



Helping You Secure Your Future™

henry@YourIndependentAdviser.com

Fall 2013 Newsletter:

#1 Economic Recovery Slowest Since the Great Depression? Psst...It's Actually as Bad as the Depression!

#2 The Accidental Retiree or, Surprise! You're Retired!

#3 Castling Principle at Work During the Financial Crisis and Beyond

#4 Forget Carbon Footprint! Minimize Your Income Footprint in Retirement

Economic Recovery Slowest Since the Great Depression? Psst...It's Actually as Bad as the Depression!

A lot of what we would call “political posturing/spin doctoring” has replaced simple economic analysis in the news media, nowadays. However, we are not going to make this article about politics, because that would miss the central point.

Most everyone would agree with the statement that the current economic recovery seems quite slow, judging by prior business cycles. But a certain strain of conventional wisdom is making the further claim: *“Well, we just went through the worst recession since the Great Depression, so that's why we're seeing the slowest recovery since the Great Depression.”*

Is this really the case? We wanted to perform some basic analysis to put this to the test. During this past Summer, the government agency (BEA: Bureau of Economic Analysis) responsible for calculating the fundamental measure of economic output, Gross Domestic Product (GDP), recently completed major revisions to their numbers, going back at least as far as 1930. That year is considered to be the first full year of the Great Depression.

By contrast, the BEA called the Great Recession of a few years ago as having started in December 2007 and ending in June, 2009. So if we label 2008 as the first full year of recession with no significant drop off preceding it, we would be comparing with 1930.

The Great Depression lasted a long time. Most people would correctly point out that economic recovery was not achieved during the 1930s and it wasn't until World War II, that it ended. We would take issue with this because the economy of the war years was based on command and control. It wasn't until well after WWII, that prosperity returned. And in a big way.

So the idea of recovery means to bounce back high and strong enough, such that the original downturn has been compensated for. In other words, the definition of recovery is “to recover”. Oops, bad definition.

How about a football analogy, now that the season is in full swing? If my team is trailing your team by two touchdowns at halftime, can I claim that we recovered in the second half, if we merely played even with your team? Anyway, we still lost by two touchdowns.

In the economy, we need to see above trend line growth of GDP (trend would be about 3%), in order to get back on the trend line. This has not yet occurred.

To be sure, we have had an economic expansion since July, 2009. But we have not made up for lost ground.

The conventional answer is that the nature of our financial crisis means that the recovery would necessarily be slower. This is a difficult argument to prove. The evidence supports the idea that the deeper the recession, the sharper the recovery.

So what about during the Great Depression? The first economic contraction lasted four long years, from 1930 through 1933. Did you know that the following year, 1934, saw growth spike back up by +10.8%?

Our analysis simply took the actual GDP numbers from the BEA (most recent recalculations) from 1930-1937¹. Why stop at 1937? Well, there was a recession in 1938 and we wanted to capture the contraction/expansion of the Great Depression and compare it to the contraction/expansion of the Great Recession. The comparable years are 2008-2012/2013. While we do not know the final outcome for 2013, we still see the economy growing below trend.

To our surprise and astonishment, the actual annualized GDP growth from 1930-1937 (+0.66%) was higher than during 2008-2012 (+0.60%). Viewed in that narrow light alone, the Great Recession has been as bad as the Great Depression.

The six year period 2008-2013 should look a little stronger (+0.98%).

How could the Depression era economic numbers not look substantially worse, in aggregate, than current numbers? First of all, 1934-1936 posted some truly robust GDP numbers: 10.8%, 8.9% and 12.9%. The overall eight year number of +0.66% was still below the US economy's 3% long term trend line, proving that there was no recovery.

This is still the case today. Without some time period of 2008-20XX showing annualized GDP growth of +3%, there is no recovery. If we sustain +2.5% GDP growth annually between now and eternity, there would still be NO recovery. This is not a political statement, just the sad reality.

We all know that Depression years were much, much worse than what we have recently gone through. But this does shine a spotlight on the weak growth we are experiencing now. There has only been one quarter of GDP growth beyond 4% (2011 Q4), even with all the massive stimulus the Federal government has thrown at the economy and the massive quantitative easing (QE) the Federal Reserve has engaged in, ballooning the money supply.

It has worked, but to such a poor extent, that the recent discussion about “tapering” QE3 has sent financial markets into a fit, reminding us of an addict anticipating withdrawal.

This economic cycle, just like all the rest, will come to an end at some point and we will have another recession. It is inevitable. We are not sure if this will be in one year or five. But at some point, it will happen. Moreover, the next contraction, as in 1938, will most probably arrive at a time when recovery from the previous downturn has not yet been achieved.

So, it's time to expect turbulence ahead. Don't panic, but be prepared. Is your financial life as fine tuned as it could be? Are your debt levels under control and progressively declining? Do you have a six month emergency fund, assuming you are still employed and even longer (hopefully much longer) if you are retired? Are you making steady progress toward your financial goals? Do you even have clear and specific financial goals defined? Do you know your willingness, ability and need to take risk?

We don't pretend to predict events, but we know that no one else can. So we don't waste our time in areas we cannot control. But we try to understand the nature of a problem and where risk can be found. We think the recovery after the next recession will be much more robust than this one. But getting from here to there will be a very bumpy road. So wear your seat belt and find out who's responsible for providing your financial navigation.

Comparing Current Economy to Great Depression

Source of Data: BEA Bureau of Economic Analysis at: <http://www.bea.gov>

Year	GDP % Change	1 + GDP
1930	-8.5	0.915
1931	-6.4	0.936
1932	-12.9	0.871
1933	-1.3	0.987
1934	10.8	1.108
1935	8.9	1.089
1936	12.9	1.129
1937	5.1	1.051
1938	-3.3	0.967
1939	8.0	1.08
1930 – 1937		1.0541357653
8 th Root:		1.0066119193
-1, expressed as %		0.66% <<== Annualized GDP change over the eight year period, 1930-1937

Year / Quarter	GDP % Change	1 + GDP	
2007 Q1	0.3	1.003	
2007 Q2	3.1	1.031	
2007 Q3	2.7	1.027	
2007 Q4	1.5	1.015	
2008 Q1	-2.7	0.973	
2008 Q2	2.0	1.02	
2008 Q3	-2.0	0.98	
2008 Q4	-8.3	0.917	
2009 Q1	-5.4	0.946	
2009 Q2	-0.4	0.996	
2009 Q3	1.3	1.013	
2009 Q4	3.9	1.039	
2010 Q1	1.6	1.016	
2010 Q2	3.9	1.039	
2010 Q3	2.8	1.028	
2010 Q4	2.8	1.028	
2011 Q1	-1.3	0.987	
2011 Q2	3.2	1.032	
2011 Q3	1.4	1.014	
2011 Q4	4.9	1.049	
2012 Q1	3.7	1.037	
2012 Q2	1.2	1.012	
2012 Q3	2.8	1.028	
2012 Q4	0.1	1.001	
2013 Q1	1.1	1.011	
2013 Q2	2.5	1.025	
2013 Q3	2.8	1.028	
2013 Q4	2.8	1.028	<<== Forecast using extrapolation

Year	GDP % Change	1 + GDP	
2007	1.9	1.019	
2008	-2.8	0.972	
2009	-0.2	0.998	
2010	2.8	1.028	
2011	2.0	1.020	
2012	1.9	1.019	
2013	2.3	1.023	<<== Estimated

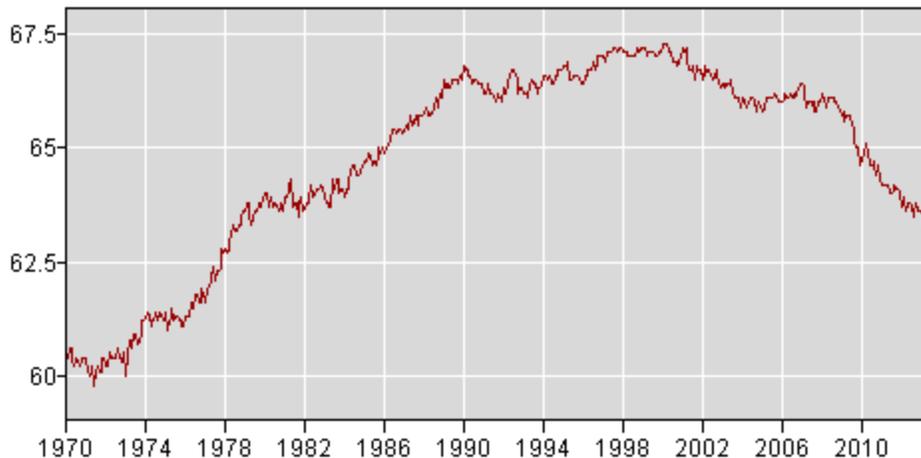
2008 – 2013 1.0603746706
 6th Root: 1.0098182708
 -1, expressed as % **0.98%** <<== Annualized GDP change over the six year period, 2008-2013

2008 – 2012 1.0365590137
 5th Root: 1.0060023736
 -1, expressed as % **0.60%** <<== Annualized GDP change over the five year period, 2008-2012

The Accidental Retiree or, Surprise! You're Retired!

When doing research, we seek data from more than one source, in order to confirm a trend or support a working assumption or idea. A while ago, while looking at different issues, we came across something that seemed at odds with what is currently being explained in the mainstream media.

Demographics can be deceiving. The conventional wisdom is that the severe drop in the Labor Force Participation Rate (shown below) to the current 62.8%² is due to the baby boom generation retiring. The last time this statistic had that value was March, 1978. The baby boom generation is measured as those born from 1946 through 1964. Let's assume a midpoint of about 1955. This means that a typical baby boomer was about 23 years of age in 1978. Labor force participation was generally on the rise during the 70's, as more women joined the ranks of the employed.



The Labor Force Participation Rate peaked at 67.3% in January, 2000. We have long since held that Y2K was the catalyst behind the 1990's bubble. The rate first hit 67% in late 1996 and varied only slightly, until dropping below the peak, by mid 2000.

