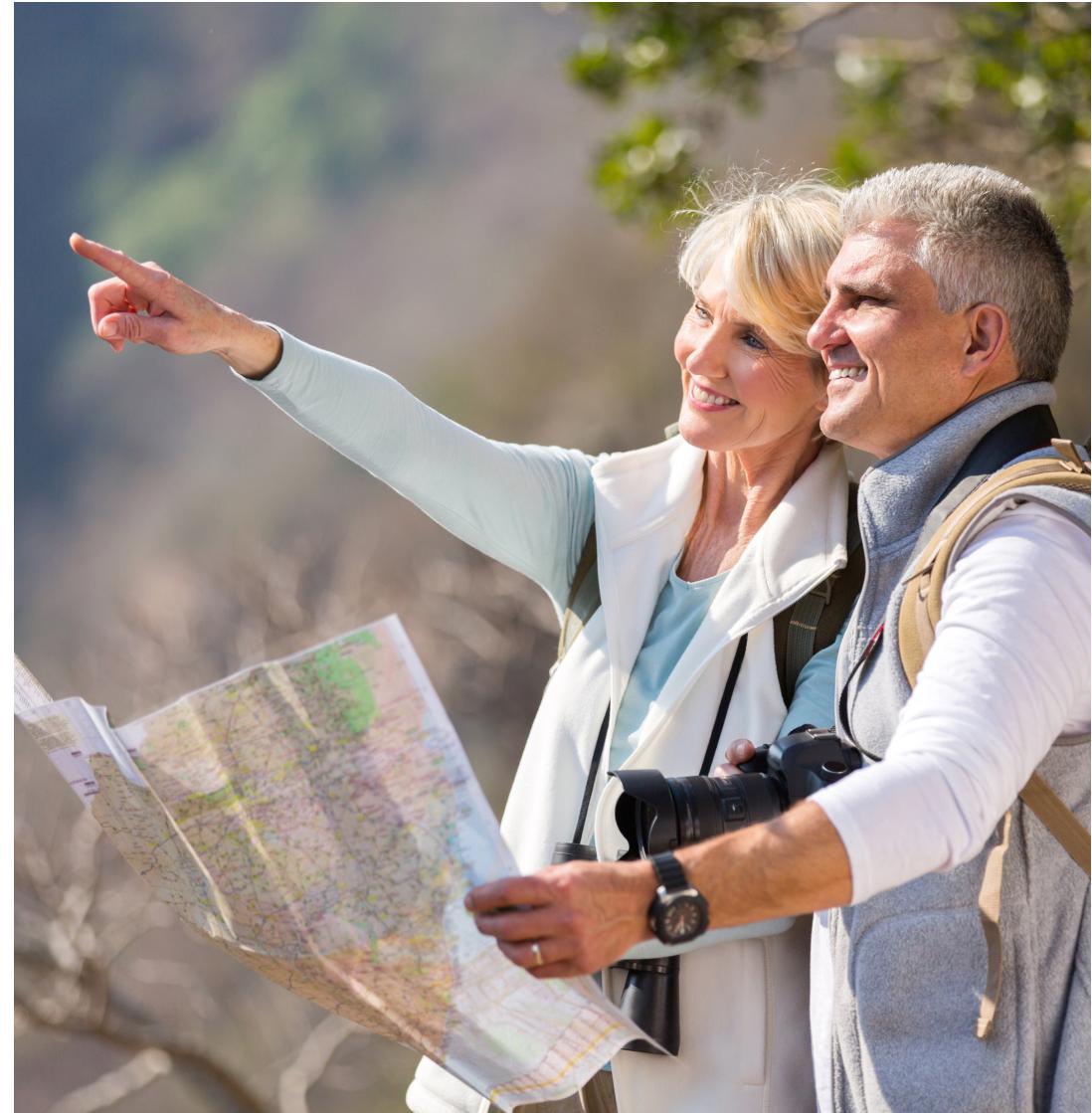


Getting the Most Out of Your Retirement Years

A Comprehensive Process for
Planning and Sustaining Your
Retirement Income



VERITY
Asset Management



The Three Key Components

ONE

A Carefully Designed
Planning Process

TWO

Strategic Positioning of
Your Retirement
Capital

THREE

A Superior Set of Tools

1. The Process

Identifying an effective process is the crucial first step. A thorough process will be your guide every step of the way.

