

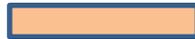
Structured Income Planning Report



Prepared for:
Sample Client
123 Main Street
Anywhere, USA
SClient@bellsouth.net



As prepared by: **William S Morris, ChFEBC**



Important Note - the values shown on the Income Plan in orange are hypothetical returns.

This page is the "Cover Page" and must be included with all presentations made to Preferred Client.

Assumptions and Disclaimer: This plan incorporates information shared by you, the client, with respect to your income, expenses and asset holdings. The plan recommendations are based on your current situation, your resources, and your goals. In addition, they are based on our current expectations of the behavior of the accounts and products we are recommending. This is a hypothetical example only and is not intended to predict the actual performance of any specific product. The returns have been illustrated to continue unchanged for all years shown but this is not likely to occur and actual results may be more or less favorable. All investments have risks associated with them and future loss is possible. For assets allocated to insurance contracts, the contract is subject to the claims paying ability of the carrier. Annuity distributions may be subject to withdrawal charges, premium bonus recapture charges and market value adjustments (if applicable) and may result in a loss of principal. Insurance company product recommendations must be accompanied by approved illustrations and/or brochures. Other investment recommendations must be accompanied by an approved prospectus. The income portion of this analysis does not take into account any taxes unless otherwise noted. All Income projections are hypothetical and should not be considered indicative of actual income. The tax calculations and tax projections shown in this report are approximate and not intended to be accurate. A tax professional should be consulted before making any decisions.

If there are any insurance products or annuities within the plan presentation, the National Association of Insurance Commissioners has specifically required that the consumer be given an illustration disclosing all aspects of how that product works and what the minimum guarantees are. This document does not generate the required illustration and that must be furnished separately.

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Investment Philosophy for: Sample Client

