Silver Financial Planner Tutorial



Menu

- Overview
- Setup
- File Management
- Data Input
- When-If?[™]
- What-If?
- Viewing Reports
- Viewing Graphs
- Summary Page
- Printing Reports



Overview

- Introduction
- Main Menu
- Program Selections
- Data Input Forms
- Overview
- User Manual
- Help



Overview - Introduction





Overview - Main Menu

Sample2.sfp - Silver Fi	nancial Planner			_ = X
File Report Selection Calcu	lators Options Help			Style
*	Names/Ages	`		0 %
Inputs	Contact Info	Advisess & Employment Info	Contact Notes	
Introduction		Main Menu		
Names/Ages	Names For Report Heading			
Risk Estate	Use Alternate Report Date	07/27/2009	×	
Insurance				
Pension/S.S.		Individual #1		Individual #2
	First Name	John	First Name	Mary
Income/Expense Education Funding	Middle Initial		Middle Initial	
Assets	Last Name		Last Name	
Assets Additional Assets/Debts	Birth Date	00/00/0000	Birth Date	00/00/0000
Debt Freedom	Age	48	Age (Set to 0 if Single)	46
Rates	Planned Retirement Age	62	Planned Retirement Age	60
Behavior Analysis	Life Expectancy-Calculated	85	Life Expectancy-Calculated	90
Reports	Alternate Life Expectancy	0	Alternate Life Expectancy	0
View Report		Married?	Alternate Life Expectancy	
Summary Report	Married Couple			
Graphs	Gender	×	Gender	
Retirement Expenses	Social Security #	<u> </u>	Social Security #	_ <u></u>
Taxable Assets				
Tax Advantaged Assets				
Total Assets				
Asset Allocation				
What If?				
What If?				
			Previous	Next 🔁



Overview – Program Sections

Sample2.sfp - Silver Fi	Sample2.sfp - Silver Financial Planner _ = X										
File Report Selection Calcu	lators Options Help)				Style					
*	Names/Ages	S				2 3					
Inputs	Contac	t Info Add	ress & Employment Info	C	ontact Notes						
Introduction Names/Ages	Names For Report H	Heading	John and Many Cample								
Risk	Use Alternate Re	_	ohn and Mary Sample								
Estate		epoir Date	07/27/2009	<u>~</u>							
Insurance			Individual #1			Individual #2					
Pension/S.S.	First Name		John		First Name	Mary					
Income/Expense	Middle Initial				Middle Initial						
Education Funding	Last Name				Last Name						
Assets	Birth Date	The left s	ide allows		Birth Date	00/00/0000					
Additional Assets/Debts		vou to	o move		Age (Set to 0 if Single)	46					
Debt Freedom	Age Planned Retiremen	•	program		2 . 2 .						
Rates		•	of Inputs,		Planned Retirement Age	60					
Behavior Analysis Reports	Life Expectancy-Ca		•		Life Expectancy-Calculated	90					
View Report	Alternate Life Expect	•	, Graphs		Alternate Life Expectancy	0					
Summary Report	Married Couple	and W	hat If?.								
Graphs	Gender		×		Gender	<u> </u>					
Retirement Expenses	Social Security #				Social Security #						
Taxable Assets											
Tax Advantaged Assets											
Total Assets Asset Allocation											
What If?											
What If?											
					Previous	Next 🔁					



Overview – Input Sections

Sample2.sfp - Silver Fi	Sample2.sfp - Silver Financial Planner										
File Report Selection Calcu	lators Options Help			Style							
*	Names/Ages			20							
Inputs Introduction	Contact Info	Address & Employment Info	ontact Notes								
Names/Ages	Names For Report Heading	John and Mary Sample									
Risk	Use Alternate Report Date	07/27/2009									
Estate											
Pension/S.S.		Individual #1		Individual #2							
Income/Expense	First Name Middle, Initial	John	First Name	Mary							
Education Funding			Middle Initial								
Assets		a ta anv input area	Last Name	00,000,0000							
Additional Assets/Debts		e to any input area		00/00/0000							
Debt Freedom		y clicking on the	e (Set to 0 if Single)	46							
Rates Behavior Analysis		ions available unde	E	60							
Reports	Life Expectancy-Calculated Inp	uts on the left hanc	e Expectancy-Calculated	90							
View Report	Alternate Life Expectancy Married Couple	de of the program.	emate Life Expectancy	0							
Summary Report	Gender		Gender								
Graphs	Social Security #		Social Security #								
Retirement Expenses Taxable Assets	Social Security #		Social Security #								
Tax Advantaged Assets											
Total Assets											
Asset Allocation											
Whatlf?											
What If?											
			Previous	Next 🎅							



Overview - Data Input Forms, Help

Sample2.sfp - Silver Fi	nancial Planner								_ = X
<u>File</u> <u>R</u> eport Selection <u>C</u> alcu	lators <u>O</u> ptions <u>H</u> e	elp		_					<u>S</u> tyle
*	Names/A	Contents							20
Inputs	C	Index		ent Info	Con	tact Note			J 1
Introduction		<u>O</u> verview Help			Con	itaci note			
Names/Ages	Names For Re	<u>Q</u> uickstart Help		y Sample					
Risk	🔲 Use Alterr	O <u>p</u> en Data Input Form	O <u>p</u> en Data Input Form		~	-			
Estate		Op <u>e</u> n Data Input Form (Form Style)				Under Help, you can open		
Insurance		Ac <u>t</u> ivate Your Copy Of Si	lver				the Data	-	-
Pension/S.S.	First Name	C <u>h</u> eck For Updates				First N		•	
Income/Expense	Middle Initial	About				Middle	(client qu		-
Education Funding	Last Name			_		Last N	and bring u	p the ov	<mark>erview</mark>
Assets	Birth Date					Birth D	and quic	kstart h	elp.
Additional Assets/Debts			00/00/0000 48 62			•			
Debt Freedom	Age					Age (Se	et to 0 if Single)	46	
Rates	Planned Retireme	ent Age			Planned	Retirement Age	60		
Behavior Analysis	Life Expectancy-0	Calculated	85			Life Expectancy-Calculated		90	
Reports	Alternate Life Exp	ectancy	0			Alternate Life Expectancy		0	
View Report	Married Couple		Married?						
Summary Report	Gender			~		Gender			
Graphs Retirement Expenses	Social Security #					Social S	ecurity #		
Taxable Assets							, <i>1</i>		
Tax Advantaged Assets									
Total Assets									
Asset Allocation									
What If?									
What If?									
					ſ		Previous	Nex	xt 🔁



