

TOTAL Planning Suite

Age Change Tables Tutorial

Select Scenario

Retire at 65
Real Estate

Data Entry

Allen Abbett

Assumptions

Asset Details

Asset Summary

Dependents

Estate

Income

Tax Data

Earned Income | Social Security | Pensions | Other Income / Expenses

Other Income and Expenses

Deferred comp

Inheritance

Carla

Sale of equipment

Gift to kids

Extended travel

+ Add Income / Expense

✖ Delete

Description

Inheritance

Annual \$ Amount

Increase %

Survivor 1 \$

Survivor 2 \$

Taxable %

Current Age

\$0

3.00%

\$0

\$0

0.00%

Use table below for future changes given Allen's Current Age of 51 and Retire Age of 65

Age	Annual \$ Amount	Increase %	Survivor 1 \$	Survivor 2 \$	Taxable %	
61	\$45,000	0.00%	\$45,000	\$40,000	0.00%	✖
62	\$0	0.00%	\$0	\$0	0.00%	✖
*						✖

Age Change Concept

- Much of the data used in preparing a financial plan involves modeling of current rates or values along with future changes.
- The “Age Change” tables allow you to easily account for anticipated or scheduled changes.
- Age change tables are available to schedule changes in Asset Details, Earned Income, Expenses, and more!

Age Change Process

- In most cases you will be asked to enter a “Current” rate or amount (rate of return, earned income, etc.) and a corresponding rate or value at the “Retirement age.”
- If the value will not change, then no further entries are required.
- If the value will change one or more times in the future, then you may go to the age change table, enter the age when the change will take place, and enter the new value at that age.
- Entries in the age tables will override the Current or Retirement age lines depending on your input.

Age Change Topics

- The following items use the “Age Change” method:
 - Asset Details, Monthly Additions/Withdrawals tab
 - Asset rates of return overrides, located on the Rate Changes tab from the Asset Summary Input
 - Earned income, Social Security, Pensions, and Other Income/Expenses
 - Tax Data and Itemized Deductions
 - Life insurance and Misc. Insurance (see the “Worksheet” tab)
 - Personal Expenses
 - Expenses in the Rental Real Estate section

Age Change Common Features

Inputs with 'Age Change' tables will generally have the same common features.

There will be a row to enter the "Current" income, expense or amount.

Typically there will be a second row for the "Retirement Age" amount.

If the form allows for future changes, then you will see an "Age change event table" like this.

There may be additional fields to indicate if the amount will be used on other reports, like the Cash Flow and Disability and Survivor fields on this form.

Select Scenario

Retire at 65

Real Estate

Data Entry

Allen Abbett

Income

Tax Data

Liabilities

Earned Income Social Security Pensions Other Income / Expenses

Income Data (Annual Amounts)

Income Type	Current Age	Retirement Age	Increase %	Tax \$	Cash Flow \$	Disability \$	Survivor \$
Indiv 1 Salary and Wages			0.00%	\$0	\$0	\$0	\$0
Indiv 1 Self Employment			0.00%	\$0	\$0	\$0	\$0
Indiv 2 Salary and Wages			0.00%	\$0	\$0	\$0	\$0
Indiv 2 Self Employment			0.00%	\$0	\$0	\$0	\$0

Use table below for future changes given Allen's Current Age of 51 and Retire Age of 65

Age	Increase %	Tax \$	Cash Flow \$	Disability \$	Survivor \$
*					

How it Works

We'll start with a basic example: Salary and Wages for individual 1.

This client is earning \$65,000 per year, increasing at 3% per year, and will stop earning at age 67 (indicated as the retirement age in the Assumptions input.)

The screenshot shows the 'Income Data (Annual Amounts)' section of the software. The 'Income Type' list on the left includes 'Indiv 1 Salary and Wages', which is selected. The 'Current Age' is 51 and the 'Retirement Age' is 67. The 'Tax \$' field is set to \$65,000, and the 'Cash Flow \$' field is also set to \$65,000. The 'Disability \$' and 'Survivor \$' fields are both set to \$0. A table below provides future changes based on the current age of 51 and retirement age of 67.

Age	Increase %	Tax \$	Cash Flow \$	Disability \$	Survivor \$
51	3.00%	\$65,000	\$65,000	\$65,000	\$65,000
67	0.00%	\$0	\$0	\$0	\$0

Use table below for future changes given Allen's Current Age of 51 and Retire Age of 67

Age	Increase %	Tax \$	Cash Flow \$	Disability \$	Survivor \$
51	3.00%	\$65,000	\$65,000	\$65,000	\$65,000
67	0.00%	\$0	\$0	\$0	\$0

(Age) - Starting age
(Increase %) - Annual increase rate for this period.
(Tax \$) - Amount to use for the Taxable Income report.
(Cash Flow \$) - Amount to use for the Cash Flow report.

