



May 21, 2004



*"Learn to see in another's calamity
the ills which you should avoid"*

Publilius Syrus

Disability Income Needs

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Disability Income Needs

Introduction

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Your Greatest Asset

You work hard to earn a paycheck, which in turn creates the financial foundation of your standard of living.

Steve		Susan
\$80,000	<i>salary</i>	\$50,000
16	<i>years</i>	6
2.0%	<i>raises</i>	2.0%
\$1,514,741		\$339,337



What would happen to your standard of living if a portion of your financial foundation were suddenly and unexpectedly taken away?

Which of these expenses would you be willing to sacrifice if your paycheck stopped tomorrow?

- Foods and clothing
- Mortgage payments
- Debt payments
- Medical bills
- Dependent needs
- Insurance premiums



How important would it be to you to replace the lost income?



Disability insurance is a cost effective way of protecting your financial foundation from the adverse effects of a short term, or long term disability.

Disability Income Needs

Your Current Situation

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Why You Need Planning

Disabilities don't just happen to the other guy. Disability is an often overlooked risk with potentially devastating financial consequences.

However, the financial risk associated with disability is a risk we can eliminate through planning and a relatively small financial commitment.

Our analysis is designed to assess the risks that you face and evaluate what you can do to minimize those risks over the long term.

Your Objectives

Desired Annual Spending	First Spending Period		Subsequent Spending Period	
	Desired Spending (\$)	For How Long (yrs)	Desired Spending (\$)	For How Long (yrs)
Disability of Steve	\$87,000	14	\$0	0
Disability of Susan	\$87,000	14	\$0	0

Marital Status	Y
Portfolio Before-Tax Return	8.0%
Average Tax Rate	25.0%
Estimated Inflation Rate	3.0%

Summary of Results

Summary of your Income Needs in the Event of a Disability

In the event of the disability of Steve

In the event of the disability of Susan

Total Short Term Surplus / (Shortfall)

monthly

-\$376

\$1,343

Total Long Term Surplus / (Shortfall)

annual

-\$8,737

-\$6,187

Timely Solutions

Disability insurance is uniquely suited for covering financial needs created upon one's disability. It is a means of sharing the financial risk of disability with many, many others who have similar concerns.

You pay a relatively small premium to an insurance company in exchange for the promise of the insurer to pay a specified monthly benefit in the event of your disability. A financial need that arises from your disability can be eliminated by a financial resource that is created upon your disability.



Disability Income Needs

Results (summary view)

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Summary of Results in the Event of Steve's Disability

By undertaking proper disability planning, you can provide income for those who depend on you, even if you become unable to do so yourself. You currently need an additional \$376 in monthly short term disability insurance coverage and \$8,737 in annual long term coverage on Steve in order to meet your stated objectives.

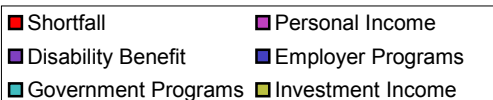
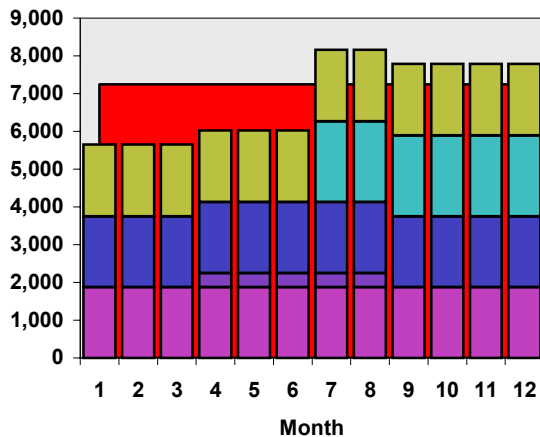
Analysis of Short Term Disability Income Needs (all figures are after-tax)

