Financial Opportunity Analysis

| Prepared for: |
| :--- | :--- |
| Prepared by: | | John \& Tanya |
| :--- |
| IE Financial Checkup |

## Contents

> Financial Planning Process
Overview of the financial planning process including goals \& objectives, financial security and strategies and recommendations.
> Planning Assumptions
Planning methodology, key values and limitations and guarantees.
> Financial Summary
Net worth, retirement and insurance needs.
> Integrated Analysis
Projected lifestyle, assets and taxation.
> Retirement Analysis Available retirement planning options.
> Risk Management Analysis Life insurance, disability income replacement and critical illness needs.
> Alternative Investment Strategy Alternative investment strategy utilizing the tax-sheltering features of life insurance.
> Projected Net Worth
Estimated value of future assets and liabilities.
> Projected Cash Flow Pre and post retirement cash flow.
> Projected Taxation: John Sources of income and estimated income tax rates.
> Projected Taxation: Tanya Sources of income and estimated income tax rates.
> Projected Retirement Investments Deposits, withdrawals and future asset and estate values.
> Projected Cash Investments
Deposits, withdrawals and future asset and estate values.

## Financial Planning Process

Financial Planning Standards Council ${ }^{\mathrm{TM}}$ of Canada (FPSC)
On the FPSC website financial planning is defined as "a process that determines how you can best meet your life goals through the proper management of your financial affairs". It also states "the key to effective financial planning is the ability to take into account all relevant aspects of your financial situation ("the big picture"), and to identify and analyze the interrelationships among sometimes conflicting objectives".

Our approach encompasses a number of steps to help us understand all relevant aspects of your financial situation so that we can provide you with financial advice that helps you best meet your life goals.
Goals, Objectives \& Financial Resources

## Step 1: Understanding

Getting to know the goals \& objectives you have for your family's future is the only way we can be sure that the financial advice we present to you will meet your needs. We do this by asking questions about your financial resources and obligations. We also need you to define what your personal and financial goals, needs and priorities are and the timeframe you have set for yourself.

## Step 2: Financial Analysis

Once we have an understanding of your current financial situation, we use this information to create a financial snap-shot of your net worth, retirement and insurance needs. Further analysis includes financial projections that focus on your lifestyle, assets and taxation in order to determine how and when you will attain your personal and financial goals.

## Financial Security

Step 3: Retirement
With a clear understanding of your current situation the next step is to compare the capital resources you are projected to have at retirement to the capital you will need. Depending upon your situation we will present you with options that address issues such as lifestyle, risk tolerance and financial management to ensure that your retirement goals are inline with the financial resources you will have.

## Step 4: Risk Management

Life happens - and so do unpredictable events that can alter the course of even the best laid financial plans. Our understanding of the various hazards and the financial impact they can have on your plans affords you the opportunity to limit their effect with the appropriate insurance coverage, offering you peace of mind knowing that your family's financial future is secure.

## Strategies \& Recommendations

## Step 5: Implementation

The financial plan we prepare will provide you and your family with strategic choices which have been designed to reduce income tax liability and improve overall returns and security from adverse events. In addition to assisting you with implementing any of the recommendations discussed, we will coordinate contacts with other professionals as needed.

## Step 6: Monitoring \& Review

Finally we will provide a clear road map, which will outline specific timelines, benchmarks and review timeframes. Plan implementation through our firm offers assurances that the plan will continually be monitored and reviewed for effectiveness, providing you with peace of mind knowing that you have a solid financial plan that will help you realize your dreams.

## Planning Assumptions

## Methodology

The purpose of this analysis is to estimate the amount of capital you will need to fund your desired lifestyle in retirement, then compare that to the amount of capital you are projected to have so that we can provide you with the appropriate advice.
Should you not have sufficient assets to meet your needs; any deficiency is then funded with a "theoretical line of credit" so that we can estimate the financial impact your desired lifestyle may have on your assets. The analysis is completed in two life phases, wealth accumulation and retirement income.

## Wealth Accumulation:

Starting with the value of your assets, planned savings are added each year with interest calculated using the assumed rate and frequency of your savings. For nonsheltered investments, income taxes are then deducted at the end of each year based on your marginal tax rate and the assumed "Tax Efficiency" factor.

## Retirement Income:

The after-tax lifestyle you want in retirement less any base income consisting of government benefits, RRIF minimums, pensions and earned income dictate how much will need to be withdrawn from your savings each year.
Withdrawals are made from taxable investments first to allow your registered savings to remain tax sheltered for as long as possible. Once all taxable investments have been used, additional withdrawals are then made from your registered savings.
Income tax is calculated each year using progressive tax rates as prescribed by the Federal Income Tax Act and the province in which you live. Age and Pension tax credits and the applicable clawback in addition to any provincial surtax are also calculated to provide the most accurate tax assumption possible.

## Index Assumptions

| Growth Rates |  | Tax Rates |
| :--- | :--- | :--- | :--- |
| Rate of inflation: | $2.50 \%$ | Tax efficiency (wealth accumulation): |
| Return on investment: | $5.00 \%$ | Tax efficiency (retirement): |
| Real estate growth rate: | $3.00 \%$ | Income splitting efficiency: |
| Business operations growth rate: | $0.00 \%$ | Top marginal rate of tax in province: |
| Lifestyle funding cost of borrowing: | $3.75 \%$ | Top corporate tax rate on investment income: |

## Limitations \& Guarantees

## Illustration Purposes Only

The values illustrated in this document are not guaranteed. They are based on numerous assumptions that are certain to change and are neither an estimate nor a guarantee of future performance. Actual results will vary over the life of your plan and may differ from the example provided.

## Planning Assumptions

This financial analysis was prepared using personal and financial information provided by you. It is important that the information is as accurate as possible, as even small discrepancies in your personal or financial situation can have an impact on recommendations made.

## Taxation

Calculations and recommendations relating to income taxes are based on the Canadian Federal Income Tax Act and the Provincial Tax Rates in effect where you live at the time the plan was created. Since tax legislation is subject to change, the tax treatment of your assets is not guaranteed.