Overview - Help





Setup

- Report Selection
 - Defaults Reports
 - Custom Reports
- Calculators
 - Present Value / Future Value calculator
- Options
 - Customize Asset Groups
 - Customize Long Term Care Defaults
 - Customize Advisor Information



Setup - Report Selection: Default Reports

\$ S	Sample2.sfp - Silver Financial Planner											
<u>F</u> ile	<u>R</u> ep	ort Selection	alcula	ators <u>O</u> ptions <u>H</u> elp	_					<u>S</u> tyle		
	•	Entire Report								20		
Inpu		Retirement		_	fo	Add	ress & Employment Info	Co	ntact Notes	<u></u>		
Intr		Estate			-	7.00]		
Na		Insurance Ana	lysis		ding							
Ris		Gap Analysis			rt Date		efault Repo					
Est		Debt Freedom			-	are a	available: [Entire				
Ins		Create/Modify		om Reports	-	Rep	ort, Retiren	nent,		Individual #2		
Per		Print As Draft (-	tate, Insura		irst Name	Mary		
Inc		Print With Page		oers ein today's dollars			/sis, Gap Ar		liddle Initial			
Edu	_	Silowvalueov	er unn	Last Name	_		•		ast Name			
	sets	al Assets/Debts	1	Birth Date		and	Debt Freed	dom.	irth Date	00/00/0000		
		edom	1	Age			48		Age (Set to 0 if Single)	46		
Rat		edom	1	Planned Retirement A	ne		62		Planned Retirement Age	60		
		Analysis	1	Life Expectancy-Calci	-		85		Life Expectancy-Calculated	90		
Rep		Andrysis	-1									
	w Re	port	- 1	Alternate Life Expecta	ancy		0		Altemate Life Expectancy	0		
Sur	nmar	y Report	- 1	Married Couple			Married?					
Gra	phs		-1	Gender			*		Gender	<u> </u>		
Re	ireme	ent Expenses	- 1	Social Security #					Social Security #			
Ta	able	Assets										
Ta	c Adva	antaged Assets										
	al Ass											
		ocation										
	nt If?											
Wh	at If?							ſ	Danian	Next 🛐		
			-						Previous	Next 🔁		



Setup - Report Selection: Custom Reports

Sample2.sfp* - Silver F	Sample2.sfp* - Silver Financial Planner 📃 🗗 🗙										
File Report Selection Calculation	ators Options	Help			<u>S</u> tyle						
Entire Report Retirement Estate Insurance Analysis Gap Analysis Est Create/Modify Custor	om Reports	Head Cu	Choose Create stom Reports additional repo	to create							
Ins Per Print As Draft Copy Print With Page Num Inc Show value over tim		Report Customi	ization Entire Report		X Set the currently selected report set as the						
Inc Show value over time in today's dolla The Report Customization area allows you to modify existing report sets and create custom report sets. report sets.		Example Report Se Name Entire Report Retirement Estate Insurance Analys Gap Analysis	ets - (Read Only)	Report Pages Name Title Page Cover Letter Net Worth Retirement Summary Graph Monte Carlo Retirement Capital Analysis							
Tax Advantaged Assets Total Assets Asset Allocation What If? What If?		Custom Report Sel Name MY CUSTOM RE			Create new custom report set Modify selected custom report set Delete selected custom report set						



Setup - PV/FV Calculator

Sample2.sfp* - Silver Financial Planner											
File Report Selection Calcu	lators Options Help			<u>Style</u>							
	PV/FV Calculator			2 2							
Inputs Introduction	Contact of	Address & Employment Info	Contact Notes								
Names/Ages	N	Car	nple								
Risk	The PV/FV too	l is useful 🎬									
Estate	for quick "on	the fly"									
Insurance	calculati	5		Individual #2							
Pension/S.S	First Name	John	First Name	Mary							
Income/Expense	Middle Initial		Middle Initial								
Education Funding	LastName		Last Name								
Assets Additional Assets/Debts	Birth Date		Birth Date	00/00/0000							
Rates	Age	48	Age (Set to 0 if Single)	46							
Behavior Analysis	Planned Retirement Age	62	Planned Retirement Age	60							
Reports	Life Expectancy-Calculated	85	Life Expectancy-Calculated	90							
View Report	Alternate Life Expectancy	0	Alternate Life Expectancy	0							
Summary Report	Married Couple	Married?									
Graphs	Gender		Gender	V							
Retirement Expenses Taxable Assets	Social Security #		Social Security #								
Tax Advantaged Assets	Social Security #		Social Security #								
Total Assets											
Asset Allocation											
What If?											
What If?											
			Previous	Next 🔁							



Setup - PV/FV Calculator

Present Value - Future Value Calculator			x	
Prepared For: Prepared By:				
Input:				
Goal Description				
Years until funds needed	1		Enter d	ata for
Goal amount (in today's dollars)	\$0		calculation	
Annual inflation rate	3%			
Annual investment growth rate	8%			
Present savings to invest	\$0	Calculate	Reset	
Results:				
Future value of present savings	\$0	View Report		
Future value of additional savings	\$0			
Future value of goal amount	\$0	F		
Monthly savings required for goal	\$0		Or	here
Lump sum required to meet goal	\$0			
Enter three known figures, then press for the fourth (one value must be zero				
Present value amount	\$0	Calculate	Reset	
Number of years invested	0	View Report		
Growth rate	0%			
Future ∨alue amount	\$0			
			Close	



Setup – Options





Setup – Options: Customize Asset Groups

Asset Allocation And Default Portfolio Customization

Using this screen, you can modify the class names used for asset allocation reports and graphs, plus modify the default asset allocation recommendation percentages for the five investor risk profiles in each life phase.