Enter "\$65,000" here.

Leave the retirement amount at "\$0".

We have included an on-screen reminder of the client's current age and retirement age.

No Changes in the Age Table

This tells the program to start income now at \$65,000, increase it every year by 3% and stop the income at Individual 1's retirement age.

If there are no changes, that's all you need to enter.

You can also indicate the amount of earned income to show on the Cash Flow, Disability and Survivor reports.

Select Scenario

- Retire at 65
- Real Estate

Data Entry

- Allen Abbett
 - Assumptions
 - Asset Details
 - Asset Summary
 - Dependents
 - Estate
 - Income**
 - Tax Data
 - Liabilities
 - Insurance
 - Personal Expenses
 - Rental Real Estate

Income Data (Annual Amounts)

Income Type	Increase %	Tax \$	Cash Flow \$	Disability \$	Survivor \$
Indiv 1 Salary and Wages	3.00%	\$65,000	\$65,000	\$65,000	\$65,000
Indiv 1 Self Employment					
Indiv 2 Salary and Wages					
Indiv 2 Self Employment					

Current Age 51 **Retirement Age** 67

Use table below for future changes given Allen's Current Age of 51 and Retire Age of 67

Age	Increase %	Tax \$	Cash Flow \$	Disability \$	Survivor \$

(Tax \$) - Amount to use for the Taxable Income report.
(Cash Flow \$) - Amount to use for the Cash Flow report.

Single Change

Let's assume the client anticipates a promotion at age 58, and his salary will increase to \$75,000. This is where the Age Change Table pays off.

Income starts now at \$65,000.

To record the promotion, go to the age change table and enter the age 58 and the \$75,000 amount.

To tell the program when to stop the income put an age on the next line and set the amount to "\$0".

NOTE: If you do not enter in the "Stop age" then the income will run through life expectancy.

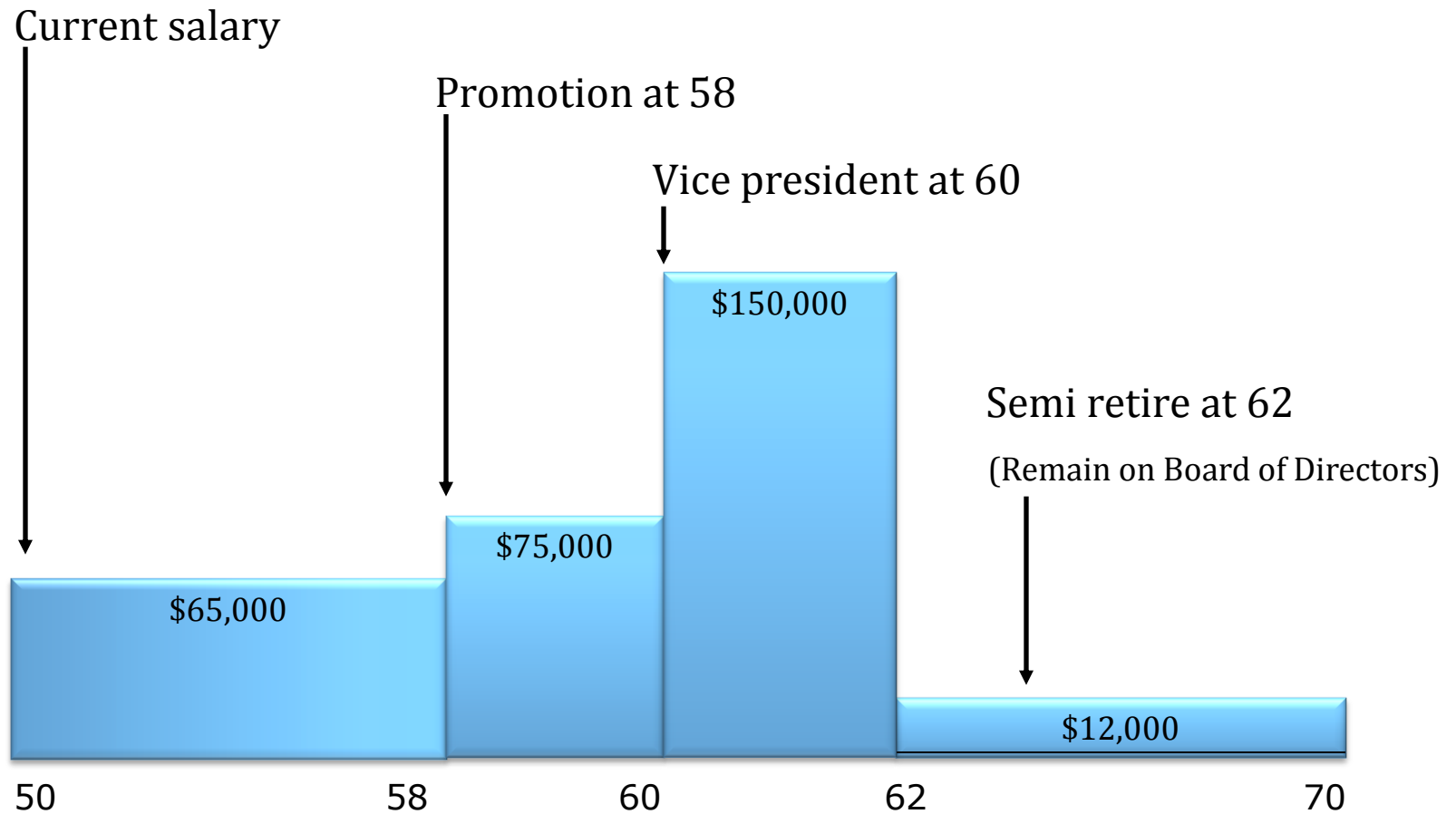
The screenshot shows the 'Income Data (Annual Amounts)' section of the Money Tree Software. The 'Income Type' is set to '1 Salary and Wages'. The 'Current Age' is 51 and the 'Retirement Age' is 67. The 'Increase %' is 3.00%. The 'Tax \$' is \$65,000, 'Cash Flow \$' is \$65,000, 'Disability \$' is \$65,000, and 'Survivor \$' is \$65,000.

