



Retirement Planning Report

Prepared for

John and Jane Doe

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Disclosure

This presentation is an overview of retirement planning to assist you in exploring potential retirement planning opportunities. This is not your plan for retirement or a specific recommendation of how you should plan for retirement. Your tax and legal advisors should be consulted before you make any retirement planning decision to determine (1) the suitability of a particular planning alternative and (2) the precise legal, tax, investment, and accounting consequences of that alternative. None of the ING insurers or any ING subsidiary or affiliated company, their agents, employees, registered representatives, officers, or directors can give you legal, tax, or accounting advice. Any comments about tax treatment simply reflect an understanding of current interpretations of tax laws as they relate to retirement planning and life insurance. Tax laws are always subject to interpretations and possible changes in the future.

Calculations in the reports are estimates only. This presentation does not attempt to illustrate the precise legal, tax, accounting or investment consequences of a particular alternative. Actual results may vary substantially from the figures shown. The precise consequences of a particular planning alternative depend on many variables, some of which may not be accounted for or fully described in this presentation.

This analysis is based on information provided by you, and in some cases, on assumptions made by us. Because your retirement planning concerns and goals may change in the future, periodically monitoring actual results and making appropriate adjustments are essential components of your program.

During the course of planning, retirement strategies may be proposed, which include the acquisition of insurance and other financial products. When this occurs, additional information about the specific product, including a prospectus when required, will be provided for your review.

Retirement Analysis - Goal

FYI

Setting financial goals is the first step to reaching them.

Knowing where you are in relation to your retirement goals can help you know what to do to achieve them.

Most people need 60-80 percent of their pre-retirement income to maintain their standard of living during retirement. However, a fixed percentage may not be right for everyone. The amount you will need depends on your vision of retirement including a variety of variables such as work, travel, hobbies, relocation expenses, and more.

People are living longer and spending more time in retirement than a generation ago.

If you retire at age 65, you can expect to live an additional 20 years (male) to 23 years (female).

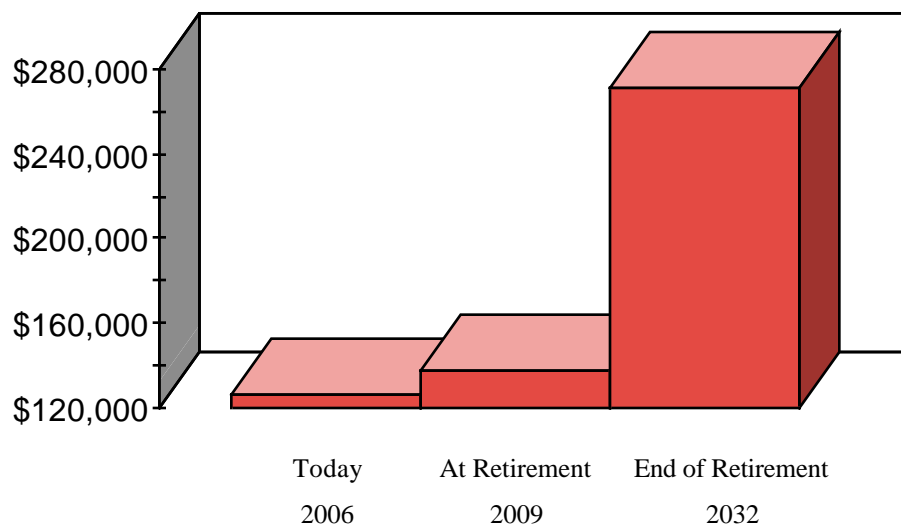
Source: Society of Actuaries Annuity 2001 Mortality Table

Retirement Goal

You indicated that you would like to have the equivalent of \$126,000 in annual income during retirement.

Impact of Inflation on Retirement Goal

At a 3.00% inflation rate, what \$126,000 buys today will cost \$137,684 at retirement and \$271,730 by the end of your retirement.



Your Retirement Information

	John	Jane
Current age	63	61
Years to retirement	3	4
Desired retirement age	66	65
Years during retirement	24	23
Ending retirement age	90	88

Retirement Analysis - Income Sources

FYI

Government programs

Social Security, military service income, and civil service income. To receive a personal estimate of benefits, call the Social Security Administration at 800-772-1213.