## Professional Advice

This document was prepared as a general guide only and is not intended to provide or replace professional legal or tax advice. For your own specific situation, please consult your own tax and legal advisors.

Financial Summary


## Integrated Analysis



## Retirement Analysis

## Planning Options

Your retirement situation:
Based on your goals, the information you have provided and the assumptions used in this analysis...
You are projected to have adequate income producing assets to fund your retirement.
Your financial situation offers you a number of planning options:
Option \#1: Increase Lifestyle
\$73,700 after-tax income starting at age 65
Amount you can increase your retirement income goal by: \$1,700

## \$72,000

Base retirement income assuming no additional savings: \$52,500
After-tax retirement income potential: \$73,700
Option \#2: Retire Sooner
\$72,000 after-tax income starting at age 65
Number of years you can retire before your planned retirement age: 0
$\square$ Age 65

Your age on January 1st: 45
Age you plan to retire at: 65
Option \#3: Take Less Risk
\$72,000 after-tax income starting at age 65
Average annual amount you can reduce Return on Investment and still reach your goals: 0.15\%

Inflation adjusted rate of return: 2.30\%
Return on Investment your plans are based on: 5.00\%
Option \#4: Asset Allocation
\$72,000 after-tax income starting at age 65
Amount you can reduce your annual savings by each year, and still reach your goals: \$2,000
\$1,736,000

Current value of income producing capital: $\$ 380,000$
Capital you are projected to have at your retirement: \$1,810,000
The planning options presented are based on numerous assumptions that are certain to change and cannot be guaranteed. Actual results will vary over the life of your plan.

## Risk Management Analysis

## Human Capital

Generally when we talk about wealth, we think in terms of tangible assets such as money, investments, real estate, business interests etc. However, these things are only a part of our overall wealth. All of us have an intangible human capital that may be more valuable than all of our other tangible assets combined.

The process of calculating your "Human Capital" $(H C)$ involves estimating your future earnings potential then discounting this future cash flow using an appropriate investment rate of return. The lifestyle you enjoy now, and hope to enjoy in your retirement, is only made possible because each year you convert part of your HC into cash, investments, real estate and other assets you will use in the future.


Insurance Needs John $\square$

| Life: family needs |
| :--- |
| Your ability to earn an income is the foundation of your family's |
| financial security today and in the future. To protect your family you |
| should maintain an amount of insurance that is the greater of your "Life |
| Expectancy HC" and your liabilities. | \$1,343000

Disability: $\quad \$ 3,800 \quad \$ 3,800$
A disability could significantly hinder your ability to earn an income. To ensure you will be able to maintain your lifestyle, you should have insurance equal to $70 \%$ of your "Retirement HC " divided by the number of months in the timeframe.

Critical IIIness:
\$237,000
\$237,000
Your ability to an earn income is also the primary source of your retirement savings. To replace future retirement assets that could be lost should you suffer from a critical illness, you should have insurance of approximately your " 3 Year HC".

## Alternative Investment Strategy

## Financial Security Account

## The Situation

> The standard of living your family enjoys today is only made possible because each month you convert part of your lifetime earnings potential into cash.
> Your earnings potential represents a significant portion of your family's over-all wealth, the ultimate value being directly related to your continued ability to earn an income.

## The Strategy

> Financial Security Account is a strategy that provides capital to replace your lost earnings should you be unable to work due to an accident, an illness or death.
> Financial Security Account can include the following tax-free benefits:
1- Cash to pay off debts and to provide income to your family should you die.
2- Cash to pay medical bills and provide income should you suffer a critical illness.
3- Cash to replace lost income due to a prolonged sickness or injury.
> Investing a small portion of your earnings each month to provide for your family's financial security, offers piece of mind knowing that your family will be taken care of.

## The Solution


> People typically think of insurance as an expense that reduces the amount available for other lifestyle spending such as entertainment and travel. What most people don't realize about insurance is that it is a wealth management tool that protects you and your family's way of life.
> Allocating a small portion of your disposable income to risk management plans such as life insurance, critical illness insurance and disability insurance forms part of your over-all financial management strategy, giving you the confidence to enjoy life today, while knowing that you have a solid plan for the future.

$\uparrow \uparrow \uparrow \uparrow \uparrow \uparrow \uparrow \uparrow \uparrow \uparrow \uparrow \uparrow \uparrow \uparrow \uparrow \uparrow \uparrow \uparrow \uparrow \uparrow$ smal portion of fisposasble income for iskmanagement

## Projected Net Worth

Values are estimated based on an after-tax income goal in retirement of \$72,000 In today's dollars