The primary elements of our process are:



STEP 1

A THOROUGH AND
REALISTIC INITIAL
ASSESSMENT AND
ANALYSIS



STEP 2

A STRATEGIC PLAN FOR
THE ALLOCATION OF YOUR
SAVINGS AND
INVESTMENT

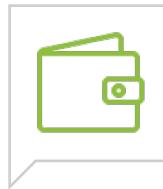


STEP 3

A CLEAR STRATEGY FOR
MINIMIZING TAXES

1. The Process (continued)

The primary elements of our process continued:



STEP 4

A BASIC SPENDING POLICY

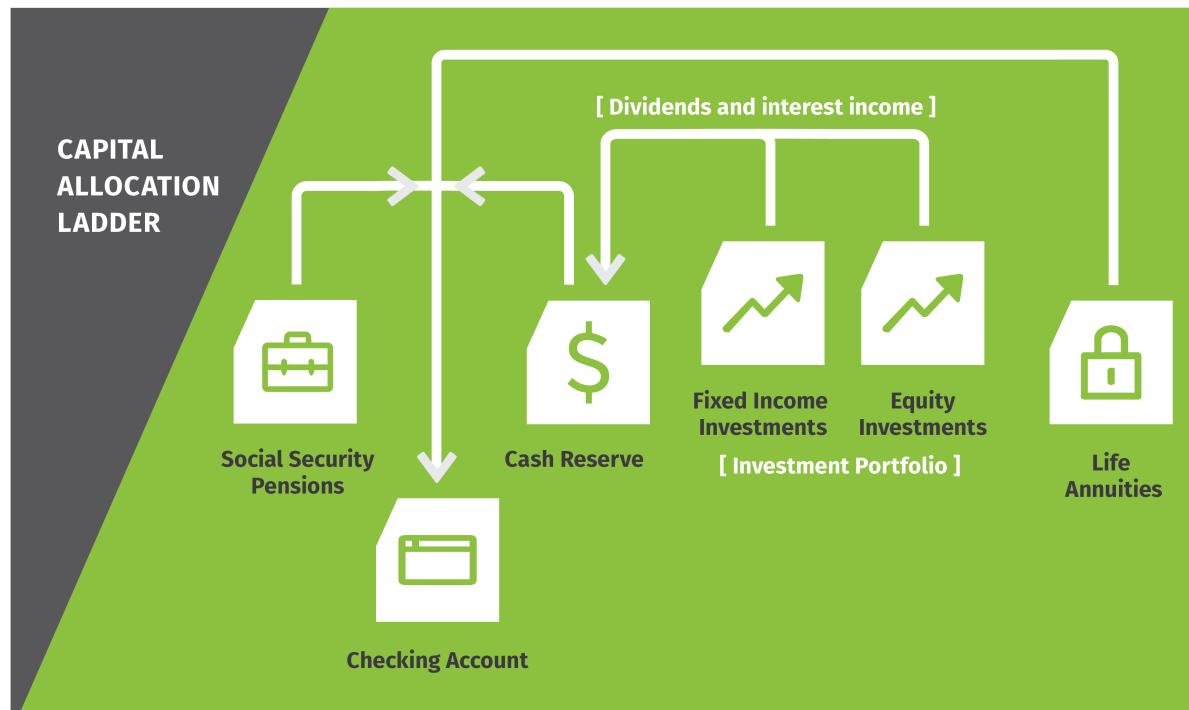


STEP 5

**PERIODIC REVIEWS, TO
MONITOR AND ADJUST**

2. Strategic Positioning of Your Retirement Capital

A reliable capital allocation framework should shepherd your capital while efficiently producing your monthly paycheck.



