5,500		\$5,500	
BB&T Rental Checking xxx3851		05/02/2018				\$9,200		\$9,200	
BB&T Savings		05/02/2018				\$10,700		\$10,700	
BB&T Personal Checking xxx3919		05/02/2018				\$2,000		\$2,000	
Total Cash Accounts			\$3,600	\$0	\$40,300	\$0	\$0	\$43,900	1%
Taxable Investment Accounts									
RJ Susan Sample Liv Trust, ACH link to BB&T xxx3919	✓	05/03/2018					\$233,967	\$233,967	
RJ Steven Sample Liv Trust, ACH link to BB&T xxx3919	✓	05/03/2018				\$392,833		\$392,833	
AR Global	✓	05/03/2018				\$50,666		\$50,666	
Total Taxable Investment Accounts			\$0	\$0	\$0	\$443,499	\$233,967	\$677,466	17%
Tax-Deferred and Tax-Free Accounts									
RJ Susan Sample IRA - beneficiary (P) S Sample, (C) G Sample 33%; B LSample 33%; J Sample 34%	✓	05/03/2018		\$249,571				\$249,571	
401k Steve Company	✓	05/03/2018	\$1,081,224					\$1,081,224	
Total Tax-Deferred and Tax-Free Accounts			\$1,081,224	\$249,571	\$0	\$0	\$0	\$1,330,795	33%
Rental Real Estate Assets									
Rental - 6599 Davis Ford Road		05/02/2018					\$160,000	\$160,000	
Rental - 9508 Windsor		05/02/2018					\$234,600	\$234,600	
Rental - 6597 Davis Ford Road		05/02/2018				\$154,000		\$154,000	
Rental - 220 North Abingdon St.		05/02/2018				\$642,000		\$642,000	
Rental - 6875 Twin Beech Court		05/02/2018					\$416,000	\$416,000	
Total Rental Real Estate Assets			\$0	\$0	\$0	\$796,000	\$810,600	\$1,606,600	40%
Lifestyle Assets									
Principal Residence - Roanoke, VA, Cost \$250,000		05/02/2018				\$256,000		\$256,000	
Camper		05/02/2018	\$25,000					\$25,000	
Automobiles (2018 Outback; 99 Tahoe; 99 Legacy)		05/02/2018	\$33,500					\$33,500	
Boat		05/02/2018	\$10,000					\$10,000	
1971 Norton Motorcycle		05/02/2018	\$8,000					\$8,000	
2006 Honda Motorcycle		05/02/2018	\$4,000					\$4,000	
Personal Property		05/02/2018				\$12,000		\$12,000	
Total Lifestyle Assets			\$80,500	\$0	\$12,000	\$256,000	\$0	\$348,500	9%
Total Assets			\$1,165,324	\$249,571	\$52,300	\$1,495,499	\$1,044,567	\$4,007,261	100%

May 4, 2018

Statement of Personal Net Worth continued

	Value Date	Steve	Susan	Joint	Steve Trust	Susan Trust	Total	Pct of Assets	
Liabilities									
Residence Mortgage - 3.75% 30 years, \$726/month	05/02/2018				\$150,000		\$150,000		
Vehicle Loan - 0% interest rate	05/02/2018	\$30,000					\$30,000		
Total Liabilities		\$30,000	\$0	\$0	\$150,000	\$0	\$180,000	4%	
Total Net Worth		\$1,135,324	\$249,571	\$52,300	\$1,345,499	\$1,044,567	\$3,827,261		
2017 Total Net Worth							\$3,824,502		
2015 Total Net Worth							\$3,751,257		
2014 Total Net Worth							\$3,932,006		
Key Ratios									
Total Debt-to-Assets		5%							
Real Estate Debt to Securing Real Estate Value		59%							
Life Insurance Policies									
Berkshire/Guardian Life - beneficiary, S Sample		\$3,500					3500		
Total Life Insurance Value		\$3,500	\$0	\$0	\$0	\$0	\$3,500		
Total Estate Value		\$1,138,824	\$249,571	\$52,300	\$1,345,499	\$1,044,567	\$3,830,761		
529 Accounts									
	Owner	Date of Birth	State	Value Date				Total	
Steveert E. Sample, 2024 Portfolio (Will grad HS in 2024)	Susan Sample	06/27/2006	VA	05/03/2018				\$80,656	
Elizabeth Sample, 2024 Portfolio (will grad HS in 2026)	Susan Sample	02/13/2017	VA	05/03/2018				\$79,546	
Andrew Sample, 2030 Portfolio	Susan Sample	01/07/2013	VA	05/03/2018				\$74,460	
Frederick Sample, 2030 Portfolio	Susan Sample	10/16/2013	VA	05/03/2018				\$73,418	
Total 529 Accounts								\$308,080	
Annual Income									
Steve Social Security		\$38,652					\$38,652		
Susan Social Security			\$8,784				\$8,784		
Monthly total net rental income		\$90,720					\$90,720		
Total Annual Income		\$129,372	\$8,784	\$0	\$0	\$138,156			
Account Withdrawals									
								Withdrawal Rate	
RMD, Susan's IRA October 2017					\$9,611		\$9,611		
RMD Steve's 401k, December 2017		\$8,374					\$8,374		
Steve's Trust Withdrawals trailing 12 months					\$32,000		\$32,000		
Susan's Trust Withdrawals trailing 12 months		\$26,000					\$26,000		
Total Account Withdrawals		\$34,374	\$41,611	\$0	\$0	\$75,985		3.9%	

