

Personal Information						Financial Overview															
Name	Occupation		Age	Salary	Supp Income	Marital Status	Residence	West Chester, PA	Gross Income (annual/monthly/net)		\$259,000	\$21,583	\$15,100	Expenses (fixed/variable/savings)	\$5,977	\$4,500	\$4,467	50/30/20 (fixed/variable/savings)	40%	30%	30%
Jane Smith	CRNA		59	\$194,000	\$0	MFJ	Living Situation	5 BR SFH outside of Philadelphia. Has a great 1st floor master, could have Jane's mom move in if needed - she is ill and cash resources limited													
Tyra Lee	Pharmacist - PT		60	\$65,000	\$0		Goals	1 They both want to retire in the next 3-5 years (concerned about intersection of children and college and parent needs)													
Thomas	son		17	Student		2 They are not sure what to do with cash position and are not convinced current home is forever home															
Robert	son		14	Student		3 They want to make sure kid's college and their expenses are taken care of if they can afford it															
						4 The are considering LTC insurance but worry about rising premiums in the future															
						5 Can they buy a lake cabin and could that be primary residence in the future															
						6 Could they retire early if they want to															
Net Worth Statement						Debt	1 Car notes \$874 Int rate of 1.9%, 3 years left														
Assets			Liabilities				2 Car notes \$545 Int rate of 2.25%, 3 years left														
Cash							3 Mortgage \$2,858 29 years on 30 year loan, 2.75% interest fixed														
Checking	\$3,000	JT					4														
Savings	\$143,000	JT																			
HSA	\$9,000	Jane																			
Investment						Wealth Building	1 401k 11.0% \$20,500 Jane; Fidelity Target Date 2030														
Roth IRA	\$162,400	Jane					2 401k 31.50% \$20,500 Tyra; Vanguard Target Date 2030														
401k	\$42,224	Tyra					3 Roth IRA \$0 \$0 Jane; from previous employer - Vanguard 2030 Fund														
401k	\$610,800	Jane					4 SEP IRA \$0 \$0 Tyra; from previous consulting work - 100% S&P 500														
SEP IRA	\$59,526	Tyra					5 Taxable \$167 \$2,004 Vanguard Target Date 2060														
Taxable	\$22,077	JT																			
Real estate						Wealth Protection	1 Ind/group term \$1,500,000 \$194,000 Jane; expires age 65														
Primary home	\$920,000	JT					2 Ind/group term \$750,000 \$65,000 Tyra; expires age 65														
Rental property	\$0	JT					3 STD/LTD 60% 60% Jane; through employer														
							4 STD/LTD 60% 60% Tyra; through employer														
							5 Prof liability Both have own policies														
							6 Estate Estate planning documents are updated; Not sure if Jane's mother has any docs														
Total Assets	\$1,972,027			Total Liabilities	\$725,401	Tax	1 Use YFP tax														
							2 Concerned about pre-tax retirement investments and when Roth conversions might be helpful														
							3														
Notes				Net Worth	\$1,246,626	Misc	1 Tyra is willing to work more over next several years if both can retire early														
							2 Should they pay off debt based on interest rates														
							3 Can they maximize FAFSA for sons														
							4														
Topics of Discussion	1 Transition to retirement over next 3-5 years						5 Insurance: what's missing (life, disability, health (Medicare))/? Lots of questions about when/if LTC insurance														
	2 Legacy: finish up son's college education needs						6 Debt: timing, how to prioritize paying it off vs. investing in the market														
	3 Jane's mother is ill and requires physical and monetary assistance						7														
	4						8														