Below this, a note states: 'Use table below for future changes given Allen's Current Age of 51 and Retire Age of 67'.

Age	Increase %	Tax \$	Cash Flow \$	Disability \$	Survivor \$	
58	3.00%	\$75,000	\$75,000	\$75,000	\$75,000	X
65	0.00%	\$0	\$0	\$0	\$0	X

Below the table, it says: (Age) - Starting age or change age.
(Increase %) - Annual increase rate for this period.

Moving Target



In the next 2 slides we will show you how to create this scenario.

Multiple Changes

Now let's promote the client to Vice President at age 60 with a salary of \$150,000.

Notice each age may also start a new inflation rate.

Data Entry

Allen Abbett

- Assumptions
- Asset Details
- Asset Summary
- Dependents
- Estate
- Income**
- Tax
- Liab
- Ins
- Personal Expenses
- Rental Real Estate

Earned Income | Social Security | Pensions | Other Income / Expenses

Income Data (Annual Amounts)

Income Type

- Indiv 1 Salary and Wages
- Indiv 1 Self Employment
- Indiv 2 Salary and Wages
- Indiv 2 Self Employment

	Increase %	Tax \$	Cash Flow \$	Disability \$	Survivor \$
Current Age	3.00%	\$65,000	\$65,000	\$65,000	\$65,000
Retirement Age	0.00%	\$0	\$0	\$0	\$0

Use table below for future changes given Allen's Current Age of 51 and Retire Age of 67

Age	Increase %	Tax \$	Cash Flow \$	Disability \$	Survivor \$
58	3.00%	\$75,000	\$75,000	\$75,000	\$75,000
60	3.50%	\$150,000	\$150,000	\$150,000	\$150,000

(Age) - Starting age or change age.
 (Increase %) - Annual increase rate for this period.
 (Tax \$) - Amount to use for the Taxable Income report.
 (Cash Flow \$) - Amount to use for the Cash Flow report.

Just add another row with the new age and amount.

Continue to the next slide for the next change in income for the scenario.

Multiple changes

Now for the last change. Enter in the semi retired income of \$12,000 starting at age 62.

Breakdown of changes:

- Current salary \$65,000
- Raise to \$75,000 at age 58
- Then \$150,000 at 60
- And finally \$12,000 from 62 until age 70.

Income Data (Annual Amounts)

Income Type	Increase %	Tax \$	Cash Flow \$	Disability \$	Survivor \$
div 1 Salary and Wages	Current Age 3.00%	\$65,000	\$65,000	\$65,000	\$65,000
div 1 Self Employment	Retirement Age 0.00%	\$0	\$0	\$0	\$0
div 2 Salary and Wages					
div 2 Self Employment					

Use table below for future changes given Allen's Current Age of 51 and Retire Age of 67

Age	Increase %	Tax \$	Cash Flow \$	Disability \$	Survivor \$	
58	3.00%	\$75,000	\$75,000	\$75,000	\$75,000	X
60	3.50%	\$150,000	\$150,000	\$150,000	\$150,000	X
62	2.00%	\$12,000	\$12,000	\$12,000	\$12,000	X
70	0.00%	\$0	\$0	\$0	\$0	X

Don't forget to enter an age and "0" when you want the amount to stop.