*Comprehensive net worth summaries are prepared one time per year. Alliant managed account values are updated for each regular progress meeting.

May 4, 2018

Introduction to Wealth Management

Wealth management is not a one-time event, but an ongoing process that will last throughout your life. This wealth management plan will help you take deliberate actions in every important aspect of your finances. It will serve as a record of decisions made and tasks completed, as well as a checklist for decisions and tasks yet to be undertaken. At the same time, it is a living, flexible document that can change in response to changes in your and your family's life.

This final document will look at what wealth management can accomplish and what that means for meeting your financial goals. This is where everything comes together, and you can understand the role your wealth manager will play as your personal financial advisor.

As we explained during our Investment Plan Meeting, the wealth management plan deals with four key areas of your financial life beyond your investments:

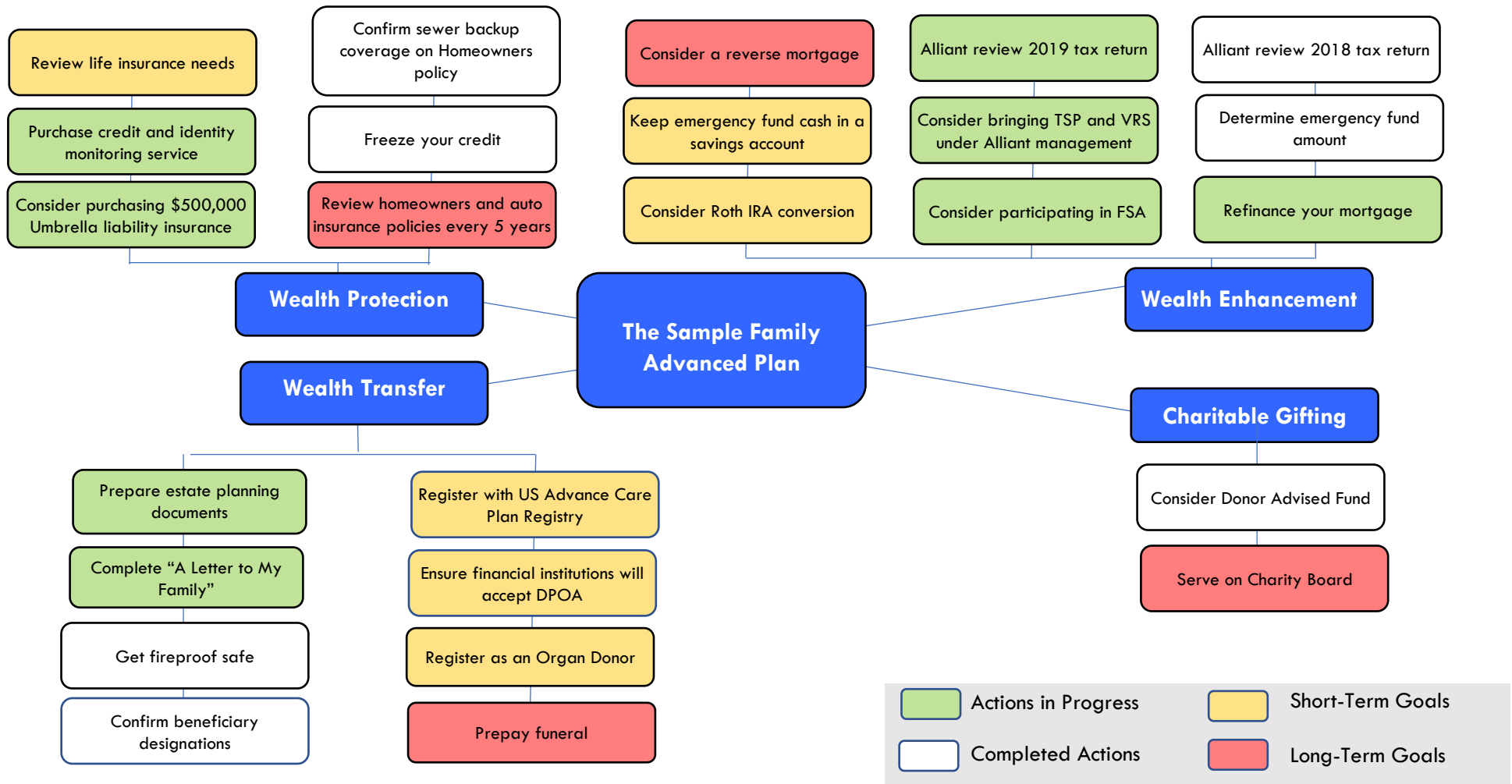
1. **Wealth enhancement** aims to produce the best possible investment returns consistent with your level of risk tolerance and to minimize the tax impact on those returns. It also reviews cash flows.
2. **Wealth transfer** intends to find and facilitate the most tax-efficient way to pass assets to succeeding generations, and to do so in a way that meets your wishes.
3. **Wealth protection** is aimed at protecting your wealth against potential creditors, litigants, children's spouses and potential ex-spouses, as well as protecting you against catastrophic loss.
4. **Charitable gifting** helps fulfill your charitable goals and can often support efforts in each of the other three areas.

