

THE RISK™ BLUEPRINT

Mr. & Mrs. Valued Client's Personalized Financial Plan

Presented by:
Financial Professional
Valmark Financial Group, Inc.

Information that you provided to your advisor on the RISK™ questionnaire about your assets, financial goals and personal situation are key assumptions for the calculations and projections in this report. Please review the questionnaire to verify the accuracy of these assumptions. If any of the assumptions are incorrect, you should notify your financial advisor. Even small changes in assumptions can have a substantial impact on the results shown in this report. The information provided by you should be reviewed periodically and updated when either the information or your circumstances change.

RISK BLUEPRINT SUMMARY

Personal Information					
Name	Date of Birth	Age at Year End	Retirement Age	Plan End Age	State
Mr. Valued Client	1/3/1959	66	Retired	95	Ohio
Mrs. Valued Client	2/14/1962	63	Retired	92	

Net Worth Detail		Tax Assumptions	
Investable Assets	\$2,346,743	Effective Ordinary Income Tax Rate for the First Year of Retirement	16.00%
Other Assets	\$890,000	Blended Long Term Capital Gains Tax Rate	10.00%
Death Benefit Coverage	\$750,000	Taxable Portion of Social Security Retirement Benefits	85.00%

Retirement Income Goal (After-Tax)				
Income Goal	Amount	Start Year	End Year	Inflation Rate
Income Needs	\$75,000	2025	2055	3.00%
Income Wants	\$25,000	2025	2055	3.00%
Long Term Care - Mr.	\$7,200	2025	2055	0.00%
Long Term Care - Mrs.	\$15,213	2025	2035	0.00%
Mortgage	\$29,868	2025	2033	0.00%

Total Spending Goals (Year 1)	\$152,281	(see Retirement Income Projection page for additional information)
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ACTION PLAN

STRATEGY									
Asset Management					Income Guarantees	Long Term Care		Death Benefits	Other Assets
\$1,007,364 TOPS 1 Income & Growth - Joint	\$501,173 VWS Flex Balanced IRA - Mr.	\$253,877 TOPS 4 Growth IRA - Mrs.	\$31,329 TOPS Core 4 Growth Roth IRAs - Mr. & Mrs.	\$53,000 Cash Reserves - Joint	\$500,000 Variable Annuity IRA - Mr.	\$250,000 Variable UL - Mr.	\$120,000 Universal Life - Mrs.	\$500,000 Existing Coverage - Mr.	\$890,000 Real Estate
FUNDING SOURCES									
\$518,941 Mutual Fund Portfolio x1238	\$353,541 401(k) Plan	\$253,877 Rollover IRA x7843	\$18,842 Roth IRA x3569 - Mr.	\$18,000 Checking Account	\$500,000 401(k) Plan	\$7,200 All-Pay Premium	\$15,213 10-Pay Premium	\$500,000 20-Year Term (issued 7/23/14)	\$645,000 Primary Home
\$488,423 Individual Account x6874	\$147,632 Rollover IRA x8488		\$12,487 Roth IRA x3570 - Mrs.	\$35,000 Savings Account					-\$180,000 Primary Home (Mortgage)
									\$425,000 Rental Property