Prepared by: William S Morris, ChFEBC

Date: Nov 9, 2015

Client's Goals & Objectives

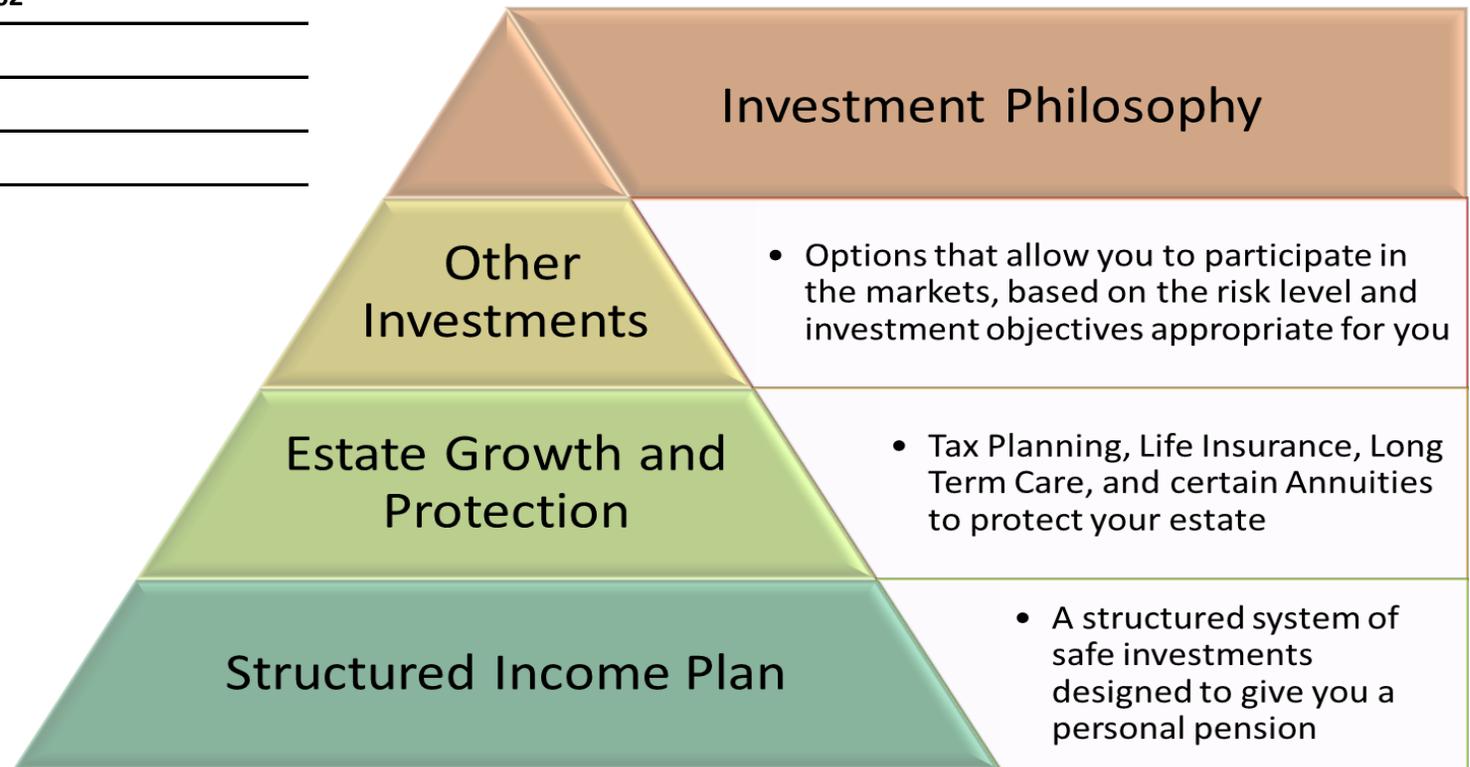
Payoff house by age 60

Maximize \$1,000,000 legacy to kids

Guaranteed \$5,000 after tax surplus per month

Start Social Security at age 62

Client's Biggest Concerns



Cash Flow and Taxes for: Sample Client

Prepared by: William S Morris, ChFEBC

Date: Nov 9, 2015

Tax Filing

joint 2014

joint 2014

joint 2014

joint 2014

Tax Module

	Phil's Age 56		Phil's Age 60		Phil's Age 62		Phil 68 & Teresa 62	
	Cash Flow	Tax Return	Cash Flow	Tax Return	Cash Flow	Tax Return	Cash Flow	Tax Return
Income								
Business / Work	158,200	158,200	158,200	158,200	0	0	0	0
Interest (8a)		0	0	0	0	0	0	0
Tax Exempt Int (8b)		0	0	0	0	0	0	0
Dividends (9a)		0	0	0	0	0	0	0
Qual Dividends (9b)				0		0		0
Schedule C Business (12)	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
Long Term Capital G(L) (13)		0	0	0	0	0	0	0
Property Rentals (17)		0	0	0	0	0	0	0
Distributions (15)	15,000	15,000	41,765	41,765	41,765	41,765	41,765	41,765
Distributions (15)		0	0	0	0	0	0	0
His Pension (16)	46,404	46,404	48,288	48,288	48,771	48,771	51,771	51,771
Her Pension (16)		0	0	0	0	0	0	0
His Social Security (20)			0		22,740		22,740	
Her Social Security (20)			0		0		8,076	
Total Social Security	0	0	0	0	22,740	19,329	30,816	26,194
Roth Conversion (15)				0		0		0
Less Income Adjustmts (36)		2,119		2,119		2,119		2,119
Income Sub Total	\$ 249,604	247,485	\$ 278,253	276,134	\$ 143,276	137,746	\$ 154,352	147,610
Expenses								
Medical Expenses (7.5 or 10%)		0	0	0	0	0	0	0
Property Taxes	500	500	500	500	500	500	500	500
Mortgage Interest		0	0	0	0	0	0	0
Charities		0	0	0	0	0	0	0
All other Schedule A		0	0	0	0	0	0	0
Misc Deductions (2%)		0	0	0	0	0	0	0
Schedule A Deductible		500		500		500		500
Non Deductible Expenses								
Mortgage / Rent	21,600		0		0		0	
Home Insurance			3,500		3,500		3,500	
Utilities	4,380		4,380		4,380		4,380	
Phone / Cable			0		0		0	
Maint/Landscaping			0		0		0	
Health Insurance	3,860		3,860		3,860		3,860	
Car Insurance			0		0		0	
Car, gas and maint			0		0		0	
Life Insurance GUL	12,000		12,000		12,000		12,000	
Life Insurance	965		200		200		200	
Food and Grocery	8,400		8,400		8,400		8,400	
Clothes / Home goods			0		0		0	
Entertainment / Meals	17,000		17,000		17,000		17,000	
Travel / Hobbies	6,000		6,000		6,000		6,000	
Credit Cards			0		0		0	
Savings			0		0		0	
Other Expenses	54,000		0		0		0	
Expenses Sub Total	\$ 128,705		\$ 55,840		\$ 55,840		\$ 55,840	
Income Taxes								
Personal Exemption	2	15,800	2	15,800	2	15,800	2	15,800
Standard Deduction		12,400		12,400		12,400		12,400
Largest Deduction - Schedule A or Standard		12,400		12,400		12,400		12,400
Capital Gains and Qualified Dividends		0		0		0		0
TAXABLE INCOME		219,285		247,934		109,546		119,410
Enter Tax Credits (54)		0		0		0		0
Self Employment Taxes (56)		3,685		3,685		3,685		3,685
Approximate Tax Calc		52,332		61,407		22,784		25,250
Approximate State Tax Calc		0		0		0		0
Discretionary Income	\$ 68,567		\$ 161,006		\$ 64,652		\$ 73,262	