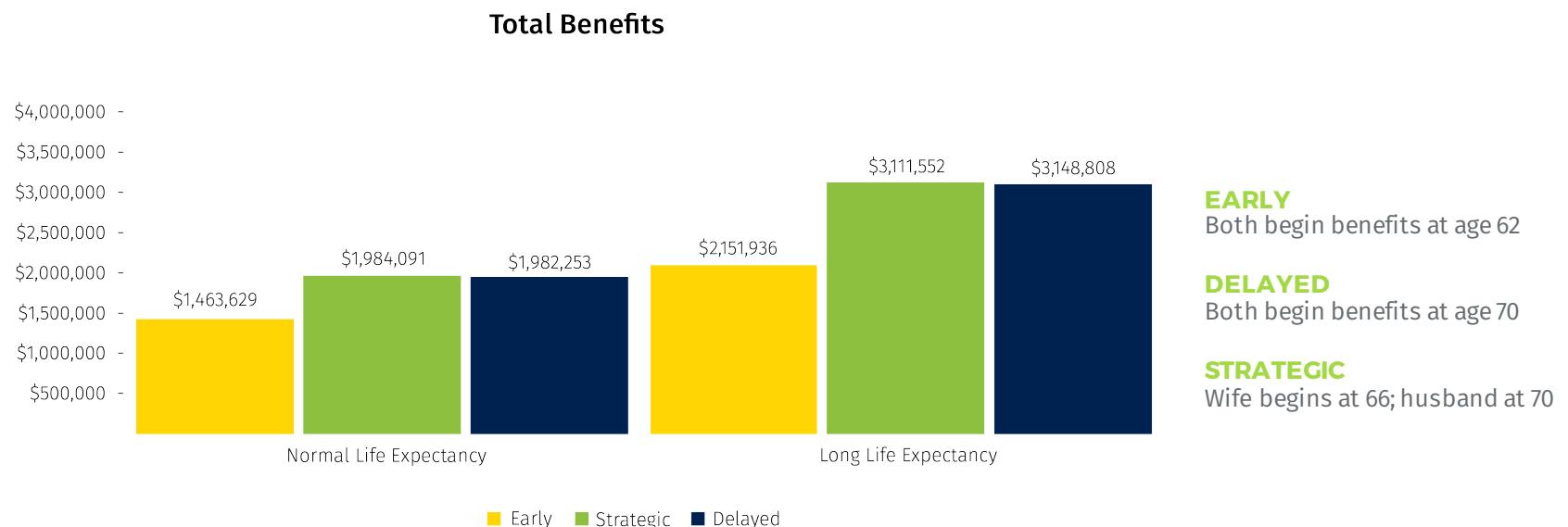
3. The Tools

- SOCIAL SECURITY ANALYZER
- INCOME RELIABILITY ASSESSMENT
- TAX OPTIMIZER
- SPENDING PLAN
- AND MORE...

Social Security Analyzer

How important are your Social Security elections?

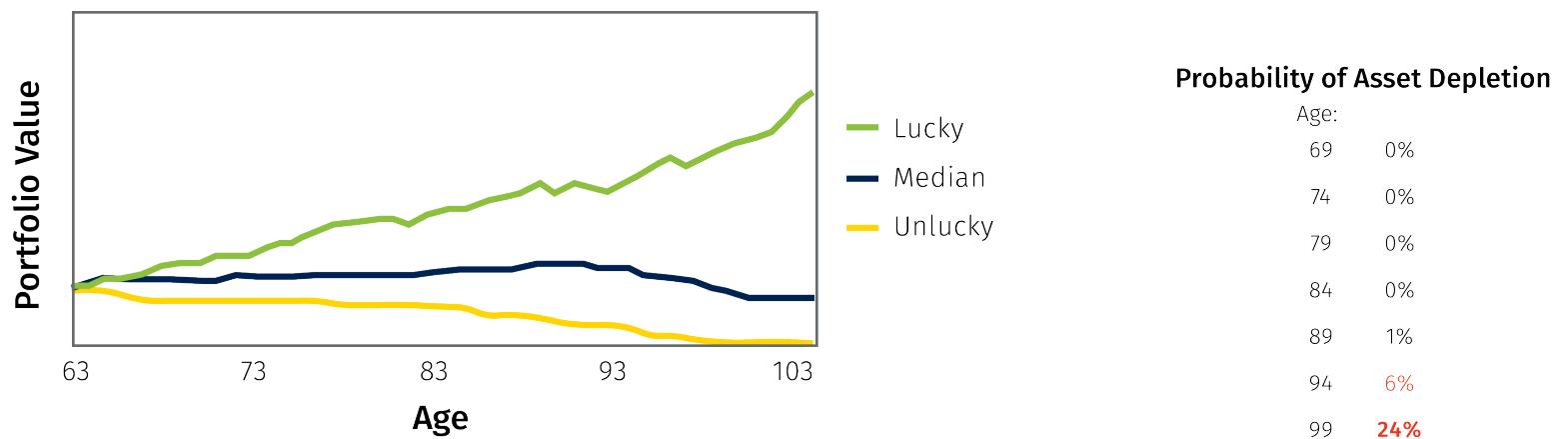
In this example, we examine three options. Every situation is different, but for this couple, a “Strategic” plan was nearly equivalent to a “Delayed” plan over the illustrated periods, even though the one spouse began benefits 4 years earlier.



Income Reliability Assessment

How much can you comfortably spend?

It is critically important to begin with a sound picture of where you stand. You'll want to start your journey using a well-designed program and thorough inputs.