NOTE: The client's retirement age in the Assumptions is set to age 67. Since we have scheduled income in the Age Table to still happen after the retirement age in the program, we will see this \$12,000 of income coming in even when the "Retirement Age" line above is set at \$0. Remember that the age table is an override.

Separate Earned Income Types

TOTAL Planning Suite 5.0 - file:///c:/users/terrie/documents/money tree software/total planning system/data.vdb4

File Tools Report Selection Help

Open Client List Copy Scenario New Scenario Open Scenario

Scenario Name : Retire at 65 Location : Income

Select Scenario

- Retire at 65
- Real Estate

Data Entry

- Allen Abbett
 - Assumptions
 - Asset Details
 - Asset Summary
 - Dependents
 - Estate
 - Income**
 - Tax Data
 - Liabilities

Earned Income Social Security Pensions

Income Data (Annual Amounts)

Income Type	Increase %	Tax \$	Cash Flow \$	Disability \$	Survivor \$
Indiv 1 Salary and Wages	Current Age 0.00%	\$1,000	\$1,000	\$1,000	\$1,000
Indiv 1 Self Employment	Retirement Age 0.00%	\$0	\$0	\$0	\$0
Indiv 2 Salary and Wages					
Indiv 2 Self Employment					

Use table below for future changes given Allen's Current Age of 51 and Retire Age of 67

Age	Increase %	Tax \$	Cash Flow \$	Disability \$	Survivor \$
*					

Earned income and self employment income are entered separately (to properly compute FICA taxes.)

Notice that we have separate line entries for Individual 1 and Individual 2.

Future event

Now let's look at the "Other Income and Expenses" tab for a different situation.

Enter the description here

Nothing is expected at the current age so no numbers are entered here.

The client expects to receive the inheritance of \$45,000 (in today's dollars) at age 61.

Remember to enter in the "Stop Age" to flag this as a one year event.

Current Age	Annual \$ Amount	Increase %	Survivor 1 \$	Survivor 2 \$	Taxable %
51	\$0	3.00%	\$0	\$0	0.00%

Use table below for future changes given Allen's Current Age of 51 and Retire Age of 67

Age	Annual \$ Amount	Increase %	Survivor 1 \$	Survivor 2 \$	Taxable %	Stop Age
61	\$45,000	0.00%	\$45,000	\$40,000	0.00%	X
62	\$0	0.00%	\$0	\$0	0.00%	X
*						X

Future Event – Cont.

By showing an inflation rate at the current age, with the income (or expense) occurring at a future age, the program knows to increase the future \$45,000 by 3.00% each year from the current age until the event occurs.

In other words, the \$45,000 shown in today's dollars will actually result in a \$62,290 benefit when it occurs at age 61.

If the \$45,000 dollar amount was not going to inflate, then the 3.00% would not have been entered in the Current Age line. A negative rate may be entered if the amount is expected to reduce over the years.

Other Income and Expenses

Deferred comp

Inheritance

Carla

Sale of equipment

Gift to kids

unded travel

+ Add Income / Expense

✖ Delete

Description Inheritance

	Annual \$ Amount	Increase %	Survivor 1 \$	Survivor 2 \$	Taxable %
Current Age	\$0	3.00%	\$0	\$0	0.00%

Use table below for future changes given Allen's Current Age of 51 and Retire Age of 67

Age	Annual \$ Amount	Increase %	Survivor 1 \$	Survivor 2 \$	Taxable %	
61	\$45,000	0.00%	\$45,000	\$40,000	0.00%	✖
62	\$0	0.00%	\$0	\$0	0.00%	✖
*						✖

By setting the next line at age 62 to \$0, the program will know that this is a one-year item and will not repeat it. This is what we refer to as a "Stop Age".

