

Papa Joe / sample executive summary

FICTIONAL DEMONSTRATION / NOT A CLIENT PLAN

LEVEL 2 / CONFIDENCE / estimates before professional verification

WHO matters most?	My spouse, two adult children, employees and the next business leader.
WHAT matters most?	Prepare a coordinated business transfer and retirement plan.
WHAT do we have to work with?	\$1,500,000 reported financial accounts. Property, business value and debts need reconciliation before net worth is established.
HOW do we play to win?	Agree the first three priorities, clarify the facts and know who owns each next step.

POTENTIAL ADDITIONAL AFTER-TAX WEALTH
\$1,481,881 to \$3,696,839

At 25 years, versus the modeled baseline. Equivalent today: \$555,878 to \$1,386,746. Not a net-worth projection or a 12-24 month gain.

Only funded, included wealth comparisons are combined. Lifetime income, protection needs, existing assets and later legacy views of the same dollars are not added again. Unquantified areas are not assumed to be worth zero.

FROM ILLUSTRATION TO PROFESSIONAL REVIEW

Based on the information provided, the illustrated after-tax potential suggests an opportunity to coordinate your resources toward what matters most while providing for and protecting the people who matter most. The next 12-24 months can focus on suitable steps. A professional review clarifies where you are, quantifies and compares strategies, and verifies what is reasonably probable. These are illustrations, not verified results.

Your next step is voluntary: request contact or a meeting with a Q4-qualified financial professional. Bring the Clarity report, this Confidence packet, the remaining questionnaire and the applicable documents. Scheduling or a request is confirmed only by the connected service.

Executive summary / potential benefits

FICTIONAL EXAMPLE. Estimates over 25 years or a named event. Proposed next steps require verification.

X-Ray applied / potential	Issue	What we compared	Proposed next step	Estimated impact / treatment
Business Value / Exit	Income may not translate to sale value.	Extra net operating cash plus incremental net transfer proceeds, after costs; reinvested to year 25.	Verify valuation and transferability.	\$1,158,900 to \$2,983,338 25yr: included
Investment Tax Drag	Tax bills can interrupt compounding.	Existing taxable assets and baseline sale capital at 4.50% versus 4.75%-5.00% net after tax and fees.	Verify distributions, basis and alternatives.	\$214,070 to \$468,917 25yr: included
Roth / IRA Strategy	Tax treatment may affect future wealth.	A surplus \$500,000 pre-tax tranche; phased conversion after transfer; age-80 balance sheet.	Verify basis, brackets and conversion fit.	\$108,911 to \$244,584 25yr: included
Retirement Foundation (potential)	Lifestyle funding may be uncertain.	Not compared yet.	Test funding and realistic adjustments.	Not quantified
Social Security (potential)	Claiming timing changes income.	Not compared yet.	Verify household claiming choices.	Not quantified
Sequence / Income Floor (potential)	Markets may fund essential spending.	Not compared yet.	Compare income-floor and liquidity options.	Not quantified
Surviving Spouse (potential)	Income can change after a death.	Not compared yet.	Review survivor elections and funding.	Not quantified
Mortgage vs. Investing (potential)	Debt relief competes with liquidity.	Not compared yet.	Verify payoff, liquidity and risk fit.	Not quantified
Cash Efficiency (potential)	Cash may have a hidden opportunity cost.	Not compared yet.	Compare liquid cash options and terms.	Not quantified
Portfolio Tax Efficiency (potential)	Account placement may create tax friction.	Not compared yet.	Verify asset location and tax treatment.	Not quantified
RMD / Tax / Legacy (potential)	Required withdrawals need coordination.	Not compared yet.	Verify IRA eligibility and giving method.	Not quantified
Risk Alignment (potential)	Investment risk may exceed comfort.	Not compared yet.	Review allocation, concentration and behavior.	Not quantified
Supplemental Insurance (potential)	Protection and saving may intersect.	Not compared yet.	Obtain an in-force or matched illustration.	Not quantified
Family / Business Protection (potential)	Dependents may face a funding gap.	Not compared yet.	Verify protection and ownership funding.	Not quantified
Long-Term Care (potential)	Care may consume household resources.	Not compared yet.	Verify care funding and policy terms.	Not quantified
Estate Coordination (potential)	Documents and assets may not align.	Not compared yet.	Coordinate attorney and financial review.	Not quantified
Business Retirement Plan (potential)	Plan design may limit owner outcomes.	Not compared yet.	Verify eligibility, census and plan design.	Not quantified
Second Offer Succession (potential)	An internal buyer may need financing.	Not compared yet.	Verify successor, terms and feasibility.	Not quantified

Combined additional after-tax wealth / 25 years: \$1,481,881 to \$3,696,839

Equivalent today: \$555,878 to \$1,386,746 / War Room educational report: free

SAMPLE / Hypothetical potential for professional review

Only included wealth differences are summed. Event exposures, existing assets and sale proceeds are not added. Estimates require verification.

Low-hanging fruit

All 18 areas are retained across these three pages. A missing estimate or initial screen is not professional verification.

Cash Efficiency

Cash may have a hidden opportunity cost. More estimates are needed. Financial treatment: Not quantified. Additional estimates needed

Investment Tax Drag

Tax bills can interrupt compounding. Verify distributions, basis and alternatives. Financial treatment: \$214,070 to \$468,917 / 25yr: included. Included once in the wealth comparison

Risk Alignment

Investment risk may exceed comfort. More estimates are needed. Financial treatment: Not quantified. Additional estimates needed

Estate Coordination

Documents and assets may not align. More estimates are needed. Financial treatment: Not quantified. Additional estimates needed

Big rocks

All 18 areas are retained across these three pages. A missing estimate or initial screen is not professional verification.