INCOME SOURCES

Year	Age	Total After-Tax Income Goal	Social Security - Mr.	Social Security - Mrs.	Pension Income - Mrs.	Rental Income - Joint	Variable Annuity IRA - Mr.	Estimated Taxes on Income Sources	Total After-Tax from Income Sources	Percentage of Total After-Tax Income Paid by Income Sources
			1.00%	1.00%	0.00%	2.00%				
			85% Taxable	85% Taxable	100% Taxable	100% Taxable	100% Taxable			
2025	66 / 63	\$152,281	\$42,072	\$0	\$0	\$24,000	\$0	-\$9,562	\$56,510	37.11%
2026	67 / 64	\$155,281	\$42,493	\$0	\$0	\$24,480	\$0	-\$9,696	\$57,277	36.89%
2027	68 / 65	\$158,371	\$42,918	\$0	\$7,800	\$24,970	\$28,140	-\$14,608	\$89,219	56.34%
2028	69 / 66	\$161,554	\$43,347	\$0	\$7,800	\$25,469	\$28,140	-\$14,738	\$90,018	55.72%
2029	70 / 67	\$164,832	\$43,780	\$21,890	\$7,800	\$25,978	\$28,140	-\$17,661	\$109,928	66.69%
2030	71 / 68	\$168,208	\$44,218	\$22,109	\$7,800	\$26,498	\$28,140	-\$17,822	\$110,943	65.96%
2031	72 / 69	\$171,686	\$44,660	\$22,330	\$7,800	\$27,028	\$28,140	-\$17,986	\$111,972	65.22%
2032	73 / 70	\$175,268	\$45,107	\$22,553	\$7,800	\$27,568	\$28,140	-\$18,153	\$113,016	64.48%
2033	74 / 71	\$149,090	\$45,558	\$22,779	\$7,800	\$28,120	\$28,140	-\$14,658	\$117,739	78.97%
2034	75 / 72	\$152,890	\$46,014	\$23,007	\$7,800	\$28,682	\$28,140	-\$14,795	\$118,848	77.73%
2035	76 / 73	\$141,592	\$46,474	\$23,237	\$7,800	\$29,256	\$28,140	-\$13,689	\$121,217	85.61%
2036	77 / 74	\$145,623	\$46,938	\$23,469	\$7,800	\$29,841	\$28,140	-\$13,819	\$122,370	84.03%
2037	78 / 75	\$149,776	\$47,408	\$23,704	\$7,800	\$30,438	\$28,140	-\$15,219	\$122,271	81.64%
2038	79 / 76	\$154,053	\$47,882	\$23,941	\$7,800	\$31,047	\$28,140	-\$15,364	\$123,445	80.13%
2039	80 / 77	\$158,459	\$48,361	\$24,180	\$7,800	\$31,667	\$28,140	-\$15,512	\$124,636	78.66%
2040	81 / 78	\$162,997	\$48,844	\$24,422	\$7,800	\$32,301	\$28,140	-\$14,357	\$127,150	78.01%
2041	82 / 79	\$167,671	\$49,333	\$24,666	\$7,800	\$32,947	\$28,140	-\$14,496	\$128,389	76.57%
2042	83 / 80	\$172,485	\$49,826	\$24,913	\$7,800	\$33,606	\$28,140	-\$14,638	\$129,647	75.16%
2043	84 / 81	\$177,443	\$50,324	\$25,162	\$7,800	\$34,278	\$28,140	-\$14,782	\$130,922	73.78%
2044	85 / 82	\$182,551	\$50,828	\$25,414	\$7,800	\$34,963	\$28,140	-\$14,928	\$132,217	72.43%
2045	86 / 83	\$187,811	\$51,336	\$25,668	\$7,800	\$35,663	\$28,140	-\$15,076	\$133,530	71.10%
2046	87 / 84	\$193,229	\$51,849	\$25,925	\$7,800	\$36,376	\$28,140	-\$15,227	\$134,863	69.79%
2047	88 / 85	\$198,810	\$52,368	\$26,184	\$7,800	\$37,104	\$28,140	-\$15,379	\$136,216	68.52%
2048	89 / 86	\$204,559	\$52,891	\$26,446	\$7,800	\$37,846	\$28,140	-\$15,534	\$137,588	67.26%
2049	90 / 87	\$210,479	\$53,420	\$26,710	\$7,800	\$38,602	\$28,140	-\$15,692	\$138,981	66.03%
2050	91 / 88	\$216,578	\$53,954	\$26,977	\$7,800	\$39,375	\$28,140	-\$15,852	\$140,395	64.82%
2051	92 / 89	\$222,859	\$54,494	\$27,247	\$7,800	\$40,162	\$28,140	-\$16,014	\$141,829	63.64%
2052	93 / 90	\$229,329	\$55,039	\$27,519	\$7,800	\$40,965	\$28,140	-\$16,179	\$143,285	62.48%
2053	94 / 91	\$235,993	\$55,589	\$27,795	\$7,800	\$41,785	\$28,140	-\$16,346	\$144,763	61.34%
2054	95 / 92	\$242,857	\$56,145	\$28,073	\$7,800	\$42,620	\$28,140	-\$16,516	\$146,262	60.23%
Survivor Benefit			Greater of own or spouse		50%	100%	100%			