Other Income - Survivor

TOTAL Planning Suite 5.0 - file:///c:/users/terrie/documents/money tree software/to

File Tools Report Selection Help

Open Client List Copy Scenario New Scenario Open Scenario Scenario Tasks

Scenario Name : Retire at 65 Location : Income

Select Scenario

Retire at 65
Real Estate

Data Entry

Allen Abbett

Assumptions
Asset Details
Asset Summary

Earned Income Social Security Pensions Other Income / Expense

Other Income and Expenses

Deferred comp
Inheritance
Carla
Sale of equipment
Gift to kids
Extended travel

+ Add Income / Expense - Delete

Description Inheritance

	Annual \$ Amount	Increase %	Survivor 1 \$	Survivor 2 \$	Taxable %
Current Age	\$0	3.00%	\$0	\$0	0.00%

Use table below for future changes given Allen's Current Age of 51 and Retire Age of 67

Age	Annual \$ Amount	Increase %	Survivor 1 \$	Survivor 2 \$	Taxable %
61	\$45,000	0.00%	\$45,000	\$0	0.00%
62	\$0	0.00%	\$0	\$0	0.00%

These two fields are used to indicate if the amount shown will be available on the survivor reports for Individual 1 or Individual 2.

Anything in this column will be included in the Retirement Report (assumes both live to normal life expectancy.)

Since the spouse will not receive the inheritance if Individual 1 dies, the Survivor 2 field is left blank.

Note: The Survivor report amounts apply only to Easy Money.

Future Event – Multiple Years

Situation: The client will receive \$15,000 annual deferred compensation payment from age 66 for 10 years with no inflation factor.

Scenario Name : Retire at 65 Location : Income

Select Scenario

- Retire at 65
- Real Estate

Data Entry

Allen Abbett

- Assumptions
- Asset Details
- Asset Summary
- Dependents
- Estate
- Income
- Tax Data

Earned Income Social Security Pensions Other Income / Expenses

Other Income and Expenses

Deferred comp

Inheritance

Carla

Sale of equipment

Gift to kids

Extended travel

+ Add Income / Expense - Delete

Description: Deferred comp

	Annual \$ Amount	Increase %	Survivor 1 \$	Survivor 2 \$	Taxable %
Current Age	\$0	0.00%	\$0	\$0	0.00%

Use table below for future changes given Allen's Current Age of 51 and Retire Age of 67

Age	Annual \$ Amount	Increase %	Survivor 1 \$	Survivor 2 \$	Taxable %
66	\$15,000	4.00%	\$15,000	\$7,500	100.00%
76	\$0	0.00%	\$0	\$0	0.00%

Nothing received at the current age.

Starts at 66, stops at 76.

Notice that if Ind. 1 is a survivor, the benefit will be the full \$15,000, but if Ind. 2 is the survivor the plan says the surviving spouse will receive only \$7,500 (1/2 of the participant amount.)

Purchase in Multiple Years

This client wants to plan a new car purchase every 5 years. They estimate the cost in today's dollars (after trade in) of \$20,000, with a price inflation of 5% per year.

These entries tell us there is no purchase in the current year but we will enter in the 5% inflation to model the \$20,000 increasing up to the next purchase.

- The first purchase is planned for age 56.
- At age 57 the value is 0 – this indicates a single year purchase.
- Then at age 61 another single year purchase happens.

Remember to enter the “Stop Ages” after each purchase.

Asset Rate Changes

How about controlling the anticipated rate of return on each asset type on a yearly basis?

If you want to make an assumption that the rates will change in the future (either by market conditions or by the client revising their portfolio), then you can use this Age Change Table.

planning system/data.

Open Client List Copy Scenario New Scenario Open Scenario Scenario Tasks Easy Money Report

Scenario Name : Retire at 65 Location : Asset Summary

Select Scenario

Retire at 65
Real Estate

Data Entry

Allen Abbott

Assumptions
Asset Details
Asset Summary
Dependents

Summary Risk / Financial Attitudes Qualified Plan Additions Allocation Rate Changes

Retirement Plan / Non Retirement Plan Rates

Asset Type

Taxable
Equity/Other
Tax-Deferred
Tax-Free
Retirement Plan

Cash payout option for Interest, Dividends and Capital Gains. (Age override this selection.) (Golden Years only)

Use table below for future changes given Allen's Current Age of 51 a

Age	Interest %*	Div %*	Cap Gain%
65	4.25%	0.00%	0.00%
70	4.00%	0.00%	

Type Total: 441,178
Rate: 4.37%

The current weighted average rate for each type will be computed for you, and if nothing is entered in this Age Change table, that rate will be used throughout the report.

Each asset type is listed. Click on the one you wish to change in the future.

In this table, enter the age and the new rate to be used at that age.

Asset Rates – Cont.

Taxable assets, tax deferred, tax free and retirement assets require only an interest rate.
(These are the assets where the rate of return is taxed at the ordinary rate or is tax free.)