The first boomer (born in 1946), assuming he was to retire as soon as he could claim his Social Security benefits, would not have been able to do so, until 2008. Even that person born in 1955 is only turning 58, this year. The raw data do not show that the decrease in participation is only or mostly due to demographic factors. That is, unless this same age group is very confident of its financial ability to freely leave the workforce.

So take this job and shove it? Hardly. In fact, overall labor force participation has been trending downward since 2000, well before demographics were supposed to kick in.

Let's drill down deeper.

The nonprofit American Institute for Economic Research (AIER), one of our favorite sources, recently published a chart (based on data from the Bureau of Labor Statistics), which shows the labor force participation rate among those in the 55-64 age group (all of whom are considered baby boomers) to be relatively stable over the last six years and which shows a significant upward trend for the past twenty five years, moving from under 55% to around 65%. The somewhat alarming side issue is the downward trend in participation among the very young (age 20-24) during this same period³.

More evidence comes from the Employee Benefit Research Institute (EBRI). This nonprofit organization studies benefit programs and routinely surveys both currently employed workers, as well as retirees, on their views of retirement. Their 2013 Retirement Confidence Survey tells a different story from what the mainstream media describe as the reason behind falling labor force participation.

Only 23% of current workers expect to retire before age 65. But 69% of retirees actually retired before age 65⁴. Yes, these are different sets of people, but coupled with the data we have shown above, we see that a relatively large proportion of older workers would like to continue in their jobs, but are not able to.

Money Magazine cited a 2012 MetLife survey of 65 year olds and found that most had at least partially retired. But this happened often unexpectedly, due to job loss or health problems⁵.

Demographic factors do indicate that some baby boomers are retiring. But for many, this is not of their choosing. The expectation that full time, career oriented employment will still be available when a person turns 65, is no longer a “make it so” / “get-r-done” reality. And while the general population is unquestionably living longer, the quality of health in their lives is not necessarily robust enough to allow all to remain gainfully employed.

Somewhat paradoxically, some form of employment will need to be part of the retirement mix for many in this age group.

Without proper financial planning and the inclusion of sufficient resources and time, income during retirement will need to be fashioned from a combination of sources. It may be rather haphazardly put together and many will effectively be transitioning into and out of the workforce over time.

We conclude with our own list of observations of a typical 65 year old from today and 30 years ago. Which one better describes your own situation?

In 1983, the typical 65 year old man or woman:

1. Was already at full retirement age for Social Security.
2. Was already retired or about to retire (by choice) because they were financially able to do so.
3. Would receive 100% of their Social Security benefits free of Federal income tax.
4. Probably had a defined benefit pension that replaced a more than trivial part of their pre-retirement income.
5. Owned their home outright, without any mortgage.
6. Had no consumer/credit card debt.
7. Was not supporting/helping out their adult children in any meaningful way.
8. Had already inherited from their own parents/their parents were already deceased.
9. Either did not own an IRA, or did not have significant funds in an IRA, due to lack of time with which to accumulate individual retirement account assets (IRAs were established in 1974).

In 2013, the typical 65 year old man or woman:

1. Is not yet at full retirement age for Social Security (which is now 66).
2. May be retired but not strictly by choice, or would move back into the labor force if the right employment was available.
3. May owe Federal income tax on up to 85% of their Social Security benefits.
4. Probably does not have a defined benefit pension, or if they do, it replaces only a small part of their pre-retirement income.
5. May still have a mortgage on their home.
6. May still have consumer/credit card debt.
7. May be supporting/helping out their adult children in some meaningful way.
8. If one or both parents are still alive, they may be helping them in some way financially.
9. Probably owns one or more retirement accounts, but these may be inadequately funded to provide for their life expectancy

How could anyone still not believe in the importance of financial planning?

Castling Principle at Work During the Financial Crisis and Beyond

We named our firm *Castling Financial Planning, Ltd.* years after observing a certain phenomena and naming it “castling”, for lack of a better description. Periodically, we like to give real life examples of how this principle works and why we consider it a differentiating factor in the way we approach financial and investment advising.

First off, let's review. You may have heard the term *Castling* as a move in the game of chess. But here is our definition, when applied to personal finance:

The simultaneous use of two fundamentally different things, in such a way that you achieve a result that could not have been achieved using just the one or the other.

Hogwash! Bah-humbug! Get to the bloody point, old man, you say. Or maybe worse. Instead of feeling nervous or offended, I simply look you straight in the eye and calmly assure you that you already know what castling really is and you've known it for a good part of your life, even if you've never played chess.

For those of you who do play chess (probably much better than I ever did), recall that while all the moves in chess involve moving just one of your pieces at a time, castling (aka “to castle”) involves moving both your king and rook simultaneously. While we don't know why this was first allowed, we do know that the purpose of this move is to safeguard the king and concurrently make the rook more active.

The perceptive reader may liken this to “killing two birds with one stone” or synergy. But these terms oftentimes descend into being cliches. A corporation may acquire another corporation, citing “synergies” as the reason. But this may really mean that they are in the *same* or similar business and the acquisition creates economies of scale. This usually results in people losing their employment.

That's not what we mean by castling. We are referring to the use of two fundamentally different things, ideas, assets, concepts, etc., that when used together in some way, lead to a more powerful result.

Here is an example we think everyone will understand: *diet and exercise*. When we say this, are we implying two sets of disconnected activities? Should I go on a diet for the next six months, then stop and start exercising, right? Of course not.

The first place where I noticed the principle at work was in highlighting the distinction between saving and investing. Some financial professionals make the mistake of not

seeing the difference between the two and also in not noticing how they can be used together, to accomplish something where using only investing would not work.

The purpose of this article is to demonstrate the value of a robust savings portfolio at the outset of retirement. Savings plus *time* can save both your investment portfolio as well as your retirement. We show a realistic example of a person who picks a rather bad time to retire: January 1, 2008. Who knew? This person put 100% of his \$1,000,000 investment portfolio into a single fund, the Vanguard 500 Index. Obviously, this person is not and never has been, a client of **CastlingFP**. To make matters worse, he maintains that he needs \$50,000 a year to live on in retirement. So this means a 5% initial withdrawal rate, which draws the ire of most financial advisors. Lastly, he needs a 3% annual cost of living adjustment. This results in a \$51,500 withdrawal in year two and so on.

To make things more realistic, we computed this using quarterly withdrawals. All return data came from the Vanguard Advisor Website⁶.

We present two scenarios. In the first, there is no castling principle at work. Withdrawals of the preset amounts are taken at the outset of each quarter, simulating how in real life, a person would take distributions to live on. There is no attempt at moderating the pace of withdrawals, even while watching the account get depleted. We see the double whammy of investment losses and distributions to live on in retirement, happening simultaneously.

At some point, the bear market bottoms out and becomes a bull market. But could this be too late for our retiree? In less than 6 years (2008-2013), with a combination of losses and withdrawals, the balance as of the end of this past October is: \$834,971. So this becomes our baseline.

In scenario two, we apply the **Castling Principle**. We do not start with any more money. In fact, the investment portfolio is set at \$900,000, in order to free up \$100,000 as the initial savings portfolio amount.

The definition of a savings portfolio is a set of one or more accounts that are liquid (easily convertible to cash with negligible or no loss to principal) and which are not vulnerable to the various market risks that an investment portfolio is subjected to: stock, bond, real estate, commodity, etc.

In the long run, the savings portfolio is definitely vulnerable to the ravages of inflation. The exact proportions to use between investment and savings should be based on analysis. There is no one-size-fits-all answer. We recommend that you learn exactly

what you must do or seek professional help. This type of analysis is something we are experienced in (since we came up with the term **Castling**, to refer to it).

In our second scenario, we did not earn any interest in the savings portfolio. In reality, this may be a good assumption for now, since interest rates on savings products are so low.

Finally, we apply a set of loose rules. In our case, it was to determine what the next withdrawal from the savings portfolio should be, at the outset of the next quarter. In other words, we would continue to pull strictly from the investment portfolio to live on, as long as it performed as expected or reasonably close. We assigned an 8% expected annual return, or 2% per quarter, to simplify the example.

To start things off at the beginning of retirement in 2008 Quarter 1, we pulled one fourth of the annual income need (\$12,500) from the investment portfolio.

At the end of the first quarter, we assessed with full knowledge, the answers to these two simple questions:

1. How well has my investment portfolio performed in the just completed quarter, as compared to my expectations?
2. How well has my investment portfolio performed cumulatively, since the start of my retirement, as compared with my expectations?

Please keep in mind that we do not assume any knowledge of what will happen going forward. We simply assess based upon fully known, past events.

Well, 2008 Q1 was a whopper of a bad one, with a 9.47% loss. So we jump on this, by taking half of the upcoming withdrawal from the savings portfolio and the other half from the investment account.

This leads us to define all the actions to take. Performing some analysis based upon an individual client's willingness, ability and need to take risk, is vital. This is not meant to be a cookie cutter solution, so the actions should be customized to fit the person's needs.

Here are the simple actions we defined for this second scenario:

1. Take the entire withdrawal from the investment portfolio (same as scenario one).
2. Take half from investments and the other half from savings.
3. Take the entire withdrawal from the savings portfolio.

4. Take 1.5 times the needed amount from the investment portfolio and use part to actually re-pay savings, to build it back up. This action would only be taken if there had been prior withdrawals from savings and the current savings portfolio amount is less than the starting amount and the investment return during the prior period was above the expected return.

Other than the last action, everything else should appear to be straightforward.

Does all this fancy footwork help? Please keep in mind that the opportunity cost of having \$100,000 in savings is that it is not in the investment portfolio and not able to achieve its long run expected return. In this scenario, the combined investment and savings portfolios sum to \$874,908, or \$39,937 more than the first scenario.

This was almost a 5% improvement. While not earth shattering, it did allow the retiree to maintain the exact same standard of living over the same time period, while providing some small protection to the investment portfolio, all with zero added expense and just slightly more management on the part of the retiree.