Average Indexed Monthly Need	\$	7,250
Average Indexed Monthly Resources	\$	6,874
Spouse's Earnings		1,875
Existing Disability Insurance Benefits		156
Social Security Benefits		1,069
Pension Benefits		1,875
Investment Earnings (interest on non-qualified investment accounts)		1,899
Average Indexed Monthly Surplus / (Shortfall)	\$	(376)

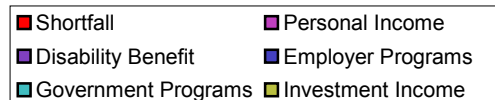
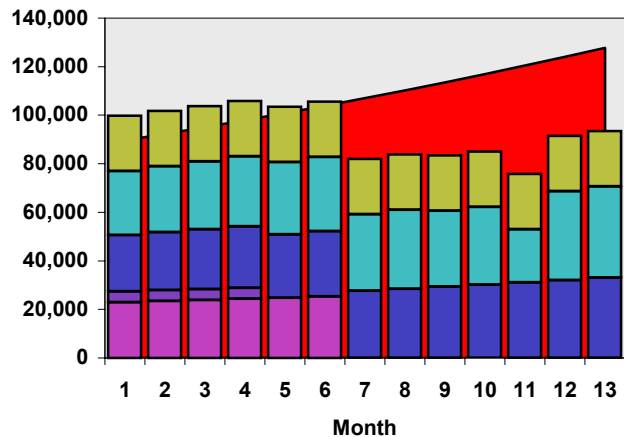
Analysis of Long Term Disability Income Needs (all figures are after-tax)

Average Indexed Annual Need	\$	87,000
Average Indexed Annual Resources	\$	78,263
Spouse's Earnings		10,928
Existing Disability Insurance Benefits		1,197
Social Security Benefits		24,701
Pension Benefits		22,500
Investment Earnings (interest on non-qualified investment accounts)		18,937
Average Indexed Annual Surplus / (Shortfall)	\$	(8,737)

Monthly Short Term Disability Income Need



Annual Long Term Disability Income Need



Disability Income Needs

Results (summary view)

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Summary of Results in the Event of Susan's Disability

By undertaking proper disability planning, you can provide income for those who depend on you, even if you become unable to do so yourself. You currently need an additional \$0 in monthly short term disability insurance coverage and \$6,187 in annual long term coverage on Susan in order to meet your stated objectives.

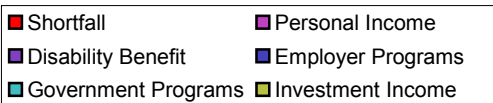
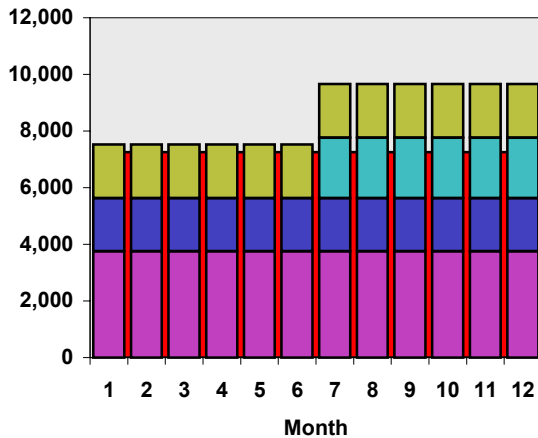
Analysis of Short Term Disability Income Needs (all figures are after-tax)

Average Indexed Monthly Need	\$ 7,250
Average Indexed Monthly Resources	\$ 8,593
Spouse's Earnings	3,750
Existing Disability Insurance Benefits	-
Social Security Benefits	1,069
Pension Benefits	1,875
Investment Earnings (interest on non-qualified investment accounts)	1,899
Average Indexed Monthly Surplus / (Shortfall)	\$ 1,343