Retirement Foundation

Lifestyle funding may be uncertain. More estimates are needed. Financial treatment: Not quantified. Additional estimates needed

Social Security

Claiming timing changes income. More estimates are needed. Financial treatment: Not quantified. Additional estimates needed

Sequence / Income Floor

Markets may fund essential spending. More estimates are needed. Financial treatment: Not quantified. Additional estimates needed

Surviving Spouse

Income can change after a death. More estimates are needed. Financial treatment: Not quantified. Additional estimates needed

RMD / Tax / Legacy

Required withdrawals need coordination. More estimates are needed. Financial treatment: Not quantified. Additional estimates needed

Family / Business Protection

Dependents may face a funding gap. More estimates are needed. Financial treatment: Not quantified. Additional estimates needed

Long-Term Care

Care may consume household resources. More estimates are needed. Financial treatment: Not quantified. Additional estimates needed

Business Retirement Plan

Plan design may limit owner outcomes. More estimates are needed. Financial treatment: Not quantified. Additional estimates needed

Business Value / Exit

Income may not translate to sale value. Verify valuation and transferability. Financial treatment: \$1,158,900 to \$2,983,338 / 25yr: included. Included once in the wealth comparison

Second Offer Succession

An internal buyer may need financing. More estimates are needed. Financial treatment: Not quantified. Additional estimates needed

90-day dash priorities

All 18 areas are retained across these three pages. A missing estimate or initial screen is not professional verification.

Mortgage vs. Investing

Debt relief competes with liquidity. More estimates are needed. Financial treatment: Not quantified. Additional estimates needed

Roth / IRA Strategy

Tax treatment may affect future wealth. Verify basis, brackets and conversion fit. Financial treatment: \$108,911 to \$244,584 / 25yr: included. Included once in the wealth comparison

Portfolio Tax Efficiency

Account placement may create tax friction. More estimates are needed. Financial treatment: Not quantified. Additional estimates needed

Supplemental Insurance

Protection and saving may intersect. More estimates are needed. Financial treatment: Not quantified. Additional estimates needed

First 30 days: clarify inputs and priorities. Days 31-60: verify source records and compare suitable strategies. Days 61-90: agree responsibilities and implement only approved actions. A professional may change this order.

Q4 / Q1 / Who matters most?

Take-home questionnaire / complete only what applies. Add a separate page when needed. No account numbers, Social Security numbers or detailed medical records on these worksheets.

Client / household names and date

Employment / employer / role / retired status

Starting profile: age 55 / working / business owner: yes

Your age / partner age / employment / planned changes

Any health concerns affecting timing, care or planning? Optional; discuss privately.

Family longevity / ages lived / planning concerns

Who is impacted by or impacts the decisions we make together?

Conversation starter: My spouse, two adult children, employees and the next business leader.

Family: spouse / partner, children, grandchildren and others. Name / relationship / age / dependence or role.

Business: partners, key employees and successors. Name / role / ownership / importance.

Advisor team: tax professional / accountant, business lawyer, estate lawyer, banker, insurance agent, investment advisor, other. Name / role / contact.

Organizations, churches and nonprofits: affiliation / support / what matters.

Q4 / Q2 / What matters most?

Primary purpose: ☐ Create wealth through investing ☐ Protect wealth through investing ☐ Maintain our lifestyle

Conversation choice: Retire in about five years; protect family choices and a tax-efficient legacy.

In your words: Prepare a coordinated business transfer and retirement plan.

Why does this matter to you?

Specific goals: trip, home, business, vehicle or other. Goal / target date / estimated cost / priority / flexibility.

Life events: family, education, relocation, care, employment or business changes. Event / date / financial effect.

Retirement: when / where / what a normal week looks like / essential and desired lifestyle.

Legacy: who or what you want to benefit / amounts or wishes / timing / concerns.

Personal profile / information to confirm

Complete for each spouse or partner. Use your professional's secure process for identifying documents, account numbers or sensitive medical information.

Preferred name / legal name / age / relationship / household members

Preferred contact / email used for your X-Ray / phone / permission and preferred method for follow-up

Residence state / property or business states / citizenship or tax-residency issues to discuss

Employment / role / income stability / retirement date / spouse employment

Dependents / ages / support commitments / special family considerations

Changes in health, care needs, family, work or residence that affect timing (optional; discuss privately)

Prior planning experience / existing professionals / concerns or restrictions

Risk profile / each spouse answers separately

This is preparation for an individualized discussion, not a scored suitability test or a recommendation. Separate willingness to take risk, financial capacity for loss, and the return the goals would require.

Purpose: growth / preservation / income / other; goals in priority order

Time horizon: when will each pool of money first be needed? How long must it last?

Liquidity: essential spending, emergency reserves, large near-term withdrawals and restrictions

Capacity: dependable income versus essential expenses; debt / guarantees; maximum loss the household could absorb

Willingness: how would you respond to a temporary 10%, 20% or 30% decline? State both dollars and percentages.

Experience: cash, bonds, funds, individual stocks, annuities, insurance, private investments and business ownership

Behavior: previous losses / actions taken / sleep-at-night concerns / differing spouse preferences

Constraints: tax basis, concentration, lockups, health, legal or ethical restrictions; alternatives you would not accept

Verification / facts, owners and source records

An entered number or attached statement is not automatically verified. Your professional reconciles the records and decides what additional specialist work is required.

Report / profile reference and email; date the Clarity and Confidence reports were prepared

Fact or estimate / source document / as-of date / corrected amount / professional confirming it

Assets and ownership counted twice? Shared funding or mutually exclusive strategies?

Tax assumptions, fees, insurance terms, employment-plan testing and business valuation still to verify

Professional responsible / missing item / due date / follow-up meeting

Decision status: illustration / facts reconciled / professional comparison / agreed action; no automatic approval

Q4 / Q3 / What do we have to work with?

Household inventory map

Complete applicable records; mark None or Not sure. If a statement has the details, reference its ID instead of copying. Repeat pages for more items; omit full account or policy numbers.

Household / completed by / as-of date / advisor review date

Carried-forward estimates: pre-tax: 900000 / Roth: 100000 / taxable investments: 400000 / cash: 100000. Confirm amounts from source documents.

What exists today or is expected later?

Employment / self-employment income ☐ Yes ☐ No ☐ Not sure

Social Security / pensions / deferred compensation ☐ Yes ☐ No ☐ Not sure

Annuities / rental / business / other income ☐ Yes ☐ No ☐ Not sure

Taxable / pre-tax / after-tax non-Roth / Roth accounts ☐ Yes ☐ No ☐ Not sure

Real estate / LLCs / business interests / other assets ☐ Yes ☐ No ☐ Not sure

Record it once; connect the moving pieces

Give each income, asset, debt, policy and document a simple ID. Use that ID on related worksheets. An annuity may have both an asset value and an income stream; the income is not a second asset. Record gross property value and related debt separately. Do not add LLC equity and the same underlying property twice. After-tax basis is part of the same account balance, not extra wealth.