Values entered by William S Morris, ChFEBC. This page must be accompanied by Cover Page including all disclosures.

Structured Income Plan for: Sample Client

Prepared by: William S Morris, ChFEBC

Date: Nov 9, 2015

Scenario A - IRA Maximization Strategy

Planning Horizon		40		Phil's TSP		Phil's IRA		Phil's IRA - Allianz Core Income			Phil's IRA - BDC - CNL		Phil's IRA - BDC - FDIC III		Cannon Savings Account		Account Balance		
hypothetical				Account	Income	Account	Income	Account	Inc Rider	Death Ben	Account	Income	Account	Income	Account	Income	Accounts	Death Ben	
Year	Him	Her	2.25%	his IRA	4.00%	his IRA	2.00%	2.50%	his IRA		7.50%	his IRA	7.10%	his IRA	0.00%		Total	Total	
net return	56	50																	
initial amt			75,000		230,000		300,000			lump plus	85,000		85,000		0		775,000		
bonus %			0.0%		0.0%		0.0%	0.0%	his inc		0.0%		0.0%		0.0%		0		
w/bonus			75,000		230,000		300,000	300,000		1,000,000	85,000		85,000		0		775,000	1,475,000	
end of 1	57	51	61,688	15,000	239,200		306,000	307,500		1,306,000	91,375		91,035		84,629	(84,629)	873,927	1,873,927	
end of 2	58	52	48,075	15,000	248,768		312,120	315,188		1,312,120	98,228		97,498		166,423	(81,794)	971,113	1,971,113	
end of 3	59	53	34,157	15,000	258,719		318,362	323,067		1,318,362	105,595		104,421		245,320	(78,897)	1,066,575	2,066,575	
end of 4	60	54	19,926	15,000	269,067		324,730	331,144		1,324,730	113,515		111,835		319,008	(73,687)	1,158,080	2,158,080	
end of 5	61	55	5,374	15,000	279,830		331,224	339,422		1,331,224	122,028		119,775		498,722	(179,714)	1,356,954	2,356,954	
end of 6	62	56	5,495		279,830	11,193	321,896		15,953	1,321,896	122,028	9,152	119,296	8,983	577,303	(78,581)	1,425,848	2,425,848	
end of 7	63	57	5,619		279,830	11,193	312,062		16,272	1,312,062	122,028	9,152	118,819	8,947	655,518	(78,215)	1,493,875	2,493,875	
end of 8	64	58	5,745		279,830	11,193	301,706		16,597	1,301,706	122,028	9,152	118,343	8,911	733,353	(77,835)	1,561,006	2,561,006	
end of 9	65	59	5,874		279,830	11,193	290,811		16,929	1,290,811	122,028	9,152	117,870	8,876	810,794	(77,441)	1,627,208	2,627,208	
end of 10	66	60	6,006		279,830	11,193	279,359		17,268	1,279,359	122,028	9,152	117,399	8,840	887,828	(77,034)	1,692,450	2,692,450	
end of 11	67	61	6,142		279,830	11,193	267,333		17,613	1,267,333	122,028	9,152	116,929	8,805	964,439	(76,611)	1,756,701	2,756,701	
end of 12	68	62	6,280		279,830	11,193	254,714		17,966	1,254,714	122,028	9,152	116,461	8,770	1,048,132	(83,693)	1,827,446	2,827,446	
end of 13	69	63	6,421		279,830	11,193	241,483		18,325	1,241,483	122,028	9,152	115,995	8,735	1,131,442	(83,310)	1,897,201	2,897,201	
end of 14	70	64	6,566		279,830	11,193	227,622		18,691	1,227,622	122,028	9,152	115,531	8,700	1,214,354	(82,912)	1,965,931	2,965,931	
end of 15	71	65	6,713		279,830	11,193	213,109		19,065	1,213,109	122,028	9,152	115,069	8,665	1,296,851	(82,497)	2,033,602	3,033,602	
end of 16	72	66	6,864		279,830	11,193	197,925		19,446	1,197,925	122,028	9,152	114,609	8,630	1,378,918	(82,067)	2,100,175	3,100,175	
end of 17	73	67	7,019		279,830	11,193	182,048		19,835	1,182,048	122,028	9,152	114,151	8,596	1,460,539	(81,620)	2,165,615	3,165,615	
