

THE MICHAEL AND JOAN WILLIAMS FAMILY PROFILE

Statement of Purpose

This report has been specifically prepared for Michael and Joan Williams based on the Discovery Profile Meeting conducted on June 25, 2008. This report identifies the place of most potential with respect to your current planning opportunities.

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VISION PROFILE FOR MICHAEL AND JOAN WILLIAMS

PREPARED BY SCOTT JEFFERSON OF JEFFERSON CAPITAL, LLC
MONDAY, NOVEMBER 17, 2008

The Vision Profile Report is designed to effectively highlight the goals you would like to accomplish through planning. This knowledge offers a unique opportunity to shape your financial objectives around your goals, while at the same time highlighting your greatest priorities. This report will ultimately serve as a guide for future planning decisions.

Below please find your responses to the goals you would like to accomplish which are organized into specific goal categories.

<i>Retirement Planning</i>

- | |
|---|
| <ul style="list-style-type: none">• Michael and Joan retire at age 65 and Joan at 62. |
|---|

<i>Social Capital Legacy</i>

- | |
|---|
| <ul style="list-style-type: none">• Donate to the Cape Cod Hospital Cardiovascular Services Center. |
|---|

<i>Estate Planning</i>

- | |
|---|
| <ul style="list-style-type: none">• Ensure Michael and Joan's wills are up to date and reflects all of their current goals. |
|---|

<i>Education Planning</i>

- | |
|---|
| <ul style="list-style-type: none">• Create college fund for children and grandchildren. |
|---|

<i>Risk Management</i>

- | |
|---|
| <ul style="list-style-type: none">• Obtain a proper level of protection in the event of injury or death of Michael or Joan. |
|---|

<i>Recreation</i>

- | |
|--|
| <ul style="list-style-type: none">• Maintain yearly membership at the Oyster Harbors Club for next 30 years. |
|--|

VISOR FOR MICHAEL AND JOAN WILLIAMS

PREPARED BY SCOTT JEFFERSON OF JEFFERSON CAPITAL, LLC

MONDAY, NOVEMBER 17, 2008

The VISOR Report is designed to effectively highlight how you feel about a number of key planning issues. This knowledge offers a unique opportunity to shape your financial objectives around your goals, while at the same time highlighting your greatest priorities. This report will ultimately serve as a guide for future planning decisions.

Below please find your responses to the goals you would like to accomplish, the importance of accomplishing the goal, the supporting resources available to support the goal, the obstacles to be considered and lastly the level of readiness to take action on this goal immediately.

Retirement Planning

Vision Profile Goal:

Michael and Joan retire at age 65 and Joan at 62.

Importance:

Secure future.

Able to maintain current lifestyle.

Supporting

Investment portfolio.

Obstacles:

Market fluctuations and unforeseen circumstances that would require more spending.

Readiness: 1 2 3 4 5 (1 = Ready, 5 = Not Ready)

Comments:

Social Capital Legacy

Vision Profile Goal:

Donate to the Cape Cod Hospital Cardiovascular Services Center.

Importance:

Provide excellent care on Cape Cod residents which allows individuals not to have to travel to Boston for services.

Feel passionate in providing security for the Center to continue to offer great care for the community and the ability to continuously improve the unit's technology and services.

Supporting

Michael and Joan are not clear on where the funds for this goal will come from at this time.

Obstacles:

Ensure money donated is used solely for the Cardiovascular Service Center.

Will this charitable planning hinder their desired standard of living.

Consideration of Michael and Joan adhoc philanthropic giving.

Readiness: 1 2 3 4 5 (1 = Ready, 5 = Not Ready)

Comments:

Estate Planning

Vision Profile Goal:

Ensure Michael and Joan's wills are up to date and reflects all of their current goals.

Importance:

To avoid any unnecessary taxes.

To ensure children are treated fairly.

Supporting

Distribution for children has been determined.

Obstacles:

All options for tax planning may not have been presented.

Readiness: 1 2 3 4 5 (1 = Ready, 5 = Not Ready)

Comments:

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Education Planning

Vision Profile Goal:

Create college fund for children and grandchildren.

Importance:

To prevent debt upon graduation.

To enable grandchildren to attend the college of their choice and not be restricted financially.

Supporting

Current investment portfolio.

Obstacles:

If child or grandchild chooses not to attend a higher education.

Readiness: 1 2 3 4 5 (1 = Ready, 5 = Not Ready)

Comments:

Risk Management

Vision Profile Goal:

Obtain a proper level of protection in the event of injury or death of Michael or Joan.

Importance:

Ensure that Hillary does not need more income than her current job provides if anything were to happen to Michael.

Supporting

Current financial situation allows the opportunity to purchase proper life insurance.

Obstacles:

Michael is adverse to purchasing additional coverage and feels that his investment portfolio is enough to protect Joan and his family.