Existing Clarity totals / corrections / missing categories / items to reconcile:

How records connect: asset ID -> income ID -> debt ID -> policy ID -> legal document ID:

Q4 / Q3 / Income now and later

Complete applicable records; mark None or Not sure. If a statement has the details, reference its ID instead of copying. Repeat pages for more items; omit full account or policy numbers.

Include both spouses separately: wages, self-employment, Social Security, pensions, annuities, rent, business distributions, dividends/interest, deferred compensation, note payments, royalties, benefits, support and other sources. Expected inheritances or sale proceeds are contingent, not dependable recurring income.

Income record 1

ID / type / recipient / payer / related asset or contract ID

Gross \$ / frequency / expenses+debt \$ / withholding or tax \$ / net household \$

Receiving now? Y / N / unsure; start age/date / end age/date / inflation adjustment

Survivor \$ / guarantee or conditions / tax treatment / source and as-of date

Income record 2

ID / type / recipient / payer / related asset or contract ID

Gross \$ / frequency / expenses+debt \$ / withholding or tax \$ / net household \$

Receiving now? Y / N / unsure; start age/date / end age/date / inflation adjustment

Survivor \$ / guarantee or conditions / tax treatment / source and as-of date

Income record 3

ID / type / recipient / payer / related asset or contract ID

Gross \$ / frequency / expenses+debt \$ / withholding or tax \$ / net household \$

Receiving now? Y / N / unsure; start age/date / end age/date / inflation adjustment

Survivor \$ / guarantee or conditions / tax treatment / source and as-of date

Q4 / Q3 / Income now and later / continued

Complete applicable records; mark None or Not sure. If a statement has the details, reference its ID instead of copying. Repeat pages for more items; omit full account or policy numbers.

Include both spouses separately: wages, self-employment, Social Security, pensions, annuities, rent, business distributions, dividends/interest, deferred compensation, note payments, royalties, benefits, support and other sources. Expected inheritances or sale proceeds are contingent, not dependable recurring income.

Income record 4

ID / type / recipient / payer / related asset or contract ID

Gross \$ / frequency / expenses+debt \$ / withholding or tax \$ / net household \$

Receiving now? Y / N / unsure; start age/date / end age/date / inflation adjustment

Survivor \$ / guarantee or conditions / tax treatment / source and as-of date

Income record 5

ID / type / recipient / payer / related asset or contract ID

Gross \$ / frequency / expenses+debt \$ / withholding or tax \$ / net household \$

Receiving now? Y / N / unsure; start age/date / end age/date / inflation adjustment

Survivor \$ / guarantee or conditions / tax treatment / source and as-of date

Income record 6

ID / type / recipient / payer / related asset or contract ID

Gross \$ / frequency / expenses+debt \$ / withholding or tax \$ / net household \$

Receiving now? Y / N / unsure; start age/date / end age/date / inflation adjustment

Survivor \$ / guarantee or conditions / tax treatment / source and as-of date

Q4 / Q3 / Financial assets and tax treatment

Complete applicable records; mark None or Not sure. If a statement has the details, reference its ID instead of copying. Repeat pages for more items; omit full account or policy numbers.

Classify the asset and its tax treatment separately. Include bank/CDs, brokerage, IRAs and employer plans, Roth, HSA/529, annuities, cash-value life insurance, deferred compensation and restricted equity as applicable.

Tax buckets: taxable; pre-tax/tax-deferred; after-tax non-Roth basis or mixed; Roth; other/unknown. Record an account once, with its components. Do not assume every Roth withdrawal is qualified or every annuity is tax-free.

Financial asset 1

ID / asset or account type / institution / exact owner(s) or trust / beneficiary

Tax bucket / gross balance \$ / after-tax basis component \$ / as-of date / source

Fees / liquidity, surrender or vesting limits / linked income or policy ID

Financial asset 2

ID / asset or account type / institution / exact owner(s) or trust / beneficiary

Tax bucket / gross balance \$ / after-tax basis component \$ / as-of date / source

Fees / liquidity, surrender or vesting limits / linked income or policy ID

Financial asset 3

ID / asset or account type / institution / exact owner(s) or trust / beneficiary

Tax bucket / gross balance \$ / after-tax basis component \$ / as-of date / source

Fees / liquidity, surrender or vesting limits / linked income or policy ID

Other assets or additional records to attach / amounts missing from Clarity:

Q4 / Q3 / Allocation, concentration and liquidity

Complete applicable records; mark None or Not sure. If a statement has the details, reference its ID instead of copying. Repeat pages for more items; omit full account or policy numbers.

Link each holding to its existing financial-asset ID; these are components of those accounts, not additional assets. Record values or percentages, tax treatment, liquidity and source date.

Cash / money-market funds / CDs / linked account IDs / value or allocation / restrictions:

Bonds: government, municipal, corporate, inflation-linked and bond funds / linked account IDs / value or allocation / restrictions:

US / international equities; individual shares, mutual funds and ETFs / linked account IDs / value or allocation / restrictions:

Employer stock / options / restricted stock; concentrated positions / linked account IDs / value or allocation / restrictions:

Real estate securities / REITs; private equity, private credit or other private funds / linked account IDs / value or allocation / restrictions:

Commodities, digital assets or other alternatives, if held / linked account IDs / value or allocation / restrictions:

Annuity / insurance investment components (link the contract ID) / linked account IDs / value or allocation / restrictions:

Operating business / direct property exposure (reference entity IDs; do not add twice) / linked account IDs / value or allocation / restrictions:

Q4 / Q3 / Business ownership and succession

Complete each entity separately. Use household ownership percentages and distinguish EBITDA, owner discretionary earnings, accounting profit and spendable distributions.

