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**Retirement Option Planning - Pension Maximization (ROP)©
An Alternative Approach to Pension Options**

Prepared for:

**John Smith
&
Jane Smith**

Employer: Anytown School District

John's Target Retirement Date 9/1/2010

Presented by:

John Doe

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Prepared on:

6/21/2010

Points to Ponder about "PensionMax"

3 Primary Objectives are Common to All of Our Clients:

1. **Security** - They want to know that their family future is secure. They want assurance that their survivor receives enough income whether it is through their pension plan or from life insurance proceeds.

We advise clients to ask their life insurance agent or financial advisor if the life insurance policy they are presented is fully insured and placed with an AM Best Rated insurance company.

2. **Financial Flexibility** - The ability to control their destiny and adjust their plans as needs change. As you will see in the following pages, our approach is more flexible than what your pension plan's survivor option offers. The following are examples:

A. If your beneficiary should die first, you can surrender the life insurance policy and receive any cash value that has accumulated. You can also change your beneficiary without a recalculation in your pension income.

B. If you both die at or around the same time, your full survivor benefit can be passed on to your estate.

C. Your life insurance policy may build cash value over time for your disposal.

3. **Income** - This is the largest single concern of our clients. They want the largest possible income for themselves and their family.

Many factors need to be objectively evaluated such as health, wealth, future plans, budgets, restrictions and limitations. Any previous financial planning should be factored into your decision. Continuation of health insurance coverage through your employer that may be available to your survivor from a pension survivor option is not available through our approach. However, we can increase your beneficiary's death benefit to offset health insurance premiums.

The software we use to assist you is actuarially certified. It does not mean that the assumptions we use are going to be present all of the time. However, we use reasonable investment rates of return and the most current mortality tables to calculate the most accurate insurance death benefit for your survivor to replicate what your pension would have offered.

Unfortunately, through the years, many financial planners misused the pension maximization concept. They employed approaches that were either too costly for the retiree and over insured them or they used unrealistic rates of return on life insurance proceeds, in excess of 6%, which left the beneficiary with an inadequate death benefit. They have also failed to consider pension cost of living adjustments and after-income tax ramifications.

Our software calculates how much life insurance coverage you need in every year of retirement to be comparable to what your pension offers. Cost of living adjustments and after-tax income are factored into our software and stated in our presentation.

The following pages are based upon your pension plan estimates. They illustrate your desired pension option offered by your pension plan and what we offer as an alternative. They are preliminary and the final recommendations will be based upon the life insurance underwriting and input from your legal counsel, financial advisors and tax advisor. This study only attempts to assist them in evaluating your pension settlement options. It is not intended to replace any other plans. Additional retirement planning may be required.

Retirement Option Planning (ROP) Software- What it Offers You

The Key to Pension Maximization- The right amount of life insurance at the right time for the right price.

Our Retirement Option Planning - Pension Maximization (ROP)© software calculates 2 vitals pieces to helping you maximize your pension income:

1. How much life insurance is required, on a year by year basis, to provide an income for your survivor similar to what is offered through your pension. As you age, your need for insurance coverage will change.
2. A life insurance premium schedule that is indexed to any cost of living adjustment offered by your pension. It allows your premium payment to remain proportionate to your pension income.

Life Insurance Coverage

Do you need the same insurance coverage at age 60 as you do at age 80? The answer is no.

As long as you and your beneficiary are both alive in retirement, your beneficiary will receive less accumulated income payments from your pension. Therefore, the need for insurance coverage drops over time.

However, cost of living adjustments to your pension income and increases in your expected ages of death will raise the need for coverage.

Our actuarially certified software considers all of these factors in calculating your life insurance in ALL years of retirement.

The result is an income stream for your survivor in the form of life insurance proceeds that approximates what your pension offers, if you should die at any time during your retirement.

Life Insurance Cost

If your pension plan offers you a cost of living adjustment (COLA) to your income, the insurance premium will increase at the same percent as your (COLA). **This pay-as-you go approach allows you to keep more of your income now by keeping the premium payments proportionate to your pension income.**

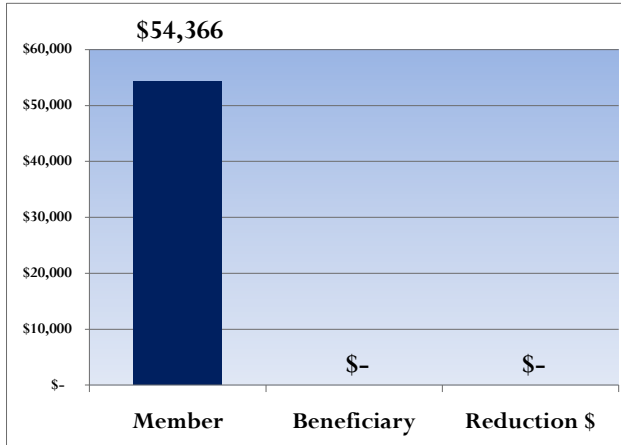
If your pension doesn't have a cost of living adjustment, your insurance premium will stay level.