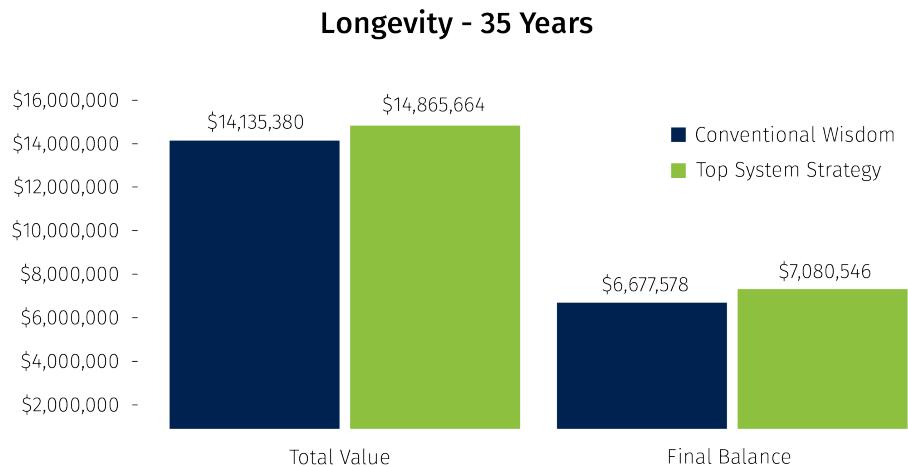


Tax Optimizer

How can you strategically minimize taxes?

If your goal is to minimize taxes in the early years of retirement, the “conventional wisdom” of using money from after-tax accounts first can be a good strategy. But if your goal is to minimize the tax burden over the full course of retirement, other strategies may be better.

We have illustrated the difference between two approaches to the ordering of withdrawals from various kinds of accounts.

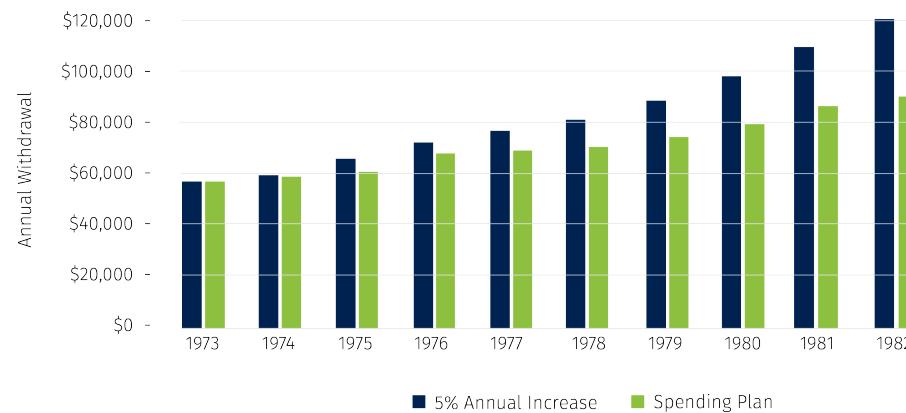


Spending Plan

How can you systematically smooth out income adjustments?

Applying a spending plan after the severe market downturn of 1973-74 would have produced the following pattern.

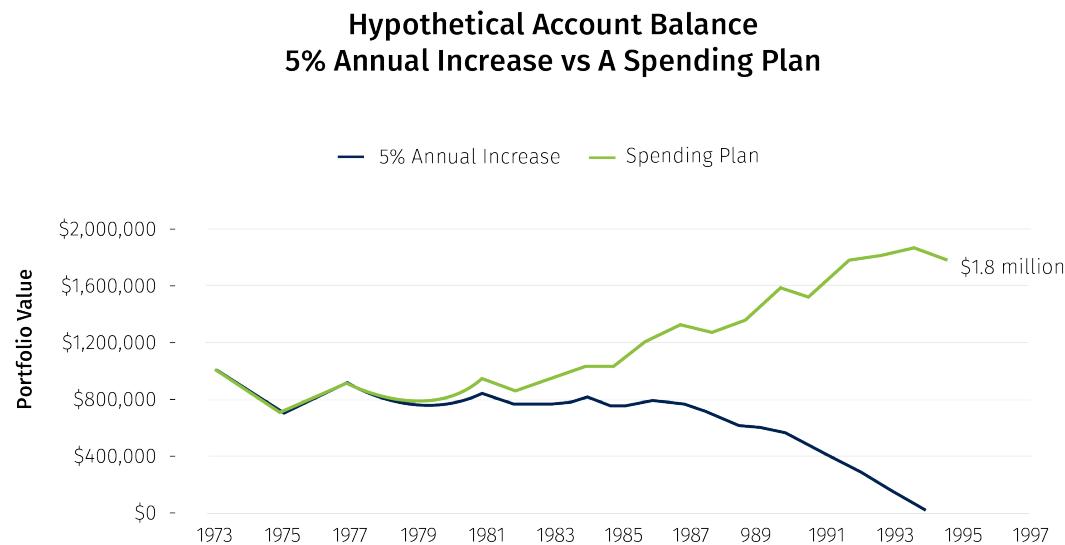
Hypothetical Spending Pattern
5% Annual Increase vs A Spending Plan