Below, we present some of the detailed calculations from the spreadsheet. Please contact us for more information on how we can apply the **Castling** principle to your financial situation.

The Castling Principle Using Vanguard 500 Index

Total Portfolio Amount: \$1,000,000
 Gross Pre-Tax Expenses: \$50,000
 Expected Rate of Return: 8.00%
 Quarterly Expected Return: 2.00%
 Cumul. Lower Threshold %: 90%
 Per Quarter Threshold %: -5%
 Initial Withdrawal %: 5%
 Initial Annual Withdrawal: \$50,000
 Initial Quarterly Withdrawal: \$12,500
 Cost of Living Adjustment: 3%

Scenario 1:
 Investment Portfolio: \$1,000,000
 Invested in: Vanguard 500 Index (VFIX)
 Savings Portfolio: \$0

Year	Quarter	Quarterly Return	Beg. Balance	Beg. Savings	Invest. Withdrawal	Savings Withdrawal	Total	Invest. Return	Invest. Balance	Savings Balance
2008	1 st	-8.47%	## \$1,000,000	\$0	\$12,500	\$0	\$12,500	-\$83,516	\$883,884	\$0
2008	2 nd	-2.75%	## \$883,884	\$0	\$12,500	\$0	\$12,500	-\$24,241	\$857,243	\$0
2008	3 rd	-8.38%	## \$857,243	\$0	\$12,500	\$0	\$12,500	-\$70,821	\$774,122	\$0
2008	4 th	-21.84%	## \$774,122	\$0	\$12,500	\$0	\$12,500	-\$167,100	\$594,522	\$0
2009	1 st	-11.00%	## \$594,522	\$0	\$12,875	\$0	\$12,875	-\$83,981	\$517,666	\$0
2009	2 nd	15.97%	## \$517,666	\$0	\$12,875	\$0	\$12,875	\$80,815	\$585,406	\$0
2009	3 rd	15.59%	## \$585,406	\$0	\$12,875	\$0	\$12,875	\$89,258	\$681,789	\$0
2009	4 th	6.03%	## \$681,789	\$0	\$12,875	\$0	\$12,875	\$39,130	\$688,044	\$0
2010	1 st	5.35%	## \$688,044	\$0	\$13,261	\$0	\$13,261	\$36,101	\$710,883	\$0
2010	2 nd	-11.45%	## \$710,883	\$0	\$13,261	\$0	\$13,261	-\$78,878	\$617,744	\$0
2010	3 rd	11.28%	## \$617,744	\$0	\$13,261	\$0	\$13,261	\$68,065	\$672,548	\$0
2010	4 th	10.71%	## \$672,548	\$0	\$13,261	\$0	\$13,261	\$70,810	\$729,886	\$0
2011	1 st	5.88%	## \$729,886	\$0	\$13,659	\$0	\$13,659	\$42,115	\$758,352	\$0
2011	2 nd	0.07%	## \$758,352	\$0	\$13,659	\$0	\$13,659	\$521	\$745,214	\$0
2011	3 rd	-13.90%	## \$745,214	\$0	\$13,659	\$0	\$13,659	-\$101,688	\$629,869	\$0
2011	4 th	11.79%	## \$629,869	\$0	\$13,659	\$0	\$13,659	\$72,589	\$688,799	\$0
2012	1 st	12.54%	## \$688,799	\$0	\$14,069	\$0	\$14,069	\$94,811	\$759,341	\$0
2012	2 nd	-2.78%	## \$759,341	\$0	\$14,069	\$0	\$14,069	-\$20,719	\$724,554	\$0
2012	3 rd	6.31%	## \$724,554	\$0	\$14,069	\$0	\$14,069	\$44,832	\$755,317	\$0
2012	4 th	-0.42%	## \$755,317	\$0	\$14,069	\$0	\$14,069	-\$3,113	\$738,135	\$0
2013	1 st	10.57%	## \$738,135	\$0	\$14,491	\$0	\$14,491	\$76,489	\$800,133	\$0
2013	2 nd	2.87%	## \$800,133	\$0	\$14,491	\$0	\$14,491	\$22,548	\$808,190	\$0
2013	3 rd	5.20%	## \$808,190	\$0	\$14,491	\$0	\$14,491	\$41,272	\$834,871	\$0

Total Ending Portfolio Value: \$834,871

The Castling Principle Using Vanguard 500 Index

Year	Quarter	Quarterly Return	Beg. Balance	Beg. Savings	Invest. Withdrawal	Savings Withdrawal	Total	Invest. Return	Invest. Balance	Savings Balance
2008	1 st	-9.47%	\$800,000	\$100,000	\$12,500	\$0	\$12,500	-\$84,048	\$803,454	\$100,000
2008	2 nd	-2.75%	\$803,454	\$100,000	\$6,250	\$6,250	\$12,500	-\$21,823	\$775,281	\$93,750
2008	3 rd	-8.38%	\$775,281	\$93,750	\$6,250	\$6,250	\$12,500	-\$64,281	\$704,740	\$87,500
2008	4 th	-21.94%	\$704,740	\$87,500	\$0	\$0	\$12,500	-\$154,620	\$550,120	\$75,000
2009	1 st	-11.00%	\$550,120	\$75,000	\$0	\$0	\$12,875	-\$80,513	\$489,607	\$62,125
2009	2 nd	15.97%	\$489,607	\$62,125	\$0	\$0	\$12,875	\$78,190	\$567,797	\$49,250
2009	3 rd	15.59%	\$567,797	\$49,250	\$6,437	\$6,437	\$12,875	\$87,516	\$648,876	\$42,812
2009	4 th	6.03%	\$648,876	\$42,812	\$12,875	\$0	\$12,875	\$38,351	\$674,352	\$42,812
2010	1 st	5.35%	\$674,352	\$42,812	\$6,630	\$6,630	\$13,261	\$35,723	\$703,444	\$36,181
2010	2 nd	-11.45%	\$703,444	\$36,181	\$6,630	\$6,630	\$13,261	-\$78,786	\$617,029	\$29,550
2010	3 rd	11.28%	\$617,029	\$29,550	\$6,630	\$6,630	\$13,261	\$68,731	\$679,130	\$22,919
2010	4 th	10.71%	\$679,130	\$22,919	\$6,630	\$6,630	\$13,261	\$72,025	\$744,524	\$16,288
2011	1 st	5.88%	\$744,524	\$16,288	\$13,659	\$0	\$13,659	\$42,875	\$773,840	\$16,288
2011	2 nd	0.07%	\$773,840	\$16,288	\$6,830	\$6,830	\$13,659	\$537	\$767,548	\$9,458
2011	3 rd	-13.90%	\$767,548	\$9,458	\$13,659	\$0	\$13,659	-\$104,781	\$649,098	\$9,458
2011	4 th	11.78%	\$649,098	\$9,458	\$6,830	\$6,830	\$13,659	\$75,659	\$717,928	\$2,628
2012	1 st	12.54%	\$717,928	\$2,628	\$21,104	-\$7,035	\$14,069	\$87,382	\$784,206	\$9,663
2012	2 nd	-2.78%	\$784,206	\$9,663	\$21,104	-\$7,035	\$14,069	-\$21,214	\$741,888	\$16,698
2012	3 rd	6.31%	\$741,888	\$16,698	\$7,034	\$7,034	\$14,069	\$46,369	\$781,224	\$9,663
2012	4 th	-0.42%	\$781,224	\$9,663	\$14,069	\$0	\$14,069	-\$3,222	\$763,833	\$9,663
2013	1 st	10.57%	\$763,833	\$9,663	\$14,491	\$0	\$14,491	\$79,216	\$828,658	\$9,663
2013	2 nd	2.87%	\$828,658	\$9,663	\$21,737	-\$7,246	\$14,491	\$23,159	\$830,079	\$16,909
2013	3 rd	5.20%	\$830,079	\$16,909	\$14,491	\$0	\$14,491	\$42,411	\$857,989	\$16,909
Total Savings Withdrawal										\$83,091
Zero Check: \$0										
Total Ending Portfolio Value:										\$874,908
Improvement Versus Scenario 1:										\$39,937
Percentage Improvement Versus Scenario 1:										4.78%

Forget Carbon Footprint! Minimize Your Income Footprint in Retirement

Much has been said and written about the environment and whether, and by how much, to minimize one's own impact on it. We'll leave this argument to those who have the necessary background in science. But this is similar to the basic notion of being careful not to waste, because of the impact it has on everyone and everything else, as well as the effect of depleting one's own resources.

A similar argument can be made on the personal finance side. We argue that for the average retiree, "minimizing one's income footprint" has more impact than almost anything else they could do regarding the environment.

Why and how? And especially, why should you care if you are not yet retired?

During our working lives, we rarely get to control the level of income we earn and the timing of when we receive it. If your boss is handing out bonuses in December, it is probably not feasible to expect that your employer's payroll department can make an exception for you and give you your check in January, just so you avoid paying income tax on it this year (Let's say you were otherwise expecting huge deductions next year). For most of us, we depend on receiving most every dollar we earn, as soon as we earn it.

We may defer compensation by enrolling in a qualified retirement plan, such as a 401(k), and making pretax contributions. We may also enroll or add into Health Savings Accounts or Flexible Spending Accounts. A contribution to a traditional IRA may be deductible for some of us.

For most of us, we need the remaining income to pay our bills and satisfy our family obligations. This is understandable.

But the conventional wisdom in financial planning is that you may need as much income in retirement as during your working years. Some claim it would be even more than 100%. Many of those who insist it will be less, are reluctant to set the value at less than 80% of pre-retirement income.

We think that these rules of thumb are counterproductive and actually a bit harmful. Nothing substitutes for doing real analysis. Based upon our experience in working with retired clients and those approaching retirement, we see a different picture, one offering both challenges as well as opportunities.

In order to make this article as realistic as possible, we put together two budgets as well as two sets of income tax returns, for a fictional couple: Opti and Maxi Miser. Their data is not taken from specific clients of **Castling Financial Planning, Ltd.** However, the concepts presented are based upon situations we deal with every day. Please keep in mind that **CastlingFP** is not in the business of providing tax advice. We encourage you to speak with your tax professional about your specific situation. However, we do get involved in income tax planning, as it affects overall financial planning.

