Why You Need a Retirement Pre-Op

LIFETIME INCOME CASE STUDY

Presented by ***Puplava Financial Services, Inc.***
Registered Investment Advisor

Marty & Taylor Nunez

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:	Marty & Taylor Nunez.
Age:	Marty is age 57 and Taylor is age 55.
Retirement:	Both wish to retire soon.
Life expectancy:	Marty age 87. Taylor age 92.
Risk tolerance:	Moderately Conservative.
Investment objective:	Income with Capital Preservation.

Name: Marty

Age: 57

Job: Corporate Finance

Marty has managed all their finances up to this point. He subscribes to many newsletters and watches many shows regarding the markets to stay informed. He typically has been a buy and hold investor and has focused on the energy sector given his knowledge and work experience in that industry. Traditionally, he invests in stocks and commodities but has little bond exposure. Marty would like to retire soon and came to us seeking advice on how to prepare for retirement.

Name: Taylor

Age: 55

Job: Massage Therapist

Taylor is very excited at the prospect of retiring, but nervous about their ability to do so since they have spent a lot of money on fixing up their home and paying for their children's education. She would like to see a professional to get clarity on their retirement outlook. They have never kept a budget since they have had dual incomes but they would like to maintain the same comfortable lifestyle throughout retirement. Taylor is interested in being able to volunteer and spend more time with her family.

MARTY & TAYLOR'S CURRENT RISK STRATEGY

Most Conservative **1** - 2 - 3 - 4 - 5 - 6 - 7 - 8 - 9 - **10** **Most Aggressive**

Current Risk Score

3

Portfolio Risk Score

7

WHAT IS IMPORTANT TO MARTY & TAYLOR?