None of these areas stand in isolation from the rest. Wealth protection, for example, is often intertwined with wealth transfer needs. The major advantage of the wealth management plan is that it enables us to deal with each area systematically while maintaining an integrated approach to your overall financial picture.

The next page shows an advanced planning diagram that depicts this overall picture and can help you track the four activities involved with wealth management. This can be seen as a further iteration of the Total Client Profile that we created at your Discovery Meeting. This allows us both to see the big picture: All the activities are on a single page and can be color-coded as to whether it is already completed, is in progress, or is slated for the future. This diagram will also help our discussions stay focused at our Regular Progress Meetings.

May 4, 2018

Your Advanced Plan



May 4, 2018

1. Wealth Enhancement

Definition

Wealth enhancement is the process of using strategies to maximize the tax efficiency of current assets and cash flow, while achieving both growth and preservation goals.

Goals

- To maximize a meaningful pool of monies to fund the realization of the financial goals.
- To minimize taxes.

Actions in Progress

1. Determine your emergency fund amount needed to avoid unexpected investment sales, or credit card use, due to unanticipated spending without carrying a bank balance higher than necessary
2. COMPLETED 3/2020: Fund Steve's Roth IRA with a \$6,600 - 2019 contribution
3. NEW: Alliant review 2019 tax return for tax savings - Please send us your tax returns annually, or ask your tax preparer to send it to us

Short-term Goals

1. Alliant finalize Social Security Retirement claiming strategy based on current laws and circumstances
2. Consider a reverse mortgage
3. Update Retirement Plan once you determine your date of full retirement

Long-Term Goals

1. Consider ROTH IRA conversion at retirement before claiming Social Security benefits
2. Plan for retirement living arrangements

May 4, 2018

2. Wealth Transfer

Definition

Wealth transfer is the process of using strategies to legally structure the future disposition of current and protected assets effectively.

Goals

- Decide how assets will be distributed at death, rather than relying on intestate rules of the state of residency.
- Decide how and when heirs receive inheritance.
- Ensure that maximum amount possible is transferred to heirs while minimizing tax implications.
- Avoid unnecessary complications upon death.

Actions in Progress

1. Register as an Organ Donor and/or customize your donation instructions
 - a. Check your driver's license to see if you are already listed as a donor
 - b. To customize your organ selection and/or donation type (Transplant, Therapy, Research, Education) visit www.donatelifevirginia.org
 - i. First click "Register"
 - ii. After registering log back into your Profile to customize, if necessary
2. COMPLETED: Complete Alliant's "A Letter to My Family"

Short-term Goals

1. Continue to discuss long term finances with children to help them assist you with your finances/real estate holdings later in life
2. Make your Advanced Medical Directive, organ donor information and emergency contact information available online to allow access by health care providers nationwide in an emergency.
 - a. Become a member of the U.S. Advanced Care Plan Registry at www.usacpr.net
 - b. Cost: first five-year membership \$59.95. Additional five-year memberships \$25.

