



## Retirement Income

# Fact Finder for Income Gap Analysis

The first step in planning for supplemental retirement income is to determine whether or not a gap exists by using our Retirement Income Gap Calculator.

**Complete the following information for input into the calculator to help determine the supplemental retirement income need:**

Producer name \_\_\_\_\_

Address \_\_\_\_\_

Address \_\_\_\_\_

Producer contact \_\_\_\_\_

**Analysis for:** Business owner  Key employee

### Business Data

Business/organization name \_\_\_\_\_

Owner or key employee name \_\_\_\_\_

### Age Data

Current age \_\_\_\_\_ Age at retirement \_\_\_\_\_ Retirement income until age \_\_\_\_\_

### Compensation Data

Current salary + bonus \_\_\_\_\_ Expected annual salary increase % \_\_\_\_\_

Replacement ratio desired \_\_\_\_\_

### Retirement Asset Sources

Option 1: Current qualified plan balance<sup>1</sup> \_\_\_\_\_

Option 2: Estimate your qualified plan balance? Yes  No

Current qualified plan contribution rate<sup>2</sup> \_\_\_\_\_

Current deferred compensation plan balance \_\_\_\_\_

Deferred compensation salary contribution amount \_\_\_\_\_

Current after-tax asset balance \_\_\_\_\_

After-tax contribution amount \_\_\_\_\_

**Social Security Benefits**

Include maximum estimated Social Security benefit?<sup>3</sup> Yes  No

**Rates**

Investment growth rate, pre-retirement \_\_\_\_\_

Investment growth rate, during retirement \_\_\_\_\_

Personal tax rate % \_\_\_\_\_

Rate of inflation \_\_\_\_\_

**Provide information for Advanced Solutions use:**

Date \_\_\_\_\_ Office \_\_\_\_\_

Advisor name \_\_\_\_\_  CFP  CLU®  ChFC®  CEBS  LUTCF

Advisor email \_\_\_\_\_

Phone \_\_\_\_\_

**Email information to newrfps@exchange.principal.com or fax to Case Design Team, 866-946-3209. If you have questions, call 800-654-4278, ext. 75328.**

Special delivery instructions \_\_\_\_\_

<sup>1</sup> Current Qualified Plan balance is a suggested value based on individual's current age and salary.

<sup>2</sup> Maximum 401(k) contribution is set at the maximum for 2012: \$17,000 per year.

<sup>3</sup> Maximum Social Security benefits based on maximum benefit (\$2,346/month for a 66 year old in 2010) to show "best case scenario"



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