|  |  |  |  | Liquid Assets |  |  | Fixed Assets |  |  | Net Worth |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year | J | T | Retirement Investments | Cash Investments | Corporate Investments | Real Estate | Corporate Assets | Other Assets | Total Assets | Total Debt | Deferred Taxes | Net Assets |
| 1 | 2011 | 46 | 39 | 380,500 | 41,427 | 0 | 824,000 | 0 | 0 | 1,245,927 | $(216,757)$ | $(166,296)$ | 862,874 |
| 2 | 2012 | 47 | 40 | 412,850 | 53,666 | 0 | 848,720 | 0 | 0 | 1,315,236 | $(208,142)$ | $(180,450)$ | 926,643 |
| 3 | 2013 | 48 | 41 | 447,151 | 66,762 | 0 | 874,182 | 0 | 0 | 1,388,095 | $(199,141)$ | $(195,458)$ | 993,496 |
| 4 | 2014 | 49 | 42 | 483,508 | 80,764 | 0 | 900,407 | 0 | 0 | 1,464,679 | $(189,734)$ | $(211,367)$ | 1,063,578 |
| 5 | 2015 | 50 | 43 | 522,033 | 95,729 | 0 | 927,419 | 0 | 0 | 1,545,181 | $(179,903)$ | $(228,221)$ | 1,137,057 |
| 20 | 2030 | 65 | 58 | 1,392,964 | 418,114 | 0 | 1,444,889 | 0 | 0 | 3,255,966 | 0 | $(608,725)$ | 2,647,241 |
| 21 | 2031 | 66 | 59 | 1,417,912 | 386,831 | 0 | 1,488,236 | 0 | 0 | 3,292,978 | 0 | $(619,627)$ | 2,673,350 |
| 22 | 2032 | 67 | 60 | 1,441,838 | 368,061 | 0 | 1,532,883 | 0 | 0 | 3,342,782 | 0 | $(630,083)$ | 2,712,699 |
| 23 | 2033 | 68 | 61 | 1,464,577 | 345,512 | 0 | 1,578,869 | 0 | 0 | 3,388,959 | 0 | $(640,020)$ | 2,748,938 |
| 24 | 2034 | 69 | 62 | 1,485,946 | 321,828 | 0 | 1,626,235 | 0 | 0 | 3,434,009 | 0 | $(649,358)$ | 2,784,651 |
| 25 | 2035 | 70 | 63 | 1,505,747 | 297,005 | 0 | 1,675,022 | 0 | 0 | 3,477,774 | 0 | $(658,011)$ | 2,819,763 |
| 26 | 2036 | 71 | 64 | 1,523,767 | 271,043 | 0 | 1,725,273 | 0 | 0 | 3,520,083 | 0 | $(665,886)$ | 2,854,197 |
| 27 | 2037 | 72 | 65 | 1,539,773 | 256,222 | 0 | 1,777,031 | 0 | 0 | 3,573,027 | 0 | $(672,881)$ | 2,900,146 |
| 28 | 2038 | 73 | 66 | 1,553,515 | 241,434 | 0 | 1,830,342 | 0 | 0 | 3,625,292 | 0 | $(678,886)$ | 2,946,406 |
| 29 | 2039 | 74 | 67 | 1,564,721 | 226,514 | 0 | 1,885,252 | 0 | 0 | 3,676,487 | 0 | $(683,783)$ | 2,992,704 |
| 30 | 2040 | 75 | 68 | 1,573,097 | 211,533 | 0 | 1,941,810 | 0 | 0 | 3,726,440 | 0 | $(687,443)$ | 3,038,996 |
| 31 | 2041 | 76 | 69 | 1,578,326 | 196,559 | 0 | 2,000,064 | 0 | 0 | 3,774,949 | 0 | $(689,728)$ | 3,085,221 |
| 32 | 2042 | 77 | 70 | 1,580,063 | 181,667 | 0 | 2,060,066 | 0 | 0 | 3,821,797 | 0 | $(690,488)$ | 3,131,309 |
| 33 | 2043 | 78 | 71 | 1,577,939 | 166,961 | 0 | 2,121,868 | 0 | 0 | 3,866,769 | 0 | $(689,559)$ | 3,177,209 |
| 34 | 2044 | 79 | 72 | 1,537,254 | 161,901 | 0 | 2,185,524 | 0 | 0 | 3,884,679 | 0 | $(671,780)$ | 3,212,899 |
| 35 | 2045 | 80 | 73 | 1,496,039 | 169,996 | 0 | 2,251,090 | 0 | 0 | 3,917,125 | 0 | $(653,769)$ | 3,263,356 |
| 36 | 2046 | 81 | 74 | 1,454,239 | 177,567 | 0 | 2,318,623 | 0 | 0 | 3,950,429 | 0 | $(635,503)$ | 3,314,927 |
| 37 | 2047 | 82 | 75 | 1,411,815 | 182,112 | 0 | 2,388,181 | 0 | 0 | 3,982,109 | 0 | $(616,963)$ | 3,365,145 |
| 38 | 2048 | 83 | 76 | 1,368,599 | 183,429 | 0 | 2,459,827 | 0 | 0 | 4,011,855 | 0 | $(598,078)$ | 3,413,777 |
| 39 | 2049 | 84 | 77 | 1,324,739 | 181,403 | 0 | 2,533,622 | 0 | 0 | 4,039,763 | 0 | $(578,911)$ | 3,460,853 |
| Summary |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 20 | 2030 | 65 | 58 | 1,392,964 | 418,114 | 0 | 1,444,889 | 0 | 0 | 3,255,966 | 0 | $(608,725)$ | 2,647,241 |
| 30 | 2040 | 75 | 68 | 1,573,097 | 211,533 | 0 | 1,941,810 | 0 | 0 | 3,726,440 | 0 | $(687,443)$ | 3,038,996 |
| 37 | 2047 | 82 | 75 | 1,411,815 | 182,112 | 0 | 2,388,181 | 0 | 0 | 3,982,109 | 0 | $(616,963)$ | 3,365,145 |
| 46 | 2056 | 91 | 84 | 992,731 | 26,361 | 0 | 3,116,035 | 0 | 0 | 4,135,127 | 0 | $(433,823)$ | 3,701,304 |
| 51 | 2061 | 96 | 89 | 368,856 | 0 | 0 | 3,612,339 | 0 | 0 | 3,981,195 | 0 | $(161,190)$ | 3,820,005 |

## Projected Cash Flow

Values are estimated based on an after-tax income goal in retirement of \$72,000 In today's dollars