Retirement plans

Include current IRAs, 401(k)s, 403(b)s, defined contribution, and other plans dedicated to retirement funding.

Personal assets

Include other assets specified for retirement funding.

Liquid assets include cash, savings accounts, and CDs.

Investment assets include stocks, mutual funds, and bonds.

Business assets include real estate, and personal business.

Other assets may include a home, artwork, or collectibles that will provide retirement income.

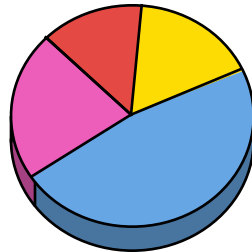
Other income during retirement includes income from rentals or working part-time.

Asset returns

The return you earn on assets has a significant impact on the balance of your savings over time. Be sure to monitor your actual returns regularly.

Current Funding of Retirement Goal

Your current assets and projected retirement income sources may fund about 86% of your retirement income goal. This would be like changing your current monthly income (before tax) from \$20,833 to \$17,930.



Government programs	17%
Retirement plans	47%
Personal assets	22%
Shortfall	14%

Current Retirement Assets & Income Resources *

Government Programs

	John	Jane
Social Security (do you qualify?)	Yes	No

Retirement Plans

	Balance	Annual Contributions
Defined contribution plans -- John	\$1,220,000	\$18,000
Defined contribution plans -- Jane	\$30,000	\$0
Defined benefit plans (do you qualify?)	No	No

Personal Assets

Liquid value now	\$150,000
Investment value now	\$420,000
Business value now	\$0
Other value now	\$0
Planned future annual savings	\$0
Other income during retirement	\$0

To meet your retirement goal you will need to accumulate an additional \$337,637** over the next 3 years. This is the same as \$308,986 in today's dollars (discounted at 3.00%).

** This is a hypothetical example that assumes the additional funding accumulates in a taxable account. Actual results will vary.

* See Needs and Resources table for year-by-year dollar estimates.

Assumptions:

Post-retirement annual rate of return (before tax)	6.00%	Average income tax rate	28.00%
% of non-retired spouse's income to fund retirement goal	100%	Inflation rate	3.00%

Retirement Analysis - Solutions

FYI

Solutions

Possible solutions may include periodically putting more aside for retirement and increasing your investment rate of return on selected assets.

Put more aside

One key to reaching your retirement goals is to develop a habit of saving regularly. Systematic investing can be a simple technique to help you reach your goals.

Increase returns

Changing your portfolio allocation may help increase your investment returns. The increase returns example illustrated on this page shows how assets would react to higher returns. While a number of factors may affect your rate of return, generally you may improve your return by:

- Accepting higher investment risk
- Using tax-sheltered investments (e.g., 401(k)s, IRAs, Deferred Annuities)

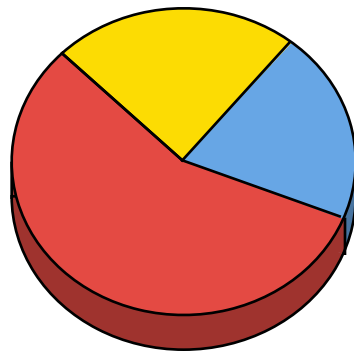
The strategy that may be most suitable for you depends on your financial resources, risk tolerance, and other investments you own.




Retirement Goal Funded with Solutions

By implementing the solutions proposed below, you may be able to increase your projected retirement funding from 86% to 92% of your goal. In order to make up for your shortage, consider:

- Saving more for retirement
- Changing your portfolio allocation to increase the rate of return on your retirement assets and savings

Solutions



	Put more aside	23%
	Increase returns	20%
	Accumulation needed	56%

Put More Aside

Saving an additional \$2,000 a month for 3 years may fund an additional 23% of your retirement goal.*

To fully fund retirement, save an additional \$8,588 for 3 years. (This \$8,588 is in addition to current planned savings but includes the \$2,000 mentioned above.)

Increase Returns

Changing your portfolio allocation to increase the rate of return on selected assets may fund an additional 20% of your goal.

See Appendix for details on the proposed selected assets and the increase of returns.