			Accumulation Portfolios				Retirement Portfolios				Later Life Portfolios				
Image: Construction of the sector of the	d	You can modify the default percentages used for the five portfolios in the accumulation phase.				de po	You can modify the default percentages used for the five portfolios in the early retirement phase.				de	You can modify the default percentages used for the five portfolios in the later life phase.			
✓IncomeIncome✓Income & GrowthInc.✓GrowthGrowth✓Aggressive GrowthAggressive Growth✓OtherOther	rv. 1	2	3	4	5	1	2	3	4	5	1	2	3	4	5
✓ Income & Growth Inc. ✓ Growth Growth ✓ Aggressive Growth Agg ✓ Other Oth	sh 20	20	15	5	5	25	20	15	10	5	30	25	25	20	15
Image: GrowthGrowthImage: GrowthAggImage: GrowthAggImage: GrowthGrowthImage: Growt	ome 35	25	10	0	0	30	25	20	10	10	50	40	30	25	20
Image: Aggressive GrowthAggImage: OtherOther	/Gro. 45	30	20	15	0	35	25	20	20	15	20	25	30	30	25
☑OtherOth	wth 0	25	30	40	35	10	25	30	35	30	0	5	10	15	25
	j O	0	25	40	60	0	5	15	25	40	0	5	5	10	15
	er O	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	0	0	0	0	0	0		Ch	ang	je as	sset	allo	ocat	ion	
	0	0	0	0	0	0	po	ortfo	olios	s he	re.	Eac	h co	olur	nn
E F	dit the		0	0	0	0	-					d up to 100%			
	et clas		0	0	0	0	_	-	-	-	-	-	-	7	
			0	0	0	0	0	0	0	0	0	0	0	0	0
	ne here	e.	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Percenta	ge 100) 100	100	100	100	100	100	100	100	100	100	100	100	100	100
OK Cancel															



х

Setup – Options: Customize LTC Defaults

Sample2.sfp - Silver Fi	Sample2.sfp - Silver Financial Planner									
<u>File</u> <u>R</u> eport Selection <u>C</u> alcu	lators 🧧	Options Help			<u>S</u> tyle					
*	Na	<u>C</u> ustomize Asset Classes			2 3					
Inputs		C <u>u</u> stomize Long Term Care Defaults	Employment Info Co	ontact Notes						
Introduction		Customize <u>A</u> dvisor Information								
Names/Ages	Na		and Mary Sample							
Risk		Show Tooltips	2009							
Estate	ΙL	Password Protect File								
Insurance		Indivi	dual #1		Individual #2					
Pension/S.S.	First	Name John		First Name	Mary					
Incol Long Term Car	re Def	faults	X	Middle Initial						
Educ	_			Last Name						
Asse Long-Term (Care	Daily Low	125	Birth Date	00/00/0000					
Debt Long-Term (Care	Daily Medium	200	Mage Three levels	of Long Term					
Rate Long-Term (Care	Daily High	275 Care are available. The							
Beha	Juio	Danyingn	High, Medium and Low							
Repo				-						
View		OK Cancel			based on the					
Sum	Gand			clients spe	nding level.					
Graphs	Gend		×							
Retirement Expenses	Socia	ial Security #		Social Security #						
Taxable Assets										
Tax Advantaged Assets Total Assets										
Asset Allocation										
Asset Allocation										
What If?										
				Previous	Next 🔁					



Setup - Options: Customize Advisor Information

Sample2.sfp - Silver Fil	Sample2.sfp - Silver Financial Planner										
File Report Selection Calcul	ators Options	Advisor Information		You can also		×	Style				
*	Names/	Cover Page Text Cover Page Logo		add a Cover			2 3				
Inputs		Cover page caption	Persona	Page Logo.							
Introduction Names/Ages	Names For	Report header text		Financial Plan							
Risk	Use Alte			ancial Planner							
Estate		Your name or company name									
Insurance		Street Address		Western Suite 110			Individual #2				
Pension/S.S.	First Name	City, State, Zip					Mary				
Enter com	pany	Your telephone number	541.754.3	701							
information			The following text will appear on the cover page of the reports you create. Format the text as you would like it to appear on that report.								
Additional Assets/Debts	Birth Date		iouiu like i				00/00/0000				
Debt Freedom	Age	Text Alignment Left		*			46				
Rates	Planned Re						60				
Behavior Analysis	Life Expecta						90				
Reports	Altemate Lif						0				
View Report	Married Cou										
Summary Report Graphs	Gender				×		▼				
Retirement Expenses	Social Secu										
Taxable Assets											
Tax Advantaged Assets							The ten lines of				
Total Assets											
Asset Allocation							text will display				
What If? What If?							on the report				
vvnat 11?				ОК	Cancel		cover page.				
	L						Next				



File Management

- Start a new file
- Open an existing file
- Save a file



File Management – File Menu

Special.sfp - Silver Fin) Special.sfp - Silver Financial Planner 📃 🗖 🗙										
File Report Selection Calcu	ılators <u>O</u> ptions <u>H</u> el;)		<u>S</u> tyle							
New	Names/Age	5		20							
<u>O</u> pen	Contac	t Info Address & Employment Info Contact Notes									
Save <u>As</u> Save <u>As</u> C:\\Special.sfp Evit Insurance Pension/S.S. Income/Expense Education Funding Assets Additional Assets/Debts Debt Freedom Rates Behavior Analysis Reports View Report Summary Report Graphs Retirement Expenses Taxable Assets Tax Advantaged Assets Tax Advantaged Assets Total Assets Asset Allocation What If? What If?	Contac Names For Report Use Alternate F First Name Middle Initial Last Name Birth Date Age Planned Retiremen Life Expectancy-Ca Alternate Life Expe Married Couple Gender Social Security #	Address & Employment Info Contact Notes File Menu • New - Starts a new file. • Open - Opens an existing file. • Save - Saves data. • Save As – Allows data to be saved with a new file name or in a different location. • Exit - Exits the program. • Exit - Exits the program. Gender Social Sectors	0 if Single) tirement Age incy-Calculated e Expectancy	Individual #2 Mary 00/00/0000 46 60 90 0							
			Previous	Next 🄁							