|  |  |  |  |  | Sources of Income |  |  |  |  | Income Tax |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year | J | T | Investment Savings | RRSP RRIF | Cash Investments | Other Income | Income Goal | Excess <br> (Deficiency) | Income Tax | Paid by Withholding | Paid From Investment* | Paid From Cash Flow |
| 1 | 2011 | 46 | 39 | 23,000 | 0 | 0 | 170,000 | 0 | 0 | $(35,264)$ | 0 | 0 | 35,264 |
| 2 | 2012 | 47 | 40 | 23,575 | 0 | 0 | 174,250 | 0 | 0 | $(36,250)$ | 0 | 0 | 36,250 |
| 3 | 2013 | 48 | 41 | 24,164 | 0 | 0 | 178,606 | 0 | 0 | $(37,265)$ | 0 | 0 | 37,265 |
| 4 | 2014 | 49 | 42 | 24,768 | 0 | 0 | 183,071 | 0 | 0 | $(38,312)$ | 0 | 0 | 38,312 |
| 5 | 2015 | 50 | 43 | 25,388 | 0 | 0 | 187,648 | 0 | 0 | $(39,390)$ | 0 | 0 | 39,390 |
| 20 | 2030 | 65 | 58 | 0 | 41,429 | 45,201 | 28,473 | 115,103 | 0 | $(5,435)$ | 0 | 5,435 | 0 |
| 21 | 2031 | 66 | 59 | 0 | 43,530 | 45,265 | 29,185 | 117,980 | 0 | $(5,263)$ | 0 | 5,263 | 0 |
| 22 | 2032 | 67 | 60 | 0 | 45,739 | 31,732 | 43,459 | 120,930 | 0 | $(8,345)$ | 0 | 8,345 | 0 |
| 23 | 2033 | 68 | 61 | 0 | 48,061 | 31,347 | 44,545 | 123,953 | 0 | $(8,799)$ | 0 | 8,799 | 0 |
| 24 | 2034 | 69 | 62 | 0 | 50,503 | 30,890 | 45,659 | 127,052 | 0 | $(9,276)$ | 0 | 9,276 | 0 |
| 25 | 2035 | 70 | 63 | 0 | 53,069 | 30,358 | 46,800 | 130,228 | 0 | $(9,779)$ | 0 | 9,779 | 0 |
| 26 | 2036 | 71 | 64 | 0 | 55,768 | 29,745 | 47,970 | 133,484 | 0 | $(10,307)$ | 0 | 10,307 | 0 |
| 27 | 2037 | 72 | 65 | 0 | 58,606 | 17,091 | 61,124 | 136,821 | 0 | $(10,638)$ | 0 | 10,638 | 0 |
| 28 | 2038 | 73 | 66 | 0 | 61,591 | 15,999 | 62,652 | 140,242 | 0 | $(11,233)$ | 0 | 11,233 | 0 |
| 29 | 2039 | 74 | 67 | 0 | 64,730 | 14,800 | 64,218 | 143,748 | 0 | $(11,865)$ | 0 | 11,865 | 0 |
| 30 | 2040 | 75 | 68 | 0 | 68,031 | 13,486 | 65,824 | 147,341 | 0 | $(12,548)$ | 0 | 12,548 | 0 |
| 31 | 2041 | 76 | 69 | 0 | 71,504 | 12,051 | 67,469 | 151,025 | 0 | $(13,288)$ | 0 | 13,288 | 0 |
| 32 | 2042 | 77 | 70 | 0 | 75,158 | 10,486 | 69,156 | 154,800 | 0 | $(14,068)$ | 0 | 14,068 | 0 |
| 33 | 2043 | 78 | 71 | 0 | 79,003 | 8,782 | 70,885 | 158,670 | 0 | $(14,891)$ | 0 | 14,891 | 0 |
| 34 | 2044 | 79 | 72 | 0 | 116,452 | 0 | 72,657 | 162,637 | 26,472 | $(24,245)$ | 0 | 0 | 24,245 |
| 35 | 2045 | 80 | 73 | 0 | 114,987 | 0 | 74,474 | 166,703 | 22,757 | $(23,641)$ | 0 | 884 | 22,757 |
| 36 | 2046 | 81 | 74 | 0 | 113,549 | 0 | 76,335 | 170,871 | 19,014 | $(23,141)$ | 0 | 4,127 | 19,014 |
| 37 | 2047 | 82 | 75 | 0 | 112,122 | 0 | 78,244 | 175,143 | 15,223 | $(22,641)$ | 0 | 7,417 | 15,223 |
| 38 | 2048 | 83 | 76 | 0 | 110,828 | 0 | 80,200 | 179,521 | 11,506 | $(22,171)$ | 0 | 10,664 | 11,506 |
| 39 | 2049 | 84 | 77 | 0 | 109,351 | 0 | 82,205 | 184,009 | 7,547 | $(21,651)$ | 0 | 14,104 | 7,547 |
| Summary *withdrawal beginning of the following tax year |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 20 | 2030 | 65 | 58 | 0 | 41,429 | 45,201 | 28,473 | 115,103 | 0 | $(5,435)$ | 0 | 5,435 | 0 |
| 30 | 2040 | 75 | 68 | 0 | 68,031 | 13,486 | 65,824 | 147,341 | 0 | $(12,548)$ | 0 | 12,548 | 0 |
| 37 | 2047 | 82 | 75 | 0 | 112,122 | 0 | 78,244 | 175,143 | 15,223 | $(22,641)$ | 0 | 7,417 | 15,223 |
| 46 | 2056 | 91 | 84 | 0 | 99,938 | 21,075 | 97,716 | 218,729 | 0 | $(18,723)$ | 0 | 18,723 | 0 |
| 51 | 2061 | 96 | 89 | 0 | 136,915 | 0 | 110,556 | 247,472 | 0 | $(36,185)$ | 22,669 | 13,516 | 0 |

