

# Annotated Report Guide for...

## Ongoing Needs Details

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Throughout this report page we use Present Values which were determined by discounting the future dollar amounts back to today's dollars using the inflation rate entered in Assumptions.

- 1 Total required today in order to meet the needs for entire survivorship period.
- 2 **Additional Need** shows the Present Value Adjustments when they apply to the plan. It accounts for additional capital needed to compensate for timing differences occurring where future earned income is not available to meet needs at the appropriate time causing a deficit.
- 3 Fixed income resources available for the surviving client to help cover needs determined above.
- 4 Savings available to cover needs not already met with fixed income sources. This amount is any excess funds from available assets after **Lump Sum Needs** are met, as well as any future surpluses that are saved.
- 5 Income Sources plus Account Savings less Ongoing Needs less Present Value Adjustments (when applicable) gives you the shortfall for the survivorship period.

### Ongoing Needs Details

What will our ongoing needs be if Stuart passes away?

Ongoing needs represents the amount of money necessary today to cover future lost income, increased expenses, or both due to the passing of a loved one. An important factor in determining the amount of life insurance to purchase is ensuring that you will be able to reach not only your current, but also future financial goals. The analysis below provides a detailed look at future needs and income sources.

Ongoing Needs	Ongoing Need Today	Duration (in Years)	Present Value of Need <sup>1</sup>
Phase 1	\$96,000	50	\$4,252,766
Phase 2	\$5,000	10	\$38,220
<b>A</b>	<b>Total Ongoing Needs in Today's \$</b>		<b>\$4,290,986</b>

<sup>1</sup>Present Value of entire ongoing survivor income need today using a rate of 3.00%

Additional Need	Present Value of Additional Need <sup>1</sup>
Present Value Adjustments <sup>2</sup>	\$63,450
<b>B</b>	<b>Total Additional Need due to Timing Differences in Today's \$</b>
	<b>\$63,450</b>

<sup>1</sup>Present Value of entire ongoing survivor income need today using a rate of 3.00%  
<sup>2</sup>Even though the capitalized value of your income sources exceeds the capitalized value of your income objectives, the timing of your income does not meet your needs. This amount is the additional capital needed to compensate for these timing differences in order to fully fund your need.

Income Sources	Start Age	Start Year	End Age	End Year	First Year's Payment	Present Value of Income <sup>1</sup>
CPP/QPP Benefits <sup>2</sup>	45	2015	104	2074	\$75,048	\$1,139,612
<b>C</b>	<b>Total Income Sources in Today's \$</b>					<b>\$1,139,612</b>

<sup>1</sup>Present Value of entire ongoing survivor income need today using a rate of 3.00%  
<sup>2</sup>Represents Salary, Pension, CPP/QPP, and OAS. The value of each specific income type is only included in the appropriate years indicated for that type in the analysis.

Account Savings	Assumed Return Rate	Tax Rate	Present Value of Savings Applied to Needs <sup>1</sup>
Surplus Savings (Non-Qualified) <sup>2</sup>	5.00%	30.00%	\$229,121
<b>D</b>	<b>Total Savings Applied to Needs in Today's \$</b>		<b>\$229,121</b>
<b>C+D-A-B</b>	<b>Surplus/(Shortfall)</b>		<b>(\$2,985,703)</b>

<sup>1</sup>Present Value of entire ongoing survivor income need today using a rate of 3.00%  
<sup>2</sup>This is the account created from liquidating all your assets including any excess life insurance proceeds there may have been.

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Important: The calculations or other information generated by NaviPlan® version 13.0 regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results, and are not guarantees of future results. These calculations are shown for illustrative purposes only because they utilize return data that may not include fees or operating expenses, and are not available for investment. If included, fees and other operating expenses would materially reduce these calculations.

Prepared by Janet Lerner, CFP Page 3 of 6