Readiness: 1 2 3 4 5 (1 = Ready, 5 = Not Ready)

Comments:

Recreation

Vision Profile Goal:

Maintain yearly membership at the Oyster Harbors Club for next 30 years.

Importance:

Ability to Golf which is a favorite past time for both Michael and Joan.
Social benefits, many friends are members.
Ability to host family weddings on property.

Supporting

Current stock portfolio.

Obstacles:

Due to new goals and desires current financial resources may not be able to support annual membership fee.

Readiness: 1 2 3 4 5 (1 = Ready, 5 = Not Ready)

Comments:

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IMPLICATION OF THE KOLBE A^(TM) INDEX REPORT FOR MICHAEL AND JOAN WILLIAMS

PREPARED BY SCOTT JEFFERSON OF JEFFERSON CAPITAL, LLC

MONDAY, NOVEMBER 17, 2008

Effective planning requires effective communication and the manner in which individuals communicate is closely related to their conative ability. The Kolbe A^(TM) index that you completed prior to our meeting is a powerful tool for understanding your conative ability and the implications of that ability in dealing with and managing complex situations.

You should refer to the attached Kolbe A^(TM) index report for a complete interpretation of the results. In reviewing the report, pay close attention to the following sections:

- How to Use Time and Energy Productively
- How to Communicate Effectively
- Know Your WILL and WON'T

If your Kolbe results indicate different conative abilities this should not concern you, as it is quite natural for couples to differ in this area. These differences should be viewed as strengths rather than weaknesses. Nevertheless, individuals often have different needs in the planning process.

KOLBE A™ INDEX PROFILE REPORT

MICHAEL WILLIAMS

KOLBE A™ INDEX PROFILE REPORT

JOAN WILLIAMS

INDEPENDENCE PROFILE FOR MICHAEL AND JOAN WILLIAMS

PREPARED BY SCOTT JEFFERSON OF JEFFERSON CAPITAL, LLC
MONDAY, NOVEMBER 17, 2008

The Independence Profile provides an overview of your financial resources, your financial independence status and your financial independence goal. The objective is to compare the resources available to support your financial independence with your financial independence goal in order to determine whether you presently are financially dependent or independent.

FINANCIAL INDEPENDENCE ASSESSMENT

Overview

Based on our analysis, you currently have \$27,403,615 in total financial resources. Of these resources, \$21,407,313 is available to support your lifestyle and protect your financial security. At the same time, you have established a financial independence goal of \$18,695,693. Based on the relationship of this goal to your available resources, you are currently financially independent and have Available Planning Resources of \$2,711,620, (i.e., \$21,407,313 - \$18,695,693). Please refer to the reports titled Financial Independence Assessment for Michael and Joan Williams and Blueprint of Financial Independence Resources for Michael and Joan Williams.

Financial Independence Goal

Based on our review, you require \$18,695,693 (net present values) to achieve financial independence. This goal is composed of specific assets of \$6,675,000, resources to support desired life income of \$9,835,693 and resources to fund special purposes of \$2,185,000.

In order to be confident that you have retained sufficient resources for the future, we have inflated your definition of financial independence by a factor of 0%. In other words, your goal is to be 100% financially independent. These additional funds will enhance your long-term financial security. With the addition of the security fund, your definition of financial independence increases to \$18,695,693. This is your financial independence goal.

Financial Independence Status

The following formula is used to estimate your financial independence status.

Resources Available to Support Financial Independence =
(Net Asset Value + Net Value of Income Sources) – (Taxes + Discounts)

In your situation, this formula generates the following result:
\$21,407,313 = (\$23,125,000 + \$4,278,615) - (\$1,735,301 + \$4,261,000)

Therefore, based on our analysis, you currently have \$21,407,313 of resources available to support your financial independence.

Estimating Planning Resources

Excess wealth equals planning resources. Planning resources are determined using the following formula.

Planning Resources =
Resources Available to Support Financial Independence - Financial Independence Goal

In your situation, this formula generates the following result:

$\$2,711,620 = \$21,407,313 - \$18,695,693$

Based on our analysis, you currently have Available Planning Resources of \$2,711,620. This amount is the “working capital” for achieving planning objectives beyond maintaining your financial independence.

The most effective way to monitor how financial independence may change over time is to calculate the percentage of financial independence.

$\% \text{ Independent} = \text{Available Resources} / \text{Resources Required for Independence}$

As this formula indicates, in order to determine the client’s financial independence percentage, divide the total available resources by total resources required for financial independence. Based on our analysis, you are 115% financially independent, or $\$21,407,313 / \$18,695,693 = 115\%$.

Available planning resources are often thought of as EXCESS WEALTH. These resources are available to accomplish goals that you previously considered impossible or impractical. Generally, these goals fall into four categories:

- (1) Improve your lifestyle
- (2) Take a financial risk on something meaningful or important
- (3) Begin funding your Family Legacy immediately
- (4) Begin funding your Social Capital Legacy immediately

The remaining sections of this Blueprint Profile contain detailed explanations of our analysis. In addition, there are a number of financial reports that provide additional detail.