File Management – Save & Open





Data Input

- Navigating the Input Windows
- Names/Ages
- Risk
- Estate
- Insurance
- Pensions/Social Security
- Income/Expense
- Education Funding
- Assets
- Additional Assets/Debts
- Debt Freedom
- Rates
- Behavior Analysis



Data Input – Navigation

💲 Sample2. <i>s</i> fp - Silver Financial Planner 📃 🗖 🗙									
File Report Selection Calcu	lators Options Help			Style					
*	Names/Ages			P 0					
Inputs	Contact Info	Address & Employment Info Co	ntact Notes						
Introduction									
Names/Ages Risk	Names For Report Heading	John and Mary Sample							
Risk Estate	Use Alternate Report Date	07/27/2009							
		1		L F - L - L #2					
Pension/S S		Individual #1		Individual #2					
Income/Expense	First Name	John	First Name	Mary					
Education Funding		you finish entering	data for						
Assets	Lust Numo	J (
Additional Assets/Debts		window, you may		00/00/0000					
Debt Freedom		er tab (available a	U	46					
Rates	Planned Retirement Ag	t side of the progra	am)	60					
Behavior Analysis	Life Expectancy-Calculated	85	Life Expectancy-Calculated	90					
Reports	Alternate Life Expectancy	0	Alternate Life Expectancy	0					
View Report	Married Couple	Mamied?							
Summary Report	Gender	v	Gender	v					
Graphs Retirement Expenses	Social Security #		Social Security #						
Taxable Assets									
Tax Advantaged Assets			or click th						
Total Assets			butto	n.					
Asset Allocation									
What If?									
What If?									
			Previous	Next 🄁					



Data Input – Names/Ages

Sample2.sfp - Silver Financial Planner _ = ×									
File Report Selection Calcu	lators Options Help				Style				
*	Names/Ages				۵ هر				
Inputs	Contact Info Add	ress & Employment Info	Contact Notes						
Introduction Names/Ages Risk Estate Insurance Pension/S.S. Income/Expense	Enter client names, ages, and retirement ages.	ohn and Mary Sample 17/27/2009 ndividual #1 John	First Name		dividual #2 ary				
Education Funding Assets Additional Assets/Debts Debt Freedom	Middle Initial Last Name Birth Date Age	00/00/0000	Middle Initial Last Name Birth Date Age (Set to 0 if Si		46				
Rates Behavior Analysis Reports View Report Summary Report Graphs Retirement Expenses	Planned Retirement Age Life Expectancy-Calculated Alternate Life Expectancy Married Couple Gender Social Security #	62 85 0 ↓ ↓ ↓ ✓ Married?	expectan enter an a	m will disp mated life cy. You ca alternate li cy if desire	n fe				
Taxable Assets Tax Advantaged Assets Total Assets Asset Allocation What If? What If?									
			P	revious	Next 🄁				



Data Input – Risk

(\$) Sample.sfp* - Silver Fi	inancial Planner	_ = X
<u>File</u> <u>Report</u> Selection <u>C</u> alcu	ulators <u>O</u> ptions <u>H</u> elp	<u>S</u> tyle
*	Risk	20
Inputs		<u>*</u>
Introduction	Risk Tolerance Select a risk tolerance selection at the	
Names/Ages	right or press the button below for a risk	
Risk	tolerance evaluation. O Somewhat Conservative	
Estate	 Moderate 	
Insurance		
Pension/S.S.	Somewhat Aggressive	
Income/Expense	Risk Tolerance Test O Aggressive	
Education Funding		
Assets	▼	
Additional Assets/Debts		
Debt Freedom		
Rates		
Behavior Analysis	Enter the clients risk	
Reports		
View Report	level, or click the Risk	
Summary Report	Tolerance Test button.	
Graphs	Tolerance Test Datton.	
Retirement Expenses		
Taxable Assets		
Tax Advantaged Assets		
Total Assets		
Asset Allocation		
What If?		
What If?		
	Previous	Next 🔁



Data Input –Estate





Data Input – Insurance

(Sample.sfp - Silver Fin	ancial Planner					_ = X
File Report Selection Calcu	lators Options Help					Style
*	Insurance					<i>2</i> 3
Inputs						
Introduction	Policy Name	C	Death Benefit	Current Cash Va	alue	Add/Modify
Names/Ages	Indiv 1 Term Life		00,000	0		
Risk	Indiv 1 Permanent L	ife 0		0		Ī
Estate	Indiv 2 Term Life		00,000	0		
Insurance	Indiv 2 Permanent L	ife 0		0		
Pension/S.S.						
Income/Expense						
Education Funding					To enter	insurance policies,
Assets						on Add/Modify.
Additional Assets/Debts						err Add/ Wedry:
Debt Freedom	Existing Daily LT	C Ins. Coverage				
Rates	Indiv. 1		0			
Behavior Analysis	Indiv. 2		0			
Reports	Daily Long Term	Care Cost Override A	Amount			
View Report			0			
Summary Report	(Leave zero for progr	am to select a represent	ative value)			
Graphs	(Leave zero for progr	ann to select a representa				
Retirement Expenses						
Taxable Assets						
Tax Advantaged Assets						
Total Assets						
Asset Allocation						
What If?						
What If?						
					Previous	Next 🔁
					i rendus	ATCAL MA



Data Input –Insurance Detailed Input





Data Input – Pension/S.S.