Assumptions:

* Assumes additional funds saved earn a before-tax rate of return of 6.00%, will increase at 3.00% annually, and be in a Tax Exempt asset.

Retirement Analysis - Summary

FYI

Time is one of your most important allies in helping you reach your goals. Postponing retirement planning is expensive. Waiting to save for retirement can result in a loss of thousands of dollars of retirement income.

You can accumulate retirement funds in a variety of savings vehicles. You should discuss the following programs with your investment advisor:

- Mutual funds
- Annuities
- Bonds
- Growth stocks

Annual review

It is important to put together a plan to monitor and review your retirement goals. See your financial advisor regularly to evaluate your progress.

Retirement Goal Funded with Solutions*

Your retirement goal	\$126,000	
Provided by current resources	\$108,438	86%
<i>Solutions:</i>		
Provided by additional monthly savings	\$4,090	3%
Provided by increasing returns	\$3,553	3%
Total provided	\$116,081	92%



■ Shortfall	8%
■ Government Programs	17%
■ Retirement Plans	47%
■ Personal Assets	22%
■ Alternatives	6%

Proposed solutions

- 1) Save an additional \$2,000 a month for retirement.
- 2) Review ways to increase selected returns by 1%.

Action Checklist

To help achieve your goals, the following items need to be completed:

- Review Objectives
- Consider Alternative Solutions
- Make Recommendations
- Complete Required Paperwork

*Average in today's dollars; see needs and resources table for year-by-year values.

