



VIGILANT

financial

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PRESENTED BY | **Greg Kutrow 202-223-8625**

INVESTMENT STRATEGY PROPOSAL

Retirement Income Strategy



SECURITIES, INC.
FINRA / SIPC / Registered Investment Adviser

Investment Advisory Services Offered Through Investment Advisor Representatives of NFP Securities, Inc., A Federally Registered Investment Adviser

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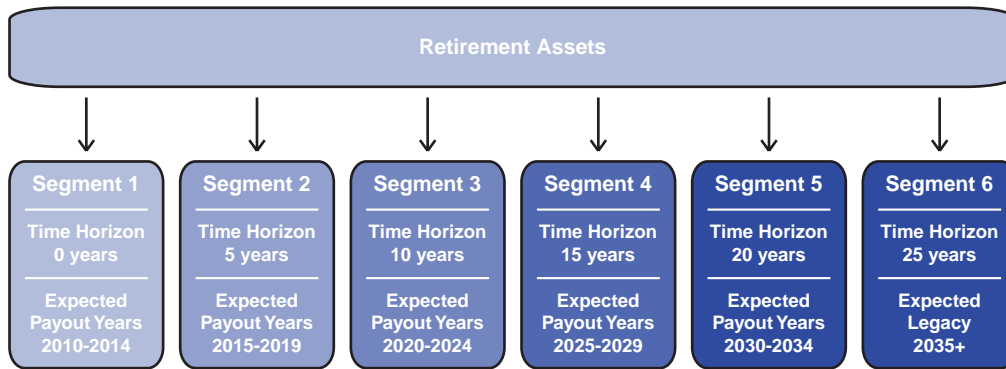
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This proposal has been generated on a platform powered by Envestnet Asset Management, Inc. (the "Platform Manager").

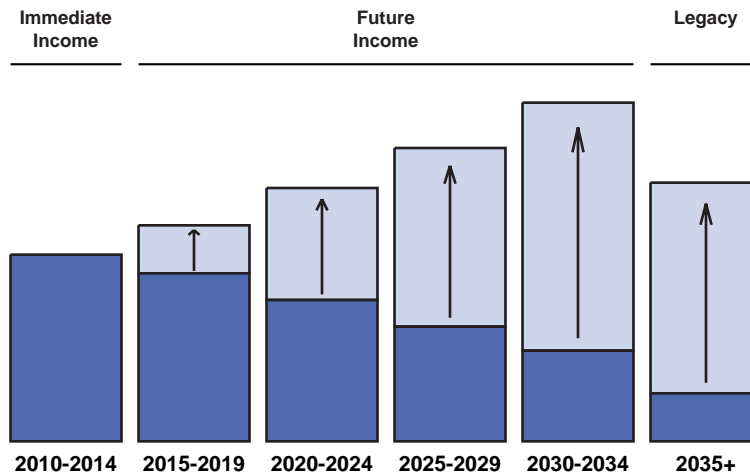
Income Solutions Overview

Income Solutions is a retirement income investment strategy in which a client's retirement assets are allocated among multiple segments with unique time horizons. Each of these segments is expected to be the source of income for a specific period during retirement. The amount allocated to each segment is based on a number of factors, including the client's risk tolerance, income needs, legacy goals, and capital market assumptions.

In the illustration below, a client's retirement portfolio is allocated across six segments, each designed to payout income over a five year period. The portion allocated to Segment 1 generates income for the first five years. The second segment of the retirement portfolio is invested to provide income in years six through ten. Similarly, the third through fifth segments are invested to grow until needed to provide income. The sixth segment is designed to provide a legacy.



The investments in each segment work together to supply income throughout retirement and, if desired, build a legacy portfolio that remains after the final segment expires. In the example, investments in Segments 2-5 are expected to appreciate in value until the time each of those segments is transitioned for purposes of income distribution. Segment 6 is designed to be used as a legacy or potentially to fund income needs after 25 years.