end of 18	74	68	7,177		279,830	11,193	165,457		20,232	1,165,457	122,028	9,152	113,694	8,561	1,541,696	(81,157)	2,229,882	3,229,882	
end of 19	75	69	7,338		279,830	11,193	148,129		20,637	1,148,129	122,028	9,152	113,239	8,527	1,622,372	(80,676)	2,292,937	3,292,937	
end of 20	76	70	7,503		279,830	11,193	130,042		21,049	1,130,042	122,028	9,152	112,786	8,493	1,702,550	(80,178)	2,354,740	3,354,740	
end of 21	77	71	7,672		279,830	11,193	111,173		21,470	1,111,173	122,028	9,152	112,335	8,459	1,782,211	(79,661)	2,415,249	3,415,249	
end of 22	78	72	7,845		279,830	11,193	91,496		21,900	1,091,496	122,028	9,152	111,886	8,425	1,861,336	(79,126)	2,474,422	3,474,422	
end of 23	79	73	8,021		279,830	11,193	70,988		22,338	1,070,988	122,028	9,152	111,438	8,391	1,939,908	(78,571)	2,532,214	3,532,214	
end of 24	80	74	8,202		279,830	11,193	49,624		22,785	1,049,624	122,028	9,152	110,993	8,358	2,017,905	(77,998)	2,588,582	3,588,582	
end of 25	81	75	8,386		279,830	11,193	27,376		23,240	1,027,376	122,028	9,152	110,549	8,324	2,095,309	(77,404)	2,643,478	3,643,478	
end of 26	82	76	8,575		279,830	11,193	4,218		23,705	1,004,218	122,028	9,152	110,106	8,291	2,172,098	(76,789)	2,696,856	3,696,856	
end of 27	83	77	8,768		279,830	11,193	0		24,179	1,000,000	122,028	9,152	109,666	8,258	2,248,252	(76,154)	2,768,544	3,768,544	
end of 28	84	78	8,965		279,830	11,193	0		24,663	1,000,000	122,028	9,152	109,227	8,225	2,323,748	(75,497)	2,843,800	3,843,800	
end of 29	85	79	9,167		279,830	11,193	0		25,156	1,000,000	122,028	9,152	108,790	8,192	2,398,566	(74,817)	2,918,382	3,918,382	
end of 30	86	80	9,373		279,830	11,193	0		25,659	1,000,000	122,028	9,152	108,355	8,159	2,472,681	(74,116)	2,992,268	3,992,268	
end of 31	87	81	9,584		279,830	11,193	0		26,172	1,000,000	122,028	9,152	107,922	8,127	2,546,072	(73,391)	3,065,436	4,065,436	
end of 32	88	82	9,800		279,830	11,193	0		26,696	1,000,000	122,028	9,152	107,490	8,094	2,618,714	(72,642)	3,137,862	4,137,862	
end of 33	89	83	10,020		279,830	11,193	0		27,230	1,000,000	122,028	9,152	107,060	8,062	2,690,582	(71,869)	3,209,521	4,209,521	
end of 34	90	84	10,246		279,830	11,193	0		27,774	1,000,000	122,028	9,152	106,632	8,030	2,761,653	(71,071)	3,280,389	4,280,389	
end of 35	91	85	10,476		279,830	11,193	0		28,330	1,000,000	122,028	9,152	106,205	7,997	2,831,900	(70,247)	3,350,440	4,350,440	
end of 36	92	86	10,712		279,830	11,193	0		28,896	1,000,000	122,028	9,152	105,781	7,965	2,901,297	(69,397)	3,419,648	4,419,648	
end of 37	93	87	10,953		279,830	11,193	0		29,474	1,000,000	122,028	9,152	105,357	7,934	2,969,818	(68,521)	3,487,987	4,487,987	
end of 38	94	88	11,199		279,830	11,193	0		30,064	1,000,000	122,028	9,152	104,936	7,902	3,037,435	(67,617)	3,555,429	4,555,429	
end of 39	95	89	11,451		279,830	11,193	0		30,665	1,000,000	122,028	9,152	104,516	7,870	3,104,120	(66,685)	3,621,946	4,621,946	
end of 40	96	90	11,709		279,830	11,193	0		31,278	1,000,000	122,028	9,152	104,098	7,839	3,169,843	(65,724)	3,687,509	4,687,509	
			75,000		391,762		797,555				320,325		293,941		(3,169,843)				