Entity ID / legal name / entity and tax type / ownership, partners and spouse interests

Three-year revenue, operating profit and normalized earnings; owner compensation / add-backs / source

Business debt, guarantees, leases, working capital, capital expenditures and distributable cash

Owner and spouse duties / W-2 compensation / benefits / other related businesses

Employee census: ages, service, hours, eligibility, compensation and ownership; plan documents and testing

Current business value / valuation date / method / reviewer; property or entities already counted elsewhere

Management depth, recurring revenue, customer concentration, operating gaps and succession readiness

Target exit date / successor or buyer / buy-sell terms / financing / seller-note risk / professional team

Q4 / Q3 / Real estate, LLCs and business interests

Complete applicable records; mark None or Not sure. If a statement has the details, reference its ID instead of copying. Repeat pages for more items; omit full account or policy numbers.

Include primary home, second home, rental/commercial property, land, partial interests, operating businesses, LLCs and partnerships. A property-holding LLC is relevant even if you do not operate a business.

Property / entity record 1

ID / property location or entity name / use or entity type / state

Legal owner / personal, joint, trust or LLC / household ownership % / manager

Gross value \$ / value source and date / tax basis \$ / linked debt balance \$

Linked income / policy / deed or operating agreement IDs; overlap with another record?

Property / entity record 2

ID / property location or entity name / use or entity type / state

Legal owner / personal, joint, trust or LLC / household ownership % / manager

Gross value \$ / value source and date / tax basis \$ / linked debt balance \$

Linked income / policy / deed or operating agreement IDs; overlap with another record?

Primary residence: homestead tax exemption ☐ Confirmed ☐ No ☐ Not sure ☐ N/A; county / record date / any ownership or residence changes:

If a business applies: employee census / current qualified plan / owner pay / gross sales / net income / transfer restrictions / guarantees / successor:

Q4 / Q3 / Insurance coverage and gaps

Complete applicable records; mark None or Not sure. If a statement has the details, reference its ID instead of copying. Repeat pages for more items; omit full account or policy numbers.

For every row mark Y = have it, N = do not have it, ? = not sure, or N/A = discuss applicability. Missing coverage is a review item, not an automatic recommendation to buy.

Life / survivor protection	Y / N / ? / N/A	
Short-term and long-term disability	Y / N / ? / N/A	
Health / employer or individual coverage	Y / N / ? / N/A	
Medicare / supplement or Advantage / drug coverage	Y / N / ? / N/A	
Long-term care / hybrid coverage	Y / N / ? / N/A	
Home / rental / auto / umbrella liability	Y / N / ? / N/A	
Business / key person / buy-sell / overhead	Y / N / ? / N/A	

Policy / benefit record 1 (repeat for each policy)

ID / type / carrier or employer / owner / insured / beneficiary

Benefit or limit \$ / premium \$ and frequency / end or renewal date / source

Waiting period / duration / exclusions / riders / linked asset or income ID

Policy / benefit record 2 (repeat for each policy)

ID / type / carrier or employer / owner / insured / beneficiary

Benefit or limit \$ / premium \$ and frequency / end or renewal date / source

Waiting period / duration / exclusions / riders / linked asset or income ID

Disability: monthly benefit, elimination period, duration, employment dependency and benefit tax treatment. Health: premium, deductible, out-of-pocket maximum, network/drug limits, dependents and coverage changes at retirement. Life/LTC: benefit triggers, cash value, loans and guarantees. Add contract detail pages where relevant.

Q4 / Q3 / Estate, authority and property review

For each item circle Yes / No / Not sure / N/A, then note date, appointed person, document location or follow-up. Each spouse may need separate documents. Your attorney determines legal sufficiency and applicability.

Will and codicils / executor / minor-child guardians	Y / N / ? / N/A	_____
Trust and amendments / successor trustee / funding	Y / N / ? / N/A	_____
Durable financial power of attorney / agent and backup	Y / N / ? / N/A	_____
Healthcare directive / living will / care wishes	Y / N / ? / N/A	_____
Healthcare surrogate or proxy / decision-maker and backup	Y / N / ? / N/A	_____
HIPAA / medical-information authorization	Y / N / ? / N/A	_____
Beneficiaries / contingent beneficiaries / TOD or POD	Y / N / ? / N/A	_____
Property deeds / exact title / survivorship provisions	Y / N / ? / N/A	_____
Lady Bird / enhanced life estate deed, if relevant	Y / N / ? / N/A	_____
Homestead tax exemption / county records, if applicable	Y / N / ? / N/A	_____
Special-needs, blended-family or dependent arrangements	Y / N / ? / N/A	_____
Attorney / state of residence and property states / last review / location of signed originals:		

A will, healthcare directive and financial power of attorney serve different purposes. Trusts, deed strategies and exemptions are not universal requirements. Coordinate legal review with actual ownership, beneficiary designations and family wishes.

Reference box: Florida health care directives (Chapter 765): <https://www.leg.state.fl.us/statutes/> ; Florida durable powers (Chapter 709): same statute portal; homestead tax exemption: https://floridarevenue.com/property/pages/Taxpayers_Exemptions.aspx ; deed review: <https://www.floridabar.org/the-florida-bar-journal/lady-bird-deeds/>

Q4 / Q3 / Taxes, obligations and coordination

Complete applicable records; mark None or Not sure. If a statement has the details, reference its ID instead of copying. Repeat pages for more items; omit full account or policy numbers.

Taxes: filing status / residence and other states / income changes / IRA basis / carryforwards / planned transactions / tax professional:

Debts: ID / borrower or guarantor / related asset / balance / rate / payment / maturity / source and date. Include mortgages, HELOCs, business debt, loans and guarantees:

Household spending: essential / discretionary / healthcare premiums and out-of-pocket / taxes / giving / support / irregular expenses / major future costs:

Shared funding: emergency reserve / available taxable dollars / pre-tax or Roth restrictions / annual surplus / commitments. Which strategies compete for the same dollars?

Coordination gaps / missing facts / responsible professional / due date / presentation priority:

Advisor handoff: reconcile balances, income, tax treatment, ownership and duplicate records; verify statements/contracts and legal review; update the planning model; compare feasible strategies; assign implementation owners and annual review dates. A completed worksheet is not itself verification or a final recommendation.