We present two scenarios. In the first, Opti and Maxi Miser, both age 64, are preparing for retirement. Imagine the year is 2012 and they expect to retire on December 31st. I suppose they planned their New Year's Eve Celebration to be extra special. The Misers are frugal to be sure, but they are not "misers".

Their combined gross income is \$100,000, each having earned the same amount. Below, we present their pre-retirement budget in the column labeled "Current", which is used in this first scenario. This is the same Budget Template we use in our practice and is one of the basic, yet highly effective tools we make available to our clients. Please let us know if you would like a copy of this Excel template.

The Misers have long since created an emergency fund and have beefed it up in preparation for retirement. So instead of channeling even more into the Savings bucket each month since bank interest rates are so low, they followed their adviser's recommendation and have been prepaying their mortgage. So the \$1,600 monthly payment covers principal and interest, plus several hundred dollars of extra principal. In their case, the mortgage will be completely paid off with the December, 2012 payment. The reason is to start retirement without needing to generate the income (originating from a retirement account distribution) needed to keep paying the mortgage. Their final mortgage interest deduction in 2012 will be only \$2,000.

This budget example demonstrates the importance of starting with gross amounts and then including all income and employment taxes. Do not assume a given tax rate during your working years will repeat or even be similar, during retirement. We will demonstrate how effective tax rates can vary widely.

The Misers have been dutifully saving for retirement by each funding employer sponsored 401(k) plans at the rate of 10% of pay (\$5,000 each). They have also managed to squeeze an additional \$2,000 contribution each, into (deductible) traditional IRAs.

Reviewing the rest of their current budget, you may find areas where you agree with the Misers' spending and items that you feel they are neglecting, or others where they are overdoing it. Our purpose here is not to dwell on every line item, but to demonstrate that

the process of budgeting is feasible for the average person and can lead to positive results. In the bottom right hand corner, we see that every dollar of their gross income has been spoken for, except for \$1.33 per month. This simply means that income has been allocated to the expense items that make sense to them. Some of these categories can be renamed for those folks who have different family needs. In the end, a line item such as “Miscellaneous” should not be allocated a large amount. Please keep in mind that we are not expecting clients to actually track every penny spent.

This tool should provide a guide that comes close enough, without expecting slavish devotion to this task. Its importance becomes clearer as we move toward retirement. While budgets are useful for people in all stages of life, they are best suited for those nearing retirement. We have come to this realization by observing that those approaching retirement have clearer images of what their desired standard of living will be. Most often, it tends to mirror their standard of living in the year before they leave the workforce.

Expecting a 25 year old to describe what her desired standard of living in retirement will be, is asking the irrelevant. The young person needs to experience life, work, careers, families, disappointments, triumphs, commitments and then settle in on what that standard means to her. She has time for this image to evolve. In the meantime, better to budget in order to save for a far distant (and just vaguely defined) retirement and especially a nearer term (and more clearly envisioned) purchase, such as a new home.

Back to the Misers and the results of Scenario One. Hurray, they got a refund of \$1,256 on their Federal return and \$780 on their State of Illinois return! Actually, large income tax refunds only mean that you made an interest free loan to the government. If a special situation causes you to receive a surprise refund, that is great. But perennially large refunds indicate some level of mismanagement or fear. If tax withholding is adjusted to correct for this, it is advisable that the excess funds go straight into savings or investment accounts.

The Misers income tax bill is \$9,544 Federal and \$4,595 State. Recall that their gross income is \$100,000. So their combined effective tax rate is 14.1%. This is pretty good for a couple with their level of earnings.

To make things interesting, imagine Scenario Two. It's still 2012. We reused the same year, so our income tax software would continue to work as programmed. Instead of being their last year of employment, the Misers enjoy their first full year of retirement, having both left their jobs at the same time!

Their goals are simple. Maintain the same standard of living as their last year of employment, but allow more money for entertainment, dining out, recreation, travel and their hobbies. In addition, they would still like to support their charities to the same extent, even though they are now retired. Lastly, they would like to keep helping their adult daughter, Mini (yes, it's corny).

Let's look at the second column on their budget, labeled "Retirement". When we work with actual clients, we typically ask them to fill in the "Current" column and then we do our analysis to arrive at values for the "Retirement" column. Inflation factors are used to arrive at a cost of living adjustment (COLA) for each category. Please keep in mind that some line items are more highly valued by the client and will be ratcheted up considerably. Others will only get a COLA. One example are most utilities. The flexibility of such a template is that multiple, different inflation adjustments can be made if we are concerned that some line items, such as health care, will be rising faster than others.

For the Misers, since we are still imagining the year is 2012, we have purposefully not made any inflation adjustment. Please note the variable expense totals. The Misers are now allocating \$3,200 monthly, instead of \$2,815. This is a 13.7% increase due to their wants and dreams, not because of inflation. They have doubled their allocation to entertainment, dining out, recreation, travel and their hobbies, just as they had intended.

Now for the sobering news. Their employers offer them defined benefit pensions, but these are only worth \$1,000 each per month.

Furthermore, the suggestion from their financial adviser was to not sign up for Social Security benefits right away. Full retirement age (FRA) for anyone born in 1943-1954 is 66 years (and 0 months to be precise). Nothing prevents them from retiring in 2012 at the age of 65 and not taking Social Security. At least nothing other than their own finances.

Too many people apply for their Social Security benefits too early. While there are valid reasons for claiming before FRA, some analysis should go into making this fateful decision. We will discuss this further in future issues of our newsletter.

While not claiming Social Security at this time, the Misers did sign up for Medicare, since they are both now 65 years of age. Their retirement budget shows a reduced amount under Medical insurance, since they have now switched to Medicare Supplement policies, instead of the comprehensive ones they had while they were working. Likewise, the smaller amount under "FICA" no longer tracks employment related taxes, but instead, holds the premiums for Medicare Parts B (doctor services) and D (prescriptions).

With the help of their financial adviser, they have been planning for retirement for a long time.

They budgeted not only for necessities, but also stressed their priorities. Auto/homeowners insurance and food are not any more expensive for them now that they are retired. A few of these items may even go down a bit in cost, but we did not visit that possibility.

The Misers do not have life, long term care or umbrella liability insurance. This may or may not be a red flag. They maintained term life insurance while their daughter, Mini, was growing up and later decided that their employer provided group coverage was all they were willing to pay for. Other than their home and retirement accounts, their level of assets was not in the million dollar range. So the \$500K general liability coverage on their homeowners policy was thought sufficient, to keep them secure. By the way, qualified retirement plans, such as 401(k)s are protected from creditors by federal law. IRAs are usually protected in a similar way, by state law.

Long Term Care (LTC) insurance is an inherently uncertain area and this article is not meant to provide a blanket positive or negative commentary. It really depends upon finding a strong enough insurance company who will survive unscathed for decades. But one who can price risk accurately enough so that you do not pay too low a premium now, only to be surprised with a huge group level increase a decade from now (especially one that you simply cannot afford). Of course, we haven't discussed the flexibility of benefits or what triggers them or how affordable the initial premiums are. Another discussion for another time. Here, suffice it to say that they took a pass on LTC.

Back to the Misers budget in retirement. There are plenty of zeros in the Fixed Monthly Expenses section, for line items which were very active while they were working. Let's review. By prepaying the mortgage on the home where they intend to live for an indeterminate length of time in retirement, they have freed themselves of the biggest single monthly expense of their lives. Since they have now retired, they are no longer making contributions to their 401(k)s and IRAs. Combined, these total \$2,767. This amount is no longer being subtracted from their sources of income each month.

Looked at another way, this means that they can shrink their "income footprint". Note the line item "Retirement Acct. Distributions" under the Monthly Income section. Our process involves iteratively solving for the minimum value that still works with the rest of the budget. Please remember that this is how you "minimize your income footprint in retirement". This value is more under your control at this time of your life, than it ever has been.

It gets better still. Minimizing your income footprint results in minimizing your tax bill (almost always). The progressive nature of federal income tax rates means that the marginal (last) dollar earned gets taxed at the highest rate. Higher income levels may also result in reduced deductions and credits. Why would we want to expose more of our retirement accounts to income taxes than need be? We simply need to sustain our desired standard of living.

Therefore, our second set of income tax returns are most illustrative. The Misers report \$55,320 in total income (\$4,610 monthly budget times 12). Only \$31,320 of this came from retirement accounts. They rolled over their 401(k) funds into IRAs after they left their employers. This is a decision that also requires analysis. We never recommend a standard answer such as always doing a rollover (but many conflicted advisers do).

At the Federal level, their income tax liability dropped to \$4,354. In the State of Illinois, distributions from retirement accounts are currently not taxed. So the Misers wind up with no state income tax liability. (There is no guarantee that state law will always leave these distributions untaxed. However, if state politicians one day decide that this is a source of funds with which to shore up public sector pensions, it should then be obvious what type of wealth redistribution is taking place. This is a word to the wise. For those readers residing in Illinois or another state with similar laws: stay vigilant.)

While we discuss state taxes, this would be a good time to mention local taxes as well. The Misers do not have to worry about a local income tax jurisdiction (thank goodness). But other tax breaks could be locally based, depending on income level. This should be thoroughly researched.

For example, in Cook County Illinois, a "Senior Freeze Exemption" on property taxes is available to senior citizens aged 65 and older⁷. It freezes the equalized assessed value (EAV) of their principal residence. It is a critical component in calculating a property tax bill. EAV is itself calculated using the assessed valuation of a property (AV). Lowering this latter figure is the objective of filing a property tax appeal. Therefore, freezing EAV's should effectively eliminate the need to file (or pay someone to research and file) an appeal. Of course, property tax rates can still go up, meaning that tax bills could increase, anyway.

Currently posted information at the Cook County Assessor's Website describes the rules in effect for the current (2012 property tax) year. This Senior Freeze Exemption requires a maximum household income level of \$55,000, in 2011.