SUPPORTING MATERIAL

DEFINING FINANCIAL INDEPENDENCE

Financial independence results from the right combination of net annual income for personal consumption along with a minimum resource base. The minimum resource base is made up of all those assets you choose to maintain ownership and control well into the future. The appropriate amount of income and minimum resource base comprising financial independence is a function of your lifestyle, goals, and objectives.

Financial independence is a unique combination of consumption and preservation. Consumption is needed on a portion of wealth in order to maintain a desired lifestyle. Preservation of an asset base is needed in order to assure income in the future and cope with unexpected financial needs. Consumption is usually a descending need, as the amount of capital required to meet consumption needs decreases with age. In other words, a married couple who are in their forties spending \$100,000 a year typically requires more capital than a couple who are in their eighties.

Unless consumed, the minimum resource base will increase as a result of normal inflation and investment performance. It is wise to review and adjust your minimum resource base from time to time to see if it has outgrown its usefulness.

It is important to be realistic in developing financial independence assumptions. If they are too conservative, you will underestimate available planning resources and perhaps miss a potential opportunity. On the other hand, if they are too aggressive, you may overvalue your financial resources and prematurely consume them.

YOUR FINANCIAL INDEPENDENCE GOAL DETAIL

Based on our review, you require \$18,695,693 (net present values) to achieve financial independence. This goal is composed of specific assets of \$6,675,000, resources to support desired life income of \$9,835,693 and resources to fund special purposes of \$2,185,000.

Life Income Goal

You have indicated that \$375,000 of annual after-tax income increasing at 3% each year, would be sufficient to support your lifestyle. You have indicated that you are comfortable with an after-tax investment assumption of 5%. The analysis assumes that the income will continue for 36 years or until 12/31/2043. Based on these factors, you need \$9,835,693 of cash resources to support your desired lifestyle.

Specific Assets

We have asked that you identify specific assets that you would like to maintain throughout your lifetime. These are assets that you presently own and intend to keep in the future or assets you desire to acquire in the future. For the purpose of determining your financial independence, we have not relied on these assets for providing either liquidity or income.

You have identified the following specific assets:

- (1) Retirement Home- Boca Raton, Florida valued at \$3,500,000 appreciating at 0%
- (2) Jewelry valued at \$275,000 appreciating at 0%
- (3) Boat valued at \$200,000 appreciating at 0%
- (4) Primary Residence - Osterville, MA valued at \$2,700,000 appreciating at 0%
- (5) Term policy valued at \$0 appreciating at 0%

Therefore, in addition to the \$9,835,693 resources required to support your life income goal, you have identified specific assets valued at \$6,675,000.

Special Purpose Funds

Special funds are designed to supplement your lifestyle. These cash resources are not required to support life income, and do not represent specific assets, but rather they are designated to offset unexpected contingencies and should not be considered in evaluating your ability to maintain your financial independence over time. You have specified the following special funds:

- (1) Recreation valued at \$360,000 with a cost of living increase of 0%
- (2) Education Fund valued at \$425,000 with a cost of living increase of 0%
- (3) Travel Fund valued at \$50,000 with a cost of living increase of 0%
- (4) Wedding Fund valued at \$450,000 with a cost of living increase of 0%
- (5) Charitable Planning valued at \$900,000 with a cost of living increase of 0%

Therefore, in addition to specific assets, you have identified special purpose funds with a combined value of \$2,185,000.

The Security Fund

In order to be confident that you have retained sufficient resources for the future, we have inflated your definition of financial independence by a factor of 100%. In other words, your goal is to be financially independent. These additional funds will enhance your long-term financial security by 0%. With the addition of the security fund, your definition of financial independence increases to \$18,695,693. This is your financial independence goal.

FINANCIAL INDEPENDENCE STATUS DETAIL

In order to establish if you have achieved financial independence, your financial resources must be compared with your financial independence goal. This process has three steps:

- (1) Convert your financial resources into cash or a cash equivalent.

- (2) Establish your financial independence goal.
- (3) Compare your resources with your goals to determine your financial independence status.

CONVERTING ASSETS INTO CASH

The first step in analyzing financial resources is to convert existing assets into a cash equivalent. This puts all assets on an equal footing, where they can be lumped together and compared with requirements for financial independence. Two adjustments are required to convert assets into cash. First, the assets must be appropriately discounted in order to reflect their unique nature. Second, potential future taxes must be taken into account.

Adjustments to Reflect Potential Discounts

Illiquid assets, or assets in which you own less than 51%, generally are more difficult to sell than marketable securities. Therefore, these assets should be adjusted to reflect potential discounts from fair market value. We have ignored assets that you intend to own into the future because, as you will not rely on them for income, an adjustment is not necessary.