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Structured Income										Targets	
Planned Distrb'tn	Phil's FAA Pension	Phil's Soc Sec	Teresa's Soc Sec	Phil's New Job	Elite Pro Net	Atlanta Vapor	Ignite	Approx Income Tax	After Tax Income	After Tax Target	Income Gap
subtotal of account incomes	Infl Factor	Infl Factor	Infl Factor	Infl Factor	Infl Factor	Infl Factor	Infl Factor	Eff Tax Rate		Infl Factor	from total income to target
	1.0%	1.0%	1.0%	0.0%	0.0%	0.0%	0.0%	21.2%		2.0%	
(69,629)	46,404	0	0	158,200	18,000	9,000	3,000	(34,975)	130,000	130,000	0
(66,794)	46,868	0	0	158,200	18,000	9,000	3,000	(35,674)	132,600	132,600	0
(63,897)	47,337	0	0	158,200	18,000	9,000	3,000	(36,388)	135,252	135,252	0
(58,687)	47,810	0	0	158,200	18,000	9,000	3,000	(39,366)	137,957	137,957	0
(164,714)	48,288	0	0	158,200	18,000	9,000	3,000	(15,934)	55,840	55,840	0
(33,299)	48,771	22,740	0	0	18,000	9,000	3,000	(11,255)	56,957	56,957	0
(32,650)	49,259	22,967	0	0	18,000	9,000	3,000	(11,480)	58,096	58,096	0
(31,981)	49,751	23,197	0	0	18,000	9,000	3,000	(11,710)	59,258	59,258	0
(31,291)	50,249	23,429	0	0	18,000	9,000	3,000	(11,944)	60,443	60,443	0
(30,580)	50,751	23,663	0	0	18,000	9,000	3,000	(12,183)	61,652	61,652	0
(29,848)	51,259	23,900	0	0	18,000	9,000	3,000	(12,426)	62,885	62,885	0
(36,613)	51,771	24,139	8,076	0	18,000	9,000	3,000	(13,231)	64,143	64,143	0
(35,905)	52,289	24,380	8,157	0	18,000	9,000	3,000	(13,495)	65,425	65,425	0
(35,175)	52,812	24,624	8,238	0	18,000	9,000	3,000	(13,765)	66,734	66,734	0
(34,422)	53,340	24,870	8,321	0	18,000	9,000	3,000	(14,041)	68,069	68,069	0
(33,645)	53,874	25,119	8,404	0	18,000	9,000	3,000	(14,322)	69,430	69,430	0
(32,844)	54,412	25,370	8,488	0	18,000	9,000	3,000	(14,608)	70,819	70,819	0
(32,018)	54,956	25,624	8,573	0	18,000	9,000	3,000	(14,900)	72,235	72,235	0
(31,167)	55,506	25,880	8,659	0	18,000	9,000	3,000	(15,198)	73,680	73,680	0
(30,290)	56,061	26,139	8,745	0	18,000	9,000	3,000	(15,502)	75,153	75,153	0
(29,386)	56,622	26,400	8,833	0	18,000	9,000	3,000	(15,812)	76,656	76,656	0
(28,455)	57,188	26,664	8,921	0	18,000	9,000	3,000	(16,128)	78,189	78,189	0
(27,497)	57,760	26,931	9,010	0	18,000	9,000	3,000	(16,451)	79,753	79,753	0
(26,510)	58,337	27,200	9,100	0	18,000	9,000	3,000	(16,780)	81,348	81,348	0
(25,494)	58,921	27,472	9,191	0	18,000	9,000	3,000	(17,116)	82,975	82,975	0
(24,448)	59,510	27,747	9,283	0	18,000	9,000	3,000	(17,458)	84,635	84,635	0
(23,371)	60,105	28,025	9,376	0	18,000	9,000	3,000	(17,807)	86,328	86,328	0
(22,264)	60,706	28,305	9,470	0	18,000	9,000	3,000	(18,163)	88,054	88,054	0
(21,124)	61,313	28,588	9,564	0	18,000	9,000	3,000	(18,526)	89,815	89,815	0
(19,952)	61,926	28,874	9,660	0	18,000	9,000	3,000	(18,897)	91,611	91,611	0
(18,746)	62,546	29,163	9,757	0	18,000	9,000	3,000	(19,275)	93,444	93,444	0
(17,507)	63,171	29,454	9,854	0	18,000	9,000	3,000	(19,660)	95,313	95,313	0
(16,232)	63,803	29,749	9,953	0	18,000	9,000	3,000	(20,054)	97,219	97,219	0
(14,921)	64,441	30,046	10,052	0	18,000	9,000	3,000	(20,455)	99,163	99,163	0
(13,574)	65,085	30,347	10,153	0	18,000	9,000	3,000	(20,864)	101,146	101,146	0
(12,190)	65,736	30,650	10,254	0	18,000	9,000	3,000	(21,281)	103,169	103,169	0
(10,768)	66,393	30,957	10,357	0	18,000	9,000	3,000	(21,707)	105,233	105,233	0
(9,306)	67,057	31,266	10,460	0	18,000	9,000	3,000	(22,141)	107,337	107,337	0
(7,804)	67,728	31,579	10,565	0	18,000	9,000	3,000	(22,584)	109,484	109,484	0
(6,261)	68,405	31,895	10,671	0	18,000	9,000	3,000	(23,035)	111,674	111,674	0
(1,291,261)	2,268,523	947,355	270,145	791,000	720,000	360,000	120,000	(746,588)	3,439,175	3,439,175	0