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File Tools Report Selection Help

Open Client List Copy Scenario New Scenario Open Scenario

Scenario Name : Retire at 65 Location : Asset Summary

Select Scenario

- Retire at 65
- Real Estate

Data Entry

- Allen Abbett
- Assumptions
- Asset Details
- Asset Summary**
- Dependents
- Estate
- Income

Summary Risk / Financial Attitudes Qualified Plan Additions Allocation **Rate Changes** Accounts

Retirement Plan / Non Retirement Plan Rates

☐ Cash payout option for Interest, Dividends and Capital Gains. (Age Change entries below will override this selection.) (Golden Years only)

Use table below for future changes given Allen's Current Age of 51 and Retire Age of 67

Age	Interest %*	Div %*	Cap Gain %	Appre %*	Cash*
55	0.00%	1.00%	2.50%	5.00%	☐
60	0.00%	2.00%	1.50%	4.50%	☐
70	1.00%	2.25%	2.75%	2.00%	☐

Type Total: 165,649
Rate: 6.44%

(Interest %*) – Annual interest rate (Taxed at ordinary rates. Include anticipated STCG amount.)
(Div %*) – Annual dividend rate (Taxed at Div/LTCG rate)*

Equity/Other may have four different return components: Interest, Dividends, Capital Gains and Appreciation.

(These are assets like stocks, mutual funds, real estate, etc.)

Each of these may be changed for this part of the clients portfolio at any time.

Tax data

The Tax Data tab allows you to enter tax information for the current and future years for various items as shown in the list below.

Note: Current year events apply to both Easy Money and Golden Years.

Tax Data (Annual Amounts)

Tax Data Type:

- Schedule D Capital Gain/(Loss)
- Schedule E Passive Gain/(Loss)
- Other Taxable Income/(Loss)
- Other Non-Taxable Income
- Adjustments to Federal Income (+/-)
- AMT Preference Income Items
- Other Federal Tax or (Credit)
- State Taxable Income (+/-)
- Other State Tax or (Credit)

Current Year

Tax Report	Cash Flow	Disability
\$0	\$0	\$0

Use table below for future changes given Allen's Current Age of 51 and Retire Age of 67 (Golden Years only)

Age	Tax Report	Cash Flow	Disability
57	\$120,000	\$0	\$0
58	\$0	\$0	\$0
65	\$40,000	\$0	\$0
66	\$0	\$0	\$0

(Age) - Starting age or change age.
(Tax Report) - Amount to be shown on the Income Tax report.

For example, the client anticipates a reportable capital gain at age 57 and 65 (over and above normal gains that will be computed from the asset projection.)

Use these fields to indicate if the tax data amount (or a different amount) will be included for the Cash Flow or Disability reports.

Note: Disability applies only to Easy Money.

Itemized Deductions

Itemized deductions can be determined either as a percent of Gross Income, or a fixed dollar amount plus an inflation rate.

In this example, the client is making contributions of 10% of their gross income to their church, plus \$250 to the Scouts and intends to continue doing so during the early retirement years.

Itemized Deduction Type:

- Charitable Contributions
- Medical Expenses
- Miscellaneous
- Other Deductible Interest
- Other Tax (non property/state)
- Property Tax

	% of Gross	Annual \$ Amount	% Increase
Current Age	10.00%	\$250	0.00%
Retirement Age	10.00%	\$250	0.00%

Use table below for future changes given Allen's Current Age of 51 and Retire Age of 67

Age	% of Gross	Annual \$ Amount	% Increase
75	0.00%	\$2,500	3.00%
*			

(Age) - Starting age or change age.
(% of Gross) - Deduction as percent of gross income
(Annual \$ Amount) - Annual dollar amount

At age 75, the client will stop the 10% amount and change to a total of \$2,500 increasing by 3% each year.

Itemized Deductions – Cont.

In this example, the client anticipates medical expenses of \$2,500 per year in excess of medical premiums (note that medical premiums will be entered in to the Insurance section) increasing at 5.00%.

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File Tools Report Selection Help

Open Client List Copy Scenario New Scenario Open Scenario Scenario Tasks Easy Money Report

Scenario Name : Retire at 65 Location : Income Tax

Select Scenario

- Retire at 65
- Real Estate

Data Entry

- Allen Abbett
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 - Income
 - Tax Data**
 - Liabilities
 - Insurance
 - Personal Expenses

Tax Data File Status / Options Itemized Deductions Current Year Overrides

Itemized Deductions (Annual Amounts)

Itemized Deduction Type:

	Current Age	% of Gross	Annual \$ Amount	% Increase
Charitable Contributions		0.00%	\$2,500	5.00%
Medical Expenses		0.00%	\$2,500	5.00%
Miscellaneous				
Other Deductible Interest				
Other Tax (non property/state)				
Property Tax				

Use table below for future changes given Allen's Current Age of 51 and Retire Age of 67

	Age	% of Gross	Annual \$ Amount	% Increase
	84	0.00%	\$15,000	3.00%

(Age) - Starting age or change age.
 (% of Gross) - Deduction as percent of gross income

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 (%
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Note: Enter Gross amounts of medical and miscellaneous ID, The programs will determine the allowable amounts.