1

Sample.sfp - Silver Fir	iancial Planner					_ = ×
File Report Selection Calcu	lators Options Help					Style
*	Pension/S.S.	Allows fo	r two pens	ions per d	lient and	spouse
Inputs	Defined Pension Information	711010310	•	· · /		•
Introduction	Annual Pension benefit expected		Individ 87.500		Individ 7,200	lual 2 0
Names/Ages Risk			62	0	60	0
Estate	Age when defined pension benefit will start					
Insurance	Annual increase rate before starting age		0%	0%	0%	0%
Pension/S S	Annual increase rate after starting age (COLA)		0%	0%	2%	0%
Income/Expense	Percent of this benefit available to surviving spouse	•	0%	0%	50%	0%
Education Funding		7	Lump Sum	Lump Sum	Lump Sum	Lump Sum
Assets	Earned Income		Individual 1		Individual 2	
Additional Assets	(90,000		30,000	\mathbf{N}
Dept Treedom	'ou can enter a lump s		3%		3%	\mathbf{A}
Rates DE	nsion by checking the	lump	Individual 1	If th	ere is a su	ruivor
Behavior Analysi SUN	n box. The lump sum	dollar	62			
Reports	mount will be rolled in		2%		tion, enter	
view nepon			0	perce	nt payable	e to the
	alified retirement acco	ount.		surviv	ing spous	e here.
Graphs Retirement Expenses	* Set start age to zero or enter an estimated annual	henefit to disable automat	ic Social Security calculati		3 -1	
Taxable Assets	Automatically calculated S.S. benefit estimates are l		-			
Tax Advantaged Assets	Automatically calculated 5.5. Denent estimates are t	based upon age, start age	and current earned incom	ne.		
Total Assets						
Asset Allocation						
What If?						
What If?						
				Previous	N	ext 🔁
				1 Terious		



Data Input – Pension/S.S.

Sample.sfp - Silver Fin	ancial Planner				_ = X
File Report Selection Calcu	lators Options Help				Style
*	Pension/S.S.				20
Inputs					<u> </u>
Introduction	Defined Pension Information		dual 1		dual 2
Names/Ages	Annual Pension benefit expected	87,500	0	7,200	0
Risk	Age when defined pension benefit will start	62	0	60	0
Estate	Annual increase rate before starting age	0%	0%	0%	0%
Earned in	ncome is used to on the	0%	0%	2%	0%
		0%	0%	50%	0%
	reports and to estimate	Lump Sum	Lump Sum	Lump Sum	Lump Sum
potential	Social Security benefits.	Individual 1		Individual 2	
Additional Assets/Debts	Current Annual Earned Income	90,000		30,000	
Debt Freedom	Earned income increase rate	3%		3%	
Rates	Social Security	Individual 1		Individual 2	
Behavior Analysis	Social Security Start Age*	62		62	
Reports	Annual increase rate for S.S. benefits	2%		2%	
View Report	Estimated actual annual S.S. benefits (if known)	0			
Summary Report				u may	
Graphs Retirement Expenses	f the client is retired or			ect the	
	he SS henefit amount is	atic Social Security calculat	inflat	tion rate	
Tax Advantaged Asset	known, enter the	e and current earned incor		the SS	
Total Assets					
Asset Allocation	amount here.		be	enefit.	
What If?					
What If?					
			Previous	N	ext 🔁
			T Terious		



Data Input – Income/Expense





Data Input – Income/Expense: Budget Worksheet

😼 Budget Planning Worksheet X Use this window to input your monthly expenses. Enter a new item by typing the description into the bottom row. Enter Monthly Expense Amounts \$3,485 \$2.825 \$3,190 \$2,335 Totals Insert Delete Survivor Survivor Now Retirement Item Description Retirement Now Use the budget Rent or lease payment Food and household incidentals 450 worksheet to enter 400 Utilities, telephone 300 300 expense details. Enter Auto operating and maintenance 380 300 the amount for Clothing and personal items 75 50 Current, Retirement Property improvements & upkeep 50 75 and Survivor Now and 125 Domestic help, babysitting Property taxes 240 240 Survivor Retirement. Entertainment & vacations 185 350 250 Z50 I Charitable contributions Child care When completed, Alimony, child support click on DONE to Books, papers, subscriptions 60 25 60 transfer totals to 50 Home furnishings the Expense fields. Gifts, birthdays 150 100 250 Medical expenses 400 250 400 250 Done (Use worksheet totals) Print Worksheet Cancel (Don't use worksheet totals)



Data Input – Income/Expense: Special Income Planner

Special Income Planner

Special Income Description	Annual After Tax Increase Amount Rate F		irst Year Of Income	Number Of Years	Include In Analysis?			
heritance	125,0)00	0%		2012	1	✓	
eferred Comp	5,0)00	2%		2017	5		
/		0	0%		0	0	V	
		0	0%		Indicato t	he increase	rato	
Special Income	Plannor	0	0%			from today)		
Enter amounts		0	0%			year, and t		
client will receive	0	0%		0	f years. Se			
the available to	0	0%		number of years to 1 for a				
savings/invest	ments.	0	0%		single year event.			
		-						
*Note: Any pre-r		0	0%		0	0	_	
special income i		0	0%		0	0		
into the taxable		0	0%		0	0		
account	U	0	0%		0	0	V	
		0	0%		0	0	✓	
		0	0%		0	0	✓	
		0	0%		0	0	✓	
						ок	Cancel	



х

Data Input – Income/Expense: Special Expense Planner

Special Expense Planner

Annual After T Special Expense Description Amount		Increase First Year Of Rate Expense		Number Of Years	Include In Analysis?	Priority		
European vacation	20,000	35	2014	1		Primary	~	
Gifts to Kids	12,000	05	: 2020	5		Optional	~	
	0	02	: 0	0		Essential	~	
	may be lis	sted as	Essential	~				
Special Expense	Planner:		sential, Prima	J ·		Essential	~	
Enter special ar	Op	tional. This w			Essential	~		
the clients will sp	end that		Goal Evaluati ferent Monte	Essential	~			
will reduce their		Il determine 1	Essential	~				
*Note: Any	ore- 🖸		success if the goals are funded by					
retirement sp	ecial 0		order o	Essential	~			
expense item		05	: 0	0		Essential	~	
withdrawn fi	U	05	: 0	0		Essential	~	
investment acc	ounts.	05	: 0	0		Essential	~	
	0	05	: 0	0		Essential	~	
	0	05	: 0	0		Essential	~	
	0	05	: 0	þ		Essential	~	
				ОК	Cancel			