Q4 / Q3 / Strategy verification

Information to confirm	Earlier estimate	
Write confirmed or corrected values in the right column.		
Only areas applied or marked potential are listed. Write confirmed details after each prompt; put the supporting document and date on the source line. Potential areas can remain unconfirmed or be marked not applicable.		
Business Value / Exit		
Annual sustainable EBITDA improvement to test - low (\$)	Not supplied	
Annual sustainable EBITDA improvement to test - high (\$)	Not supplied	
Same valuation multiple for both cases	Not supplied	
Years until the same assumed sale date	Not supplied	
Owner-funded improvement cost now (\$)	Not supplied	
Your ownership (%)	Not supplied	
Estimated incremental sale tax rate (%)	Not supplied	
Source document / as-of date / advisor review status:		

Investment Tax Drag

Taxable investment amount being compared (\$)	Not supplied	
Annual tax-bill reduction to TEST - low (\$)	Not supplied	
Annual tax-bill reduction to TEST - high (\$)	Not supplied	
Additional annual strategy costs (\$)	Not supplied	
Transition taxes and fees paid now (\$)	Not supplied	
Source document / as-of date / advisor review status:		

Roth / IRA Strategy

Pre-tax amount to test converting (\$)	Not supplied	
Is this amount entirely pre-tax, with no IRA basis complication?	Not supplied	
Source document / as-of date / advisor review status:		

Q4 / Q3 / Strategy verification continued

Retirement Foundation / potential

Estimated retirement age	Not supplied	
Planning-through age	Not supplied	
Desired monthly spending after estimated taxes (\$)	Not supplied	
Dependable monthly income after estimated taxes (\$)	Not supplied	
Source document / as-of date / advisor review status:		

Social Security / potential

Earlier claiming age to compare	Not supplied	
Later claiming age to compare	Not supplied	
Earlier monthly benefit after estimated taxes (\$)	Not supplied	
Later monthly benefit after estimated taxes (\$)	Not supplied	
Source document / as-of date / advisor review status:		

Sequence / Income Floor / potential

Essential monthly spending (\$)	Not supplied	
Source document / as-of date / advisor review status:		

Surviving Spouse / potential

Survivor monthly spending AFTER any planned debt payoff (\$)	Not supplied	
Survivor monthly income after estimated taxes (\$)	Not supplied	
Years to illustrate the income gap	Not supplied	
Source document / as-of date / advisor review status:		

Q4 / Q3 / Strategy verification continued

Mortgage vs. Investing / potential

Mortgage balance / cash payoff amount (\$)	Not supplied	
Mortgage annual interest rate (%)	Not supplied	
Estimated years remaining	Not supplied	
Source document / as-of date / advisor review status:		

Cash Efficiency / potential

Cash amount to compare, beyond reserves (\$)	Not supplied	
Current annual yield (%)	Not supplied	
Alternative yield to test - low (%)	Not supplied	
Alternative yield to test - high (%)	Not supplied	
Source document / as-of date / advisor review status:		

Portfolio Tax Efficiency / potential

Taxable assets involved in this comparison (\$)	Not supplied	
Annual tax-bill reduction to TEST - low (\$)	Not supplied	
Annual tax-bill reduction to TEST - high (\$)	Not supplied	
Additional annual costs (\$)	Not supplied	
Transition taxes and fees now (\$)	Not supplied	
Source document / as-of date / advisor review status:		

RMD / Tax / Legacy / potential

Approximate annual RMD (\$)	Not supplied	
Existing annual charitable giving (\$)	Not supplied	
Are you eligible and planning a direct IRA-to-eligible-charity gift?	Not supplied	
Is that same gift already producing an itemized deduction?	Not supplied	

Q4 / questionnaire continued

Source document / as-of date / advisor review status:

Risk Alignment / potential

Hypothetical portfolio decline to test (%)	Not supplied	
Dollar decline you could tolerate without selling (\$)	Not supplied	

Source document / as-of date / advisor review status:

Supplemental Insurance / potential

Is there a genuine lasting life-insurance need?	Not supplied	
Dependable annual premium capacity (\$)	Not supplied	
Current permanent life death benefit (\$)	Not supplied	

Source document / as-of date / advisor review status:

Family / Business Protection / potential

Survivor monthly spending AFTER debt payoff (\$)	Not supplied	
Survivor dependable monthly income after tax (\$)	Not supplied	
Years of replacement income to test	Not supplied	
Mortgage payoff and other one-time needs (\$)	Not supplied	
Existing available death benefits (\$)	Not supplied	
Other money specifically available for these needs (\$)	Not supplied	

Source document / as-of date / advisor review status:

Q4 / Q3 / Strategy verification continued

Long-Term Care / potential

Annual ADDITIONAL care cost above normal living costs (\$)	Not supplied	
Years of care to test	Not supplied	
Existing annual LTC benefits available (\$)	Not supplied	
Source document / as-of date / advisor review status:		

Estate Coordination / potential

Are your will and core estate documents current?	Not supplied	
Are financial and healthcare decision-makers documented?	Not supplied	
Have beneficiaries been reviewed with the estate plan?	Not supplied	
Have account titles and transfer instructions been checked?	Not supplied	
Do you have a trust?	Not supplied	
If you have a trust, is it funded as intended?	Not supplied	
Source document / as-of date / advisor review status:		

Business Retirement Plan / potential

Additional annual pre-tax owner contribution to test (\$)	Not supplied	
Annual employee benefits and added administration cost (\$)	Not supplied	
Years you expect to fund this saving	Not supplied	
Source document / as-of date / advisor review status:		

Second Offer Succession / potential

Annual seller discretionary earnings (\$)	Not supplied	
Annual replacement-manager compensation (\$)	Not supplied	
Possible sale price (\$)	Not supplied	
Other annual business debt / capital commitments (\$)	Not supplied	

Q4 / questionnaire continued

Source document / as-of date / advisor review status:

Q4 / Q4 / How do we play to win?

If we were sitting here a year from now, what would have had to have taken place for us to high-five and say, "Look at what a success this year was together"?

Select any that apply and rank your chosen outcomes 1-4. Then define evidence of success. A financial target must be tested for feasibility.

☐ Rank ____ / We know what we can afford and have a clear plan for the life we want.

What would prove progress / target / date:

☐ Rank ____ / Our taxes, investments, income and business decisions work together, with measurable progress.

What would prove progress / target / date:

☐ Rank ____ / The people we care about are better protected, and our legacy wishes are organized.