## Projected Taxation: John

## Estimated income taxes and rates

|  |  |  |  |  | Income Tax Payable |  |  |  |  |  | Rate of Taxation |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year | J | T | Taxable Income | Basic <br> Tax | Age Credit | Pension Credit | Age Clawback | OAS <br> Clawback | Total Payable | Average Tax Rate | Marginal Tax Rate | Effective <br> Tax Rate |
| 1 | 2011 | 46 | 39 | 78,950 | $(17,632)$ | 0 | 0 | 0 | 0 | $(17,632)$ | 22.33\% | 32.50\% | 32.50\% |
| 2 | 2012 | 47 | 40 | 81,084 | $(18,125)$ | 0 | 0 | 0 | 0 | $(18,125)$ | 22.35\% | 32.50\% | 32.50\% |
| 3 | 2013 | 48 | 41 | 83,279 | $(18,633)$ | 0 | 0 | 0 | 0 | $(18,633)$ | 22.37\% | 32.50\% | 32.50\% |
| 4 | 2014 | 49 | 42 | 85,537 | $(19,156)$ | 0 | 0 | 0 | 0 | $(19,156)$ | 22.39\% | 32.50\% | 32.50\% |
| 5 | 2015 | 50 | 43 | 87,861 | $(19,695)$ | 0 | 0 | 0 | 0 | $(19,695)$ | 22.42\% | 32.50\% | 32.50\% |
| 20 | 2030 | 65 | 58 | 50,477 | $(6,704)$ | 1,912 | 351 | 0 | 0 | $(4,442)$ | 8.80\% | 20.06\% | 20.06\% |
| 21 | 2031 | 66 | 59 | 50,950 | $(6,714)$ | 1,959 | 351 | 0 | 0 | $(4,404)$ | 8.64\% | 20.06\% | 20.06\% |
| 22 | 2032 | 67 | 60 | 49,882 | $(6,412)$ | 2,008 | 351 | 0 | 0 | $(4,053)$ | 8.12\% | 20.06\% | 20.06\% |
| 23 | 2033 | 68 | 61 | 51,718 | $(6,690)$ | 2,059 | 351 | 0 | 0 | $(4,281)$ | 8.28\% | 20.06\% | 20.06\% |
| 24 | 2034 | 69 | 62 | 53,631 | $(6,982)$ | 2,110 | 351 | 0 | 0 | $(4,521)$ | 8.43\% | 20.06\% | 20.06\% |
| 25 | 2035 | 70 | 63 | 55,624 | $(7,287)$ | 2,163 | 351 | 0 | 0 | $(4,774)$ | 8.58\% | 20.06\% | 20.06\% |
| 26 | 2036 | 71 | 64 | 57,701 | $(7,607)$ | 2,217 | 351 | 0 | 0 | $(5,040)$ | 8.73\% | 20.06\% | 20.06\% |
| 27 | 2037 | 72 | 65 | 59,865 | $(7,942)$ | 2,272 | 351 | 0 | 0 | $(5,319)$ | 8.89\% | 20.06\% | 20.06\% |
| 28 | 2038 | 73 | 66 | 62,121 | $(8,293)$ | 2,329 | 351 | (3) | 0 | $(5,617)$ | 9.04\% | 20.06\% | 20.82\% |
| 29 | 2039 | 74 | 67 | 64,474 | $(8,661)$ | 2,387 | 351 | (10) | 0 | $(5,932)$ | 9.20\% | 20.06\% | 20.82\% |
| 30 | 2040 | 75 | 68 | 66,928 | $(9,046)$ | 2,447 | 351 | (25) | 0 | $(6,274)$ | 9.37\% | 20.06\% | 23.07\% |
| 31 | 2041 | 76 | 69 | 69,487 | $(9,450)$ | 2,508 | 351 | (53) | 0 | $(6,644)$ | 9.56\% | 20.06\% | 23.07\% |
| 32 | 2042 | 77 | 70 | 72,157 | $(9,874)$ | 2,571 | 351 | (82) | 0 | $(7,034)$ | 9.75\% | 20.06\% | 23.07\% |
| 33 | 2043 | 78 | 71 | 74,944 | $(10,318)$ | 2,635 | 351 | (114) | 0 | $(7,445)$ | 9.93\% | 20.06\% | 23.07\% |
| 34 | 2044 | 79 | 72 | 94,555 | $(14,524)$ | 2,701 | 351 | (650) | 0 | $(12,123)$ | 12.82\% | 29.70\% | 32.71\% |
| 35 | 2045 | 80 | 73 | 94,730 | $(14,339)$ | 2,769 | 351 | (601) | 0 | $(11,821)$ | 12.48\% | 22.70\% | 25.71\% |
| 36 | 2046 | 81 | 74 | 94,942 | $(14,208)$ | 2,838 | 351 | (551) | 0 | $(11,571)$ | 12.19\% | 22.70\% | 25.71\% |
| 37 | 2047 | 82 | 75 | 95,183 | $(14,079)$ | 2,909 | 351 | (500) | 0 | $(11,320)$ | 11.89\% | 22.70\% | 25.71\% |
| 38 | 2048 | 83 | 76 | 95,514 | $(13,966)$ | 2,982 | 351 | (451) | 0 | $(11,085)$ | 11.61\% | 22.70\% | 25.71\% |
| 39 | 2049 | 84 | 77 | 95,778 | $(13,833)$ | 3,056 | 351 | (399) | 0 | $(10,825)$ | 11.30\% | 22.70\% | 25.71\% |
| Summary |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 20 | 2030 | 65 | 58 | 50,477 | $(6,704)$ | 1,912 | 351 | 0 | 0 | $(4,442)$ | 8.80\% | 20.06\% | 20.06\% |
| 30 | 2040 | 75 | 68 | 66,928 | $(9,046)$ | 2,447 | 351 | (25) | 0 | $(6,274)$ | 9.37\% | 20.06\% | 23.07\% |
| 37 | 2047 | 82 | 75 | 95,183 | $(14,079)$ | 2,909 | 351 | (500) | 0 | $(11,320)$ | 11.89\% | 22.70\% | 25.71\% |
| 46 | 2056 | 91 | 84 | 98,827 | $(13,323)$ | 3,633 | 351 | (22) | 0 | $(9,362)$ | 9.47\% | 20.06\% | 23.07\% |
| 51 | 2061 | 96 | 89 | 142,086 | $(21,618)$ | 4,110 | 351 | (935) | 0 | $(18,093)$ | 12.73\% | 22.70\% | 25.71\% |