Then starting at age 84, changing to \$15,000 per year increasing at 3.00%.

Life Insurance

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File Tools Report Selection Help

Open Client List Copy Scenario New Scenario Open Scenario Scenario Tasks Easy Money Report Golden Years Report Express Reports

Scenario Name : Retire at 65 Location : Insurance

Select Scenario

Retire at 65
Real Estate

Data Entry

Allen Abbett

Assumptions
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Estate
Income
Tax Data
Liabilities
Insurance
Personal Expenses
Rental Real Estate
Survivor

Life Insurance Life Summary Misc. Insurance Disability / Long-Term Care

All Policies

Suppress Life Insurance Benefits on Retirement Report? ☐ Individual 1 ☐ Individual 2

☐ Include cash values in Asset Allocation and Liquidity reports?

☐ Insurance Needed: Make lower limit equal to Immediate Cash Need (on Survivor Estimate report)

+ Add Policy - Delete Policy

Description	Type	Insured	Face Amount	Premium	Cash Value	
WL	Permanent	Individual 1	\$60,000	\$650	\$2,850	X
5 year term	Term (personal)	Individual 2	\$175,000	\$375	\$0	X
Walton Group	Term (personal)	Individual 2	\$20,000	\$0	\$0	X
Whole Life	Permanent	Individual 1	\$100,000	\$1,900	\$12,450	X

(Premium) - Annual Premium
(Face Amount) - Face amount of the policy (if UL, VUL with CV entered as an asset, then net benefit)
(Cash Value) - Cash value on permanent policy

General Worksheet

Description WL
Type Permanent
Company NWML
Insured Individual 1
Beneficiary Individual 2
Owner Individual 1
Policy Number
Memo

Current Annual Premium \$650
Current Face Amount \$60,000
Current Cash Value \$2,850
Retirement Annual Premium \$650
Retirement Face Amount \$60,000
Retirement Cash Value \$32,500
Current Loan Amount \$0

The initial Life Insurance information goes on this "General" form.

Make sure to fill in the Retirement fields if the policy will show at all in Retirement.

Life Insurance Worksheet

Select Scenario

Retire at 65
Real Estate

Data Entry

Allen Abbett

Assumptions
Asset Details
Asset Summary
Dependents
Estate
Income
Tax Data
Liabilities
Insurance
Personal Expenses
Rental Real Estate
Survivor
Stock Options

Life Insurance Life Summary Misc. Insurance Disability / Long-Term Care

All Policies

Suppress Life Insurance Benefits on Retirement Report? ☐ Individual 1 ☐ Individual 2

☐ Include cash values in Asset Allocation and Liquidity reports?

☐ Insurance Needed: Make lower limit equal to Immediate Cash Need (on Survivor Estimate report)

+ Add Policy - Delete Policy

Description	Type	Insured	F
WL	Permanent	Individual 1	
Betty's Term	Term (personal)	Individual 2	
Walton Group	Term (personal)	Individual 2	
Whole Life	Permanent	Individual 1	

(Premium) - Annual Premium
(Face Amount) - Face amount of the policy (if UL, VUL with CV entered as an asset, then net benefit)
(Cash Value) - Cash value on permanent policy

General **Worksheet**

Use table below for future changes given Betty's Current Age of 49 and Retire Age of 67

Age	Premium	Face Amount	
54	\$480	\$75,000	X
56	\$375	\$75,000	X
59	\$1,120	\$75,000	X
64	\$2,315	\$75,000	X
69	\$0	\$0	X

(Premium) - Annual Premium
(Face Amount) - Face amount of the policy (if UL, VUL with CV entered as an asset, then net death benefit)
(Cash Value) - Cash value on permanent policy

The Insurance Age Change "Worksheet" is particularly Important for term policies.

When the policy terminates, enter the age with no premium or face amount.

Make entries here to indicate premium changes at various ages.