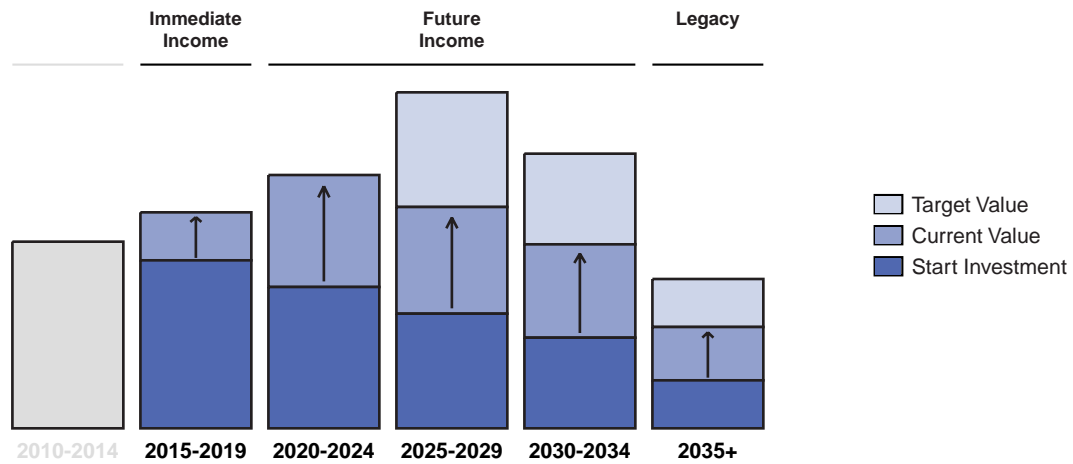


Assets allocated to Segment 1 provide the initial source of income from this retirement income investment strategy. These assets are typically conservatively invested in products that are not susceptible to principal fluctuation and have minimal if any variability in income distribution. A single-premium immediate annuity (SPIA), for example, can provide regular, guaranteed payments over the specific period designated to this segment (guarantees subject to the claims paying ability of the issuing insurance company).

Income Solutions Overview

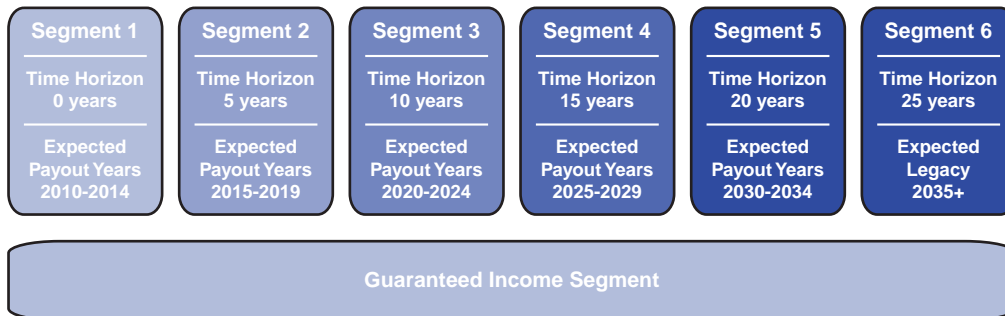
Assets in the remaining segments are placed in increasingly more aggressive investments to allow for greater potential market appreciation. The primary objective of the investments from these 'growth' segments is accumulation consistent with the investor's risk tolerance. The suitable risk classification for a short time horizon may be capital preservation while an aggressive allocation may be acceptable for segments with long time horizons. Many risk-appropriate, investment options are available to pursue the unique objectives of each of growth segment.

Each segment is invested with a goal of achieving a target market value that could generate the income needed at payout time. The portfolio is managed over time to achieve this goal. Once the goal is reached the investment can be 'harvested'. Harvesting is a process by which a segment is reallocated to a lower risk, fixed-income investment product such as an immediate annuity, money market account or CD once the segment has reached its investment goal. This process helps lock in future income and helps reduce exposure to market volatility. Although each segment is managed individually, all segments are designed with the common goal of meeting a client's income needs throughout retirement.



In the above example, at the end of year 5, Segment 2 becomes the source of current income. Also since Segment 3 has reached its target growth, it can be harvested to reduce the exposure to market volatility. This illustration is hypothetical and does not represent an actual investment. There is no guarantee that similar results can be achieved. If fees had been reflected, the return would have been less.

The Income Solutions structure is used to help manage risks of longevity, market, and inflation while pursuing goals of liquidity and legacy. The strategy may also include an allocation to a product in a separate Guaranteed Income Segment to provide guaranteed income throughout retirement - spanning the cumulative time horizons of all other segments. The purpose of this allocation is to help guard against longevity risk and provide the confidence associated with certain, lifetime income. An annuity with a guaranteed minimum withdrawal benefit may be an appropriate investment in this segment.



Financial Summary

The profile developed for you serves as the foundation for a long-term, retirement income strategy designed to suit your specific needs and goals. The starting point is the analysis of these needs. What are your basic income and investment objectives? What are your personal preferences with respect to risk-taking and expected return on your investments? How does your overall financial situation present itself? The answers to these fundamental questions provide the main building blocks for professionally managing your assets.