The Misers do live in Cook County. In the first scenario, they were both 64 in 2012 and would not have qualified based on age. In the second scenario, they were both 65 in

2012, but would still not have qualified, due to their income level in 2011 (while they were still employed).

Looking ahead to the property taxes they will pay in 2014 (for property tax year 2013), their income level in 2012 will come into play. While we do not know the exact figure the county will use, we think it may remain at \$55,000. Therefore, with a little planning, we would see the Misers attempt to hold their total income down to just below \$55,000 in 2013. They may decide to do this by drawing a little more from their savings portfolio (which would be after tax), while cutting back slightly on their IRA withdrawal.

Back to the income tax bill. The final amount is \$4,354. Their gross income is \$55,320. This results in an effective tax rate of 7.9%. It has decreased from 14.1%. Not quite in half, but a very significant decrease.

Their standard of living did not drop at all. We could make a solid argument that their standard of living has actually improved, since they are now spending more on those aspects of their life that are important to them.

But it still gets better. By understanding and minimizing their retirement account withdrawals, they partially protect themselves from investment risk and market cycles. We have not focused on the size of their investment portfolio, nor what level of distribution can be considered “safe”. You may be familiar with the “4% withdrawal rule”. As with all rules of thumb, we are not big fans. No rule of thumb is a substitute for doing analysis, as long as you know what you're doing, or in getting help from someone who does. Our emphasis here is merely to demonstrate that regardless of the size of the distribution in retirement, a smaller one is better than a larger one, as long as your standard of living is maintained.

A smaller distribution will deplete your investment portfolio more slowly. More of the funds will stay invested longer, meaning a higher probability of achieving their long term rate of return. Planning for smaller distributions also has the effect of decreasing your required rate of return during retirement, thus reducing the level of risk that you need to take in your investments.

The Misers only needed to take \$31,320 from their investments to maintain their standard of living for this first year of retirement. They definitely will need to adjust this going forward, due to inflation and the fact that their pension payouts are fixed. But when using their Budget Template, this task will be easy.

Lastly, what is the true bottom line for the Misers? The gross income in their first year of retirement is less than 56% of the gross income in their last year of employment. So

much for rules of thumb. We have taken into account all spending categories they make use of and have demonstrated this with a complete budget. We maintained and enhanced their standard of living in their first year of retirement. We have shown their federal and state income tax returns for both their last year of employment and their first year of retirement. (Since this is a long article, we have excluded showing every form and schedule. Please contact us if you would like to get a copy of the entire set of tax returns.)

This is how you can minimize your income footprint in retirement. It takes analysis and that's how we can help. Unlike commission or asset based advisers, who either push products or pull assets, **CastlingFP** focuses entirely on analysis. Please remember that analysis is the only true source for all unbiased advice.

Monthly Income		
	Current	Retirement
Wages, salary, tips	\$8,333.33	\$0.00
Cash dividends	\$0.00	\$0.00
Interest received	\$0.00	\$0.00
Social Security income	\$0.00	\$0.00
Pension income	\$0.00	\$2,000.00
Rents, royalties	\$0.00	\$0.00
Retirement Acct. Distributions	\$0.00	\$2,610.00
Total Monthly Income	\$8,333.33	\$4,610.00

Variable Monthly Expenses		
	Current	Retirement
Electricity	\$85.00	\$85.00
Gas	\$70.00	\$70.00
Telephone	\$60.00	\$60.00
Water	\$40.00	\$40.00
Cable TV and Internet	\$120.00	\$120.00
Home repairs and maintenance	\$60.00	\$60.00
Home improvements	\$110.00	\$110.00
Food	\$800.00	\$800.00
Clothing	\$70.00	\$70.00
Laundry	\$15.00	\$15.00
Child care	\$0.00	\$0.00
Personal care	\$60.00	\$60.00
Automobile gas & oil	\$175.00	\$135.00
Automobile repairs, etc.	\$100.00	\$100.00
Other transportation	\$25.00	\$25.00
Education expenses	\$0.00	\$0.00
Entertainment/dining	\$125.00	\$250.00
Recreation/travel	\$200.00	\$400.00
Club/association dues	\$50.00	\$100.00
Hobbies	\$50.00	\$100.00
Gifts / Donations	\$500.00	\$500.00
(Not reimbursed) Medical, and dental expenses	\$50.00	\$50.00
Miscellaneous	\$50.00	\$50.00
Total Variable Expenses	\$2,815.00	\$3,200.00

Fixed Monthly Expenses		
	Current	Retirement
Mortgage payment or rent	\$1,600.00	\$0.00
2nd home mortgage	\$0.00	\$0.00
Automobile note	\$0.00	\$0.00
Personal loans	\$0.00	\$0.00
Credit cards	\$0.00	\$0.00
Life insurance	\$0.00	\$0.00
Disability insurance	\$0.00	\$0.00
Medical insurance	\$250.00	\$125.00
Long-term care insurance	\$0.00	\$0.00
Homeowner's insurance	\$65.00	\$65.00
Automobile insurance	\$75.00	\$75.00
Umbrella liability insurance	\$0.00	\$0.00
Federal income taxes	\$900.00	\$365.00
State income taxes	\$360.00	\$0.00
FICA	\$475.00	\$150.00
Real estate taxes	\$625.00	\$625.00
Other taxes	\$0.00	\$0.00
Savings (regularly)	\$0.00	\$0.00
Investments (incl. IRAs)	\$334.00	\$0.00
Retirement Plan Contributions	\$833.00	\$0.00
Total Fixed Expenses	\$5,517.00	\$1,405.00

Net Cash Flow		
	Current	Retirement
Total monthly income	\$8,333.33	\$4,610.00
Total fixed expenses	\$5,517.00	\$1,405.00
Total variable expenses	\$2,815.00	\$3,200.00
Discretionary Income (Income - Expenses)	\$1.33	\$5.00

2012 Federal and State Income Tax Returns (Scenario One: Their Last Year of Employment)

Form 1040		Department of the Treasury—Internal Revenue Service (99)		2012		OMB No. 1545-0074		IRS Use Only—Do not write or staple in this space.	
For the year Jan. 1–Dec. 31, 2012, or other tax year beginning _____, 2012, ending _____, 20						See separate instructions.			
Your first name and initial Opti		Last name Miser				Your social security number 112-34-5678			
If a joint return, spouse's first name and initial Maxi		Last name Miser				Spouse's social security number 123-45-6789			
Home address (number and street). If you have a P.O. box, see instructions. 123 Easy Street						Apt. no.		▲ Make sure the SSN(s) above and on line 6c are correct.	
City, town or post office, state, and ZIP code. If you have a foreign address, also complete spaces below (see instructions). Somewhere IL 60606						Presidential Election Campaign Check here if you, or your spouse if filing jointly, want \$3 to go to this fund. Checking a box below will not change your tax or refund. <input type="checkbox"/> You <input type="checkbox"/> Spouse			
Foreign country name		Foreign province/state/county		Foreign postal code					
Filing Status		1 <input type="checkbox"/> Single		4 <input type="checkbox"/> Head of household (with qualifying person). (See instructions.) If the qualifying person is a child but not your dependent, enter this child's name here. ▶					
Check only one box.		2 <input checked="" type="checkbox"/> Married filing jointly (even if only one had income)		3 <input type="checkbox"/> Married filing separately. Enter spouse's SSN above and full name here. ▶		5 <input type="checkbox"/> Qualifying widow(er) with dependent child			
Exemptions		6a <input checked="" type="checkbox"/> Yourself. If someone can claim you as a dependent, do not check box 6a.		b <input checked="" type="checkbox"/> Spouse		c Dependents:		Boxes checked on 6a and 6b 2	
If more than four dependents, see instructions and check here ▶ <input type="checkbox"/>		(1) First name		(2) Dependent's social security number		(3) Dependent's relationship to you		(4) <input checked="" type="checkbox"/> If child under age 17 qualifying for child tax credit (see instructions)	
								No. of children on 6c who: • lived with you • did not live with you due to divorce or separation (see instructions)	
								Dependents on 6c not entered above	
								Add numbers on lines above ▶ 2	
Income		7 Wages, salaries, tips, etc. Attach Form(s) W-2		7		100,000.			
Attach Form(s) W-2 here. Also attach Forms W-2G and 1099-R if tax was withheld.		8a Taxable interest. Attach Schedule B if required		8a					
If you did not get a W-2, see instructions.		b Tax-exempt interest. Do not include on line 8a		8b					
Enclose, but do not attach, any payment. Also, please use Form 1040-V.		9a Ordinary dividends. Attach Schedule B if required		9a					
		b Qualified dividends		9b					
		10 Taxable refunds, credits, or offsets of state and local income taxes		10					
		11 Alimony received		11					
		12 Business income or (loss). Attach Schedule C or C-EZ		12					
		13 Capital gain or (loss). Attach Schedule D if required. If not required, check here ▶ <input type="checkbox"/>		13					
		14 Other gains or (losses). Attach Form 4797		14					
		15a IRA distributions		15a		b Taxable amount		15b	
		16a Pensions and annuities		16a		b Taxable amount		16b	
		17 Rental real estate, royalties, partnerships, S corporations, trusts, etc. Attach Schedule E		17					
		18 Farm income or (loss). Attach Schedule F		18					
		19 Unemployment compensation		19					
		20a Social security benefits		20a		b Taxable amount		20b	
		21 Other income. List type and amount		21					
		22 Combine the amounts in the far right column for lines 7 through 21. This is your total income ▶		22		100,000.			
Adjusted Gross Income		23 Educator expenses		23					
		24 Certain business expenses of reservists, performing artists, and fee-basis government officials. Attach Form 2106 or 2106-EZ		24					
		25 Health savings account deduction. Attach Form 8889		25					
		26 Moving expenses. Attach Form 3903		26					
		27 Deductible part of self-employment tax. Attach Schedule SE		27					
		28 Self-employed SEP, SIMPLE, and qualified plans		28					
		29 Self-employed health insurance deduction		29					
		30 Penalty on early withdrawal of savings		30					
		31a Alimony paid b Recipient's SSN ▶		31a					
		32 IRA deduction		32		4,000.			
		33 Student loan interest deduction		33					
		34 Tuition and fees. Attach Form 8917		34					
		35 Domestic production activities deduction. Attach Form 8903		35					
		36 Add lines 23 through 35		36		4,000.			
		37 Subtract line 36 from line 22. This is your adjusted gross income ▶		37		96,000.			