Retirement Analysis - Increased Returns

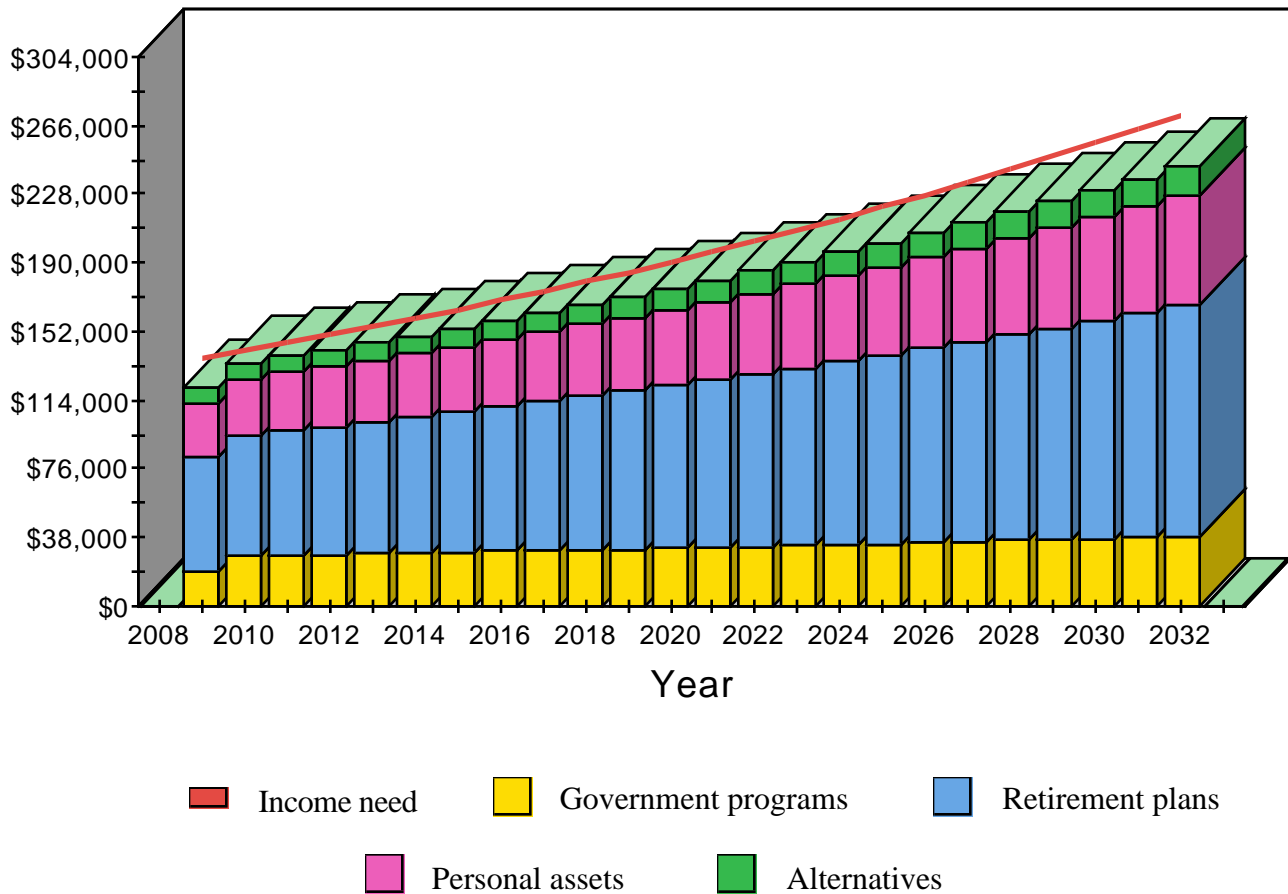
Appendix

<u>Asset Categories</u>	<u>Entered Assumed Annual Return</u>	<u>Alternative Annual Return</u>	<u>Alternative Annual Return Used in Analysis</u>
Retirement assets -- John	6.00%	7.00%	Yes
Retirement assets -- Jane	6.00%	7.00%	Yes
Liquid assets	2.00%	3.00%	No
Investment assets	6.00%	7.00%	Yes
Business assets	0.00%	1.00%	No
Other assets	0.00%	1.00%	No
Future annual savings for retirement	6.00%	7.00%	No

The Increase Returns example shows how assets would react to higher returns. The assumed return rates are for illustrative purposes only and represent hypothetical investment returns. These returns are not guaranteed and do not represent actual rates of return of any specific product. Actual results will vary.

Retirement Analysis - Needs and Resources

Retirement Resources - Annual Income



First year at retirement summary:

Retirement goal	\$2,422,406
Government programs	\$407,501
Retirement plans	\$1,141,793
Personal assets	\$535,474
Solutions	\$146,934

Additional Need ***\$190,703***

All numbers are approximate and are based on information you provided. Past performance is no guarantee of future results. Failure to review your situation in the future can result in an outcome dramatically different than portrayed herein.

Retirement Analysis - Needs and Resources

Retirement Resources - Annual Income

Future Values

The numbers shown in the table below are actual values for the given year. This means that in a future year, the numbers shown are the amounts projected that you desired or will receive during that year.

Year	Desired Income	Funding Sources				Additional Funding	Shortfall
		Government Programs	Retirement Plans	Personal Assets	Alternatives		
2009	\$137,684	\$18,722	\$63,435	\$30,435	\$8,295	\$0	\$16,796
2010	\$141,814	\$27,713	\$66,934	\$31,348	\$8,605	\$0	\$7,213
2011	\$146,069	\$28,129	\$68,942	\$32,289	\$8,864	\$0	\$7,845
2012	\$150,451	\$28,551	\$71,011	\$33,257	\$9,129	\$0	\$8,502
2013	\$154,964	\$28,979	\$73,141	\$34,255	\$9,403	\$0	\$9,186
2014	\$159,613	\$29,414	\$75,335	\$35,283	\$9,685	\$0	\$9,896
2015	\$164,401	\$29,855	\$77,595	\$36,341	\$9,976	\$0	\$10,634
2016	\$169,333	\$30,303	\$79,923	\$37,431	\$10,275	\$0	\$11,401
2017	\$174,413	\$30,757	\$82,321	\$38,554	\$10,584	\$0	\$12,198
2018	\$179,646	\$31,219	\$84,790	\$39,711	\$10,901	\$0	\$13,025
2019	\$185,035	\$31,687	\$87,334	\$40,902	\$11,228	\$0	\$13,884
2020	\$190,586	\$32,162	\$89,954	\$42,129	\$11,565	\$0	\$14,776
2021	\$196,304	\$32,645	\$92,653	\$43,393	\$11,912	\$0	\$15,701
2022	\$202,193	\$33,134	\$95,432	\$44,695	\$12,269	\$0	\$16,662
2023	\$208,259	\$33,631	\$98,295	\$46,036	\$12,637	\$0	\$17,659
2024	\$214,507	\$34,136	\$101,244	\$47,417	\$13,016	\$0	\$18,693
2025	\$220,942	\$34,648	\$104,282	\$48,839	\$13,407	\$0	\$19,766
2026	\$227,570	\$35,168	\$107,410	\$50,304	\$13,809	\$0	\$20,879
2027	\$234,397	\$35,695	\$110,632	\$51,814	\$14,223	\$0	\$22,033