Pension Plan Options

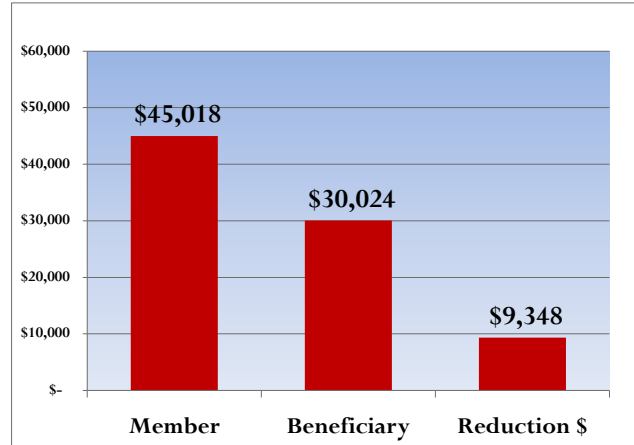
John Smith

Employer: Anytown School District

Single Life (Full Pension)



67% Survivor (Reduced Pension)



Single Life (Full Pension)

	<u>Member</u>	<u>Beneficiary</u>	<u>Reduction \$</u>
Monthly	\$ 4,531	\$ -	\$ -
Annual	\$ 54,366	\$ -	\$ -

67% Survivor (Reduced Pension)

	<u>Member</u>	<u>Beneficiary</u>	<u>Reduction \$</u>
Monthly	\$ 3,752	\$ 2,502	\$ 779
Annual	\$ 45,018	\$ 30,024	\$ 9,348

If John dies first, pension survivor options (any option other than 'Single Life') may include eligibility for health insurance benefits through the pension plan for Jane. Check with your pension plan administrator to determine this.

In our effort to help you evaluate your options, we rely on the advice found in Jane Bryant Quinn's book Making the Most of Your Money Now, Simon & Schuster, pages 1019-1020. It urges you to consider the after-tax implications of selecting a PensionMax approach.

The following pages include after-tax income effects from selecting our ROP approach. Only federal income taxes are estimated. State income tax estimates are not included. Check with your tax advisor to determine your estimated full income tax liability.

Pension Cost vs. Retirement Option Planning (ROP)

How the ROP approach works:

1. John chooses the maximum income 'Single Life' pension option instead of a reduced income survivor pension option.
2. With a portion of the additional income he receives, John purchases a life insurance policy on his life naming Jane as the beneficiary.

This insurance policy is customized to provide Jane with a survivor income that is similar to what the pension offers and a cost schedule that will allow maximum income in every year of John's retirement.

Income proportionate life insurance premiums

John's pension has a yearly 0% cost of living adjustment.

His reduction between full pension and reduced pension will stay the same for life.

John's life insurance premium is scheduled to remain level as well.

With our approach, John can truly maximize pension income in every year of retirement.

	<u>Year</u> <u>Age</u>		Pension Plan Income			Life Insurance Policy		
			<i>Single Life</i>	<i>66% Survivor</i>	<i>Income Reduction</i>	<i>Premium</i>	<i>Savings</i>	<i>Cash Value</i>
Pre-Retirement								
Retirement	1	64	\$ 54,366	\$ 45,018	\$ 9,348	\$ 7,104	\$ 2,244	See Life Insurance Ledger For Values
	6	69	\$ 54,366	\$ 45,018	\$ 9,348	\$ 7,104	\$ 2,244	
	11	74	\$ 54,366	\$ 45,018	\$ 9,348	\$ 7,104	\$ 2,244	
	16	79	\$ 54,366	\$ 45,018	\$ 9,348	\$ 7,104	\$ 2,244	
	21	84	\$ 54,366	\$ 45,018	\$ 9,348	\$ 7,104	\$ 2,244	
	26	89	\$ 54,366	\$ 45,018	\$ 9,348	\$ 7,104	\$ 2,244	
	31	94	\$ 54,366	\$ 45,018	\$ 9,348	\$ 7,104	\$ 2,244	
	35	98	\$ 54,366	\$ 45,018	\$ 9,348	\$ 7,104	\$ 2,244	
			Totals		\$ 327,180	\$ 248,657	\$ 78,523	
			After-Tax Totals*		\$ 278,103	\$ 248,657	\$ 29,446	

* using IRS tax table Y- married households filing jointly

Additional Benefit with the ROP Approach

John's life insurance policy will also build cash value over time.
His pension's survivor option doesn't offer this feature.