ASSET ACCOUNTS

Year	Age	Remaining Need from Asset Accounts	TOPS 1 Income & Growth - Joint		VWS Flex Balanced IRA - Mr.		TOPS 4 Growth IRA - Mrs.		TOPS Core 4 Growth Roth IRAs - Mr. & Mrs.		Cash Reserves - Joint		Estimated Taxes on Asset Accounts	Total After- Tax from Asset Accounts	Gross Withdrawal Percentage from Asset Accounts
			4.00%	Capital	5.00%	Ordinary	6.50%	Ordinary	6.50%	Exempt	0.50%	Exempt			
			Value	Income	Value	Income	Value	Income	Value	Income	Value	Income			
2025	66 / 63	\$95,771	\$1,007,364	\$106,412	\$501,173	\$0	\$253,877	\$0	\$31,329	\$0	\$53,000	\$0	-\$10,641	\$95,771	5.76%
2026	67 / 64	\$98,004	\$936,990	\$108,893	\$526,232	\$0	\$270,379	\$0	\$33,365	\$0	\$53,265	\$0	-\$10,889	\$98,004	5.98%
2027	68 / 65	\$69,152	\$861,221	\$76,836	\$552,543	\$0	\$287,954	\$0	\$35,534	\$0	\$53,531	\$0	-\$7,684	\$69,152	4.29%
2028	69 / 66	\$71,536	\$815,760	\$79,484	\$580,170	\$0	\$306,671	\$0	\$37,844	\$0	\$53,799	\$0	-\$7,948	\$71,536	4.43%
2029	70 / 67	\$54,904	\$765,727	\$61,004	\$609,179	\$0	\$326,604	\$0	\$40,304	\$0	\$54,068	\$0	-\$6,100	\$54,904	3.40%
2030	71 / 68	\$57,266	\$732,911	\$63,629	\$639,638	\$0	\$347,833	\$0	\$42,923	\$0	\$54,338	\$0	-\$6,363	\$57,266	3.50%
2031	72 / 69	\$59,714	\$696,054	\$66,349	\$671,620	\$0	\$370,443	\$0	\$45,713	\$0	\$54,610	\$0	-\$6,635	\$59,714	3.61%
2032	73 / 70	\$62,253	\$654,893	\$44,037	\$705,201	\$26,611	\$394,521	\$0	\$48,685	\$0	\$54,883	\$0	-\$8,395	\$62,253	3.80%
2033	74 / 71	\$31,351	\$635,291	\$7,513	\$712,519	\$27,942	\$420,165	\$0	\$51,849	\$0	\$55,157	\$0	-\$4,104	\$31,351	1.89%
2034	75 / 72	\$34,043	\$652,889	\$9,255	\$718,806	\$29,220	\$447,476	\$0	\$55,220	\$0	\$55,433	\$0	-\$4,432	\$34,043	1.99%
2035	76 / 73	\$20,375	\$669,379	-\$6,816	\$724,065	\$30,551	\$476,562	\$0	\$58,809	\$0	\$55,710	\$0	-\$3,361	\$20,375	1.20%
2036	77 / 74	\$23,254	\$703,243	-\$5,047	\$728,190	\$31,799	\$507,539	\$0	\$62,631	\$0	\$55,989	\$0	-\$3,498	\$23,254	1.30%
2037	78 / 75	\$27,505	\$736,622	-\$21,079	\$731,211	\$33,237	\$540,529	\$21,973	\$66,702	\$0	\$56,269	\$0	-\$6,625	\$27,505	1.60%
2038	79 / 76	\$30,608	\$788,009	-\$20,463	\$732,872	\$34,733	\$552,262	\$23,302	\$71,038	\$0	\$56,550	\$0	-\$6,964	\$30,608	1.71%
2039	80 / 77	\$33,823	\$840,811	-\$19,760	\$733,046	\$36,289	\$563,342	\$24,600	\$75,656	\$0	\$56,833	\$0	-\$7,307	\$33,823	1.81%
2040	81 / 78	\$35,846	\$894,994	-\$20,928	\$731,595	\$37,711	\$573,760	\$26,080	\$80,573	\$0	\$57,117	\$0	-\$7,017	\$35,846	1.83%
2041	82 / 79	\$39,281	\$952,558	-\$20,372	\$728,578	\$39,383	\$583,280	\$27,644	\$85,810	\$0	\$57,403	\$0	-\$7,373	\$39,281	1.94%
2042	83 / 80	\$42,838	\$1,011,847	-\$19,621	\$723,655	\$40,884	\$591,752	\$29,295	\$91,388	\$0	\$57,690	\$0	-\$7,720	\$42,838	2.04%
2043	84 / 81	\$46,521	\$1,072,728	-\$18,939	\$716,909	\$42,673	\$599,017	\$30,877	\$97,328	\$0	\$57,978	\$0	-\$8,091	\$46,521	2.15%
2044	85 / 82	\$50,334	\$1,135,333	-\$18,155	\$707,948	\$44,247	\$605,069	\$32,706	\$103,655	\$0	\$58,268	\$0	-\$8,465	\$50,334	2.25%
2045	86 / 83	\$54,281	\$1,199,627	-\$17,174	\$696,886	\$45,848	\$609,566	\$34,439	\$110,392	\$0	\$58,559	\$0	-\$8,832	\$54,281	2.36%
2046	87 / 84	\$58,366	\$1,265,474	-\$16,332	\$683,590	\$47,472	\$612,511	\$36,459	\$117,568	\$0	\$58,852	\$0	-\$9,232	\$58,366	2.47%
2047	88 / 85	\$62,595	\$1,333,078	-\$14,922	\$667,924	\$48,754	\$613,495	\$38,343	\$125,210	\$0	\$59,147	\$0	-\$9,581	\$62,595	2.58%
2048	89 / 86	\$66,970	\$1,401,919	-\$13,749	\$650,129	\$50,398	\$612,537	\$40,298	\$133,348	\$0	\$59,442	\$0	-\$9,977	\$66,970	2.69%
2049	90 / 87	\$71,498	\$1,472,295	-\$12,106	\$629,718	\$51,616	\$609,434	\$42,322	\$142,016	\$0	\$59,739	\$0	-\$10,333	\$71,498	2.81%
2050	91 / 88	\$76,183	\$1,543,778	-\$10,030	\$607,007	\$52,783	\$603,974	\$44,086	\$151,247	\$0	\$60,038	\$0	-\$10,656	\$76,183	2.93%
2051	92 / 89	\$81,030	\$1,615,960	-\$8,064	\$581,935	\$53,883	\$596,281	\$46,223	\$161,078	\$0	\$60,338	\$0	-\$11,012	\$81,030	3.05%
2052	93 / 90	\$86,044	\$1,688,986	-\$5,549	\$554,455	\$54,897	\$585,812	\$48,017	\$171,548	\$0	\$60,640	\$0	-\$11,321	\$86,044	3.18%
2053	94 / 91	\$91,230	\$1,762,316	-\$2,236	\$524,536	\$55,214	\$572,751	\$49,804	\$182,699	\$0	\$60,943	\$0	-\$11,552	\$91,230	3.31%
2054	95 / 92	\$96,594	\$1,835,135	\$1,578	\$492,788	\$55,369	\$556,938	\$51,568	\$194,574	\$0	\$61,248	\$0	-\$11,921	\$96,594	3.46%