## Projected Taxation: Tanya

## Estimated income taxes and rates

|  |  |  |  |  | Income Tax Payable |  |  |  |  |  | Rate of Taxation |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year | J | T | Taxable Income | Basic <br> Tax | Age Credit | Pension Credit | Age Clawback | OAS <br> Clawback | Total Payable | Average Tax Rate | Marginal Tax Rate | Effective Tax Rate |
| 1 | 2011 | 46 | 39 | 78,950 | $(17,632)$ | 0 | 0 | 0 | 0 | $(17,632)$ | 22.33\% | 32.50\% | 32.50\% |
| 2 | 2012 | 47 | 40 | 81,084 | $(18,125)$ | 0 | 0 | 0 | 0 | $(18,125)$ | 22.35\% | 32.50\% | 32.50\% |
| 3 | 2013 | 48 | 41 | 83,279 | $(18,633)$ | 0 | 0 | 0 | 0 | $(18,633)$ | 22.37\% | 32.50\% | 32.50\% |
| 4 | 2014 | 49 | 42 | 85,537 | $(19,156)$ | 0 | 0 | 0 | 0 | $(19,156)$ | 22.39\% | 32.50\% | 32.50\% |
| 5 | 2015 | 50 | 43 | 87,861 | $(19,695)$ | 0 | 0 | 0 | 0 | $(19,695)$ | 22.42\% | 32.50\% | 32.50\% |
| 20 | 2030 | 65 | 58 | 22,004 | (993) | 0 | 0 | 0 | 0 | (993) | 4.51\% | 20.06\% | 20.06\% |
| 21 | 2031 | 66 | 59 | 21,765 | (859) | 0 | 0 | 0 | 0 | (859) | 3.95\% | 20.06\% | 20.06\% |
| 22 | 2032 | 67 | 60 | 39,316 | $(4,292)$ | 0 | 0 | 0 | 0 | $(4,292)$ | 10.92\% | 20.06\% | 20.06\% |
| 23 | 2033 | 68 | 61 | 40,888 | $(4,518)$ | 0 | 0 | 0 | 0 | $(4,518)$ | 11.05\% | 20.06\% | 20.06\% |
| 24 | 2034 | 69 | 62 | 42,530 | $(4,755)$ | 0 | 0 | 0 | 0 | $(4,755)$ | 11.18\% | 20.06\% | 20.06\% |
| 25 | 2035 | 70 | 63 | 44,246 | $(5,005)$ | 0 | 0 | 0 | 0 | $(5,005)$ | 11.31\% | 20.06\% | 20.06\% |
| 26 | 2036 | 71 | 64 | 46,038 | $(5,268)$ | 0 | 0 | 0 | 0 | $(5,268)$ | 11.44\% | 20.06\% | 20.06\% |
| 27 | 2037 | 72 | 65 | 59,865 | $(7,942)$ | 2,272 | 351 | 0 | 0 | $(5,319)$ | 8.89\% | 20.06\% | 20.06\% |
| 28 | 2038 | 73 | 66 | 62,121 | $(8,293)$ | 2,329 | 351 | (3) | 0 | $(5,617)$ | 9.04\% | 20.06\% | 20.82\% |
| 29 | 2039 | 74 | 67 | 64,474 | $(8,661)$ | 2,387 | 351 | (10) | 0 | $(5,932)$ | 9.20\% | 20.06\% | 20.82\% |
| 30 | 2040 | 75 | 68 | 66,928 | $(9,046)$ | 2,447 | 351 | (25) | 0 | $(6,274)$ | 9.37\% | 20.06\% | 23.07\% |
| 31 | 2041 | 76 | 69 | 69,487 | $(9,450)$ | 2,508 | 351 | (53) | 0 | $(6,644)$ | 9.56\% | 20.06\% | 23.07\% |
| 32 | 2042 | 77 | 70 | 72,157 | $(9,874)$ | 2,571 | 351 | (82) | 0 | $(7,034)$ | 9.75\% | 20.06\% | 23.07\% |
| 33 | 2043 | 78 | 71 | 74,944 | $(10,318)$ | 2,635 | 351 | (114) | 0 | $(7,445)$ | 9.93\% | 20.06\% | 23.07\% |
| 34 | 2044 | 79 | 72 | 94,555 | $(14,524)$ | 2,701 | 351 | (650) | 0 | $(12,123)$ | 12.82\% | 29.70\% | 32.71\% |
| 35 | 2045 | 80 | 73 | 94,730 | $(14,339)$ | 2,769 | 351 | (601) | 0 | $(11,821)$ | 12.48\% | 22.70\% | 25.71\% |
| 36 | 2046 | 81 | 74 | 94,942 | $(14,208)$ | 2,838 | 351 | (551) | 0 | $(11,571)$ | 12.19\% | 22.70\% | 25.71\% |
| 37 | 2047 | 82 | 75 | 95,183 | $(14,079)$ | 2,909 | 351 | (500) | 0 | $(11,320)$ | 11.89\% | 22.70\% | 25.71\% |
| 38 | 2048 | 83 | 76 | 95,514 | $(13,966)$ | 2,982 | 351 | (451) | 0 | $(11,085)$ | 11.61\% | 22.70\% | 25.71\% |
| 39 | 2049 | 84 | 77 | 95,778 | $(13,833)$ | 3,056 | 351 | (399) | 0 | $(10,825)$ | 11.30\% | 22.70\% | 25.71\% |
| Summary |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 20 | 2030 | 65 | 58 | 22,004 | (993) | 0 | 0 | 0 | 0 | (993) | 4.51\% | 20.06\% | 20.06\% |
| 30 | 2040 | 75 | 68 | 66,928 | $(9,046)$ | 2,447 | 351 | (25) | 0 | $(6,274)$ | 9.37\% | 20.06\% | 23.07\% |
| 37 | 2047 | 82 | 75 | 95,183 | $(14,079)$ | 2,909 | 351 | (500) | 0 | $(11,320)$ | 11.89\% | 22.70\% | 25.71\% |
| 46 | 2056 | 91 | 84 | 98,827 | $(13,323)$ | 3,633 | 351 | (22) | 0 | $(9,362)$ | 9.47\% | 20.06\% | 23.07\% |
| 51 | 2061 | 96 | 89 | 142,086 | $(21,618)$ | 4,110 | 351 | (935) | 0 | $(18,093)$ | 12.73\% | 22.70\% | 25.71\% |