Personal Expenses

TOTAL Planning Suite 5.0 - file:///c:/users/terrie/documents/money tree software/total planning system/data.vdb4

File Tools Report Selection Help

Open Client List Copy Scenario New Scenario Open Scenario Scenario Tasks Easy Money Report Golden Years Report Express Reports

Scenario Name : Retire at 65 Location : Personal Expenses

Select Scenario

Retire at 65
Real Estate

Data Entry

Allen Abbett

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Add Item Delete Item Auto Fill Rates

Expense	Current Age Expenses		
Description	Monthly \$	Annual \$	Increase %
Miscellaneous Expense	\$1,200	\$0	3.91%
Rent or lease payments (not mor...	\$0	\$0	3.60%
Household Expenses	\$600	\$0	3.60%
Groceries	\$400	\$0	3.60%
Household Supplies	\$0	\$0	3.60%
Eating Out	\$0	\$0	3.60%
	\$3,320	\$7,000	

Do not include itemized deductions, debt payments or insurance

* Percent for Disability/ Survivor - Percent of current amount to be used in the Disability

Description	Disability %	Survivor %
Groceries	80.00%	80.00%

Monthly \$ Annual \$ Increase %

Current Age: \$400 \$0 3.60%

Retirement Age: \$400 \$0 3.60%

Use table below for future changes given Allen's Current Age of 51 and Retire Age of 67

Age	Monthly \$	Annual \$	Increase %
57	\$850	\$0	5.00%
60	\$400	\$0	3.60%

(Age) - Starting
(Monthly \$) - A
(Annual \$) - An
total of quarter
(Increase %) -

When entering the personal expenses:

- Click on an expense line to highlight the expense.
- Enter an amount for "Current" and "Retirement" age below in the input section.

You can also specify what percent of that expense should be used on the Disability and Survivor reports.

Note: The amount may be Monthly or Annual (DO NOT enter the same expense in both areas or you'll double it.)

Special Situations

TOTAL Planning Suite 5.0 - file:///c:/users/terrie/documents/money tree software/total planning system/data.vdb4

File Tools Report Selection Help

Open Client List Copy Scenario New Scenario Open Scenario Scenario Tasks Easy Money Report Golden Years Report

Scenario Name: Retire at 65 Location: Personal Expenses

Select Scenario

Retire at 65
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Allen Abbott

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Add Item Delete Item Auto Fill Rates

Expense	Current Age Expenses			Retirement Age Expenses		
	Monthly \$	Annual \$	Increase %	Monthly \$	Annual \$	Increase %
Miscellaneous Expense	\$1,200	\$0	3.91%	\$1,000	\$0	5.00%
Rent or lease payments (not mor...	\$0	\$0	3.60%	\$0	\$0	3.60%
Household Expenses	\$600	\$0	3.60%	\$400	\$0	3.60%
Groceries	\$400	\$0	3.60%	\$400	\$0	3.60%
Household Supplies	\$0	\$0	3.60%	\$0	\$0	3.60%
Eating Out	\$0	\$0	3.60%	\$0	\$0	3.60%
	\$3,320	\$7,200		\$2,870	\$6,450	

Do not include itemized deductions, debt payments or insurance premiums in this section.

* Percent for Disability/ Survivor - Percent of current amount to be used in the Disability or Survivor reports.

Description	Disability %	Survivor %
Groceries	80.00%	80.00%

Current Age: Monthly \$ \$400 Annual \$ \$0 Increase % 3.60%

Retirement Age: Monthly \$ \$400 Annual \$ \$0 Increase % 3.60%

Use table below for future changes given Allen's Current Age of 51 and Retire Age of 67

Age	Monthly \$	Annual \$	Increase %
57	\$850	\$0	5.00%
60	\$400	\$0	3.60%

(Age) - Starting age or change age.
(Monthly \$) - Amount of the expense paid monthly
(Annual \$) - Amount of the expense paid annually (or annual total of quarterly or other frequency)
* - Annual increase rate to be applied to this expense

Here's where the Age Change table comes in handy.

The client anticipates that his son will come home from college with a friend for 3 years at the clients age 57.

His food bill will change from \$400 to \$850 per month (plus 5% inflation) for those years, then revert to \$400.

NOTE: When you use the Age Tables, we are now overriding the amount in the Current and/or Retirement lines above. In this Illustration we will see \$400 for grocery expenses now until the first change at age 57 to \$850. By entering in age 60 and \$400 we will ensure that the expense will change back to the intended \$400 until life expectancy.

Summary

You are ready to start getting the most flexibility out of TOTAL Planning Suite by using the Age Change Tables

Tips:

- If no changes are needed, just enter amounts in the Current Year fields and Retirement fields if applicable.
- If there is no current amount, leave the “Current Year” empty and in the table enter the age and starting amount.
- If the current amounts will change at some time in the future, enter the age and the new amount.
- If the new amount will continue till life expectancy, leave the next row blank.
- If the change is for a single year or limited number of years, then on the next row, enter the age when the change will terminate and “0” for the amount.

**End of
Age Change Table
Tutorial**