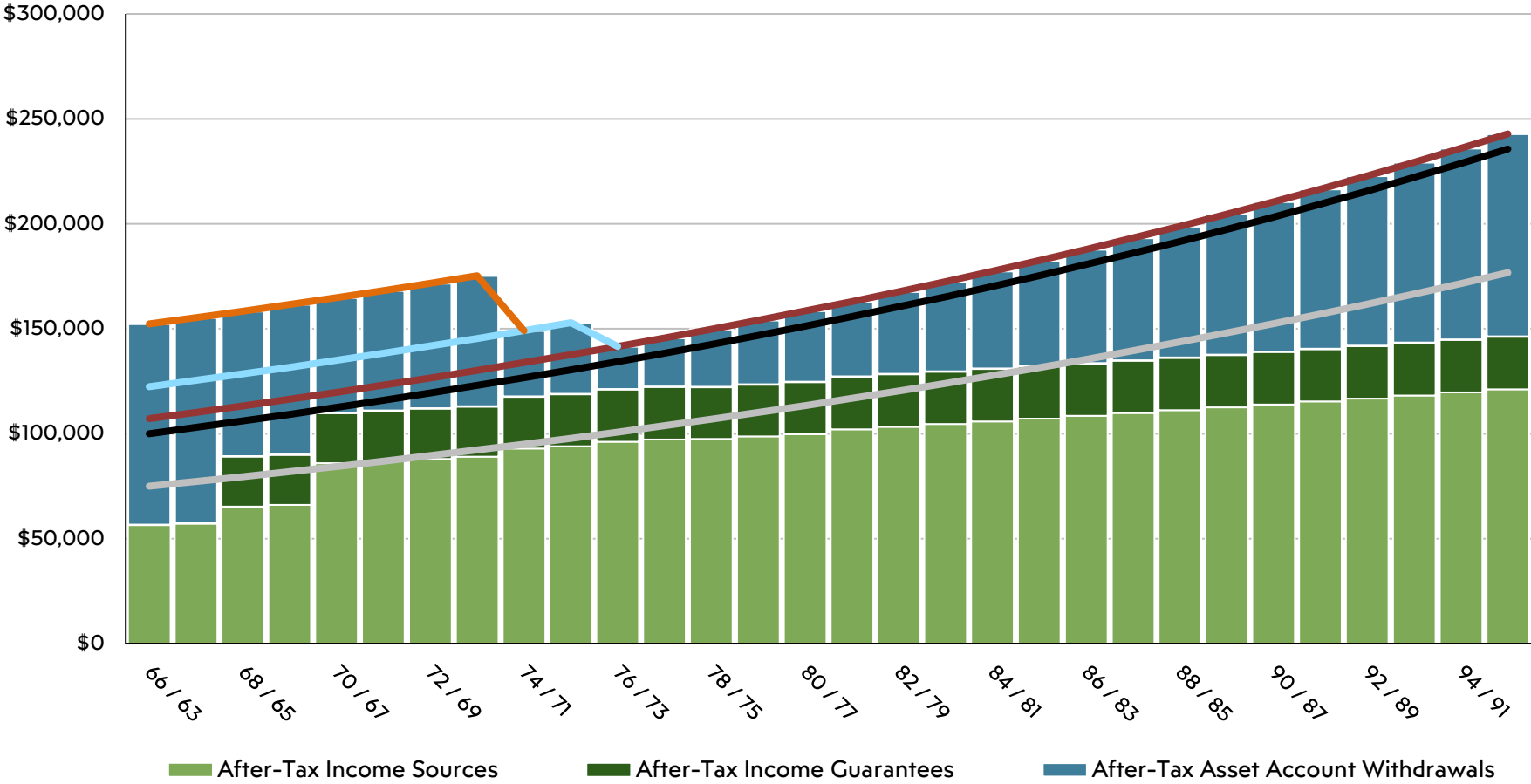
Reinvested Income

Estimated RMDs

▲ Increased Net Worth

▼ Decreased Net Worth

RETIREMENT INCOME PROJECTION



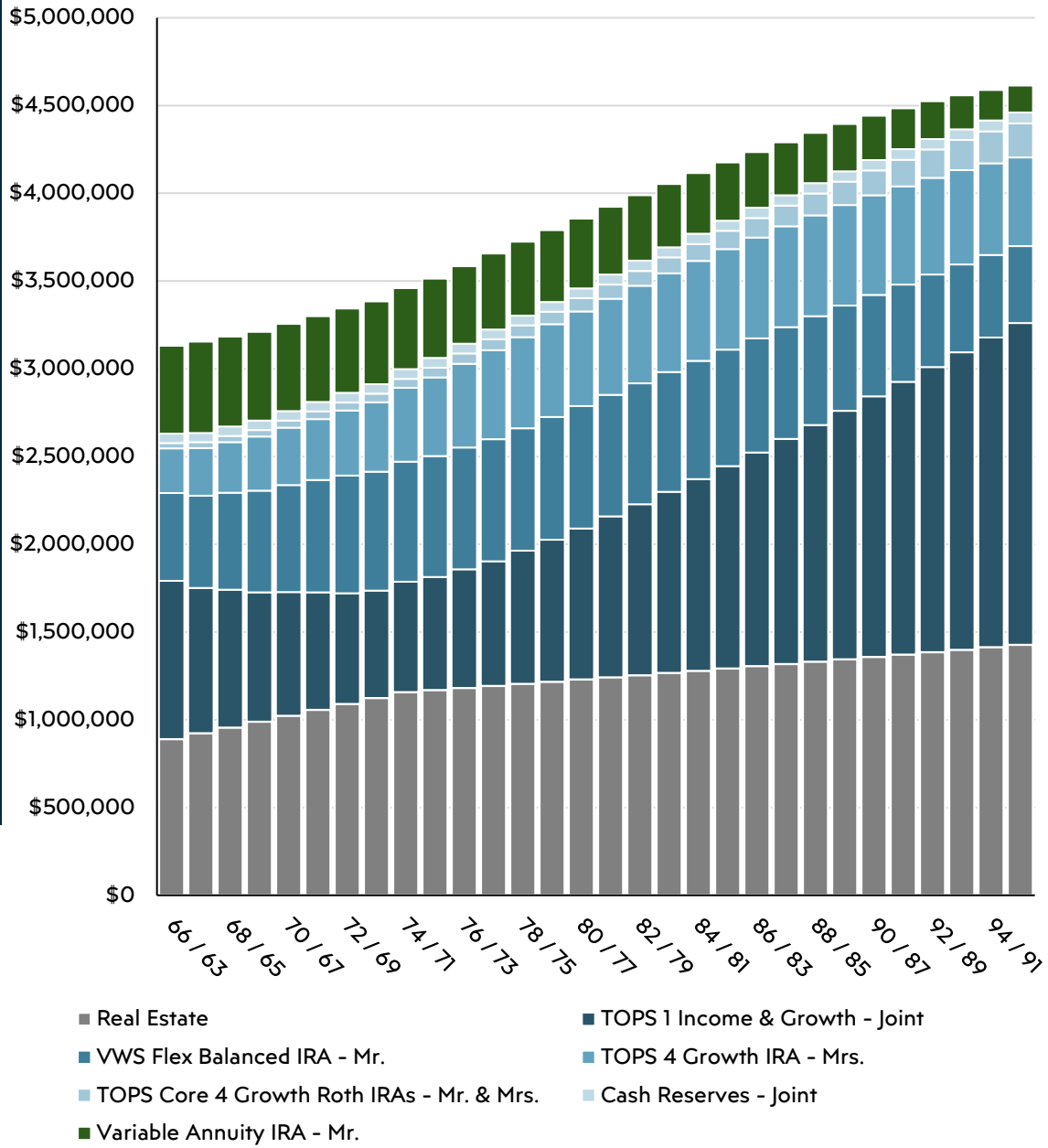
Total Income Goal Overview						
	Income Goal	Annual Amount	Start Year	End Year	Inflation Rate	Notes
	Income Needs	\$75,000	2025	2055	3.00%	income needs throughout retirement
	Income Wants	\$25,000	2025	2055	3.00%	income wants throughout retirement
	Long Term Care - Mr.	\$7,200	2025	2055	0.00%	recommended life policy with accelerated benefits rider
	Long Term Care - Mrs.	\$15,213	2025	2035	0.00%	recommended hybrid long term care policy (10-pay)
	Mortgage	\$29,868	2025	2033	0.00%	\$180,000 remaining balance @3.71% interest