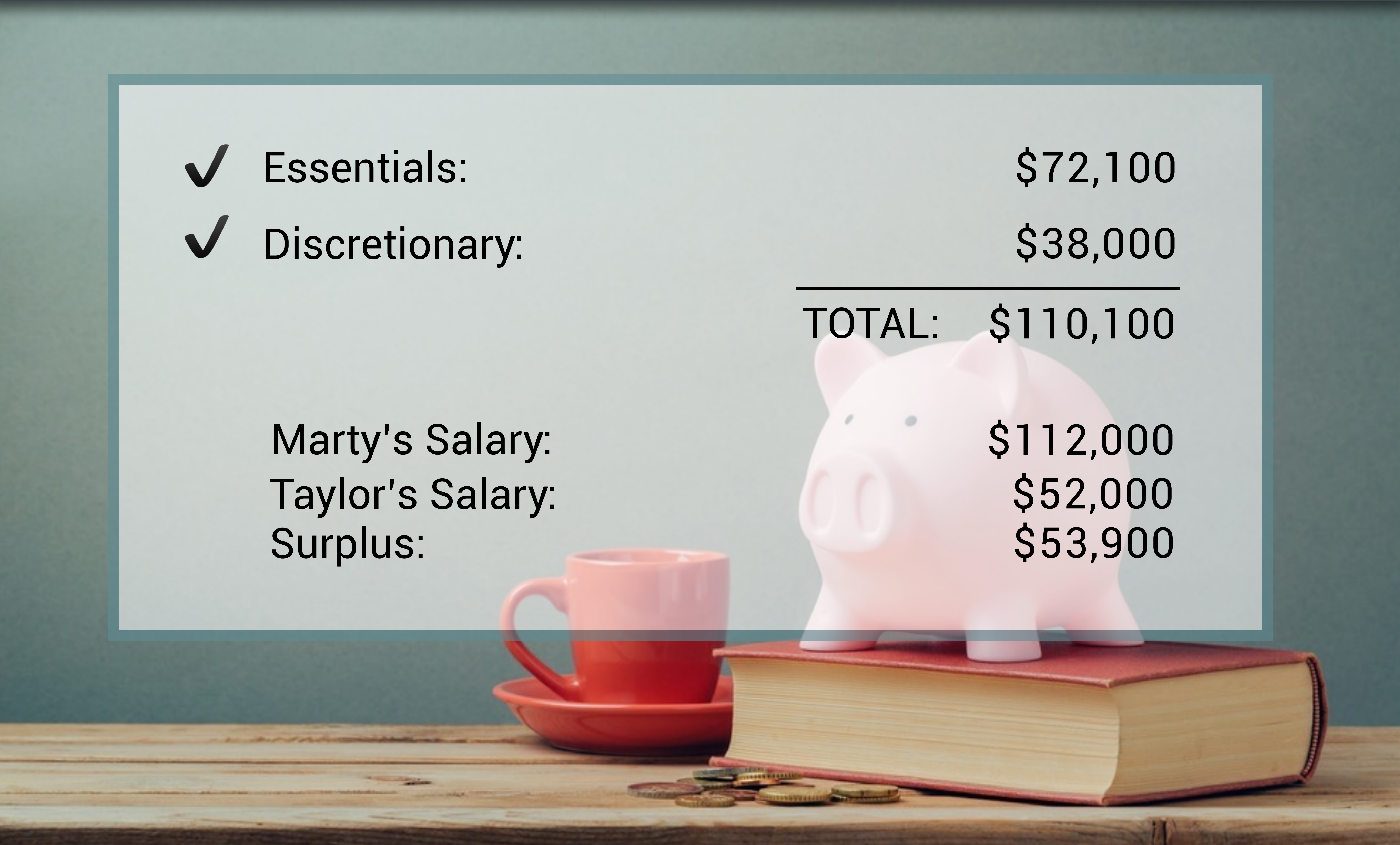
Updating investment strategy

Being able to retire early

Lowering taxes

Maintaining the same lifestyle in retirement

MARTY & TAYLOR'S CURRENT BUDGET



✓ Essentials:	$72,100
✓ Discretionary:	$38,000
TOTAL:	$110,100

Marty's Salary:	$112,000
Taylor's Salary:	$52,000
Surplus:	$53,900

MARTY & TAYLOR'S RETIREMENT BUDGET

✔ Essentials:		$60,000
✔ Discretionary:		$25,000
	TOTAL:	$85,000
Social Security:		$58,000
Shortfall:		-$27,700

MARTY & TAYLOR'S ASSETS

Non-Investment Assets

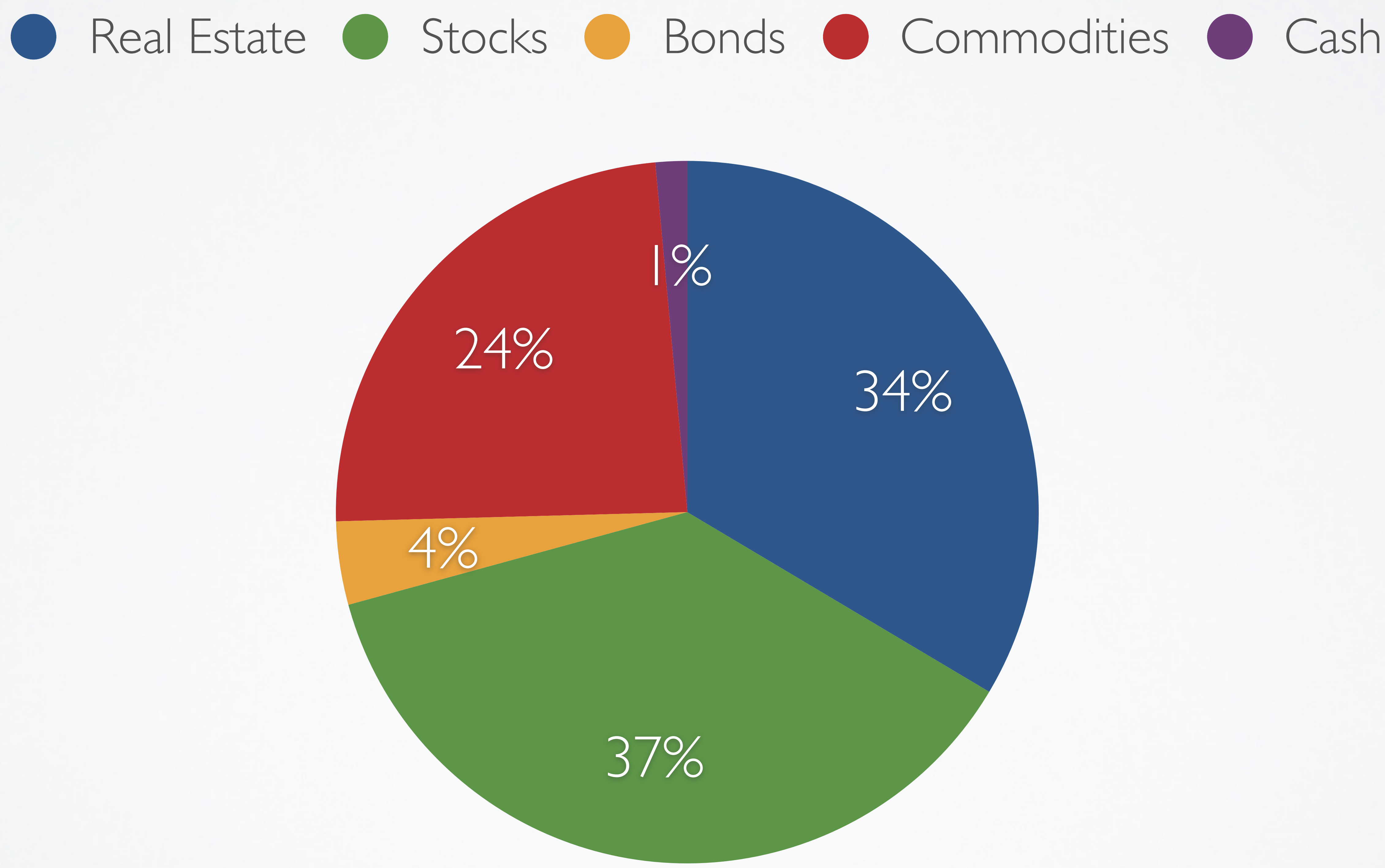
✓	Primary Residence:	$470,000
✓	Other Real-Estate Holdings:	$100,000