The Spending Plan is based on applying an annual adjustment formula to a hypothetical portfolio of 60% stocks (S&P 500 Index) and 40% bonds (Barclays Intermediate-Term Government Bond Index). Data was compiled by Thornburg Investment Management. *Past performance does not guarantee future results.*

Spending Plan (continued)

With the modified spending pattern, the portfolio in this example was able to stabilize and begin to grow again.



The Spending Plan is based on applying an annual adjustment formula to a hypothetical portfolio of 60% stocks (S&P 500 Index) and 40% bonds (Barclays Intermediate-Term Government Bond Index). Data was compiled by Thornburg Investment Management. *Past performance does not guarantee future results.*

And More

FORMULAS TO EVALUATE ANNUITIZATION OPTIONS

Under what circumstances could converting a part of your savings into a life income stream be a wise choice? If you decide to use an annuitization strategy, at what age should you begin, and could it be advantageous to implement a little at a time? There are formulas that can help to logically answer these questions.

TRUSTS AND OTHER PLANNING TECHNIQUES

Are there legal tools you can use to better protect your assets? Do you want to ensure your family's needs are met in the manner you intend? Would you like to identify potential tax benefits?

Your Support Team

Your primary consultant as you construct and manage your retirement income plan will be your personal advisor. But your advisor is not alone – you and your advisor will have personal access to a deeply experienced team of specialists and support personnel. As just a few examples . . .



MALCOLM TREVILLIAN
is a Certified Financial Analyst who handles the analysis, selection, and monitoring of high dividend stocks. He previously worked as a portfolio manager in the Trust Division of a major southeastern bank during the 1980s and 1990s.



BRAD CORBETT
is an MBA graduate of UNC's Kenan-Flagler Business School who manages fixed income portfolios as well as alternative income strategies. He began his career as a fixed-income securities trader at Barclays Capital in New York.



GORDON WEGWART
as Verity's President and Chief Investment Officer, devotes considerable energy to optimizing retirement outcomes. He has studied and worked with the development of retirement planning strategy, software and systems for over 30 years.

Your Customized Plan



DEVELOPED & MANAGED

The plan that results from implementing this process is developed and managed uniquely for you.



MODIFIED OVER TIME

And it is modified over the years to fit the specific course of your life and goals and evolving circumstances.



BUILDS CUMULATIVE VALUE

The cumulative value of applying these various tools to the analysis of your circumstances can have a material impact on the potential duration of your income or the size of your estate.



STARTS WITH A PRELIMINARY ASSESSMENT

It all starts with a preliminary assessment which can help demonstrate whether a process like this one can be of value to you.

Disclosures

This material contains forward looking statements and illustrations; there is no guarantee that suggested or illustrated outcomes will be achieved. All illustrations are hypothetical. The concepts illustrated and recommendations made using the described process are intended to provide well-reasoned retirement income guidelines based on experience, research, analysis, and software programs which we deem to be reliable, and the process and its components are designed with the intent of enhancing the probabilities of successful outcomes. However, there is no guarantee that either single recommendations or the overall process will succeed in the manner intended. Further, use of this process and the strategies and recommendations associated with this process cannot guarantee that an individual will receive any desired or projected level of income throughout retirement.

Illustrations of potential tax or legal benefits are hypothetical. Each individual should carefully consider his or her own personal circumstances and preferences and, to complement the professional investment management and retirement income planning services provided by Verity, should seek such professional tax and legal guidance as may be pertinent to individual circumstances. Verity Asset Management and its representatives do not provide tax or legal advice; as a consequence, nothing in this process should be considered tax or legal advice.

All selected income strategies are subject to the effects of changing tax and Social Security rates and regulations, among other factors. Software and formulas used in the various calculations illustrated in this presentation and used in our practice come from sources we deem reliable, but Verity Asset Management does not guarantee the accuracy of the calculations provided by third-party sources.

All investing involves risk of loss, and there is no guarantee that investment strategies which may have been successful in the past will be similarly successful in the future. Please see Verity's Form ADV Part 2 for descriptions of investment management strategies and associated advisory fees.



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