The amount of the discount depends on the particular asset. In many cases, a discount may not be appropriate, while in some situations a discount as high as 50% or more may be necessary. A discount of up to 30% may be appropriate for illiquid assets such as real estate or partnership interests. In addition, a discount of up to 30% may be appropriate for assets in which you own less than 51% of the controlling ownership. In some cases, multiple discounts apply. For example, a 25% ownership interest in a parcel of raw land would be discounted between 30% and 60%, depending on the circumstances.

A discount also may apply to assets that are subject to a restrictive agreement governing the client's rights or assets that are inherently volatile or risky. If the client has invested a significant portion of financial resources in a single investment, a discount for lack of diversification may be appropriate.

For a full accounting of the discounts used in evaluating your assets, please refer to the attached report titled Assets Available for Financial Independence for Michael and Joan Williams.

Adjustments to Reflect Potential Future Taxes

The next step is to adjust the value of assets to reflect potential future taxes. First, estimate the potential capital gain tax on appreciated assets. As in the previous calculation, ignore those assets on the specific asset list. Because the client intends to own these assets for the foreseeable future, and will not rely on them for income, an adjustment is not necessary.

Potential Tax = (fair market value – cost basis - discounts) x applicable tax rate.

Now, estimate the ordinary income tax on retirement plans, IRAs, and other ordinary income assets, such

as deferred annuities. With most qualified retirement plans, the cost basis will be zero.

Potential Tax = (fair market value – cost basis - discounts) x applicable ordinary income tax rate.

For a full accounting of the taxes used in evaluating your assets, please refer to the attached report titled Assets Available for Financial Independence for Michael and Joan Williams.

Estimating the Net Value of Available Assets

Net available assets are calculated by subtracting potential tax and discounts from fair market value. In your present situation, you have gross assets valued at \$27,925,000, with debt totaling \$4,800,000 and a combined cost basis of \$4,410,000. Therefore, your assets have a net value of \$23,125,000. After adjusting for potential discounts of \$4,261,000, and potential taxes of \$195,000, your net available assets are \$18,669,000.

CONVERTING FUTURE INCOME INTO CASH

Once your assets have been converted into a cash equivalent, it is time to evaluate the value of available income sources. The objective is to convert each future source of income into its equivalent value of cash in today's dollars (i.e., all calculations are based upon 01/01/2008). Once this is complete, the resource value of your assets and income can be combined into a single number representing total available resources.

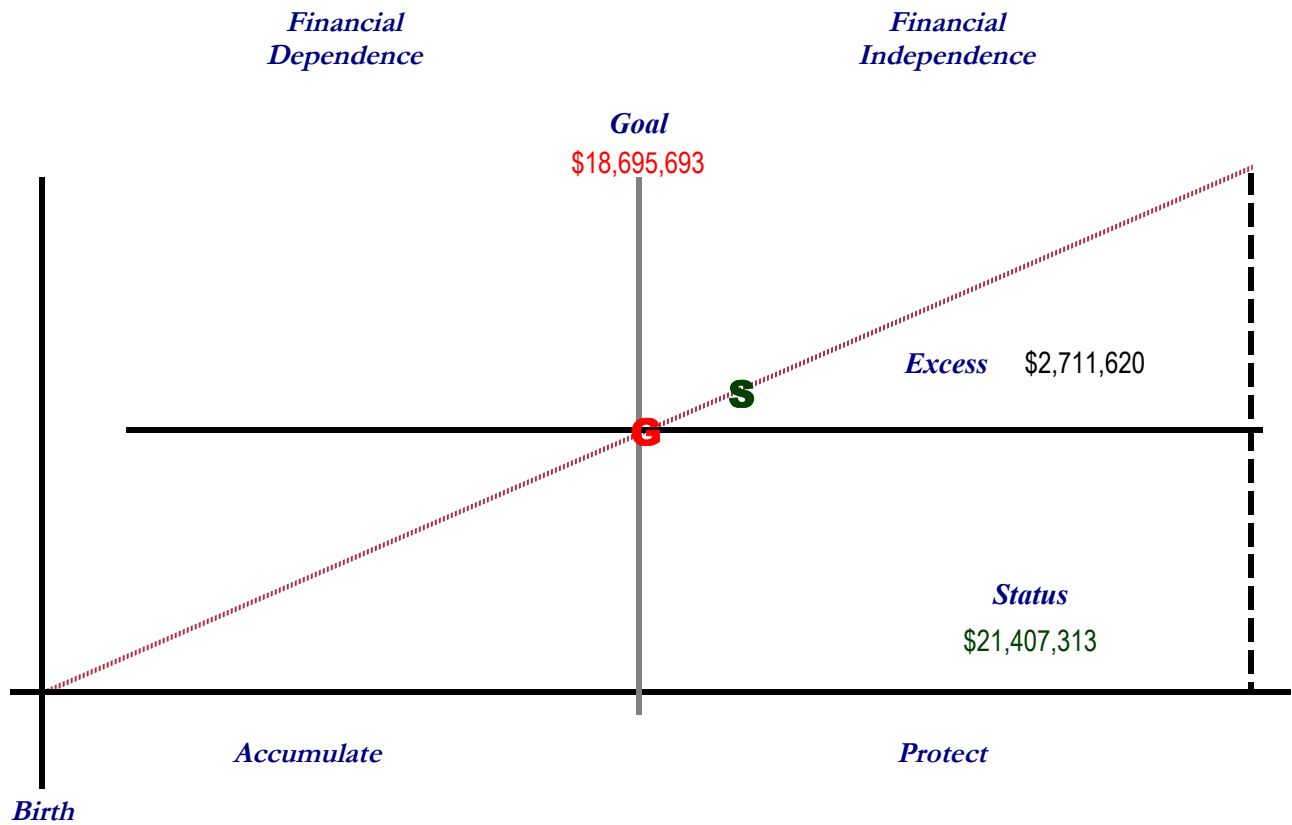
Consider this example:

