Will You Have Enough Income in Retirement?  
A Retirement Income Evaluation Can Help

One of the biggest risks to your future could be running out of income during a longer-than-expected retirement. Statistics show that most people have not yet taken the time to determine if they will have enough income to last through retirement.

Our retirement income evaluation can help you to develop a better understanding of your retirement picture by providing answers to these important questions:

- What sources of income will I rely upon in retirement?
- Will my income and assets last for my lifetime?
- What expenses can I expect?
- What is a sustainable spending level?

During your retirement income evaluation, you will discuss the following topics with your Janney Financial Advisor and receive a written retirement road map, actionable recommendations—and more.

Your Retirement Picture
This easy-to-read chart provides the basis for a meaningful discussion with your Janney Financial Advisor about how and when you plan to retire—and if you can afford to maintain your current lifestyle in retirement. It estimates how your income and assets will be used during your retirement—and shows the probability of your income lasting for your lifetime. This retirement picture is based on the information you provided about your estimated retirement date and spending needs—as well as assumptions about investment performance, inflation and other factors.

Your Income Sources
We will provide a projection of your future retirement income sources such as Social Security, pensions, annuities and investments. We will recommend an optimal mix between guaranteed and variable income sources. If changes are needed, your Janney Financial Advisor can recommend income-generating investment and insurance solutions.
Your Investment Mix

Your current mix of stocks, bonds and other investments will also be analyzed. Changes will be recommended based on your personal retirement goals as well as Janney’s best investment and financial market research. Your Janney Financial Advisor will provide specific advice to help you make appropriate changes to your investments held both at Janney and outside our firm.

### Your Retirement Road Map

Your Janney Financial Advisor will provide you with a retirement road map to help you get on the right track—and stay on track—to reach your personal retirement goals. This retirement road map, along with the guidance of your experienced Janney Financial Advisor, will help you make better decisions regarding your transition into retirement and guide you throughout your lifetime. Your retirement road map can include:

- A summary of your financial goals
- The expense, income, tax and other data you supplied
- Our analysis and estimate of how long your assets will last in retirement
- Detailed cash flow projections
- Your current and suggested investment portfolio

### Your Income Sources

The following information reflects our understanding of how your asset balances may change between now and retirement based upon our calculations, assumed rates of return and account withdrawals. The period prior to your retirement reflected below also incorporates our understanding of your account contributions currently and as anticipated.

<table>
<thead>
<tr>
<th>Source</th>
<th>Current</th>
<th>Proposed</th>
<th>Change</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Client SIS</td>
<td>$357,004</td>
<td>$357,004</td>
<td>$0</td>
<td>0.0 %</td>
</tr>
<tr>
<td>Spouse SIS</td>
<td>$501,072</td>
<td>$501,072</td>
<td>$0</td>
<td>0.0 %</td>
</tr>
<tr>
<td>Client Pension</td>
<td>$228,000</td>
<td>$228,000</td>
<td>$0</td>
<td>0.0 %</td>
</tr>
<tr>
<td>Spouse Pension</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>0.0 %</td>
</tr>
<tr>
<td>Ven/Fixed Annuities</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>0.0 %</td>
</tr>
<tr>
<td>Immediate Annuities</td>
<td>$0</td>
<td>$120,041</td>
<td>$120,041</td>
<td>N/A</td>
</tr>
<tr>
<td>Other Income</td>
<td>$34,831</td>
<td>$34,831</td>
<td>$0</td>
<td>0.0 %</td>
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<tr>
<td>Asset Income</td>
<td>$4,477,591</td>
<td>$6,044,324</td>
<td>24.4 %</td>
<td></td>
</tr>
<tr>
<td>Draw Down</td>
<td>$1,280,829</td>
<td>$1,871,207</td>
<td>$580,378</td>
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</tr>
<tr>
<td>Shortfall</td>
<td>$527,979</td>
<td>$0</td>
<td>($527,979)</td>
<td>-100.0 %</td>
</tr>
<tr>
<td>Total</td>
<td>$11,707,097</td>
<td>$12,765,700</td>
<td>$1,058,603</td>
<td>N/A</td>
</tr>
</tbody>
</table>

### Analysis and Guidance from Your Janney Financial Advisor

Your advisor will provide initial recommendations and continue to provide retirement income strategies—and insight—to help guide you throughout your retirement. Their actionable advice may include:

- Spending and saving strategies
- Specific investment solutions
- Annuity and insurance solutions
- Ongoing guidance and advice

The process starts with a simple four page questionnaire. The entire retirement income evaluation can be completed in one or two in-person meetings or telephone calls. If you are interested in receiving a retirement income evaluation, please contact your Janney Financial Advisor today.