RETIREMENT INCOME OVERVIEW

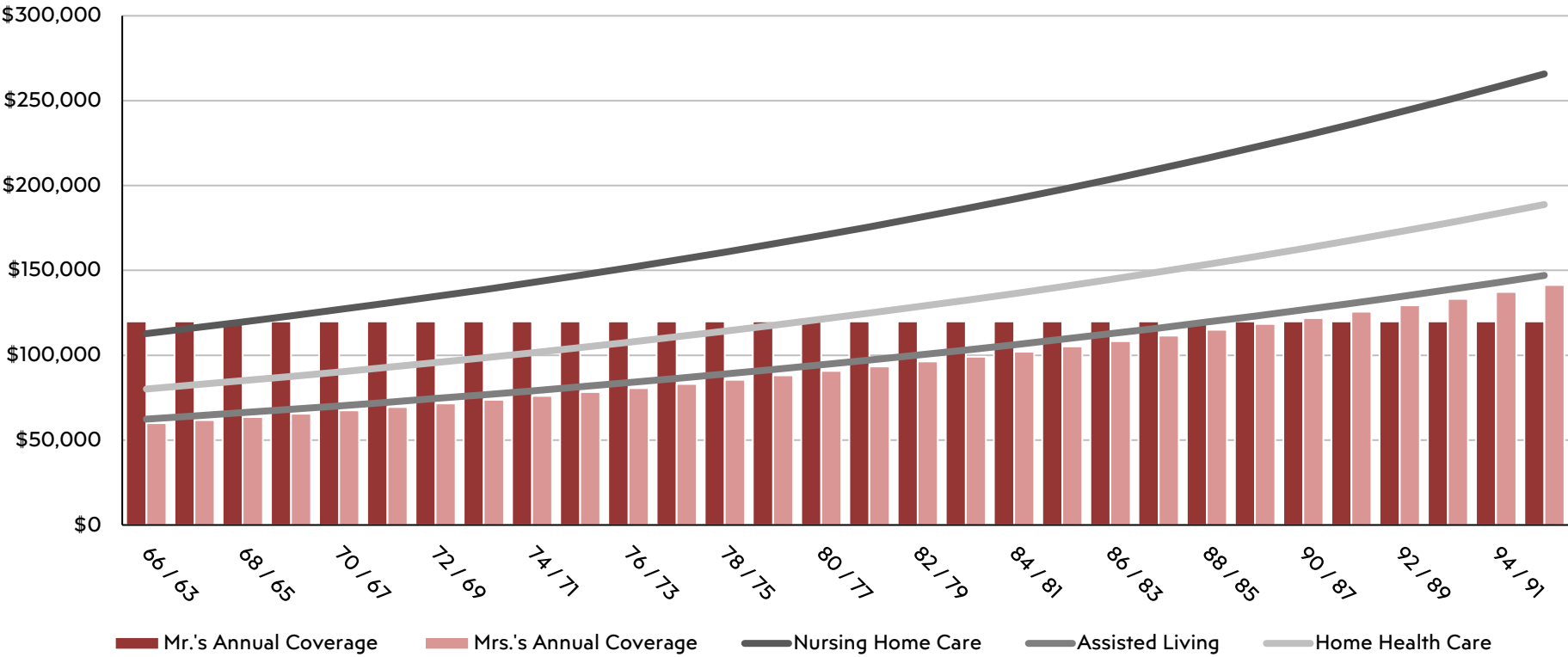
Year	Age	After-Tax Income Sources	After-Tax Income Guarantees	After-Tax Asset Account Withdrawals	Total After-Tax Income	Investable Assets
2025	66 / 63	\$56,510	\$0	\$95,771	\$152,281	\$2,240,331
2026	67 / 64	\$57,277	\$0	\$98,004	\$155,281	\$2,231,338
2027	68 / 65	\$65,300	\$23,919	\$69,152	\$158,371	\$2,226,607
2028	69 / 66	\$66,099	\$23,919	\$71,536	\$161,554	\$2,219,786
2029	70 / 67	\$86,009	\$23,919	\$54,904	\$164,832	\$2,231,965
2030	71 / 68	\$87,024	\$23,919	\$57,266	\$168,208	\$2,242,847
2031	72 / 69	\$88,053	\$23,919	\$59,714	\$171,686	\$2,252,335
2032	73 / 70	\$89,097	\$23,919	\$62,253	\$175,268	\$2,258,849
2033	74 / 71	\$92,976	\$24,763	\$31,351	\$149,090	\$2,301,553
2034	75 / 72	\$94,085	\$24,763	\$34,043	\$152,890	\$2,343,717
2035	76 / 73	\$96,172	\$25,045	\$20,375	\$141,592	\$2,403,113
2036	77 / 74	\$97,325	\$25,045	\$23,254	\$145,623	\$2,462,715
2037	78 / 75	\$97,508	\$24,763	\$27,505	\$149,776	\$2,518,212
2038	79 / 76	\$98,682	\$24,763	\$30,608	\$154,053	\$2,572,870
2039	80 / 77	\$99,873	\$24,763	\$33,823	\$158,459	\$2,626,517
2040	81 / 78	\$102,106	\$25,045	\$35,846	\$162,997	\$2,680,913
2041	82 / 79	\$103,345	\$25,045	\$39,281	\$167,671	\$2,734,001
2042	83 / 80	\$104,602	\$25,045	\$42,838	\$172,485	\$2,785,583
2043	84 / 81	\$105,878	\$25,045	\$46,521	\$177,443	\$2,835,409
2044	85 / 82	\$107,172	\$25,045	\$50,334	\$182,551	\$2,883,237
2045	86 / 83	\$108,486	\$25,045	\$54,281	\$187,811	\$2,928,812
2046	87 / 84	\$109,819	\$25,045	\$58,366	\$193,229	\$2,971,825
2047	88 / 85	\$111,171	\$25,045	\$62,595	\$198,810	\$3,012,024
2048	89 / 86	\$112,544	\$25,045	\$66,970	\$204,559	\$3,049,049
2049	90 / 87	\$113,936	\$25,045	\$71,498	\$210,479	\$3,082,596
2050	91 / 88	\$115,350	\$25,045	\$76,183	\$216,578	\$3,112,339
2051	92 / 89	\$116,784	\$25,045	\$81,030	\$222,859	\$3,137,870
2052	93 / 90	\$118,240	\$25,045	\$86,044	\$229,329	\$3,158,828
2053	94 / 91	\$119,718	\$25,045	\$91,230	\$235,993	\$3,174,865
2054	95 / 92	\$121,218	\$25,045	\$96,594	\$242,857	\$3,185,406
Total Income		\$2,942,357	\$693,088	\$1,729,170	\$5,364,616	
Percentage of Total Income		55%	13%	32%	100%	