What would prove progress / target / date:

☐ Rank ____ / We followed through on the important steps and feel more confident about our financial future.

What would prove progress / target / date:

Your conversation answer: Agree the first three priorities, clarify the facts and know who owns each next step.

Our own definition of a successful year:

First quick win / biggest priority / remaining priorities:

Who does what / target date / progress measure / annual review:

Questions raised today: Verify retirement spending, business earnings and transfer feasibility, tax basis, conversion funding, survivor needs and legal documents.

Concerns or conditions to resolve before moving forward:

Based on the information provided, the illustrated after-tax potential may help coordinate your resources toward what matters most while providing for and protecting the people who matter most. The next 12-24 months can focus on suitable steps. A professional review clarifies where you are, quantifies and compares strategies, and verifies what is reasonably probable. This is an illustration, not a verified plan.

☐ Request a Q4 professional review ☐ More information ☐ Keep the report for now

A request is voluntary. It is not authorization to transact or a promise of results.

Your confidence / discussion takeaways

Your own impressions, not evidence that a strategy is suitable or verified. Descriptions and preferences stay with this report and the saved profile.

Retirement lifestyle

Not sure / Preference to discuss

Survivor income

Not sure / Preference to discuss

Cash purpose and return

Not sure / Preference to discuss

Investment taxes

Not sure / Preference to discuss

Investment risk

Not sure / Preference to discuss

Family / business protection

Not sure / Preference to discuss

Long-term care

Not sure / Preference to discuss

Estate coordination

Not sure / Preference to discuss

Your take-home preparation / return checklist

Papa Joe / fictional sample / papa.joe@example.test / 555-555-0100 / PAPA-JOE-FAMILY-25Y / SAMPLE

Return by: To agree in the demo / presentation: To agree after records return / return method: Use the method supplied by the reviewing professional

Next agreed action: Complete the homework, gather existing records, then clarify and verify together. / Owner: Papa Joe household and professional team / Due: to agree

Use this packet after an office interview or after completing the X-Ray online. The first conversation targets about 15 minutes; complete only the relevant estimates today.

1 / Keep your starting point

Keep the Clarity snapshot and this potential-benefits report. These are estimates that help decide what deserves further review, not a final plan. Mark anything that is wrong, incomplete or uncertain.

2 / Complete the homework

Complete the personal and risk profiles, all applicable Q4/Q3 worksheets and strategy verification fields that follow. Each spouse answers risk questions separately. Use the same email and report/profile reference so your records stay together.

3 / Gather existing records

Use the document checklist in this packet. Attach or reference the relevant existing statements, tax records, policies, business records and legal documents. Mark missing items and unknown answers; do not guess or purchase new documents simply to complete the checklist.

4 / Return the packet for review

Bring the completed packet and documents back to the office, or use the secure return method your professional provides. Ordinary email and this public website are not a document drop box. Your professional will enter corrections, reconcile the sources and rerun relevant comparisons. Further specialist work may still be needed.

5 / Return together to clarify and verify

At the next visit, bring the completed homework and records so you and your professional can clarify and verify the facts together. Further analysis or specialist work may require a later presentation, often about one week after complete records are available. Then confirm low-hanging fruit, big rocks and remaining dashes in a 12-24-month implementation roadmap.

First-meeting action plan

Proposed first-focus areas: Business Value / Exit / Investment Tax Drag / Roth / IRA Strategy

Today: retain the illustrated benefits and proposed priority order. Before the next visit: client completes homework and gathers records. Next visit: clarify and verify together; then agree the implementation priorities, owners and next action. No transaction is authorized by this packet.

Proposed 12-24-month sequence / confirm after verification

Months 1-3 / Reconcile financials and cost basis, confirm Q4 priorities, business baseline and available funding.

Months 4-6 / Validate earnings targets, transition costs and post-transfer conversion feasibility.

Months 7-12 / Sequence appropriate approved work and track costs, owners and dependencies.

Months 13-24 / Reassess progress, family needs, transfer readiness and changing assumptions.

These are discussion windows, not instructions to transact. Agree actual owners, dates and approved actions after source review. A later presentation may be scheduled about one week after complete records arrive, subject to readiness.

Household / X-Ray email / profile reference:

Packet return date / office contact / agreed secure return method:

Presentation date / time / missing items that could change this date:

Your no-obligation professional review

Ask for a review with a financial professional trained in War Room Q4. Bring this report, the Q4 questionnaire and the relevant documents below. Clarify and verify the facts together, then decide whether a separately agreed planning engagement is appropriate.

Q4 means who matters most, what matters most, what we have to work with and how we play to win. A Q4-trained financial advisor helps coordinate investment, insurance, tax, legal and business specialists. Where licensed and agreed, they may help implement strategies and advocate for you. Each professional has separate fees and a written engagement.

Your next step is a conversation

The public X-Ray ends with this preparation packet. Coordinated Execution is available only through a professional advisor. Request a meeting or a callback from Trevor in your X-Ray workspace. Bring your documents and completed questionnaire to clarify and verify the facts; agree on a follow-up, often about a week later, to review the professional's strategy. Timing depends on availability and the work required.

War Room educational resources and reports are free. No payment is collected here. A no-obligation review helps clarify and verify the estimates before any decision. Any future professional engagement is separate and agreed directly with that professional.

If you choose Coordinated Execution

1. Bring the relevant items below. 2. Review and correct the estimates with your advisor. 3. Finalize the strategy around priorities, cash and trade-offs. 4. Assign responsibilities, implement with the appropriate professionals, and review annually as circumstances change.

Your document-gathering checklist

Gather documents for the selected work. Items attached only to potential areas are conditional; do not order new contracts or transact based on this checklist. No statements are required to complete today's estimate.