х

Data Input – Education Funding

Sample.sfp - Silver Fin	ancial Plar	ner									_ = X	
File Report Selection Calcu	lators Optio	ons Help		lfp	arents wi	g II	av for	college	costs	out of	their	
*	Educat	tion Funding			If parents will pay for college costs out of their savings and investment funds, check this box.							
Inputs	-	5		300	Savings and investment rands, check this box.							
Introduction	Includ	e net cost of education expe	enses in retire	ment calculations.								
Names/Ages												
Risk	Depe	endent Child's Name	Age	Start Age	Cost Per Year		# of Years	College Fund	529	Planned Annu	al Additions	
Estate	Janie		13	18	15,000	\$	4	20,000			0	
Insurance	John	_	9	18	13,450	\$	4	_ 0		_	0	
Pension/S.S.			0	0	0	s	0	0			0	
Income/Expense												
Education Funding		Enter dat	ta foi	r each	0	s	0		Exist	ing	0	
Additional Assets/Debts		child and info at			0	\$	0	CO	llege	lege fund		
Debt Freedom					0			an	d add	ditions	0	
Rates		colleg	e cos	Sts.	0 5 0			to funds.			0	
Behavior Analysis			0	0	0	s	0		.o rui	ius.	0	
Reports						-						
View Report				Click the "\$" but	utton to open the col	lege c	ost estimator					
Summary Report				Inflation Rate f	or Future Education	Costs	6%	To ost	imat			
Graphs			After	tax Bate of Betu	ate of Return for College fund growth 6%				To estimate college			
Retirement Expenses									costs, including			
Taxable Assets								tuitior	n and	housir	ig,	
Tax Advantaged Assets								use the College Cost				
Total Assets										0		
Asset Allocation										by clicki	ng	
What If?								the	e \$ b	utton.		
							F	Previous		Next 🔁		



Data Input – Education Funding: College Cost Estimator




Data Input – Assets





Data Input – Assets: Add or Modify Assets

Asset Description	Asset # 1 Desc	cash		Previous Next		
Cash	Current Valu	e	24,000	Add Insert		
Municipal Bond Fund	Ann. Additions Owner,	/Employer	0	Delete		
Stock Mutual Funds IRA 401k	Specified Additions Pe 0 for additions until re	etirement) Year	0 Number 0 of Years			
Enter the description, value and dditions here.	Account Taxation Savings And Investmer 401 k/TSA/SEP/Simple 401 k/TSA/SEP/Simple IRA - Individual 1 IRA - Individual 2 ROTH IRA - Individual ROTH IRA - Individual	- Indv 1 Mo - Indv 2 Cer Govern 1 Mun	hecking Account and ney Market Fund and Savings Account leav tificate of Deposit Ot ment Bond/T-Bill icipal Bond/Fund l/Preferred Stock NU	If additions start now and stop at retirement leave these field blank Otherwise, enter the starting year and number of years the		
	O ROTH 401k- tax	ose the approp ations, class, t and ownership	ype	itions will be ma		
	Asset Class Cash Reserves Income Cincome Growth Growth Aggressive Growth	Asset Ov O Indiv O Indiv O Joint	idual 1 idual 2			



Data Input – Assets: Add or Modify Assets

Asset Description	Asset # 1	Description	Cash Previous Next
Cash	Ci	urrent Value	24,000 Add Insert
funicipal Bond Fund	Ann. Additic	ons Owner / Employer	
Stock Mutual Funds		Iditions Period (Set to	Starting 0 Number 0
RA		ons until retirement)	Year of Years
101 k	 Account Taxat 	i	
101 k	 Account Taxa Savings Ar 		Asset Type Checking Account O Ø Fixed / Variable Annuity
Annuity	-	SEP/Simple - Indv 1	Money Market Fund
Roth IRA		SEP/Simple - Indv 2	Use these buttons to add
Roth IRA	🔘 IRA - Indivi	dual 1	Prship
	◯ IRA - Indivi		or delete an asset, move erAsset
	O ROTH IRA		through assets, or finish
			entering assets. To get
	•	/lunicipals etc.)	back to the Asset tab and
	O Annuity	- Individual 1	save changes, choose OK.
	O ROTH 401		Cancel will also take you
			back to the Assets tab, but
	Asset Class –	anvec	
	O Income		will not save any changes.
	O Income Gr	owth	 Joint
	O Growth		
	🔘 Aggressive	e Growth	
	O Other		



Data Input – Additional Assets/Debts

Sample.sfp* - Silver Financial Planner

File Report Selection Calculators Options Help					Additional Asset and Debt values				
Additional Assets/Debts					are used to prepare a Net Worth				
Inputs					atement				
Introduction	Assets				section	are not	usod in	tho	
Names/Ages			Ownership	_	section are not used in the				
Risk	Residence	250,000	Joint 💌		retirement projection.				
Estate	Personal Property	20,000	Joint 💌	•					
Insurance	Auto	30,000	Joint 💌	•					
Pension/S.S.		0	Joint 🗸	-					
Income/Expense		0	Joint 🗸						
Education Funding				<u> </u>					
Assets		0	Joint						
Additional Assets/Debts		0	-loint 🔹						
Debt Freedom	Deb	t payme	used						
Rates	for	the De	bt Freedo	m Analy	sis				
Behavior Analysis	Debts			, in a light of the second sec					
Reports				Payment Years	Current Monthly		Minimum		
View Report	De idea e Madaras	120.000	Ownership	Remaining	Payment	Interest Rate	Payment *		
Summary Report	Residence Mortgage	130,000	Joint		800	5.75	800		
Graphs	Credit Card Debt	5,000	Joint 💌	5	200	14	115		
Retirement Expenses	Auto Loan	15,000	Joint 🗸 🗸	3	500	7	465		
Taxable Assets		0	Joint 🗸	0	0	0	0		
Tax Advantaged Assets		0	Joint	NOTE.	Dobt no	w monto	optored	lin thic	
Total Assets		0	Joint		Debt pa	5			
Asset Allocation				sectior	n are not	automa	atically in	ncluded	
What If?	0 Joint 0 Joint * Current Monthly Payment must be greater than or equal to Minimum Payment Need to be entered as part of living						vments		
What If?							•		
							•	0	
				expens	ses on th	ne Incom	ne/Exper	nse tab.	