An income stream of \$75,000 for 30 years without factoring in inflation would equal \$2,250,000 or \$75,000 x 30. However, if a 4% inflation adjustment is used each year for 30 years, the total value increases to \$4,206,370. This represents the gross value of the stream of income, after conversion into a lump sum of financial resources. Next, because not all of this income will be received in the first year, discount the value of payments received in years 2 through 30. This reflects the fact that a dollar received in year 30 is not worth as much as a dollar received today. Completing the example, assuming 4.8% after-tax earnings on your financial resources, the value of the pension income decreases to \$2,017,819. This adjustment puts this stream of income on an equal footing with other financial resources the client has today. Our analysis indicates that the present value of the income sources you are entitled to receive over the next 36 years is about \$4,278,615. For a detailed illustration of the income sources used in evaluating your financial independence, please refer to the report titled Income Sources Available for Financial Independence for Michael and Joan Williams.

Finally, an adjustment must be made for potential taxes. To put this on an equal footing with existing cash resources, we reduce this amount by your potential future tax liability. In your situation, the net after-tax value of your future income sources is \$2,738,313 or \$4,278,615 minus \$1,540,301 potential tax and \$0 in discounts.

LIFE PLANNING STAGES REPORT FOR MICHAEL AND JOAN WILLIAMS

PREPARED BY SCOTT JEFFERSON OF JEFFERSON CAPITAL, LLC
MONDAY, NOVEMBER 17, 2008



FINANCIAL INDEPENDENCE PYRAMID FOR MICHAEL AND JOAN WILLIAMS

PREPARED BY SCOTT JEFFERSON OF JEFFERSON CAPITAL, LLC

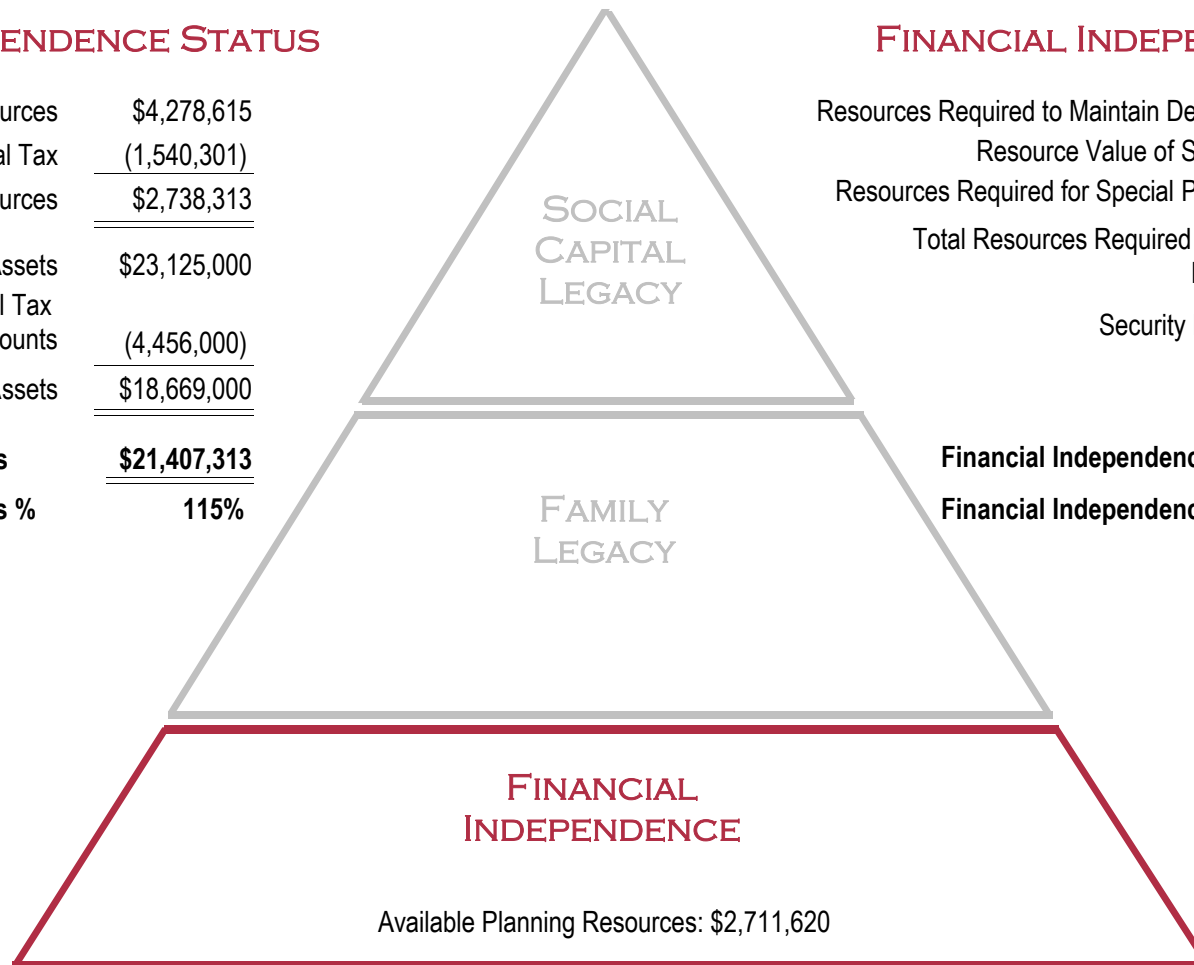
MONDAY, NOVEMBER 17, 2008

FINANCIAL INDEPENDENCE STATUS

Total Pre-Tax Income Sources	\$4,278,615
Total Discounts and Potential Tax	<u>(1,540,301)</u>
Total Net Income Sources	<u>\$2,738,313</u>
Total Pre-Tax Assets	\$23,125,000
Total Adjustment for Potential Tax and Valuation Discounts	<u>(4,456,000)</u>
Total After-Tax Assets	<u>\$18,669,000</u>
Financial Independence Status	<u>\$21,407,313</u>
Financial Independence Status %	115%