For Disclosure, Privacy Act, and Paperwork Reduction Act Notice, see separate instructions. BAA REV 02/07/13 TTW Form 1040 (2012)

Tax and Credits	38 Amount from line 37 (adjusted gross income)	38	96,000.																				
	39a Check <input type="checkbox"/> You were born before January 2, 1948, <input type="checkbox"/> Blind. Total boxes if: <input type="checkbox"/> Spouse was born before January 2, 1948, <input type="checkbox"/> Blind. checked ▶ 39a																						
	b If your spouse itemizes on a separate return or you were a dual-status alien, check here ▶ 39b <input type="checkbox"/>																						
	40 Itemized deductions (from Schedule A) or your standard deduction (see left margin)	40	19,000.																				
	41 Subtract line 40 from line 38	41	77,000.																				
	42 Exemptions. Multiply \$3,800 by the number on line 6d.	42	7,600.																				
	43 Taxable income. Subtract line 42 from line 41. If line 42 is more than line 41, enter -0-	43	69,400.																				
	44 Tax (see instructions). Check if any from: a <input type="checkbox"/> Form(s) 8814 b <input type="checkbox"/> Form 4972 c <input type="checkbox"/> 962 election	44	9,544.																				
	45 Alternative minimum tax (see instructions). Attach Form 6251	45																					
	46 Add lines 44 and 45	46	9,544.																				
	47 Foreign tax credit. Attach Form 1116 if required	47																					
	48 Credit for child and dependent care expenses. Attach Form 2441	48																					
	49 Education credits from Form 8863, line 19	49																					
	50 Retirement savings contributions credit. Attach Form 8880	50																					
	51 Child tax credit. Attach Schedule 8812, if required.	51																					
	52 Residential energy credits. Attach Form 5695	52																					
	53 Other credits from Form: a <input type="checkbox"/> 3800 b <input type="checkbox"/> 8801 c <input type="checkbox"/>	53																					
	54 Add lines 47 through 53. These are your total credits	54																					
	55 Subtract line 54 from line 46. If line 54 is more than line 46, enter -0-	55	9,544.																				
	56 Self-employment tax. Attach Schedule SE	56																					
	57 Unreported social security and Medicare tax from Form: a <input type="checkbox"/> 4137 b <input type="checkbox"/> 8919	57																					
	58 Additional tax on IRAs, other qualified retirement plans, etc. Attach Form 5329 if required	58																					
	59a Household employment taxes from Schedule H	59a																					
	b First-time homebuyer credit repayment. Attach Form 5405 if required	59b																					
	60 Other taxes. Enter code(s) from instructions	60																					
	61 Add lines 55 through 60. This is your total tax	61	9,544.																				
	62 Federal income tax withheld from Forms W-2 and 1099	62	10,800.																				
	63 2012 estimated tax payments and amount applied from 2011 return	63																					
	64a Earned income credit (EIC)	64a																					
	b Nontaxable combat pay election 64b	64b																					
	65 Additional child tax credit. Attach Schedule 8812	65																					
	66 American opportunity credit from Form 8863, line 8	66																					
	67 Reserved	67																					
	68 Amount paid with request for extension to file	68																					
	69 Excess social security and tier 1 RRTA tax withheld	69																					
	70 Credit for federal tax on fuels. Attach Form 4136	70																					
	71 Credits from Form: a <input type="checkbox"/> 2439 b <input checked="" type="checkbox"/> Reserved c <input type="checkbox"/> 8801 d <input type="checkbox"/> 8885	71																					
	72 Add lines 62, 63, 64a, and 65 through 71. These are your total payments	72	10,800.																				
	73 If line 72 is more than line 61, subtract line 61 from line 72. This is the amount you overpaid	73	1,256.																				
	74a Amount of line 73 you want refunded to you . If Form 8888 is attached, check here	74a	1,256.																				
	b Routing number <table border="1" style="display: inline-table; border-collapse: collapse;"><tr><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td></tr></table> c Type: <input type="checkbox"/> Checking <input type="checkbox"/> Savings	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X				
	d Account number <table border="1" style="display: inline-table; border-collapse: collapse;"><tr><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td></tr></table>	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X				
	75 Amount of line 73 you want applied to your 2013 estimated tax ▶ 75	75																					
	76 Amount you owe. Subtract line 72 from line 61. For details on how to pay, see instructions ▶ 76	76																					
	77 Estimated tax penalty (see instructions)	77																					

Refund

Do you want to allow another person to discuss this return with the IRS (see instructions)? Yes. Complete below. No

Designee's name ▶ _____ Phone no. ▶ _____ Personal identification number (PIN) ▶ _____

Sign Here

Under penalties of perjury, I declare that I have examined this return and accompanying schedules and statements, and to the best of my knowledge and belief, they are true, correct, and complete, Declaration of preparer (other than taxpayer) is based on all information of which preparer has any knowledge.

Your signature	Date	Your occupation	Daytime phone number
_____	_____	Almost Retired	(847) 123-4567
Spouse's signature. If a joint return, both must sign.	Date	Spouse's occupation	If the IRS sent you an Identity Protection PIN, enter it here (see inst.)
_____	_____	Almost Retired	_____

Paid Preparer Use Only

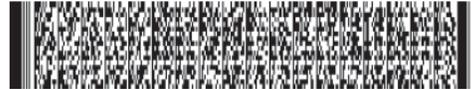
Print/Type preparer's name	Preparer's signature	Date	Check <input type="checkbox"/> if self-employed
Firm's name ▶ SELF PREPARED	_____	_____	PTIN
Firm's address ▶	_____	Firm's EIN ▶	_____
_____	_____	Phone no.	_____



Illinois Department of Revenue
2012 Form IL-1040
 Individual Income Tax Return or for fiscal year ending ___/___/___

Step 1: Personal Information

Do not write above this line.



112-34-5678 123-45-6789
 Opti Miser
 Maxi Miser
 123 Easy Street
 Somewhere IL 60606

- C Filing status (see instructions)
 Single or head of household Married filing jointly Married filing separately Widowed
- D Check if same-sex civil union return (see instructions)

Staple W-2 and 1099 forms here

Step 2: Income	1	Federal adjusted gross income from your U.S. 1040, Line 37; U.S. 1040A, Line 21; or U.S. 1040EZ, Line 4	(Whole dollars only)	1	96,000.00
	2	Federally tax-exempt interest and dividend income from your U.S. 1040 or 1040A, Line 8b; or U.S. 1040EZ		2	.00
	3	Other additions. Attach Schedule M.		3	.00
	4	Total income. Add Lines 1 through 3.		4	96,000.00

Step 3: Base Income	5	Social Security benefits and certain retirement plan income received if included in Line 1. Attach Page 1 of federal return.	5	.00
	6	Illinois Income Tax overpayment included in U.S. 1040, Line 10	6	.00
	7	Other subtractions. Attach Schedule M. Check if Line 7 includes any amount from Schedule 1299-C. <input type="checkbox"/>	7	.00
	8	Add Lines 5, 6, and 7. This is the total of your subtractions.	8	.00
9	Illinois base income. Subtract Line 8 from Line 4.	9	96,000.00	

Step 4: Exemptions	10 a	Number of exemptions from your federal return	2	X \$2,050	a	4,100.00
	b	If someone can claim you as a dependent, see instructions.		X \$2,050	b	.00
	c	Check if 65 or older: <input type="checkbox"/> You + <input type="checkbox"/> Spouse =		X \$1,000	c	.00
	d	Check if legally blind: <input type="checkbox"/> You + <input type="checkbox"/> Spouse =		X \$1,000	d	.00
10	Exemption allowance. Add Lines a through d.	10	4,100.00			

Step 5: Net Income	11	Residents: Net income. Subtract Line 10 from Line 9. <i>Skip</i> Line 12.	11	91,900.00
	12	Nonresidents and part-year residents: Check the box that applies to you during 2012 <input type="checkbox"/> Nonresident <input type="checkbox"/> Part-year resident, and write the Illinois base income from Schedule NR. Attach Schedule NR. 12 .00		.00

Step 6: Tax	13	Residents: Multiply Line 11 by 5% (.05). Nonresidents and part-year residents: Write the tax from Schedule NR.	13	4,595.00
	14	Recapture of investment tax credits. Attach Schedule 4255.	14	.00
	15	Income tax. Add Lines 13 and 14. Cannot be less than zero.	15	4,595.00

Step 7: Tax After Non-refundable Credits	16	Income tax paid to another state while an Illinois resident. Attach Schedule CR.	16	.00
	17	Property tax and K-12 education expense credit amount from Schedule ICR. Attach Schedule ICR.	17	375.00
	18	Credit amount from Schedule 1299-C. Attach Schedule 1299-C.	18	.00
	19	Add Lines 16, 17, and 18. This is the total of your credits. Cannot exceed the tax amount on Line 15.	19	375.00
20	Tax after nonrefundable credits. Subtract Line 19 from Line 15.	20	4,220.00	

ID: 3WM REV 01/03/13 TTW
 IL-1040 front (R-12/12)

This form is authorized as outlined under the Illinois Income Tax Act. Disclosure of this information is required. Failure to provide information could result in a penalty.