An Actuarially Certified Life Insurance Alternative

Our copyrighted, actuarially certified software has calculated the following life insurance death benefit schedule needed to replicate what Jane would receive in survivor income from John's pension.

The software's 287 step algorithm considers factors such as any pension cost of living adjustment and Jane's life expectancy at every year in John's retirement.

We utilize the most recent CSO mortality tables for the survivor's gender and assume reasonable rates of return from the insurance death benefit proceeds.

The insurance death benefit declines over time because as the couple ages, Jane will receive less accumulated payments from John's pension.

Pension Plan's Annual Cost of Living Adjustment	0 %
Life Mortality Tables Used:	CSO 2001 FEMALE
Death Benefit Investment Rate:	6 %

* The Death Benefit Investment Rate is the investment rate of return Jane would need to receive on the lump sum life insurance death benefit to replicate what she would have received from the pension.

<i>Jane's Income</i>			<i>Pension</i>	<i>ROP</i>
<i>Year</i>	<i>Age</i>	<i>Annuity Factor</i>	<i>Annual Income</i>	<i>Insurance Death Benefit*</i>
2010	56	12.9070	\$30,024	\$387,520
2011	57	12.5345	\$30,024	\$376,335
2012	58	12.3411	\$30,024	\$370,528
2013	59	12.1421	\$30,024	\$364,556
2014	60	11.9375	\$30,024	\$358,410
2015	61	11.7270	\$30,024	\$352,091
2016	62	11.5105	\$30,024	\$345,591
2017	63	11.2877	\$30,024	\$338,902
2018	64	11.0587	\$30,024	\$332,027
2019	65	10.8234	\$30,024	\$324,962
2020	66	10.5819	\$30,024	\$317,710
2021	67	10.3342	\$30,024	\$310,273
2022	68	10.0805	\$30,024	\$302,658
2023	69	9.8211	\$30,024	\$294,867
2024	70	9.5562	\$30,024	\$286,915
2025	71	9.2868	\$30,024	\$278,826
2026	72	9.0132	\$30,024	\$270,613
2027	73	8.7358	\$30,024	\$262,282
2028	74	8.4547	\$30,024	\$253,843
2029	75	8.1702	\$30,024	\$245,302
2030	76	7.8826	\$30,024	\$236,666
2031	77	7.5920	\$30,024	\$227,941
2032	78	7.2987	\$30,024	\$219,137
2033	79	7.0030	\$30,024	\$210,258
2034	80	6.7048	\$30,024	\$201,306
2035	81	6.4120	\$30,024	\$192,515
2036	82	6.1261	\$30,024	\$183,929
2037	83	5.8444	\$30,024	\$175,473
2038	84	5.5680	\$30,024	\$167,173
2039	85	5.2981	\$30,024	\$159,070
2040	86	5.0278	\$30,024	\$150,955
2041	87	4.7718	\$30,024	\$143,270
2042	88	4.5298	\$30,024	\$136,003
2043	89	4.3024	\$30,024	\$129,175
2044	90	4.0815	\$30,024	\$122,543

5 Post Retirement Scenarios

The Following Illustration Compares All 5 Scenarios in the 1st Year of Retirement:

J&S Option: Reduced pension income while John is alive and 66% pension income for Jane.

ROP: Maximum pension income while John is alive and life insurance policy for Jane.

The following are annual figures

1. Both Live Long Lives

	J&S Option	ROP	1st Year Savings
Pension income	\$ 45,018	\$ 54,366	
Less Federal Income Tax	\$ 5,918	\$ 7,320	
Less Insurance Premium	\$ -	\$ 7,104	
Adjusted Gross Income	\$ 39,100	\$ 39,942	\$ 841

ROP Is Better

2. John Dies First

	J&S Option	ROP	1st Year Savings
Lump Sum Option	\$ -	\$ 387,520	
Or - Income Option	\$ 30,024	\$ 30,024	
Less Federal Income Tax	\$ 4,086	\$ 1,705	
Adjusted Gross Income	\$ 25,938	\$ 28,319	\$ 2,381