NET WORTH DETAIL

Year	Age	Investable Assets	Real Estate	Total Estate
2025	66 / 63	\$2,240,331	\$890,000	\$3,130,331
2026	67 / 64	\$2,231,338	\$923,200	\$3,154,538
2027	68 / 65	\$2,226,607	\$956,507	\$3,183,114
2028	69 / 66	\$2,219,786	\$989,922	\$3,209,708
2029	70 / 67	\$2,231,965	\$1,023,446	\$3,255,411
2030	71 / 68	\$2,242,847	\$1,057,081	\$3,299,928
2031	72 / 69	\$2,252,335	\$1,090,827	\$3,343,162
2032	73 / 70	\$2,258,849	\$1,124,685	\$3,383,534
2033	74 / 71	\$2,301,553	\$1,158,657	\$3,460,210
2034	75 / 72	\$2,343,717	\$1,170,243	\$3,513,960
2035	76 / 73	\$2,403,113	\$1,181,946	\$3,585,059
2036	77 / 74	\$2,462,715	\$1,193,765	\$3,656,480
2037	78 / 75	\$2,518,212	\$1,205,703	\$3,723,915
2038	79 / 76	\$2,572,870	\$1,217,760	\$3,790,629
2039	80 / 77	\$2,626,517	\$1,229,937	\$3,856,455
2040	81 / 78	\$2,680,913	\$1,242,237	\$3,923,150
2041	82 / 79	\$2,734,001	\$1,254,659	\$3,988,661
2042	83 / 80	\$2,785,583	\$1,267,206	\$4,052,788
2043	84 / 81	\$2,835,409	\$1,279,878	\$4,115,287
2044	85 / 82	\$2,883,237	\$1,292,677	\$4,175,914
2045	86 / 83	\$2,928,812	\$1,305,603	\$4,234,416
2046	87 / 84	\$2,971,825	\$1,318,659	\$4,290,484
2047	88 / 85	\$3,012,024	\$1,331,846	\$4,343,870
2048	89 / 86	\$3,049,049	\$1,345,164	\$4,394,213
2049	90 / 87	\$3,082,596	\$1,358,616	\$4,441,212
2050	91 / 88	\$3,112,339	\$1,372,202	\$4,484,541
2051	92 / 89	\$3,137,870	\$1,385,924	\$4,523,795
2052	93 / 90	\$3,158,828	\$1,399,783	\$4,558,611
2053	94 / 91	\$3,174,865	\$1,413,781	\$4,588,647
2054	95 / 92	\$3,185,406	\$1,427,919	\$4,613,325



LONG TERM CARE SUMMARY



Average Cost of Care for Ohio			
Inflation Assumption	Nursing Home Care	Assisted Living	Home Health Care
3.00%	\$112,764	\$62,388	\$80,112

Owner	Solution Name	Policy Type	Premium	Premium Duration	Annual Benefit	Benefit Duration	COLA	Death Benefit
Mr.	Variable UL	Life with Rider	\$7,200	All-Pay	\$120,000	25 Months	Level	\$250,000
Mrs.	Universal Life	Hybrid	\$15,213	10-Pay	\$60,000	6 Years	3% Compound	\$120,000

DISCLOSURES

INFORMATION PROVIDED BY YOU

Information that you provided about your assets, financial goals, and personal situation are key assumptions for the calculations and projections in this report. Please review the questionnaire to verify the accuracy of these assumptions. If any of the assumptions are incorrect, you should notify your financial advisor. Even small changes in assumptions can have a substantial impact on the results shown in this report. The information provided by you should be reviewed periodically and updated when either the information or your circumstances changes.