Asset Allocation and Net Worth for: Sample Client

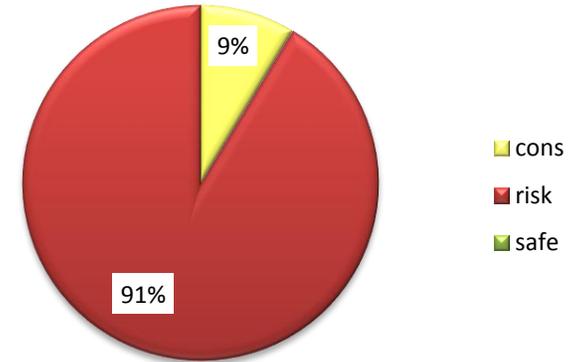
Prepared by: William S Morris, ChFEBC

Date: Nov 9, 2

Real Estate

	Market Value	Owed	Net
Cannongate Home	260,000	200,000	60,000
Subtotal			60,000

Current Allocation



Assets

Tax Qual	Allo- cation	Owner	Amount	Current Asset Accounts
TSP	risk	him	770,000	Phil's TSP - Thrift Savings Plan
SIMPLE	cons	her	13,000	Teresa's Simple IRA - Teresa's Simple IRA
NQ	cons	joint	60,000	Client Jt Checking - Client Jt Checking Account
Total			843,000	
Net Worth			\$ 903,000	