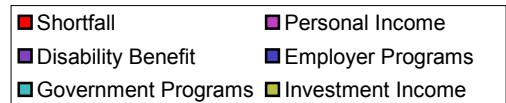
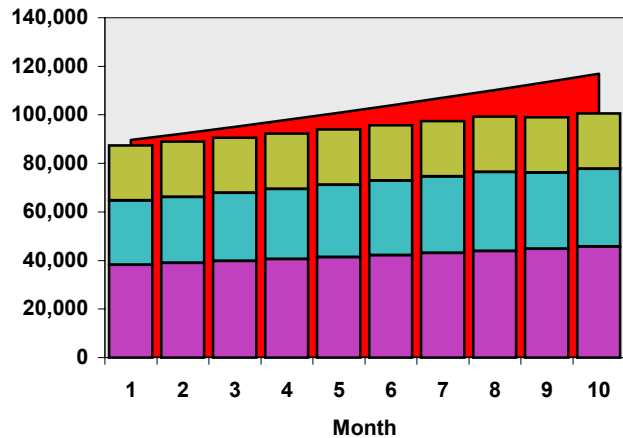
Analysis of Long Term Disability Income Needs (all figures are after-tax)

Average Indexed Annual Need	\$ 87,000
Average Indexed Annual Resources	\$ 80,813
Spouse's Earnings	35,732
Existing Disability Insurance Benefits	-
Social Security Benefits	25,339
Pension Benefits	-
Investment Earnings (interest on non-qualified investment accounts)	19,742
Average Indexed Annual Surplus / (Shortfall)	\$ (6,187)

Monthly Short Term Disability Income Need



Annual Long Term Disability Income Need



Disability Income Needs

Results (annual review)

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Summary of Results in the Event of Susan's Disability

Short Term Income Needs (monthly)		Long Term Income Needs (annual):	
Average Income Need	\$ 7,250	Average Income Need	\$ 87,000
Average Available Resources	\$ 8,593	Average Available Resources	\$ 80,813
Average Monthly Surplus / (Shortfall)	\$ 1,343	Average Annual Surplus / (Shortfall)	\$ (6,187)

Summary of Monthly Short Term Disability Income Needs

Month	Family Income Needs	Spouse's Earnings	Existing Ins. Benefits	Social Security	Pension Income	Investment Income	Surplus / (Shortfall)
1	7,250	3,750	0	0	1,875	1,899	274
2	7,250	3,750	0	0	1,875	1,899	274
3	7,250	3,750	0	0	1,875	1,899	274
4	7,250	3,750	0	0	1,875	1,899	274
5	7,250	3,750	0	0	1,875	1,899	274
6	7,250	3,750	0	0	1,875	1,899	274
7	7,250	3,750	0	2,138	1,875	1,899	2,412
8	7,250	3,750	0	2,138	1,875	1,899	2,412
9	7,250	3,750	0	2,138	1,875	1,899	2,412
10	7,250	3,750	0	2,138	1,875	1,899	2,412
11	7,250	3,750	0	2,138	1,875	1,899	2,412
12	7,250	3,750	0	2,138	1,875	1,899	2,412
averages	7,250	3,750	0	1,069	1,875	1,899	1,343

Summary of Annual Long Term Disability Income Needs

(up to first 20 years of detailed cash flows)

Spouse's Age	Family Income Needs	Spouse's Earnings	Existing Ins. Benefits	Social Security	Pension Income	Investment Income	Surplus / (Shortfall)
55	89,610	38,250	0	26,422	0	22,787	-2,152
56	92,298	39,015	0	27,214	0	22,787	-3,282
57	95,067	39,795	0	28,031	0	22,787	-4,455
58	97,919	40,591	0	28,872	0	22,787	-5,670
59	100,857	41,403	0	29,738	0	22,787	-6,929
60	103,883	42,231	0	30,630	0	22,787	-8,235
61	106,999	43,076	0	31,549	0	22,787	-9,588
62	110,209	43,937	0	32,495	0	22,787	-10,990
63	113,515	44,816	0	31,339	0	22,787	-14,573
64	116,921	45,712	0	32,045	0	22,787	-16,377
inflation adjusted average	87,000	35,732	0	25,339	0	19,742	-6,187