May 4, 2018

3. NEW: Register as an Organ Donor and/or customize your donation instructions
 - a. Check your driver's license to see if you are already listed as a donor
 - b. To customize your organ selection and/or donation type (Transplant, Therapy, Research, Education) visit www.donatelifevirginia.org
 - i. First click "Register"
 - ii. After registering log back into your Profile to customize, if necessary

Long-term Goals

May 4, 2018

Estate Representatives

Steve	Primary	1st Successor	2nd Successor	Dated
Trust				
Executor	Susan	Brett	Gwen	3/2/2019
Power of Attorney	Susan	Brett	Gwen	3/2/2019
Advanced Medical Directive	Susan	Gwen	Brett	3/2/2019

Susan	Primary	1st Successor	2nd Successor	Dated
Trust				
Executor	Steve	Brett	Gwen	3/2/2019
Power of Attorney	Steve	Brett	Gwen	3/2/2019
Advanced Medical Directive	Steve	Gwen	Brett	3/2/2019

May 4, 2018

3. Wealth Protection

Definition

Wealth protection planning is the process of employing legally acceptable concepts and strategies to ensure that a person's wealth is not unjustly taken from him or her.

Goals

- To ensure proper amount of insurance to cover any costs associated with life changes.
- To protect against fraud and potential creditors.

Actions in Progress

1. COMPLETED 5/2020: Determine life insurance needs – as part of retirement plan
2. Freeze your credit with the three major credit bureaus to prevent a hacker from taking out a loan in your name.
 - a. Follow instructions at the following web sites using name, address, date of birth, Soc Sec number, etc.
 - i. Equifax - www.freeze.equifax.com
 - ii. Experian - www.experian.com/freeze
 - iii. TransUnion - www.transunion.com/credit-freeze
 - b. Keep your PIN in a safe place and do not lose it

Short-term Goals

1. NEW: See separate task list for additional identity theft protection measures
2. Contact your Long-Term Care and life insurance companies to add a "Third Party Designee" to receive notice of unpaid premium and to avoid a potential policy lapse due to nonpayment
3. Purchase credit and identity monitoring service from one of the following to be alerted if a hacker attempts to take out a loan or sets up a new bank account in your name or uses your Social Security number or driver's license. They will also notify you of address changes and help you restore your identity.
 - a. Select one of the following in order of our preference
 - First, premium version of CompleteID via Costco if you are a member
 - Second, AAA ProtectMyID Deluxe if AAA member and not Costco member
 - Third, premium version of Experian IdentityWorks

May 4, 2018

Long-term Goals

1. Review limits & pricing on Home and Auto insurance every 5 years (next: 2024)

May 4, 2018

4. Charitable Gifting

Definition

Charitable gifting is the process of using strategies to maximize the effectiveness of charitable intent.

Goal

- To enable significant charitable gifts that are exponentially greater than what would have been previously possible.
- To give in most effective, efficient manner during life and at death.

Actions in Progress

Short Term Goals

1. Consider using a Donor Advised Fund

Long Term Goals

1. Serve on Charity Board

May 4, 2018

5. Completed

Wealth Enhancement

1. Review 2018 tax return
2. 2018 - Max Susan's 401(k) contributions.
3. Cash out Lincoln Annuity in 2016
4. 2018 purchased Subaru 2018 Outback

Wealth Transfer

1. Review beneficiary designations on 401k and Life insurance – reviewed 2017 when life insurance purchased.
2. Obtain fireproof safe
3. Set up 529 plans for grandchildren
4. Review beneficiary designations and account titling
5. Identify Wealth Transfer preferences
6. Fireproof safe obtained in April 2015

Wealth Protection

1. Review limits & pricing on Home and Auto insurance (reviewed in 2017)
2. 3/2019: Confirmed water and sewer back-up rider added to home insurance coverage
3. 3/2019: Complete Trusted Contact Form
4. Froze credit in 2017 at all three credit bureaus for both of you - please don't lose your PINs!

Charitable Gifting

1. 05/2019: Decided against opening a Donor Advised Fund (DAF)