- ☐ Most recent personal tax return; additional years if your advisor requests them
- ☐ Current account summary, ownership and beneficiary designations
- ☐ Business financial statements and tax returns (only if pursuing this area)
- ☐ Ownership records, debt, documented add-backs and valuation / buyer evidence (only if pursuing this area)
- ☐ Taxable statements and cost-basis / unrealized gain reports (only if pursuing this area)
- ☐ Forms 1099-DIV and 1099-B; current-year realized gains and losses (only if pursuing this area)
- ☐ Traditional and Roth account statements (only if pursuing this area)
- ☐ Tax returns and any Forms 8606 / nondeductible IRA basis records (only if pursuing this area)
- ☐ Recent retirement, brokerage and bank statements (only if pursuing this area)
- ☐ Social Security estimates or benefit letters; pension benefit and survivor-election details (only if pursuing this area)
- ☐ Household spending and debt summary (only if pursuing this area)
- ☐ Social Security estimates for both spouses when applicable (only if pursuing this area)
- ☐ Pension and existing benefit statements (only if pursuing this area)
- ☐ Investment and retirement account statements (only if pursuing this area)
- ☐ Existing annuity statements and full contracts, including income riders (only if pursuing this area)

- ☐ Social Security and pension income details (only if pursuing this area)
- ☐ Both spouses' benefit estimates and pension survivor elections (only if pursuing this area)
- ☐ Life insurance statements, contracts, beneficiaries and in-force illustrations (only if pursuing this area)
- ☐ Mortgage statement, payment breakdown and loan terms (only if pursuing this area)
- ☐ Bank and CD statements showing yield, maturity and withdrawal terms (only if pursuing this area)
- ☐ Holdings and cost basis for taxable, traditional and Roth accounts (only if pursuing this area)
- ☐ Investment income and realized gain/loss tax records (only if pursuing this area)
- ☐ Prior year-end IRA statements and RMD notices (only if pursuing this area)
- ☐ Charitable giving records and tax-return deduction details (only if pursuing this area)
- ☐ Current holdings, allocation and concentrated-position details (only if pursuing this area)
- ☐ Investment objectives and risk-review information (only if pursuing this area)
- ☐ Life insurance contracts, current values, loans and in-force illustrations (only if pursuing this area)
- ☐ Any proposed matched term-plus-investing comparison with all policy charges (only if pursuing this area)
- ☐ Life insurance contracts, beneficiaries, ownership and in-force illustrations (only if pursuing this area)
- ☐ Debt balances and dependent / education needs (only if pursuing this area)
- ☐ Business buy-sell and key-person agreements if applicable (only if pursuing this area)
- ☐ Long-term-care and hybrid policy contracts, benefit schedules and premiums (only if pursuing this area)
- ☐ Available care-funding resources and relevant health-underwriting information (only if pursuing this area)
- ☐ Current will, powers of attorney and healthcare directives (only if pursuing this area)
- ☐ Trust and amendments if applicable; account titles, deeds and beneficiary records (only if pursuing this area)
- ☐ Current retirement-plan documents, costs and most recent testing / valuation (only if pursuing this area)
- ☐ Employee census, compensation and business tax returns (only if pursuing this area)
- ☐ Business tax returns, financials and owner compensation details (only if pursuing this area)
- ☐ Successor information, proposed price, financing terms and buy-sell agreements (only if pursuing this area)
- ☐ Existing annuity statements and complete contracts, riders, surrender schedule and tax basis (only if pursuing this area)
- ☐ Three years of business financials and tax returns; normalized earnings, owner compensation, debt, working capital, operating agreements and succession records.
- ☐ Income inventory: Pay stubs / employer benefits; Social Security benefit letters or estimates for each spouse; pension statements and payout/survivor elections; annuity statements and full contracts; rental leases and expense records; business distributions/K-1s; deferred compensation, notes, royalties, benefits and other current or expected income records.
- ☐ Financial assets inventory: Current bank, CD, taxable brokerage, retirement, Roth, HSA and education-account statements as applicable; ownership and beneficiary records; cost basis and nondeductible/after-tax contribution records; vesting, fee and withdrawal restrictions.
- ☐ Property and entities inventory: For each owned property or LLC/business interest: deeds and recorded amendments, ownership percentages, loan statements, value/basis records, property tax and homestead records; operating / partnership / shareholder agreements, entity financials, tax returns, debt and buy-sell / succession agreements as applicable; for an existing qualified plan, the plan/adoption agreement, summary plan description, employee census, latest plan statement, contribution/payroll records and Form 5500 if applicable.

[] Insurance inventory: For each existing policy: declaration/benefit pages and complete contracts or plan summaries, riders, renewal/premium notices and beneficiaries. Include life, disability, health/Medicare and supplements, long-term care, property, auto, umbrella and relevant business coverage. Missing coverage needs no contract; mark No or Not sure.

[] Estate and authority inventory: Existing will/codicils, trust/amendments and funding schedule; durable financial power of attorney, healthcare directive/living will, healthcare surrogate/proxy and HIPAA release; guardianship or special-needs documents if relevant; current beneficiary/TOD/POD designations and property deeds, including any Lady Bird/enhanced life estate deed. Bring existing documents, not newly purchased documents.

[] Taxes and obligations inventory: Most recent complete personal returns with schedules and relevant business/trust returns; Forms 8606 and carryforward records if applicable; debt/guarantee statements, household spending, healthcare costs, support commitments, planned major purchases and charitable commitments.

Assumptions / funding / overlap

SAMPLE / PAPA JOE. For educational purposes only. This does not represent your scenario. War Room is not providing tax, legal, or investment advice. All names, balances, business facts and outcomes are fictional.

CASE ID PAPA-JOE-FAMILY-25Y. This is the previously illustrated FAMILY / BUSINESS case, renamed Papa Joe: owner 55, spouse 53, two adult children. It is distinct from the earlier age-60, \$500,000-IRA-only Papa Joe Roth example. No actual client result is represented.

Starting financial assets: \$900,000 pre-tax, \$100,000 Roth, \$400,000 taxable and \$100,000 cash = \$1,500,000. Home \$700,000 less \$250,000 mortgage. Business enterprise value \$2,500,000 less \$500,000 business debt. Net worth \$3,950,000 before future taxes. Do not add business debt again after using net business equity.

Business: \$4.5 million revenue; normalized EBITDA \$625,000 after market owner compensation and staff costs; 25 employees including owner and working spouse. Baseline year-5 transfer: $4.0 \times \text{EBITDA} = \$2.5 \text{ million EV}$; less 3% transaction cost, \$500,000 debt, then 25% simplified net-equity tax, zero basis assumed = \$1,443,750 net proceeds.