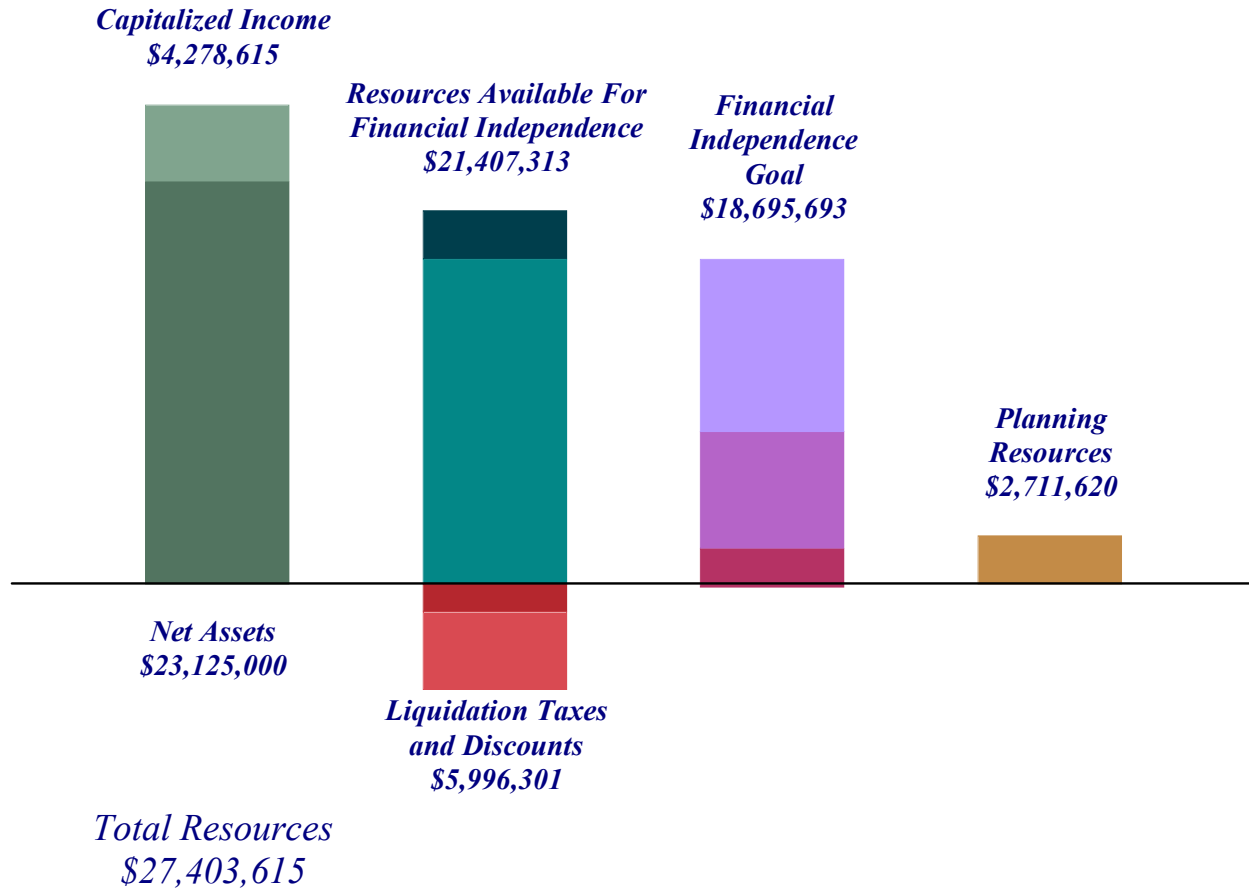
FINANCIAL INDEPENDENCE GOAL

Resources Required to Maintain Desired Lifestyle	\$9,835,693
Resource Value of Specific Assets	\$6,675,000
Resources Required for Special Purpose Funds	<u>\$2,185,000</u>
Total Resources Required For Financial Independence	\$18,695,693
Security Fund	0%
	<u>0</u>
Financial Independence Goal	<u>\$18,695,693</u>
Financial Independence Goal %	100%



FINANCIAL RESOURCES BAR GRAPH FOR MICHAEL AND JOAN WILLIAMS

PREPARED BY SCOTT JEFFERSON OF JEFFERSON CAPITAL, LLC
MONDAY, NOVEMBER 17, 2008



ASSETS AVAILABLE FOR FINANCIAL INDEPENDENCE FOR MICHAEL AND JOAN WILLIAMS

PREPARED BY SCOTT JEFFERSON OF JEFFERSON CAPITAL, LLC

MONDAY, NOVEMBER 17, 2008

<i>Asset Description</i>	<i>Asset Value</i>	<i>Asset Debt</i>	<i>Net Asset Value</i>	<i>Potential Discount</i>	<i>Cost Basis</i>	<i>Potential Tax</i>	<i>After Tax and Discount Asset Value</i>
Michael							
<i>Total Life Insurance Cash Values</i>	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<i>Total Limited Partnership</i>	\$17,000,000	\$4,500,000	\$12,500,000	\$0	\$0	\$3,400,000	\$9,100,000
<i>Michael Total</i>	\$17,000,000	\$4,500,000	\$12,500,000	\$0	\$0	\$3,400,000	\$9,100,000
Joint/Community							
<i>Total Equities</i>	\$5,575,000	\$0	\$5,575,000	\$0	\$3,475,000	\$365,000	\$5,210,000
<i>Total Investment Real Estate</i>	\$4,200,000	\$300,000	\$3,900,000	\$195,000	\$935,000	\$266,000	\$3,439,000
<i>Total Annuities</i>	\$1,150,000	\$0	\$1,150,000	\$0	\$0	\$230,000	\$920,000
<i>Joint/Community Total</i>	\$10,925,000	\$300,000	\$10,625,000	\$195,000	\$4,410,000	\$861,000	\$9,569,000