	21 Tax after nonrefundable credits from Page 1, Line 20	21 <u>4,220.00</u>
Step 8:	22 Household employment tax. See instructions.	22 <u>.00</u>
Other Taxes	23 Use tax on internet, mail order, or other out-of-state purchases from UT Worksheet or UT Table in the instructions. Do not leave blank.	23 <u>0.00</u>
	24 Total Tax. Add Lines 21, 22, and 23.	24 <u>4,220.00</u>
Step 9:	25 Illinois Income Tax withheld. Attach W-2 and 1099 forms.	25 <u>5,000.00</u>
Payments and Refundable Credit	26 Estimated payments from Forms IL-1040-ES and IL-505-I, including overpayment applied from 2011 return	26 <u>.00</u>
	27 Pass-through entity tax payments. Attach Schedule K-1-P or K-1-T.	27 <u>.00</u>
	28 Earned Income Credit from Schedule ICR. Attach Schedule ICR.	28 <u>.00</u>
	29 Total payments and refundable credit. Add Lines 25 through 28.	29 <u>5,000.00</u>
Step 10:	30 Overpayment. If Line 29 is greater than Line 24, subtract Line 24 from Line 29.	30 <u>780.00</u>
Result	31 Underpayment. If Line 24 is greater than Line 29, subtract Line 29 from Line 24.	31 <u>.00</u>
Step 11:	32 Late-payment penalty for underpayment of estimated tax.	32 <u>.00</u>
Underpayment of Estimated Tax Penalty and Donations	a Check if at least two-thirds of your federal gross income is from farming. <input type="checkbox"/>	
	b Check if you or your spouse are 65 or older and permanently living in a nursing home. <input type="checkbox"/>	
	c Check if your income was not received evenly during the year and you annualized your income on Form IL-2210. Attach Form IL-2210. <input type="checkbox"/>	
	d Check if you were not required to file an Illinois Individual Income Tax return in the previous tax year. <input type="checkbox"/>	
	33 Voluntary charitable donations. Attach Schedule G.	33 <u>.00</u>
	34 Total penalty and donations. Add Lines 32 and 33.	34 <u>.00</u>
Step 12:	35 If you have an overpayment on Line 30 and this amount is greater than Line 34, subtract Line 34 from Line 30. This is your remaining overpayment .	35 <u>780.00</u>
Refund or Amount You Owe	36 Amount from Line 35 you want refunded to you . If you want to deposit your refund directly into your checking or savings account, complete the direct deposit information on Line 37.	36 <u>780.00</u>
	37 Complete to direct deposit your refund	
	Routing number <input type="text"/> <input type="checkbox"/> Checking or <input type="checkbox"/> Savings	
	Account number <input type="text"/>	
	38 Subtract Line 36 from Line 35. This amount will be applied to your 2013 estimated tax .	38 <u>0.00</u>
	39 If you have an underpayment on Line 31, add Lines 31 and 34. OR If you have an overpayment on Line 30 and this amount is less than Line 34, subtract Line 30 from Line 34. This is the amount you owe . See instructions.	39 <u>.00</u>
Step 13:	Under penalties of perjury, I state that I have examined this return, and, to the best of my knowledge, it is true, correct, and complete.	
Sign and Date	Your signature _____ Date <u>(847) 123-4567</u> Daytime phone number	
	Your spouse's signature _____ Date _____	
	Self-Prepared	
	Paid preparer's signature _____ Date _____ Preparer's phone number _____ Preparer's FEIN, SSN, or PTIN _____	
Third Party Designee	<input type="checkbox"/> Check, and complete below, to allow another person to discuss this return with the Illinois Department of Revenue.	
	Designee's Name (please print) _____ Designee's Phone number _____	
Form 1099-G Information	<input type="checkbox"/> We no longer automatically mail 1099-G forms. Instead, we ask that you get this information from our website. Check the box if you still want us to mail you a paper Form 1099-G next year.	



If no payment enclosed, mail to:
ILLINOIS DEPARTMENT OF REVENUE
PO BOX 1040
GALESBURG IL 61402-1040



If payment enclosed, mail to:
ILLINOIS DEPARTMENT OF REVENUE
SPRINGFIELD IL 62726-0001





Illinois Department of Revenue
2012 Form IL-1040
 Individual Income Tax Return or for fiscal year ending __/__/__

Step 1: Personal Information

Do not write above this line.



112-34-5678 123-45-6789
 Opti Miser
 Maxi Miser
 123 Easy Street
 Somewhere IL 60606

- C** Filing status (see instructions)
 Single or head of household Married filing jointly Married filing separately Widowed
D Check if same-sex civil union return (see instructions)

Staple W-2 and 1099-9 forms here ↓ Staple your check and IL-1040-V ↑	Step 2:	Income	1 Federal adjusted gross income from your U.S. 1040, Line 37; U.S. 1040A, Line 21; or U.S. 1040EZ, Line 4 2 Federally tax-exempt interest and dividend income from your U.S. 1040 or 1040A, Line 8b; or U.S. 1040EZ 3 Other additions. Attach Schedule M. 4 Total Income. Add Lines 1 through 3.	(Whole dollars only) 1 <u>55,320.00</u> 2 <u>.00</u> 3 <u>.00</u> 4 <u>55,320.00</u>
	Step 3:	Base Income	5 Social Security benefits and certain retirement plan income received if included in Line 1. Attach Page 1 of federal return. 6 Illinois Income Tax overpayment included in U.S. 1040, Line 10 7 Other subtractions. Attach Schedule M. Check if Line 7 includes any amount from Schedule 1299-C. 8 Add Lines 5, 6, and 7. This is the total of your subtractions. 9 Illinois base income. Subtract Line 8 from Line 4.	5 <u>55,320.00</u> 6 <u>.00</u> 7 <u>.00</u> 8 <u>55,320.00</u> 9 <u>0.00</u>
	Step 4:	Exemptions	10 a Number of exemptions from your federal return b If someone can claim you as a dependent, see instructions. c Check if 65 or older: <input type="checkbox"/> You + <input type="checkbox"/> Spouse = d Check if legally blind: <input type="checkbox"/> You + <input type="checkbox"/> Spouse = Exemption allowance. Add Lines a through d.	2 X \$2,050 a <u>4,100.00</u> X \$2,050 b <u>.00</u> X \$1,000 c <u>.00</u> X \$1,000 d <u>.00</u> 10 <u>4,100.00</u>
	Step 5:	Net Income	11 Residents: Net Income. Subtract Line 10 from Line 9. <i>Skip</i> Line 12. 12 Nonresidents and part-year residents: Check the box that applies to you during 2012 <input type="checkbox"/> Nonresident <input type="checkbox"/> Part-year resident, and write the Illinois base income from Schedule NR. Attach Schedule NR.	11 <u>0.00</u> 12 <u>.00</u>
	Step 6:	Tax	13 Residents: Multiply Line 11 by 5% (.05). 14 Recapture of investment tax credits. Attach Schedule 4255. 15 Income tax. Add Lines 13 and 14. Cannot be less than zero.	13 <u>0.00</u> 14 <u>.00</u> 15 <u>0.00</u>
	Step 7:	Tax After Non-refundable Credits	16 Income tax paid to another state while an Illinois resident. Attach Schedule CR. 17 Property tax and K-12 education expense credit amount from Schedule ICR. Attach Schedule ICR. 18 Credit amount from Schedule 1299-C. Attach Schedule 1299-C. 19 Add Lines 16, 17, and 18. This is the total of your credits. Cannot exceed the tax amount on Line 15. 20 Tax after nonrefundable credits. Subtract Line 19 from Line 15.	16 <u>.00</u> 17 <u>.00</u> 18 <u>.00</u> 19 <u>0.00</u> 20 <u>0.00</u>

ID: 3WM REV 01/03/13 TTW
 IL-1040 front (R-12/12)

This form is authorized as outlined under the Illinois Income Tax Act. Disclosure of this information is required. Failure to provide information could result in a penalty.



	21 Tax after nonrefundable credits from Page 1, Line 20	21 _____ 0.00
Step 8:	22 Household employment tax. See instructions.	22 _____ .00
Other Taxes	23 Use tax on internet, mail order, or other out-of-state purchases from UT Worksheet or UT Table in the instructions. Do not leave blank.	23 _____ 0.00
	24 Total Tax. Add Lines 21, 22, and 23.	24 _____ 0.00
Step 9:	25 Illinois Income Tax withheld. Attach W-2 and 1099 forms.	25 _____ 0.00
Payments and Refundable Credit	26 Estimated payments from Forms IL-1040-ES and IL-505-I, including overpayment applied from 2011 return	26 _____ .00
	27 Pass-through entity tax payments. Attach Schedule K-1-P or K-1-T.	27 _____ .00
	28 Earned Income Credit from Schedule ICR. Attach Schedule ICR.	28 _____ .00
	29 Total payments and refundable credit. Add Lines 25 through 28.	29 _____ 0.00
Step 10:	30 Overpayment. If Line 29 is greater than Line 24, subtract Line 24 from Line 29.	30 _____ .00
Result	31 Underpayment. If Line 24 is greater than Line 29, subtract Line 29 from Line 24.	31 _____ 0.00
Step 11:	32 Late-payment penalty for underpayment of estimated tax.	32 _____ .00
Underpayment of Estimated Tax Penalty and Donations	a Check if at least two-thirds of your federal gross income is from farming. <input type="checkbox"/>	
	b Check if you or your spouse are 65 or older and permanently living in a nursing home. <input type="checkbox"/>	
	c Check if your income was not received evenly during the year and you annualized your income on Form IL-2210. Attach Form IL-2210. <input type="checkbox"/>	
	d Check if you were not required to file an Illinois Individual Income Tax return in the previous tax year. <input type="checkbox"/>	
	33 Voluntary charitable donations. Attach Schedule G.	33 _____ .00
	34 Total penalty and donations. Add Lines 32 and 33.	34 _____ .00
Step 12:	35 If you have an overpayment on Line 30 and this amount is greater than Line 34, subtract Line 34 from Line 30. This is your remaining overpayment.	35 _____ .00
Refund or Amount You	36 Amount from Line 35 you want refunded to you. If you want to deposit your refund directly	
	37 Complete to direct deposit your refund	
	Routing number <input style="width: 100px;" type="text"/> <input type="checkbox"/> Checking or <input type="checkbox"/> Savings Account number <input style="width: 100px;" type="text"/>	
	38 Subtract Line 36 from Line 35. This amount will be applied to your 2013 estimated tax.	38 _____ .00
	39 If you have an underpayment on Line 31, add Lines 31 and 34. OR If you have an overpayment on Line 30 and this amount is less than Line 34, subtract Line 30 from Line 34. This is the amount you owe. See instructions.	39 _____ 0.00
Step 13:	Under penalties of perjury, I state that I have examined this return, and, to the best of my knowledge, it is true, correct, and complete.	
Sign and Date	(847) 123-4567	
	Your signature _____	Date _____
	Daytime phone number _____	Your spouse's signature _____
	Date _____	Date _____
	Self-Prepared	
	Paid preparer's signature _____	Date _____
	Preparer's phone number _____	Preparer's FEIN, SSN, or PTIN _____
Third Party Designee	<input type="checkbox"/> Check, and complete below, to allow another person to discuss this return with the Illinois Department of Revenue.	
	Designee's Name (please print) _____	Designee's Phone number _____
Form 1099-G Information	<input type="checkbox"/> We no longer automatically mail 1099-G forms. Instead, we ask that you get this information from our website. Check the box if you still want us to mail you a paper Form 1099-G next year.	