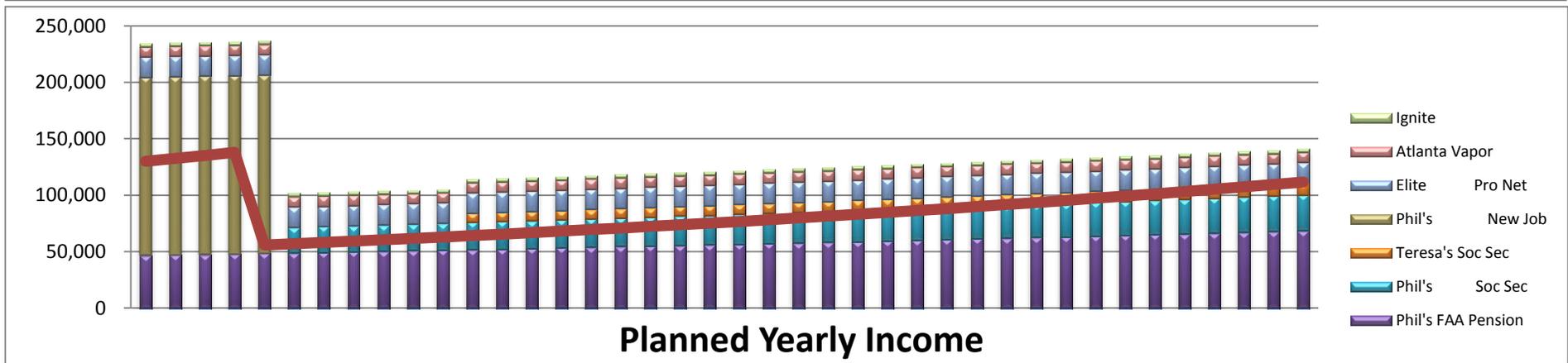
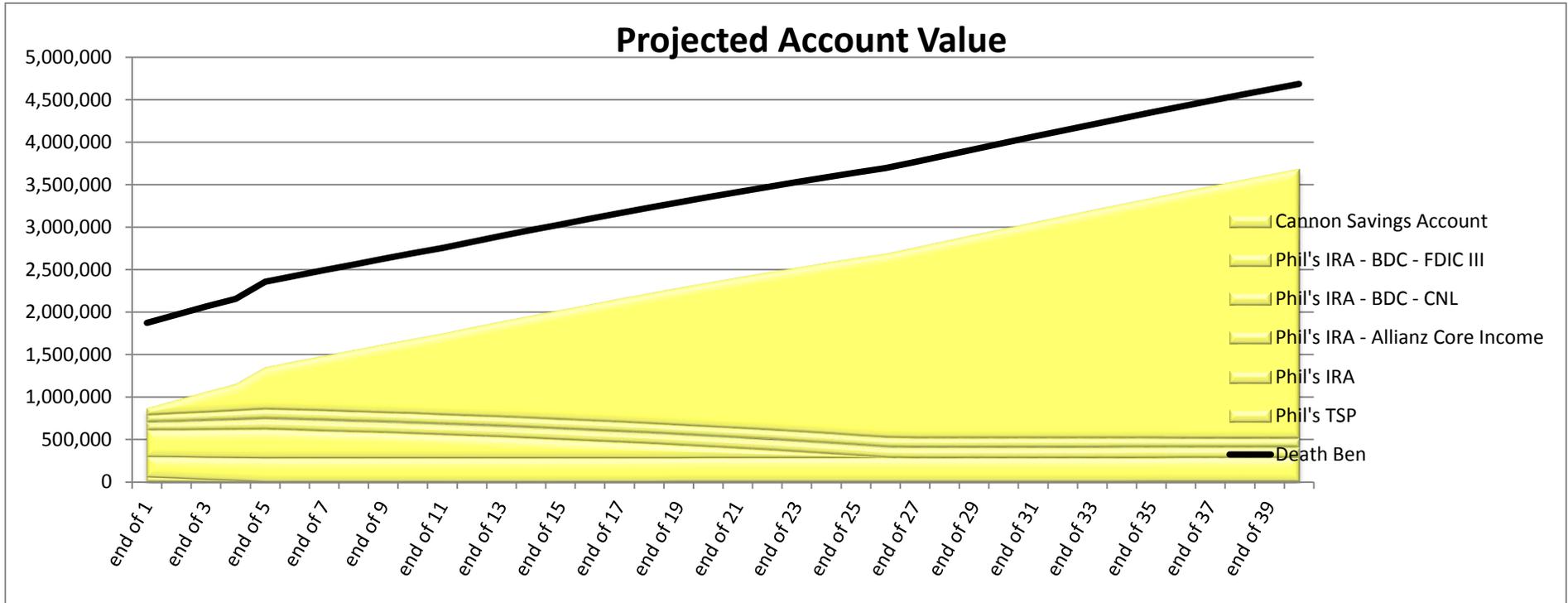
Values entered by William S Morris, ChFEBC . This page must be accompanied by Cover Page including all disclosures.