<i>Totals</i>	\$27,925,000	\$4,800,000	\$23,125,000	\$195,000	\$4,410,000	\$4,261,000	\$18,669,000

INCOME SOURCES AVAILABLE FOR FINANCIAL INDEPENDENCE FOR MICHAEL AND JOAN WILLIAMS

PREPARED BY SCOTT JEFFERSON OF JEFFERSON CAPITAL, LLC
 MONDAY, NOVEMBER 17, 2008

<i>Income Description</i>	<i>Income Amount</i>	<i>Cost of Living</i>	<i>Begin Year</i>	<i>End Year</i>	<i>After Tax Investment Rate</i>	<i>Net Present Value</i>	<i>Probability Discount</i>	<i>Potential Tax</i>	<i>After Tax and Discounts</i>	
Michael										
Business Owner	\$375,000	3 %	01/01/2008	12/31/2018	5 %	\$3,753,759	0 %	\$0	36 % \$1,351,353	\$2,402,406
<i>Michael Total</i>						\$3,753,759	\$0	\$1,351,353	\$2,402,406	
Joan										
Teacher	\$60,000	3 %	01/01/2009	12/31/2018	5 %	\$524,856	0 %	\$0	36 % \$188,948	\$335,908
<i>Joan Total</i>						\$524,856	\$0	\$188,948	\$335,908	
<i>Michael and Joan Williams Family Total</i>						\$4,278,615	\$0	\$1,540,301	\$2,738,313	

PLACE OF MOST POTENTIAL FOR MICHAEL AND JOAN WILLIAMS

PREPARED BY SCOTT JEFFERSON OF JEFFERSON CAPITAL, LLC
MONDAY, NOVEMBER 17, 2008

The Place of Most Potential Report is designed to identify key planning objectives and provide the clarity needed to take action. The process begins by identifying your goals for the future, while at the same time taking into perspective your current status. The planning gaps are the difference between where you are today and where you ultimately want to be. The place of most potential highlights our recommended steps to closing those gaps.