Assumptions:

1. Your desired retirement income grows until retirement and then grows each year during retirement at the inflation rate of 3.00%.
2. Estimated Social Security grows each year at an inflation rate of 3.00%.
3. Alternatives include additional income that may be provided from saving more and increasing returns as suggested in this plan.
4. Additional Funding includes any funding that might be provided in a future year from a surplus (income exceeds need) that occurred in a previous year. Unless a previous year shows a surplus, this column will always be zero.
5. Shortfall for a given year is the amount by which the need exceeds the resources. A surplus (income exceeds need) is shown as a negative number.

Retirement Analysis - Needs and Resources Cont.

Retirement Resources - Annual Income

Future Values

Year	Desired Income	Government Programs	Retirement Plans	Personal Assets	Alternatives	Additional Funding	Shortfall
2028	\$241,429	\$36,230	\$113,951	\$53,368	\$14,650	\$0	\$23,229
2029	\$248,672	\$36,774	\$117,370	\$54,969	\$15,090	\$0	\$24,469
2030	\$256,132	\$37,326	\$120,891	\$56,618	\$15,542	\$0	\$25,755
2031	\$263,816	\$37,885	\$124,518	\$58,317	\$16,009	\$0	\$27,088
2032	\$271,730	\$38,454	\$128,253	\$60,066	\$16,489	\$0	\$28,469

Retirement Analysis - Needs and Resources

Retirement Resources - Annual Income

Today's Dollars

The numbers shown in the table below are in today's dollars. This means that in a future year, the numbers shown are today's equivalent to the need or income in the future year.

Year	Desired Income	Funding Sources				Additional Funding	Shortfall
		Government Programs	Retirement Plans	Personal Assets	Alternatives		
2009	\$126,000	\$17,134	\$58,052	\$27,852	\$7,591	\$0	\$15,371
2010	\$126,000	\$24,623	\$59,470	\$27,852	\$7,646	\$0	\$6,409
2011	\$126,000	\$24,264	\$59,470	\$27,852	\$7,646	\$0	\$6,767
2012	\$126,000	\$23,911	\$59,470	\$27,852	\$7,646	\$0	\$7,121
2013	\$126,000	\$23,563	\$59,470	\$27,852	\$7,646	\$0	\$7,469
2014	\$126,000	\$23,219	\$59,470	\$27,852	\$7,646	\$0	\$7,812
2015	\$126,000	\$22,881	\$59,470	\$27,852	\$7,646	\$0	\$8,150
2016	\$126,000	\$22,548	\$59,470	\$27,852	\$7,646	\$0	\$8,483
2017	\$126,000	\$22,220	\$59,470	\$27,852	\$7,646	\$0	\$8,812
2018	\$126,000	\$21,896	\$59,470	\$27,852	\$7,646	\$0	\$9,135
2019	\$126,000	\$21,577	\$59,470	\$27,852	\$7,646	\$0	\$9,454
2020	\$126,000	\$21,263	\$59,470	\$27,852	\$7,646	\$0	\$9,768
2021	\$126,000	\$20,953	\$59,470	\$27,852	\$7,646	\$0	\$10,078
2022	\$126,000	\$20,648	\$59,470	\$27,852	\$7,646	\$0	\$10,383
2023	\$126,000	\$20,348	\$59,470	\$27,852	\$7,646	\$0	\$10,684
2024	\$126,000	\$20,051	\$59,470	\$27,852	\$7,646	\$0	\$10,980
2025	\$126,000	\$19,759	\$59,470	\$27,852	\$7,646	\$0	\$11,272
2026	\$126,000	\$19,471	\$59,470	\$27,852	\$7,646	\$0	\$11,560
2027	\$126,000	\$19,188	\$59,470	\$27,852	\$7,646	\$0	\$11,844
2028	\$126,000	\$18,908	\$59,470	\$27,852	\$7,646	\$0	\$12,123
2029	\$126,000	\$18,633	\$59,470	\$27,852	\$7,646	\$0	\$12,398
2030	\$126,000	\$18,362	\$59,470	\$27,852	\$7,646	\$0	\$12,670

Assumptions:

The assumed inflation rate is 3.00%.