After analyzing your requirements, a retirement income and investment strategy is developed that is tailored to your specific situation. This strategy may include a variety of investments.

Advisor Name	Greg Kutrow
Total Investment	\$1,000,000
Risk Assessment Method	Existing client (Current risk-tolerance questionnaire is on file)
Risk Tolerance	Moderate Tolerance
Guaranteed Income Requirement*	Moderate Importance

* Guarantees subject to the claims paying ability of the issuing insurance company.

Desired Retirement Income

The income included in the table describes the various outside sources including: payments from pensions, social security, annuity payments, rental properties, and investment income. The Monthly Total is the monthly income the client has either requested to get for each segment or the system has calculated based on sustainability.

Date Range	Income Solutions		Supplemental Sources		Monthly Total
	Investment Income	Guaranteed	Miscellaneous	Guaranteed	
2014-2018	\$3,836	\$1,250	\$0	\$4,277	\$9,363
2019-2023	\$4,357	\$1,250	\$0	\$4,958	\$10,565
2024-2028	\$4,946	\$1,250	\$0	\$5,748	\$11,944
2029-2033	\$5,614	\$1,250	\$0	\$6,663	\$13,527
2034-2038	\$6,370	\$1,250	\$0	\$7,725	\$15,345

Segment Analysis¹

Each segment of your Income Solutions strategy that will be used to provide income in future years is invested today to achieve a specific target value by the time income is required. The primary emphasis of each of these growth segments is accumulation consistent with your risk tolerance. Investments are made in consideration of your risk tolerance, future income needs, and capital market assumptions. Progress toward the desired growth target will be monitored for each growth segment throughout your retirement years. Once the goal is reached, the investment can be transitioned into a lower risk product typically used in the Distribution Segment.

Financial Summary

Investment	Date Range	Objective	ROR	Start Value	Target Value*
Segment #1	2014-2018	Conservative	4.64%	\$196,152	\$235,166
Segment #2	2019-2023	Conservative Growth	5.41%	\$166,265	\$267,093
Segment #3	2024-2028	Moderate	5.9%	\$135,811	\$303,219
Segment #4	2029-2033	Growth	6.44%	\$105,171	\$344,141
Segment #5	2034-2038	Aggressive Growth	6.77%	\$81,050	\$390,530
Segment #6	2039+	Aggressive Growth	6.92%	\$15,551	\$108,232

* There is no guarantee that the target value will be achieved nor is there any guarantee that this value will be achieved in the time frame specified.

Notes

Disclosures

¹ When calculating the investment requirements for a particular portfolio, the sequence of returns (for example, when a return actually appears in an accumulation calculation) does not play a role in the ending wealth level unless there are cash flows in or out of the portfolio during the analysis period. Cash flows might include such things as additional investments, spending and taxes. When cash flows are not considered, the lognormal mathematical model (designed to determine a range of probabilistic range of returns) using expected returns and standard deviations can be used to form probabilistic models of future wealth values. These expected return and standard deviations are based on preset capital market assumptions developed by Portfolio Management Consultants for Envestnet.

The lognormal mathematical model is applied to calculate the initial investment amount necessary for a segment to potentially generate the desired future income as needed with a specified probability of success. To apply this to any given segment the following steps are used:

1. Inflation-adjust each desired, real distribution from the investment using the specified inflation rate. This will adjust each future cash flow to the nominal amount for each period in the segment. (For example: if the desired income is \$100, the investment period is one year and the inflation rate is 3%, after that first year the client would need \$103 to equal the \$100 the year previous)
2. Discount each cash flow in a given segment to the beginning of the segment period using the nominal interest rate, which by definition is non-inflation adjusted.
3. Sum the discounted nominal cash flows for the segment. This is the amount that needs to be accumulated by the time the segment is tapped for income.
4. Calculate the initial investment amount expected to grow to the amount calculated in step 3 by using the lognormal distribution with the specified probability of success (percentile) and the mean and standard deviation for the specified risk level of the benchmark portfolios.

Please note that results may vary with each use and over time. This model considers 27 asset classes, which are determined by Portfolio Management Consultants and reflect those asset classes available through Envestnet. Excluded asset classes may have characteristics similar or superior to those being analyzed. **IMPORTANT:** The projections or other information generated by Envestnet regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results and are not guarantees of future results. For more detail, please consult Envestnet's white paper "TIME-SEGMENTED DISTRIBUTION PRODUCT" written by Janis Zvingelis.