Below you will find your goals for the future, the planning gaps and the recommendations to ensure you begin taking action today.

Retirement Planning

Vision Profile Goal

Michael and Joan retire at age 65 and Joan at 62.

Importance

Secure future.
Able to maintain current lifestyle.

Supporting Resources

Investment portfolio.

Obstacles

Market fluctuations and unforeseen circumstances that would require more spending.

Readiness

1 2 3 4 5

(1 = Ready, 5 = Not Ready)

Planning Gap

Michael and Joan's retirement plan strategies for saving and investing has not been updated in several years.

Place Of Most Potential

A retirement analysis needs to be completed taking into consideration Michael and Joan's desire to retire in 10 years, their current after-tax income objective and their tolerance levels for investing.

Strategies

Financial Independence Model
Financial Plan
Retirement Needs Analysis

Social Capital Legacy
Vision Profile Goal

Donate to the Cape Cod Hospital Cardiovascular Services Center.

Importance

Provide excellent care on Cape Cod residents which allows individuals not to have to travel to Boston for services.
Feel passionate in providing security for the Center to continue to offer great care for the community and the ability to continuously improve the unit's technology and services.

Supporting Resources

Michael and Joan are not clear on where the funds for this goal will come from at this time.

Obstacles

Ensure money donated is used solely for the Cardiovascular Service Center.
Will this charitable planning hinder their desired standard of living.
Consideration of Michael and Joan adhoc philanthropic giving.

Readiness

1 2 **3** 4 5

(1 = Ready, 5 = Not Ready)

Planning Gap

Michael and Joan do not have a charitable planning structure for their philanthropic desires and control over their adhoc giving.

Place Of Most Potential

Create an effective charitable planning analysis that takes into consideration Michael and Joan's philanthropic desires.

Strategies

Social Capital Legacy Blueprint

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Estate Planning
Vision Profile Goal

Ensure Michael and Joan's wills are up to date and reflects all of their current goals.

Importance

To avoid any unnecessary taxes.
To ensure children are treated fairly.

Supporting Resources

Distribution for children has been determined.

Obstacles

All options for tax planning may not have been presented.

Readiness

1 2 3 4 5

(1 = Ready, 5 = Not Ready)

Planning Gap

Current wills and trust are outdated and need to reflect current goals and desires.

Place Of Most Potential

Need to conduct an analysis of wills and trusts as well as outline goals for heirs and social capital.

Strategies

Family Meeting
Estate Plan Analysis

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Education Planning

Vision Profile Goal

Create college fund for children and grandchildren.

Importance

To prevent debt upon graduation.
To enable grandchildren to attend the college of their choice and not be restricted financially.

Supporting Resources

Current investment portfolio.

Obstacles

If child or grandchild chooses not to attend a higher education.

Readiness

1 2 3 4 5

(1 = Ready, 5 = Not Ready)

Planning Gap

Market conditions.
Being able to maintain current income rate until retirement.

Place Of Most Potential

Create education trust funded properly to last generations taking into account all future generations needs and considerations (ie special needs, private schools, life experiences).

Strategies

Education Trust

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Risk Management

Vision Profile Goal

Obtain a proper level of protection in the event of injury or death of Michael or Joan.

Importance

Ensure that Hillary does not need more income than her current job provides if anything were to happen to Michael.

Supporting Resources

Current financial situation allows the opportunity to purchase proper life insurance.

Obstacles

Michael is adverse to purchasing additional coverage and feels that his investment portfolio is enough to protect Joan and his family.

Readiness

1 2 3 4 5

(1 = Ready, 5 = Not Ready)

Planning Gap

Thorough review of policies and financial status has not been completed in many years.

Place Of Most Potential

A thorough review of the current policies and completing a financial plan to determine that Michael and Joan's needs will be met and that they will be protected in the case of any life changing event.

Strategies

Survivor Needs Analysis
Survivor Lifetime Access Trust

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Recreation
Vision Profile Goal

Maintain yearly membership at the Oyster Harbors Club for next 30 years.

Importance

Ability to Golf which is a favorite past time for both Michael and Joan.
Social benefits, many friends are members.
Ability to host family weddings on property.

Supporting Resources

Current stock portfolio.

Obstacles

Due to new goals and desires current financial resources may not be able to support annual membership fee.

Readiness

1 2 3 4 5

(1 = Ready, 5 = Not Ready)

Planning Gap

Does the current financial status support the membership for the next 30 years taking into account goals for family and change in current lifestyle.

Place Of Most Potential

Conduct a financial plan with budget analysis for lifestyle, family and social capital goals.

Strategies

Financial Independence Model

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