Retirement Analysis - Needs and Resources Cont.

Retirement Resources - Annual Income

Today's Dollars

Year	Desired Income	Government Programs	Retirement Plans	Personal Assets	Alternatives	Additional Funding	Shortfall
2031	\$126,000	\$18,094	\$59,470	\$27,852	\$7,646	\$0	\$12,937
2032	\$126,000	\$17,831	\$59,470	\$27,852	\$7,646	\$0	\$13,201

Retirement Analysis - Needs and Resources

Retirement Resources - Annual Income

Present Value at Retirement

The numbers shown in the table below are in present value dollars at retirement. This means that all numbers are grown out until the end of the analysis and then discounted at the growth rate until the first day of retirement.

Funding Sources

Year	Desired Income	Government Programs	Retirement Plans	Personal Assets	Alternatives	Additional Funding	Shortfall
2009	\$137,684	\$18,722	\$63,435	\$30,435	\$8,295	\$0	\$16,796
2010	\$133,787	\$26,144	\$63,146	\$29,574	\$8,118	\$0	\$6,805
2011	\$130,000	\$25,035	\$61,359	\$28,737	\$7,889	\$0	\$6,982
2012	\$126,321	\$23,972	\$59,622	\$27,923	\$7,665	\$0	\$7,139
2013	\$122,746	\$22,954	\$57,935	\$27,133	\$7,448	\$0	\$7,276
2014	\$119,272	\$21,980	\$56,295	\$26,365	\$7,238	\$0	\$7,395
2015	\$115,897	\$21,047	\$54,702	\$25,619	\$7,033	\$0	\$7,497
2016	\$112,616	\$20,153	\$53,153	\$24,894	\$6,834	\$0	\$7,582
2017	\$109,429	\$19,297	\$51,649	\$24,189	\$6,640	\$0	\$7,653
2018	\$106,332	\$18,478	\$50,187	\$23,505	\$6,452	\$0	\$7,709
2019	\$103,323	\$17,694	\$48,767	\$22,840	\$6,270	\$0	\$7,753
2020	\$100,398	\$16,943	\$47,387	\$22,193	\$6,092	\$0	\$7,784
2021	\$97,557	\$16,223	\$46,046	\$21,565	\$5,920	\$0	\$7,803
2022	\$94,796	\$15,535	\$44,742	\$20,955	\$5,752	\$0	\$7,812
2023	\$92,113	\$14,875	\$43,476	\$20,362	\$5,590	\$0	\$7,811
2024	\$89,506	\$14,244	\$42,246	\$19,785	\$5,431	\$0	\$7,800
2025	\$86,973	\$13,639	\$41,050	\$19,225	\$5,278	\$0	\$7,781
2026	\$84,511	\$13,060	\$39,888	\$18,681	\$5,128	\$0	\$7,754
2027	\$82,120	\$12,506	\$38,759	\$18,153	\$4,983	\$0	\$7,719
2028	\$79,795	\$11,975	\$37,662	\$17,639	\$4,842	\$0	\$7,678
2029	\$77,537	\$11,466	\$36,596	\$17,140	\$4,705	\$0	\$7,630
2030	\$75,343	\$10,980	\$35,561	\$16,655	\$4,572	\$0	\$7,576

Assumptions:

The assumed inflation rate is 3.00%.

Retirement Analysis - Needs and Resources Cont.

Retirement Resources - Annual Income

Present Value at Retirement

Year	Desired Income	Government Programs	Retirement Plans	Personal Assets	Alternatives	Additional Funding	Shortfall
2031	\$73,210	\$10,513	\$34,554	\$16,183	\$4,442	\$0	\$7,517
2032	\$71,138	\$10,067	\$33,576	\$15,725	\$4,317	\$0	\$7,453