Investment Assets

✓	Marty's Retirement:	$707,000
✓	Taylor's Retirement:	$45,000
✓	Joint/ROS & Cash:	$220,000
✓	Precious Metals:	$416,000
✓	Stock Options:	$98,000
	Total Investment Assets	$1,070,000

Total Assets:	$1,775,000
Liabilities:	-$103,000
Net Worth:	$1,672,000

MARTY & TAYLOR'S ASSETS BEFORE A FINANCIAL PLAN



MARTY & TAYLOR'S FINANCIAL PLAN CHALLENGES

1. Concentrated stock positions.
2. Lack of budgeting.
3. No diversification of assets.
4. Insufficient retirement savings.

MARTY & TAYLOR'S RETIREMENT INCOME STRATEGY

		Marty & Taylor's Social Security	$58,000/Year

Investment Income

Marty's Retire.	$805K	Fixed Income & Dividend Payers @ 2.8%[1]	$24,955
Taylor's Retire.	$45K	Fixed Income & Dividend Payers @ 2.8%[2]	$1,395
Joint/ROS Acct	$220K	Fixed Income & Dividend Payers @ 2.8%[3]	$6,820
		Total Investment Income	$33,170
		Grand Total Income	**$91,170**
		Less Budget	$85,000
		Surplus	**$6,170**

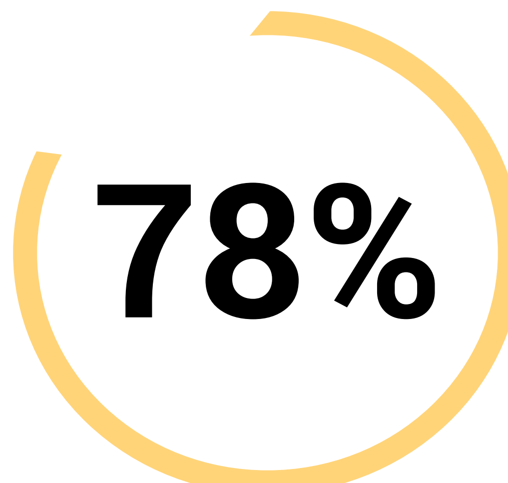
1, 2, & 3: Yields are for current portfolio yields as of 4/31/17. Please see disclosures at the end of this presentation for security risks.

GOAL ANALYSIS

YOUR GOALS	OTHER ESTIMATES	OUR ESTIMATES

Probability of Success

- 90%-100%
- 75%-89%
- 0%-74%



Probability of Success

Probability of Success

**The projections illustrated have been generated by a Monte Carlo simulation regarding the likelihood of various investment outcomes and are for hypothetical purposes only. These figures do not reflect actual investment results and are not guarantees of future results. Results may vary with each use and over time.*

GOAL BASED RECOMMENDATIONS FOR BILL & MARSHA

Goal	Strategy
Concentrated Stock Positions	We encouraged Marty to reduce his concentrated stock positions by exercising stock options and selling portions of company stock held inside his 401k. We also recommended that he eliminate all exposure to the energy sector inside his taxable accounts.
Lack of Budgeting	We developed a budget and put a system in place so that Marty and Taylor could monitor their spending. This allowed them to develop more realistic spending habits before entering retirement.
Lack of Diversification	Marty and Taylor reallocated their investments to include exposure to bonds and other missing asset classes.
Insufficient Retirement Savings	We recommended that they increase their savings to each of their 401k's and that they delay retirement a couple of years.

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