## Projected Retirement Investments

| Values are estimated assuming an annual rate of return of 5.00\% |  |  |  |  |  |  |  |  |  |  | Current value of Investments: \$350,000 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Investment Deposits |  |  | Investment Withdrawals |  |  |  | Investment Values |  |  |
|  | Year | J | T | Annual Deposit | Estimated Tax Savings | Investment Growth | Required Minimum | Income <br> Needs | Tax Withdrawal | Withholding Tax | Investment Value | Deferred Taxes | After-Tax Value |
| 1 | 2011 | 46 | 39 | 13,000 | $(4,225)$ | 17,500 | 0 | 0 | 0 | 0 | 380,500 | $(166,279)$ | 214,222 |
| 2 | 2012 | 47 | 40 | 13,325 | $(4,331)$ | 19,025 | 0 | 0 | 0 | 0 | 412,850 | $(180,415)$ | 232,435 |
| 3 | 2013 | 48 | 41 | 13,658 | $(4,439)$ | 20,643 | 0 | 0 | 0 | 0 | 447,151 | $(195,405)$ | 251,746 |
| 4 | 2014 | 49 | 42 | 14,000 | $(4,550)$ | 22,358 | 0 | 0 | 0 | 0 | 483,508 | $(211,293)$ | 272,215 |
| 5 | 2015 | 50 | 43 | 14,350 | $(4,664)$ | 24,175 | 0 | 0 | 0 | 0 | 522,033 | $(228,128)$ | 293,904 |
| 20 | 2030 | 65 | 58 | 0 | 0 | 67,244 | 41,429 | 41,429 | 0 | 0 | 1,392,964 | $(608,725)$ | 784,239 |
| 21 | 2031 | 66 | 59 | 0 | 0 | 68,478 | 43,530 | 43,530 | 0 | 0 | 1,417,912 | $(619,627)$ | 798,284 |
| 22 | 2032 | 67 | 60 | 0 | 0 | 69,666 | 45,739 | 45,739 | 0 | 0 | 1,441,838 | $(630,083)$ | 811,755 |
| 23 | 2033 | 68 | 61 | 0 | 0 | 70,800 | 48,061 | 48,061 | 0 | 0 | 1,464,577 | $(640,020)$ | 824,557 |
| 24 | 2034 | 69 | 62 | 0 | 0 | 71,871 | 50,503 | 50,503 | 0 | 0 | 1,485,946 | $(649,358)$ | 836,587 |
| 25 | 2035 | 70 | 63 | 0 | 0 | 72,871 | 53,069 | 53,069 | 0 | 0 | 1,505,747 | $(658,011)$ | 847,736 |
| 26 | 2036 | 71 | 64 | 0 | 0 | 73,788 | 55,768 | 55,768 | 0 | 0 | 1,523,767 | $(665,886)$ | 857,881 |
| 27 | 2037 | 72 | 65 | 0 | 0 | 74,613 | 58,606 | 58,606 | 0 | 0 | 1,539,773 | $(672,881)$ | 866,892 |
| 28 | 2038 | 73 | 66 | 0 | 0 | 75,333 | 61,591 | 61,591 | 0 | 0 | 1,553,515 | $(678,886)$ | 874,629 |
| 29 | 2039 | 74 | 67 | 0 | 0 | 75,936 | 64,730 | 64,730 | 0 | 0 | 1,564,721 | $(683,783)$ | 880,938 |
| 30 | 2040 | 75 | 68 | 0 | 0 | 76,407 | 68,031 | 68,031 | 0 | 0 | 1,573,097 | $(687,443)$ | 885,654 |
| 31 | 2041 | 76 | 69 | 0 | 0 | 76,733 | 71,504 | 71,504 | 0 | 0 | 1,578,326 | $(689,728)$ | 888,597 |
| 32 | 2042 | 77 | 70 | 0 | 0 | 76,896 | 75,158 | 75,158 | 0 | 0 | 1,580,063 | $(690,488)$ | 889,576 |
| 33 | 2043 | 78 | 71 | 0 | 0 | 76,879 | 79,003 | 79,003 | 0 | 0 | 1,577,939 | $(689,559)$ | 888,380 |
| 34 | 2044 | 79 | 72 | 0 | 0 | 75,767 | 116,452 | 116,452 | 0 | 0 | 1,537,254 | $(671,780)$ | 865,474 |
| 35 | 2045 | 80 | 73 | 0 | 0 | 73,772 | 114,987 | 114,987 | 0 | 0 | 1,496,039 | $(653,769)$ | 842,270 |
| 36 | 2046 | 81 | 74 | 0 | 0 | 71,750 | 113,549 | 113,549 | 0 | 0 | 1,454,239 | $(635,503)$ | 818,737 |
| 37 | 2047 | 82 | 75 | 0 | 0 | 69,698 | 112,122 | 112,122 | 0 | 0 | 1,411,815 | $(616,963)$ | 794,852 |
| 38 | 2048 | 83 | 76 | 0 | 0 | 67,612 | 110,828 | 110,828 | 0 | 0 | 1,368,599 | $(598,078)$ | 770,521 |
| 39 | 2049 | 84 | 77 | 0 | 0 | 65,490 | 109,351 | 109,351 | 0 | 0 | 1,324,739 | $(578,911)$ | 745,828 |
| Summary |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 20 | 2030 | 65 | 58 | 0 | 0 | 67,244 | 41,429 | 41,429 | 0 | 0 | 1,392,964 | $(608,725)$ | 784,239 |
| 30 | 2040 | 75 | 68 | 0 | 0 | 76,407 | 68,031 | 68,031 | 0 | 0 | 1,573,097 | $(687,443)$ | 885,654 |
| 37 | 2047 | 82 | 75 | 0 | 0 | 69,698 | 112,122 | 112,122 | 0 | 0 | 1,411,815 | $(616,963)$ | 794,852 |
| 46 | 2056 | 91 | 84 | 0 | 0 | 49,473 | 99,938 | 99,938 | 0 | 0 | 992,731 | $(433,823)$ | 558,908 |
| 51 | 2061 | 96 | 89 | 0 | 0 | 21,001 | 60,270 | 136,915 | 14,031 | 22,669 | 368,856 | $(161,190)$ | 207,666 |

