

Income and Sequence of Returns

Steve
Retired in 1990



| End of Year | Market Return ¹ | Withdrawal | IRA Account Balance |
|-------------|----------------------------|------------|---------------------|
| 1990 | -4.34% | \$ 30,000 | \$ 449,602 |
| 1991 | 20.32% | \$ 30,000 | \$ 504,865 |
| 1992 | 4.17% | \$ 30,000 | \$ 494,667 |
| 1993 | 13.72% | \$ 30,000 | \$ 528,419 |
| 1994 | 2.14% | \$ 30,000 | \$ 509,085 |
| 1995 | 33.45% | \$ 30,000 | \$ 639,340 |
| 1996 | 26.01% | \$ 30,000 | \$ 767,829 |
| 1997 | 22.64% | \$ 30,000 | \$ 904,873 |
| 1998 | 16.10% | \$ 30,000 | \$ 1,015,728 |
| 1999 | 25.22% | \$ 30,000 | \$ 1,234,328 |

Bill
Retired in 2000



| End of Year | Market Return ¹ | Withdrawal | IRA Account Balance |
|-------------|----------------------------|------------|---------------------|
| 2000 | -6.18% | \$ 30,000 | \$ 440,954 |
| 2001 | -7.10% | \$ 30,000 | \$ 381,776 |
| 2002 | -16.76% | \$ 30,000 | \$ 292,819 |
| 2003 | 25.32% | \$ 30,000 | \$ 329,364 |
| 2004 | 3.15% | \$ 30,000 | \$ 308,794 |
| 2005 | -0.61% | \$ 30,000 | \$ 277,094 |
| 2006 | 16.29% | \$ 30,000 | \$ 287,345 |
| 2007 | 6.43% | \$ 30,000 | \$ 273,892 |
| 2008 | -33.84% | \$ 30,000 | \$ 161,359 |
| 2009 | 18.82% | \$ 30,000 | \$ 156,081 |

This hypothetical example is for illustrative purposes only, and should not be deemed a representation of past or future results, and is no guarantee of return or future performance. This example does not represent any specific product and/or service.

¹ Source: Forecastchart.com – The Dow Jones Industrial Average is an index of 30 large, publicly traded companies based in the United States. Investors cannot invest directly in an index. Dividends are not included.