If no payment enclosed, mail to:
ILLINOIS DEPARTMENT OF REVENUE
PO BOX 1040
GALESBURG IL 61402-1040

If payment enclosed, mail to:
ILLINOIS DEPARTMENT OF REVENUE
SPRINGFIELD IL 62726-0001



References

1. Bureau of Economic Analysis, National Income and Product Account Tables, at: <http://www.bea.gov/>
2. Bureau of Labor Statistics, *Labor Force Statistics from the Current Population Survey: Labor Force Participation Rate*, at: <http://data.bls.gov>.
3. Smirnova, Natalia V., *Business Cycle Conditions*, October, 2013, p.5, American Institute for Economic Research (AIER) at: <https://www.aier.org/article/8211-labor-woes-persist>
4. Employee Benefit Research Institute, *2013 Retirement Confidence Survey*, at: http://ebri.org/pdf/surveys/rcs/2013/Final-FS.RCS-13.FS_2.Expects.FINAL.pdf
5. Wang, Penelope, *Uh-Oh!, You're About to Retire*, Money, June, 2013, p.30.
6. Information about all Vanguard funds, including their performance, was obtained through the **Vanguard Financial Advisor Website**. This same information is available to investors at: <https://personal.vanguard.com/>.
7. More information on all Cook county property tax exemptions can be found at: <http://www.cookcountyassessor.com/exemptions.aspx>

How to Contact Us

Have a comment, suggestion, criticism or just plain feedback? We would like to hear from you. Please contact us by email, post, telephone or our **Facebook** page, as shown below.

Castling Financial Planning, Ltd. was created as a unique, hourly, fee-only, non-product selling and non-AUM investment adviser and financial planning firm, that is still very affordable for middle America. We do not engage in conflicts of interest (and prove it), never set asset minimums and welcome all clients. Less than 1% of all financial advisors are both hourly and affordable for middle America.

Do you currently have an advisor who says he offers you “free” advice? We are so confident that we can save you money over your current advisor (based on your total costs), that if we can’t demonstrate how during our initial meeting with you, we will offer to perform your financial planning services in 2013 without charge, completely pro-bono.

“Free” advice is worth exactly what you paid for it. How do you separate where the sales presentation ends and the analysis begins? **Castling Financial Planning, Ltd.** advises everyone to stop paying for the privilege of buying a financial product, such as through commissions and sales loads. We also disagree with the concept of paying asset management fees to a %AUM based advisor. Does he actually spend a great deal of time working on your finances? By definition, he has an obligation to provide “continuous and regular supervisory or management services” for your securities portfolio. Good luck finding a definition for “continuous”, other than having this apply to the continuous fees YOU pay.

We believe financial planning services should be billed for in the same way as your accountant, dentist or lawyer. You pay each based on their time expended and for their professional expertise, not a percentage of some amount.

Registered Investment Adviser Principal:

Henry F. Glodny, MBA, MS

Mailing Address:

Castling Financial Planning, Ltd.

1337 Hunters Ridge East
Hoffman Estates, IL 60192

Telephone:

224.353.8567 (Office)
847.284.6647 (Mobile)

Email:

henry@YourIndependentAdviser.com

Facebook:

<http://www.facebook.com/CastlingFP>

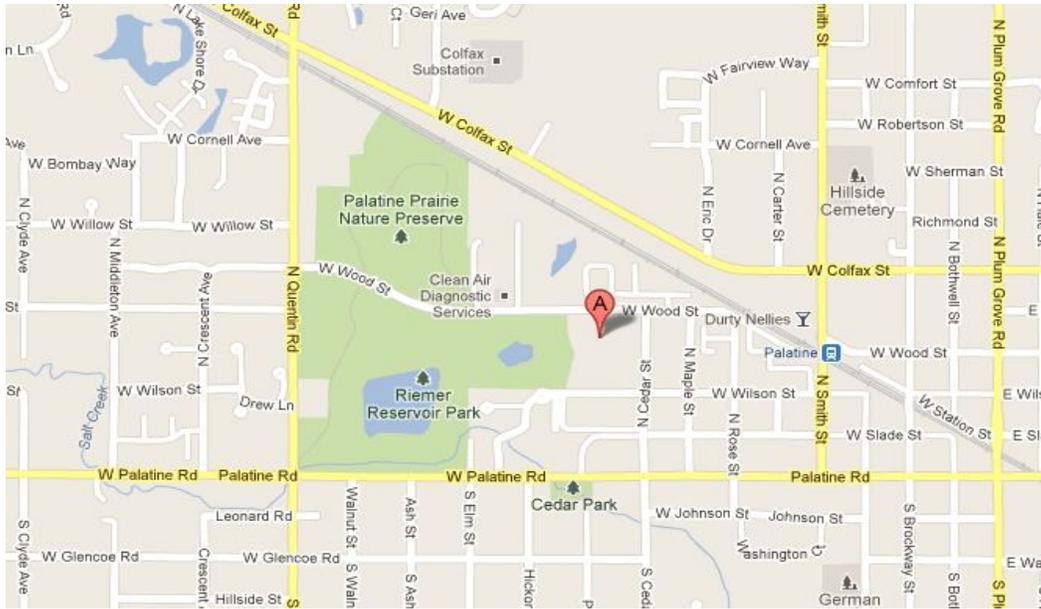
Hours:

Office Hours by Appointment Only

Location of our Conference Room:

435 W. Wood Street
Palatine, IL 60067

<https://maps.google.com/maps?q=435+Wood+Street,+Palatine,+IL&hl=en&sl=39.739318,-89.266507&ssp=8.360048,19.753418&oq=435+W.+Wood+Street,+pal&hnear=435+W+Wood+St.+Palatine,+Cook,+Illinois+60067&t=m&z=16>



Google Maps - ©2013 Google

How to Check Out Our Investment Adviser Registration

Point your Internet browser to the Securities and Exchange Commission (SEC) Website at:

http://www.adviserinfo.sec.gov/IAPD/Content/Search/iapd_Search.aspx

(If this page has moved or changed, go to the SEC home page at: <http://www.sec.gov/> and follow the links for information on Advisers.)

Choose "Firm" and then in the Firm Name search box, enter the word: "**Castling**" without quotes.

Click on the Start Search button.

On the Investment Adviser Search results page, click on the Investment Adviser Firm link. Our CRD (Central Registration Depository) number is **150844**.

Click on the "**Illinois**" link shown on the next page.

This should bring you to our complete Form ADV filing. Please take your time browsing it and comparing with your current financial adviser's filing. If they do not have their own Form ADV filing, they may be a stock broker, insurance agent or even be unregistered as an adviser. You may be somewhat surprised to compare Part 1A: Item 7 "Financial Industry Affiliations" with that of other advisers. Affiliation is really a euphemism for "conflict of interest". A completely independent adviser will not have any box checked on this page.

Lastly, we encourage you to download our Form ADV Part 2 Brochure, from the SEC Website. It is important to note that many advisers do not make this important document available until after you contact them or just before you sign an advisory agreement with them. While this behavior is technically legal, we find it to be not in the best interests of clients.

Our brochure covers our advisory services, approach to clients and also our very affordable fee schedule.

Disclosures and Disclaimer

All investments involve risk, including risk of loss of principal.

The information provided in this report has been furnished completely free of charge and obligation, for educational purposes only. Information contained within this report should not be construed to constitute investment advice for any particular individual or group.

All calculations, analysis and assumptions used in this publication are the sole responsibility of Castling Financial Planning, Ltd. and were developed with great care. All background information used to create this report is believed to come from sources that are reliable. No warranty, whether express or implied, is given to any reader or user of this report. Castling Financial Planning, Ltd. expressly disclaims any liability resulting from the use of information contained within this publication, including incidental or consequential damages arising from the use of this publication.

Castling Financial Planning, Ltd. does not provide any investment or financial advice without performing analysis of a client's situation and goals. Anything less is, at best, a sales presentation.

Castling Financial Planning, Ltd. is an hourly, fee-only financial planning practice and investment adviser, registered in the State of Illinois.

Castling Financial Planning, Ltd. operates elsewhere, where permitted by state law, based upon the National Di Minimus provision to the Investment Advisers Act of 1940.

Castling Financial Planning, Ltd. believes strongly in the concept of independent, fact based advice, which is not tainted by conflicts of interest. As a result, we do not sell any financial products, nor seek affiliations with any broker/dealers or other financial product providers.

Castling Financial Planning, Ltd. is not in the business of providing legal or tax advice. Please consult with your attorney or qualified tax professional, for legal and tax advice specific to your personal situation.

Castling Financial Planning, Ltd. is not responsible for events beyond its control, such as wars, strikes, natural disasters, terrorist acts and market fluctuations.

This disclaimer does not seek to waive, limit or minimize any rights a client may have under applicable state or federal laws.