TOTAL INCOME GOAL

Needs are the goals that you consider necessary for your lifestyle, and are the goals that you must fulfill. Wants are the goals that you would really like to fulfill, but could live without. Additional cash flows above the Needs and Wants are expenses that may be represented by recommendations (e.g. life insurance premiums) or by cash flows that do not occur every year (e.g. new car purchase or home remodel). Since you specify ideal and acceptable amounts for all of your financial goals, there can be many possible combinations of funding levels among and above your Needs and Wants.

REPORT IS A SNAPSHOT & DOES NOT PROVIDE LEGAL, TAX, OR ACCOUNTING ADVICE

This report provides a snapshot of your current financial position and can help you to focus on your financial resources and goals, and to create a plan of action. Because the results are calculated over many years, small changes can create large differences in future results. You should use this report to help you focus on the factors that are most important to you. This report does not provide legal, tax, or accounting advice. Before making decisions with legal, tax, or accounting ramifications, you should consult appropriate professionals for advice that is specific to your situation.

PROJECTIONS & RETURNS

The projections or other information generated by The RISK Blueprint regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results, and are not guarantees of future results. The actual returns of a specific product or accounts may be more or less than the returns used in the RISK Blueprint. Financial forecasts, rates of return, risk, inflation, and other assumptions may be used as the basis for illustrations. They should not be considered a guarantee of future performance or a guarantee of achieving overall financial objectives. Past performance is not a guarantee or a predictor of future results of either the indices or any particular investment. No report has the ability to accurately predict the future. As investment returns, inflation, taxes, and other economic conditions vary from the RISK Blueprint assumptions, your actual results will vary (perhaps significantly) from those presented in this report.

RISKS INHERENT IN INVESTING

Investing in fixed income securities involves interest rate risk, credit risk, and inflation risk. Interest rate risk is the possibility that bond prices will decrease because of an interest rate increase. When interest rates rise, bond prices and the values of fixed income securities fall. When interest rates fall, bond prices and the values of fixed income securities rise. Credit risk is the risk that a company will not be able to pay its debts, including the interest on its bonds. Inflation risk is the possibility that the interest paid on an investment in bonds will be lower than the inflation rate, decreasing purchasing power. Investing in stock securities involves volatility risk, market risk, business risk, and industry risk. The prices of most stocks fluctuate. Volatility risk is the chance that the value of a stock will fall. Market risk is the chance that the prices of all stocks will fall due to conditions in the economic environment. Business risk is the chance that a specific company's stock will fall because of issues affecting it. Industry risk is the chance that a set of factors particular to an industry group will adversely affect stock prices within the industry.

ACCOMPANYING DOCUMENTS

This material must be preceded or accompanied by a prospectus for each investment product being recommended. Prospectuses are available from your financial professional. The prospectus contains

information about the product's features, risks, charges, and expenses. The investment objectives, risks, and policies of the investment options, as well as other information about the investment options, living and death benefits are also described in the prospectuses. Please read the prospectuses and consider this information carefully before investing. Product availability and features may vary by state. Please refer to the contract prospectus for more complete details regarding the living and death benefits. Estimated fees on accounts are estimates only and should not be considered nor relied upon as a guarantee. For actual fee schedules of solutions proposed in this report, please reference prospectuses and any other disclosure provided to you.

OTHER DISCLOSURES

Income Guarantees are based on the claims-paying ability of the issuing company. All returns illustrated in the RISK Blueprint are shown net of fees and loads. Returns are based on a spread between asset allocation and inflation. Long Term Care Costs - Lincoln MoneyGuard Solutions Conversation Catalyst - Sourced from <https://www.lincolnfinancial.com/public/microsite/mgmtatool#/> based on client's state. Total after-tax income is derived from summing up all income in that year less the estimated taxes. Annual effective ordinary income taxes adjust based on the varying income generated from income accounts and asset accounts.

ASSET MANAGEMENT GROWTH RATES & TAX ASSUMPTIONS

Account Title	Taxation Assumption	Assumed Growth Rate
Variable Annuity IRA	100% Taxable as Ordinary Income	4.00%
TOPS 1 Income & Growth	Capital Gains	4.00%
VWS Flex Balanced IRA	Ordinary Income	5.00%
TOPS 4 Growth IRA	Ordinary Income	6.50%
TOPS Core 4 Growth Roth IRAs	Tax Exempt	6.50%
Cash Reserves	Tax Exempt	0.50%
Real Estate	-	1.00%



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