Data Input – Additional Assets/Debts





Data Input – Rates

Sample.sfp - Silver Financial Planner **—** X File Report Selection Calculators Options Help Style * Rates P 😧 Inputs Before After Cost Basis Introduction Rates Retirement Retirement Percentage Names/Ages Rate of Return on Taxable Assets 9% 8% 100% Risk Rate of Return on Tax Free Assets 5% 5% Estate Rate of Return on Tax Deferred & Roth Assets 9% 8% Insurance Pension/S.S. 7% 7% 100% Rates are applied to each Income/Expense 25% 20% Education Funding asset group. Enter an Assets assumed rate before and Additional Assets/Debts 6% after retirement age. Debt Freedom Rates Behavior Analysis Exempt withdrawals prior to age 60 from penalties on early distributions from qualified plans. Increase Reports If there is a possibility funds will be withdrawn from Tax View Report Saving 8 h Summary Report deferred retirement accounts before age 59.5. If you do NOT IRA / 401K Graphs want the early withdrawal penalty applied, check this box. IRA / 401K Retirement Expenses Taxable Assets **Proportionalize Calculations** Tax Advantaged Assets Total Assets Proportionalize First Year Calculations Asset Allocation If this box is checked. What If? Monte Carlo first year calculations (To have the program calculate a Standard What If? Standard Devia Deviation for Monte Carlo Simulation, leave this 0% are proportionalized for value zero.) Use Fat Tai the number of months remaining in the year. Previous Next 🔁



Data Input – Rates





Data Input – Behavior Analysis





When-If?™

- Introduction to When-If?[™]
- When-If?[™] Second View of Data Input
- When-If[™] Graphs



When-If?[™] – Introduction

- The When-if? Behavior Analysis gives planners another way to analyze their client's financial future.
- The When-if? TM has two distinct features used in conjunction:
 - Retirement age analysis.
 - Variable spending analysis.
- Both features of the When-if? TM tool can be considered modifications of the typical Monte Carlo simulation.



When-If?[™] – Introduction

- The retirement age analysis can be used to examine a range of retirement ages for the client and determine which retirement age may provide the best outcome.
- The variable spending analysis examines what effect reactive spending behavior may have on the success rate of client's retirement plan.



When-If?[™] – Second View of Input





When-If?TM – Graphs: Age Results



When-If?TM – Graphs: Success Rate



When-If?TM – Graphs: Variable Spending



TREE SOFTWARE

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When-If?TM – Graphs: Variable Spending vs Monte Carlo



What-If?

- Using What-If?
 - Features of the What-If?
 - Test various "What-if" scenarios and see the results immediately displayed.
 - Model recommendations while your client is watching.
- Saving What-If? Scenarios
 - Save up to 3 What If scenarios and include What-If results in the main report set.



What-If? – Using What-If?





What-If? – Using What If?





What-If? – Using What If?





What-If? – Using What-If?





What-If? – Using What-If?





What-If? - Saving What-If Scenarios





What-If? - Saving What-If Scenarios

🖇 Sample.sfp - Silver Financial Planner 💷 🗖 🗙														
File Report Selection Calculators Options Help Style														
*	What I	f?											لار	3
Inputs								1	What-if?	Monte Ca	rlo Proba	ability Re		
Introduction		\$1,600,000-	1											
Names/Ages					Sa		nort	will Ic	h he	he Sc	onari	0		
Risk	What If	Sconario	Manad	omont			•							
Estate	windt II v	Scenario	rianay	ement		iviana	igeme	ent Op	otion	Syste	em.			
Insurance	You may	save up to	b three W	hat If scer	nario's. To	save a so	cenario clio	ck the save	button.					
Pension/S.S														
Income/Expense		cenario De				_								
Education Funding	Higher R	leturn and	2k Additio	onal Savin	gs									
Assets				First Wh	at-If? Scer	nario Desc	ription							
Additional Assets/Debts		Save			Return and			as		Print With	Benorts?			
Rates								2-						
Behavior Analysis				Second	What-If? S	icenario D	escription		_					
Repo		<u></u>		1						Print With	lo	inclu	ded the	
View The cu	rrent s	scena	rio	THEFT							Wh	at If s	scenaric	
Sum can be s	saved	in an	y of	Third Wr	hat-If? Sce	nario Des	cription				in th	ne re	port set	
Graph the th	ree sr	oots b) V							Print With				
Neure	•		J					-					eInclud	e
Taxa clicking	j Save	build	JH.						OK		in l	Repoi	rt? box.	
Tax Advantaged Assets		openaing	meeus			141166	1700	800			neure	JJ Age	Life Insurance	
Total Assets	Ret.		7,500	Now	7.5%	5%	7.5%	7%	Indiv1	85	64	62		0
Asset Allocation	Surv.	50),000	Ret.	6.5%	5%	6.5%	7%	Indiv2	90	62	62		0
What If?		Inflation	Tax	A	nn Adds IRA	Roth IRA	Rth 401k	Q Plans	Inc	Scenario Te	xt			
What If?	Now	3%	25%	Indiv1	0	2,000	0	9,000	3%	Higher Retu	rn and 2k Ad	ditional Savir	ngs	
	Ret.	3%	20%	Indiv2	0	2,000	0	0	3%		Save/I	Report	Reset	
	Surv.	3%			Annuity	Tax-Free	Ta	x. Sav/Invst	Inc		Lo	ad		
	1				0	0		5,000	3%					



- Click View Reports to generate the reports.
- Generated reports will be listed on the Contents panel on the left side.

















