More Than Just a Number:
Value of Relationships

LIFETIME INCOME CASE STUDY

Presented by Puplava Financial Services, Inc.

Ed and Lisa Walker

Important Notice:

This is a hypothetical illustration based on real life examples. Names and circumstances have been changed. The opinions voiced in this material are for general information only and are not intended to provide specific advice or recommendations for any individual. To determine which investments or strategies may be appropriate for you, consult with a financial advisor prior to investing.

ESSENTIAL INFORMATION

Client:	Ed and Lisa Walker.
Ages:	Ed is 53 and Lisa is 55.
Retirement:	Both are working and plan to retire at age 65.
Life expectancy:	Age 90.
Risk tolerance:	Moderately Aggressive.
Investment objective:	Primary focus is on growth for retirement.

WHO ARE ED AND LISA WALKER?

Name: Ed

Age: 53

Job: Program Manager

Ed is an experienced investor and has always taken a proactive approach to his finances. Ed was diagnosed with cancer 6 months after completing a financial plan.

Name: Lisa

Age: 55

Job: Teacher

Lisa has returned to teaching and is concerned about retirement but also wants to ensure that each of her 3 boys graduate college.

WHAT IS IMPORTANT TO ED & LISA?

Paying for college expenses

Legacy planning

Maximizing retirement income

Preserving income for my family

ED & LISA'S CURRENT BUDGET

✔ Essentials:	$106,000
✔ Discretionary:	$29,000
TOTAL:	-$135,000
Less Salary/Rental Income:	+$159,000
Surplus:	$24,000

ED & LISA'S RETIREMENT BUDGET

✔ Essentials:	$59,000
✔ Discretionary:	$5,000
TOTAL:	$64,000
Less Benefits/Social Security:	$51,900
Shortfall:	$-12,100

ED & LISA'S ASSETS

Non-Investment Assets

✓	Primary Real Estate:	$345,000

Investment Assets

✓	Total Joint Accounts:	$158,000
✓	Ed's Retirement:	$365,000
✓	Lisa's Assets:	$81,000

Total Investment Assets $604,000

Total Assets:	$949,000
Liabilities:	-$134,000
Net Worth:	$815,000

ED & LISA'S FINANCIAL PLAN CHALLENGES

1. Lisa did not work for nearly 20 years. She is now a teacher and is contributing to a pension.
2. All assets are held in retirement accounts which have major tax implications during retirement.
3. Estate plans need to be updated and beneficiaries of accounts need reviewing.
4. No sort of Disability Insurance for Ed presents a serious threat to retirement.
5. Current budget doesn't allow for savings.

ED & LISA'S RETIREMENT INCOME STRATEGY

Ed & Lisa's Social Security	$43,700
Lisa's Pension and Annuity Income	$8,200

Investment Income

Joint/ROS	$158K	Dividend payers @3%[1]	$4,700
401(k) & Gold	$81K	Fixed Income & Dividend payers @3.2%[2]	$2,600
IRAs (4)	$365K	Fixed Income & Dividend payers @3.2%[3]	$11,700
		Total investment income	$18,800
		Grand total income	**$89,700**
		Less budget	$53,000
		Surplus	**$36,700**

* *Yields are for current portfolio yields as of 7/29/16. Please see disclosures at the end of this presentation for security risks.*

PRE CANCER RECOMMENDATIONS FOR ED & LISA WALKER

What am I afraid of?	Strategy
Maximizing retirement income.	Delayed social security till age 70 & Lisa take spousal benefits.
Preserving income for my family.	Signed up for Disability Insurance and maximize HSA.
Paying for children's college.	Reduced discretionary expenses.
Passing legacy on to heirs.	Updated estate plans.

POST CANCER RECOMMENDATIONS FOR ED & LISA WALKER

What am I afraid of?	Strategy
Cancer getting worse.	Reviewed estate plans and made sure spouse is prepared.
Impact to current financial situation.	Increased cash position and used HSA.
Time-off from work.	Utilized disability insurance and FMLA (which allows up to 12 weeks unpaid medical leave).
Emotional implications.	Made sure family has strong support system; provided regular follow-ups.

Disclosures:

1. *Bonds are subject to market and interest rate risk if sold prior to maturity. Bond values will decline as interest rates rise and bonds are subject to availability and change in price.*

2. *The payment of dividend is not guaranteed. Companies may reduce or eliminate the payment of dividends at any given time.*

3. *Fixed annuities are long-term investment vehicles for retirement purposes. Gains from tax-deferred investments are taxable as ordinary income upon withdrawal. Guarantees are based on the claims paying ability of the issuing company. Withdrawals made prior to age 59 1/2 are subject to a 10% IRS penalty tax and surrender charges may apply.*

Puplava Financial Services, Inc.

Registered Investment Advisor

If you have any specific questions or comments, please give us a call at

(858) 487-3939

We're happy to speak with you.

Post Office Box 503147 - San Diego, CA 92150-3147

10809 Thornmint Road 2nd Floor - San Diego, CA 92127-2403

(888) 486-3939 Toll Free (858) 487-3939 Tel (858) 487-3969 Fax