ROP Is Better

Lump Sum is tax free
or
Tax Exclusion Amount*
\$13,091.90

3. Jane Dies First **

	J&S Option	ROP	1st Year Savings
Pension Income	\$ 45,018	\$ 54,366	
Less Federal Income Tax	\$ 5,918	\$ 7,320	
Adjusted Gross Income	\$ 39,100	\$ 47,046	\$ 7,946

ROP Is Better

4. Both John & Jane Die At Or About The Same Time

	J&S Option	ROP
Money Passed to Estate	\$ -	\$ 387,520
Adjusted Gross Income	\$ -	\$ 387,520

ROP Is Better

5. Emergencies Or Opportunities May Occur That Require Additional Cash.

	Year	J&S Option	ROP
Cash Surrender (CSV)	5	\$ -	***
	10	\$ -	***
	15	\$ -	***
	20	\$ -	***
	25	\$ -	***
	30	\$ -	***

See
Accompanying
Life
Insurance
Ledger
For
Values

*** See Insurance Illustration for Cash Surrender Value - ROP is better

* Due to the exclusion allowance on life insurance annuity payouts, Jane's income tax is effectively lower.

** If Jane dies first, John owns the life insurance policy and any cash surrender value within the policy.

Input Data

	<u>Member</u>	<u>Beneficiary</u>
First Name	John	Jane
Last Name	Smith	Smith
Gender (M , F)	M	F
Date of Birth:	10/21/1946	5/25/1954
Member's Target Retire Date:	9/1/2010	
Retirement Age:	63.9	56.3
Employer:	Anytown School District	
Report Preparation Date	6/21/2010	

Pension Plan or Annuity Income

Member's full pension income (monthly)	\$ 4,530.50
Member's reduced survivor option income (monthly)	\$ 3,751.50
Beneficiary's income if member dies (monthly)	\$ 2,502.00
Member's income if beneficiary dies first (monthly)	\$ 3,751.50
Cost of Living Adjustment (COLA) %	0.0%
Compounded COLA Interest Rate (yes=1, no=0)	0

Pension Plan Survivor Option

	Option Name	% to Survivor	Reduction Factor
<i>Comparison Option</i>	2	67%	82.8%

Life Insurance

Target Insurance Premium % of Pension Reduction 76.0%

Agent/Financial Planner Contact Information:

Agent: John Doe
E-mail address: xxx@abc.com
Phone: (xxx) xxx-xxxx

For Agents Use Only

Member	John Smith	Gender	M
Target Retirement Date	9/1/2010	Insurance Age	63.7

Agent Instructions: Insert the premium & death benefit figures into your insurance browser starting with year 1.

To simplify the process, rows highlighted in yellow are 5 years apart after retirement date.

You can enter these figures into your insurance browser and keep them level for 5 years.

Example:	Years	1-5	6-10	11-15
	Premium	\$7,104	\$7,104	\$7,104
	Death Benefit	\$387,520	\$352,091	\$317,710

Once you reach the end of the premium and death benefit schedules, keep the premium and death benefit figures level until age 119.

	Year	Cal. Year	Premium Schedule	Death Benefit Schedule
Pre-Retirement				
Retirement	1	2010	\$7,104	\$387,520
	2	2011	\$7,104	\$376,335
	3	2012	\$7,104	\$370,528
	4	2013	\$7,104	\$364,556
	5	2014	\$7,104	\$358,410
	6	2015	\$7,104	\$352,091
	7	2016	\$7,104	\$345,591
	8	2017	\$7,104	\$338,902
	9	2018	\$7,104	\$332,027
	10	2019	\$7,104	\$324,962
	11	2020	\$7,104	\$317,710
	12	2021	\$7,104	\$310,273
	13	2022	\$7,104	\$302,658
	14	2023	\$7,104	\$294,867
	15	2024	\$7,104	\$286,915
	16	2025	\$7,104	\$278,826
	17	2026	\$7,104	\$270,613
	18	2027	\$7,104	\$262,282
	19	2028	\$7,104	\$253,843
	20	2029	\$7,104	\$245,302
	21	2030	\$7,104	\$236,666
	22	2031	\$7,104	\$227,941
	23	2032	\$7,104	\$219,137
	24	2033	\$7,104	\$210,258
	25	2034	\$7,104	\$201,306
	26	2035	\$7,104	\$192,515
	27	2036	\$7,104	\$183,929
	28	2037	\$7,104	\$175,473
	29	2038	\$7,104	\$167,173
	30	2039	\$7,104	\$159,070
	31	2040	\$7,104	\$150,955
	32	2041	\$7,104	\$143,270
	33	2042	\$7,104	\$136,003
	34	2043	\$7,104	\$129,175
	35	2044	\$7,104	\$122,543