## Projected Cash Investments

Values are estimated assuming an annual rate of return of 5.00\%
Current value of Investments: \$30,000

|  |  |  |  | Investment Deposits |  |  | Investment Withdrawals |  |  | Investment Values |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year | J | T | Annual Deposit | Investment Growth | Taxable Portion | Income <br> Needs | Tax <br> Withdrawal | Total Withdrawals | Investment Value | TFSA Balance | Deferred Taxes | After-Tax Value |
| 1 | 2011 | 46 | 39 | 10,000 | 1,500 | 900 | 0 | 73 | 73 | 41,427 | 31,125 | (18) | 41,409 |
| 2 | 2012 | 47 | 40 | 10,250 | 2,071 | 1,243 | 0 | 82 | 82 | 53,666 | 42,773 | (35) | 53,631 |
| 3 | 2013 | 48 | 41 | 10,506 | 2,683 | 1,610 | 0 | 93 | 93 | 66,762 | 54,980 | (53) | 66,709 |
| 4 | 2014 | 49 | 42 | 10,769 | 3,338 | 2,003 | 0 | 105 | 105 | 80,764 | 67,778 | (74) | 80,690 |
| 5 | 2015 | 50 | 43 | 11,038 | 4,038 | 2,423 | 0 | 112 | 112 | 95,729 | 82,243 | (92) | 95,636 |
| 20 | 2030 | 65 | 58 | 0 | 20,905 | 2,579 | 45,201 | 0 | 45,201 | 418,114 | 418,114 | 0 | 418,114 |
| 21 | 2031 | 66 | 59 | 0 | 19,417 | 0 | 45,265 | 5,435 | 50,700 | 386,831 | 386,831 | 0 | 386,831 |
| 22 | 2032 | 67 | 60 | 0 | 18,225 | 0 | 31,732 | 5,263 | 36,995 | 368,061 | 368,061 | 0 | 368,061 |
| 23 | 2033 | 68 | 61 | 0 | 17,143 | 0 | 31,347 | 8,345 | 39,692 | 345,512 | 345,512 | 0 | 345,512 |
| 24 | 2034 | 69 | 62 | 0 | 16,005 | 0 | 30,890 | 8,799 | 39,689 | 321,828 | 321,828 | 0 | 321,828 |
| 25 | 2035 | 70 | 63 | 0 | 14,812 | 0 | 30,358 | 9,276 | 39,635 | 297,005 | 297,005 | 0 | 297,005 |
| 26 | 2036 | 71 | 64 | 0 | 13,562 | 0 | 29,745 | 9,779 | 39,524 | 271,043 | 271,043 | 0 | 271,043 |
| 27 | 2037 | 72 | 65 | 0 | 12,577 | 0 | 17,091 | 10,307 | 27,398 | 256,222 | 256,222 | 0 | 256,222 |
| 28 | 2038 | 73 | 66 | 0 | 11,849 | 0 | 15,999 | 10,638 | 26,637 | 241,434 | 241,434 | 0 | 241,434 |
| 29 | 2039 | 74 | 67 | 0 | 11,112 | 0 | 14,800 | 11,233 | 26,033 | 226,514 | 226,514 | 0 | 226,514 |
| 30 | 2040 | 75 | 68 | 0 | 10,370 | 0 | 13,486 | 11,865 | 25,351 | 211,533 | 211,533 | 0 | 211,533 |
| 31 | 2041 | 76 | 69 | 0 | 9,625 | 0 | 12,051 | 12,548 | 24,599 | 196,559 | 196,559 | 0 | 196,559 |
| 32 | 2042 | 77 | 70 | 0 | 8,882 | 0 | 10,486 | 13,288 | 23,774 | 181,667 | 181,667 | 0 | 181,667 |
| 33 | 2043 | 78 | 71 | 0 | 8,144 | 0 | 8,782 | 14,068 | 22,850 | 166,961 | 166,961 | 0 | 166,961 |
| 34 | 2044 | 79 | 72 | 2,227 | 7,604 | 0 | 0 | 14,891 | 14,891 | 161,901 | 161,901 | 0 | 161,901 |
| 35 | 2045 | 80 | 73 | 0 | 8,095 | 0 | 0 | 0 | 0 | 169,996 | 169,996 | 0 | 169,996 |
| 36 | 2046 | 81 | 74 | 0 | 8,456 | 0 | 0 | 884 | 884 | 177,567 | 177,567 | 0 | 177,567 |
| 37 | 2047 | 82 | 75 | 0 | 8,672 | 0 | 0 | 4,127 | 4,127 | 182,112 | 182,112 | 0 | 182,112 |
| 38 | 2048 | 83 | 76 | 0 | 8,735 | 0 | 0 | 7,417 | 7,417 | 183,429 | 183,429 | 0 | 183,429 |
| 39 | 2049 | 84 | 77 | 0 | 8,638 | 0 | 0 | 10,664 | 10,664 | 181,403 | 181,403 | 0 | 181,403 |
| Summary |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 20 | 2030 | 65 | 58 | 0 | 20,905 | 2,579 | 45,201 | 0 | 45,201 | 418,114 | 418,114 | 0 | 418,114 |
| 30 | 2040 | 75 | 68 | 0 | 10,370 | 0 | 13,486 | 11,865 | 25,351 | 211,533 | 211,533 | 0 | 211,533 |
| 37 | 2047 | 82 | 75 | 0 | 8,672 | 0 | 0 | 4,127 | 4,127 | 182,112 | 182,112 | 0 | 182,112 |
| 46 | 2056 | 91 | 84 | 0 | 1,719 | 0 | 21,075 | 19,122 | 40,197 | 26,361 | 26,361 | 0 | 26,361 |
| 51 | 2061 | 96 | 89 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