Lower / upper operating sensitivity: \$100,000 / \$175,000 additional EBITDA. Year 1 preparation; year 2 half of target; years 3-5 full target. Retain 20% for working capital then tax distributed improvement at 30%. Net additional cash received: \$196,000 / \$343,000. Reinvest to year 25. Program costs \$25,000 in years 1-2, with a hypothetical 30% deduction and foregone growth deducted.

Lower / upper transfer: \$725,000 EBITDA at 4.0x / \$800,000 at 4.5x. Net proceeds \$1,734,750 / \$2,244,000; incremental proceeds \$291,000 / \$800,250. Full cash closing at year 5 is assumed. Financing and seller-note credit risk are not modeled. Pre-sale distributed profits and the future earnings capitalized at sale are distinct.

One common endpoint: owner age 80, 25 years from now. This is nominal additional after-tax wealth versus the defined baseline, not current cash savings, a 12-24-month gain, a retirement-income sufficiency test, or a total-net-worth forecast. Lower and upper are chosen sensitivities, not probabilities. Inflation and future law changes are not modeled.

Investing: \$400,000 taxable assets with \$360,000 basis; \$40,000 gain taxed at 23.8% = \$9,520 transition tax, leaving \$390,480. Baseline net after-tax return 4.50%; coordinated sensitivity 4.75%-5.00%, net of fees and future tax effects. Not published expected alpha or a tax-lot simulation. Fees, tracking error, wash sales, future realization taxes and unavailable losses may eliminate or reverse an advantage.

Apply investing improvement only to the existing taxable assets and BASELINE net sale capital. Additional business profits and incremental sale capital already grow at the coordinated rate in their own row. No second investment benefit is added on those same dollars.

Wealth bridge / year 25: net extra profit after program costs \$422,738 / \$860,037; incremental transfer capital \$736,162 / \$2,123,301; investing on existing/baseline capital \$214,070 / \$468,917; Roth \$108,911 / \$244,584. Sum \$1,481,881 / \$3,696,839.

Roth: designate \$500,000 of current pre-tax assets as surplus to lifetime living needs, which still requires verification. Convert five original \$100,000 slices plus 6% growth in years 6-10. Total nominal conversions about \$799,632. Hypothetical conversion tax 28% lower / 24% upper = \$223,897 / \$191,912; add \$1,000 annual review cost in those five years. Post-transfer outside assets fund these costs; their foregone growth is deducted.

Both IRA paths earn 6%. Baseline traditional RMDs use prior year-end balances and IRS Uniform Lifetime divisors starting at age 75 for this age-55 case. Baseline net RMDs are reinvested outside, not discarded. Owner withdrawal tax lower / upper 28% / 32%. The age-80 Roth wealth difference alone is included in the headline.

SEPARATE LEGACY VIEW / NOT ADDED: owner death at 85; adult non-spouse heirs, spouse needs separately funded. Traditional inheritance distributed in equal-fraction withdrawals over 10 years; qualified inherited Roth emptied in year 10. Heir traditional tax 32%-35%. Difference at that later endpoint \$908,190 / \$1,073,766. Ten further years outside both IRAs at the same 4.5% yields \$1,410,391 / \$1,667,526. These are later views of the SAME Roth dollars.

No additional dollars are assigned to cash efficiency, Social Security, care, insurance, estate, mortgage, qualified-plan changes or other unmodeled areas. No insurance payout, protection gap, total sale price, tax deduction or avoided RMD tax is stacked onto the wealth headline. Implementation costs of additional strategies must be added before deciding.

Fundability remains hypothetical: preserve the \$100,000 starting cash reserve; verify household spending, ongoing owner compensation, working capital, tax reserves and post-sale liquidity before committing funds. The surplus Roth tranche, program funding, business targets, retirement date, family longevity, beneficiaries, estate arrangements and state taxes all need source review.

Primary references checked October 17, 2026: IRS Publication 590-B (<https://www.irs.gov/publications/p590b>); IRS beneficiary guidance (<https://www.irs.gov/retirement-plans/plan-participant-employee/retirement-topics-beneficiary>); IRS Publication 550 (<https://www.irs.gov/publications/p550>). Future tax law, return sequences, operating results, fees and lifespan can materially change or reverse the illustration.

Shared resources reserved once

cash: available \$0; remaining \$0.

taxable: available \$0; remaining \$0.

pretax: available \$900,000; remaining \$900,000.

annual: available \$0; remaining \$0 per funding year.

Business Value / Exit / Included once in the separate 25-year family case model; verify before any implementation.

Business improvement and the same transfer are counted once. Baseline sale proceeds are existing capital, not a benefit.

Investment Tax Drag / Included once in the separate 25-year family case model; verify before any implementation.

A sensitivity assumption, not promised tax alpha. Includes \$9,520 upfront transition tax and its foregone growth.

Roth / IRA Strategy / Included once in the separate 25-year family case model; verify before any implementation.

Outside-funded conversion taxes and review costs, foregone growth and reinvested after-tax baseline RMDs are included.

Coverage of all 18 X-Rays

Retirement Foundation: Unquantified / verify applicability / Social Security: Unquantified / verify applicability / Sequence / Income Floor: Unquantified / verify applicability / Surviving Spouse: Unquantified / verify applicability / Mortgage vs. Investing: Unquantified / verify applicability / Cash Efficiency: Unquantified / verify applicability / Roth / IRA Strategy: Included once in the fictional family model / Investment Tax Drag: Included once in the fictional family model / Portfolio Tax Efficiency: Unquantified / verify applicability / RMD / Tax / Legacy: Unquantified / verify applicability / Risk Alignment: Unquantified / verify applicability / Supplemental Insurance: Unquantified / verify applicability / Family / Business Protection: Unquantified / verify applicability / Long-Term Care: Unquantified / verify applicability / Estate Coordination: Unquantified / verify applicability / Business Retirement Plan: Unquantified / verify applicability / Business Value / Exit: Included once in the fictional family model / Second Offer Succession: Unquantified / verify applicability

Primary references / verify current rules: IRS IRA FAQs: <https://www.irs.gov/retirement-plans/retirement-plans-faqs-regarding-iras> ; IRS 2026 limits: <https://www.irs.gov/pub/irs-drop/n-25-67.pdf> ; SSA claiming guidance: <https://www.ssa.gov/benefits/retirement/planner/delayret.html>