Sample.sfp - Silver Financial Planner File Report Selection Calculators Options Help Style **View Report** 2 😧 Inputs 실 Export 🛛 🖍 🔲 田 💾 🔍 🔍 80 % ✓ ▲ ↓ 13/49 À Print... 🚵 Print Current Page C Backward Introduction Forward Names/Ages \$1,500,000 Contents Risk Title Page ~ Estate Cover Letter Insurance \$1,000,000 The most important of Pension/S.S Income/Expense the statistics from the Education Funding \$500,000 report is the "Percent of Assets projections above zero." Additional Assets/Deb Rates 30 -This tells us how many 2009 2014 Most clients will want 2019 2024 Behavior Analysis times out of 10,000 there Reports this "Probability of * The bold line is the estimated retirement of View Report was any money left at success" number to be Carlo Retirement Simulation illustrates possib Summary Report er unpredictable future conditions. The simulation the last life expectancy. 75% or more, sets. The graph and related calculations do not r Graphs strategy. This long-term hypothetical model is t Retirement Expenses depending on their risk volatility and the possible impact on your financial plans. Cash Flow uncertainty. Taxable Assets Cash Flow Explanation tolerance level. Total Capital Assets The simulations begin in the current year and model potent Tax Advantaged Assets Retirement Capital A Total Assets Taxable Savings into the shape, trends, and potential range of future retirement plan outcomes under volatile market conditions. Tax Deferred Annuiti Asset Allocation Retirement Capital Analysis Results, at Life Expectancy, of 10,000 Monte Carlo Simulations: Tax Deferred Accou What If? Percent with funds at last life expectancy 13% Retirement Capital Estimate \$0 Tax Free Accounts 98% Percent with funds at age 83 Minimum (Worst Case) result \$0 What If? Insurance Summary 100% Percent with funds at age 73 Average Monte Carlo result \$39,890 Curringe Maada Anal < Percent with funds at age 64 100% Maximum Monte Carlo result \$1,744,073 5 Life insurance proceeds are not included in the final year balances of these calculations Table Of Contents Illustration based on random rates of return which average \$. 6%, with a std. dov. of 3.4% (95% of values fall between -0.3% and 13.4%). Thumbnail View



Summary Report

- The Summary report restates the client basic objectives and summarizes the outcome.
- Actions are suggested if a shortfall does occur before life expectancy.

Sample.sfp - Silver Fin	ancial Planner		– 🗗 X
File Report Selection Calcu	lators Options Help		Style
*	Summary Report		20
Inputs Introduction	🔲 🎍 Print 🎍 Print Current Page	🗟 Export 🗈 🏘 🗖 🖽 📙 Q 🛛 Page Width 💌 🕅 🕑 1/1 🚱 Backward	
Names/Ages	Driward		
Risk	Contents		
Estate	Summary	John and Mary Sample	
Insurance		Summary	
Pension/S.S		This report uses financial models to present a picture of your current financial situation and illustrations of	
Income/Expense		possible directions your finances may take. Future economic and market conditions are unknown, and will change. The assumptions used are representative of economic and market conditions that could occur, and are designed to	
Education Funding		promote a discussion of appropriate actions that may need to be taken, now or in the future, to help you manage and maintain your financial situation under changeable conditions.	
Assets		Your Current Situation:	
Additional Assets/Debts		 You have assets of approximately \$101,537,000. You have liabilities of approximately \$140,000. 	
Rates		 Your net worth is approximately \$101,397,000. 	
Behavior Analysis		 You now have \$101,287,000 in working assets and are adding \$16,000 per year. 	
Reports		Your Goals:	
View Report		 John wants to retire at age 64 and Mary wants to retire at age 62. 	
thew Report		 Monthly after-tax income needed at that time is \$4,792 (in today's dollars). You will need the income until the last life expectancy of age 90. 	
Summary Report		 To meet your education goals you need to save \$11,252 annually (\$938 monthly). 	

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Viewing Graphs

- To display graphs, click on the Graphs tab.
- Use the tabs along the left hand side to select which graph you wish to view.



TREE SOFTWARE

Printing

- Report Selections
- Custom Reports
- Print Options
- Export Options



Printing – Report Selection





Printing - Print Selection

Sample.sfp - Silver Fir	nancial Planner				_ @ X
File Report Selection Calcu	ulators Options Help				<u>S</u> tyle
Entire Report Entire Report Retirement Intr Estate Insurance Analysis Gap Analysis Est MY CUSTOM REPO Ins Create/Modify Cus Per Print As Draft Cop Inc Print With Page Nu Edu Show valu	RTS stom Reports	Default re include Enti Retiremen Insurance Au GAP An	re Report, t, Estate, nalysis and	e [Individual #2
Assets Additional Assets/De	Custom report li created by se reate/Modify Cus Planned Retirement Age Life Expectancy-Calculated Alternate Life Expectancy Married Couple Gender Social Security#	electing	Planned F Life Expe	to 0 if Single) Retirement Age ctancy-Calculated Life Expectancy	
				Previous	Next 🄁



Printing - Creating a Custom Report





Printing – Print Options





Printing – Export Options

What If?

What If?

Tax Free Accounts
 Insurance Summary

Curringe Maada Anal

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Table Of Contents

Thumbnail View



The bars in the above graph represent the amounts available from:

WWILL VILLIAN AND AND AND ADDRESS AND ADDRESS ADDR

Earned income (wages and self-employment)

Qualified plan additions and distributions

Investment additions and distributions

Social Security



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Sample

Style

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Printing – Export Options





End of Silver Financial Planner Tutorial

Remember, you can always click the ? on the top right corner of the screen for help while working in the program.