Structured Income Plan for: Sample Client

Prepared by: William S Morris, ChFEBC

Date: Nov 9, 2015

Scenario A - IRA Maximization Strategy



Item List Details for: Sample Client

Discovery Current Inventory
 Scenario A IRA Maximization Strategy
 All Items

Effective Tax Rate 0.0%
 0.0%

Accounts		amount	hypothetical rate	bonus	income rider	death benefit	include in tax calc	years defer	allocatn	owner	tax qual	Company	Account Num
Phil's TSP	Thrift Savings Plan	\$75,000	2.25%	0.0%			yes	0	cons	him	TSP		
Phil's IRA - Allianz Core Inco	Thrift Savings Plan	\$300,000	2.00%	0.0%	ALZfl 56	1,000,000	yes	0	cons	him	IRA		
Phil's IRA - BDC - CNL	BDC - CNL -CCT	\$85,000	7.50%	0.0%			yes	0	cons	him	IRA		
Phil's IRA - BDC - FDIC III	BDC - FDIC III	\$85,000	7.10%	0.0%			yes	0	cons	him	IRA		
Phil's IRA	IRA General Account	\$230,000	4.00%	0.0%			yes	0	cons	him	IRA		
Cannon Savings Account		\$0	0.00%	0.0%			yes	0	cons	joint	NQ		
Incomes		first year income	inflation rate		delay inc age	delay inc based on	include in tax calc						
Phil's FAA Pension	FAA Pension	\$46,404	1.00%				yes						
Phil's Soc Sec	Phil's Social Security	\$22,740	1.00%		62	his age	yes						
Teresa's Soc Sec	Teresa's Social Security	\$8,076	1.00%		62	her age	yes						
Phil's New Job	Phil's New Job	\$158,200	0.00%				yes						
Elite Pro Net	Teresa's Elite Pro Net	\$18,000	0.00%				yes						
Atlanta Vapor	Atlanta Vapor	\$9,000	0.00%				yes						
Ignite	Ignite	\$3,000	0.00%				yes						
Targets		first year income	inflation rate		infl cap age	infl cap based on							
Target		\$130,000	2.00%										



Other



Step 1	Keep \$70,000 in the Thrift Savings Plan and withdraw \$1,250 per month to finance the IRA Maximization Strategy to replace \$1,000,000 of qualified assets.
Step 2	Transfer \$300,000 into an IRA to create Annuity Arbitrage to finance the premium for the \$1,000,000 guaranteed universal life policy. Start withdrawals at age 60 using a guaranteed income from an annuity.
Step 3	Purchase 20% of Business Development Companies to create a 7.5% in dividends that will have a negative correlation to the stock market and will float with rising interest rates.
Step 4	Remaining \$230,000 should be invested into a growth portfolio with a guaranteed income rider.

**SCHEDULE YOUR OWN CONFIDENTIAL MEETING
TO RECEIVE YOUR COMPLIMENTARY
FEDERAL BENEFIT ANALYSIS**

