



RETIREMENT ANALYSIS

Prepared for

Nolan Grayson

Kansas · April 23, 2026

Your personalized retirement analysis



YOUR MATCHED ADVISOR

Kal El, CFP, Series 65

✓ VETTED

Dual Marketing Media · 15 years experience

This report is for educational purposes only. It does not constitute financial, tax, or legal advice. The illustrations are based on industry averages and your self-reported answers. Consult a licensed advisor before making financial decisions.

What's inside

A seven-chapter walk-through of what your 23 answers reveal.

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About this report. Generated from your quiz answers, market rates refreshed daily from public financial data sources, and Social Security Administration actuarial data. Every calculation traces back to a source.

01

CHAPTER ONE

Vettra Analysis

What your 23 answers tell us, in plain English.

Nolan, you told us you're not confident your money will last, but your situation reveals something most retirees never see clearly. At your current \$4,000 monthly spending against projected income of \$6,167 per month, you're running a \$2,167 monthly surplus. Your \$650,000 portfolio alone could fund 42.4 years at today's spending levels. The math isn't your problem.

Your real challenge sits in the 22-point gap between your stated risk tolerance of 74 and your actual comfort level of 52. You said you'd stay the course in a market crash, but you also said you have no idea what fees you're paying and no written retirement plan. This combination creates what we call panic-sell setup. In a 2008-style drop, your current 55% stock allocation would lose \$132,275. If you held through, your runway stays at 20.2 years. If you panic-sold, it drops to 11.5 years.

This happens because of sequence-of-returns risk. Early losses in retirement hurt more than the same losses later because you're withdrawing money during the decline. Your brain knows this even when your stated risk tolerance doesn't. The disconnect between what you think you can handle and what you actually do in crisis moments is where retirement plans break.

A conversation with Kal is usually the fastest way to get clear on two specific questions. First, how to structure your \$650,000 to match your true comfort level rather than your stated one. Second, whether repositioning part of your surplus into guaranteed vehicles makes sense when 5-year rates are sitting at 6.30 percent. You have more cushion than most retirees, but only if the allocation matches your actual behavior.

ABOUT THIS ANALYSIS

This analysis is generated from your complete set of quiz answers, refreshed market data, and Social Security Administration actuarial tables. Different answers produce a different analysis — no two Vettra reports read the same.

† Based on your 23 quiz answers, the 4% Safe Withdrawal Rate (Bengen, 1994), industry-average fee benchmarks (Morningstar 2024), and S&P 500 historical drawdown/recovery data. Social Security figures derived from your reported earnings and SSA actuarial bend points.

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CHAPTER TWO

Your Readiness Score

How your plan stacks up — and where it deserves attention.

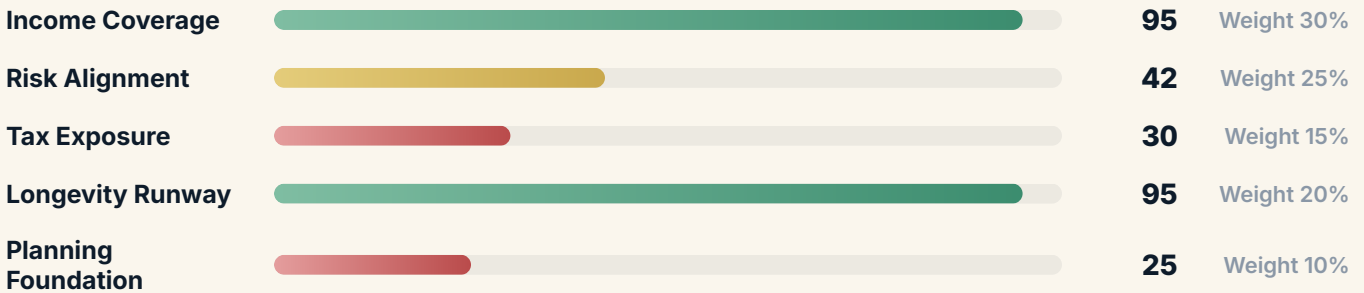


YELLOW TIER · NEEDS WORK

Specific areas deserve attention.

A composite index of where your plan is strong and where it deserves a closer look. Your score combines five planning dimensions, each weighted by how often it drives real retirement failure.

Where your 64 points came from



Nolan, your Retirement Readiness Score is 64 out of 100, placing you in Yellow tier and ahead of 65% of your peers. Your five components tell a specific story: Income Coverage at 95, Longevity Coverage at 95, Risk Alignment at 42, Tax Exposure at 30, and Planning & Protection at 25. Your highest score of 95 and lowest of 25 create a 70-point spread. This shape typically signals someone whose financial foundation is strong but whose ability to execute and protect that foundation has critical gaps.

Your 25 on Planning & Protection isn't abstract. It comes directly from your answers: you've never worked with an advisor, you have only a rough idea for a written retirement plan, and your estate planning documents are not really in place. At 67 and already retired, you're managing \$650,000 in investable assets plus \$4,000 in monthly guaranteed income entirely on your own. Your monthly spending of \$3,000 to \$5,000 is well covered by your projected \$6,167 monthly income, but every decision about allocation, withdrawals, and tax strategy falls to you.

Retirement readiness breaks into five distinct areas: Income Coverage measures whether the money covers your spending, Longevity Coverage asks if it lasts through your actual lifespan, Risk Alignment checks if you'd behave the way you think you would in a market crash, Tax Exposure calculates how much erodes to

CHAPTER TWO · CONTINUED

taxes, and Planning & Protection evaluates whether you're set up to execute any of this. An overall score of 64 averages these out, but your specific shape shows two components working beautifully and three that could derail everything.

A conversation with Kal is usually the fastest way to figure out whether your 25 on Planning & Protection is a deliberate choice to stay independent or a gap that's been hiding behind your strong income position. With your Risk Alignment at 42 and Tax Exposure at 30, the question becomes whether these scores reflect intentional trade-offs or simply areas you haven't had time to address while managing everything yourself.

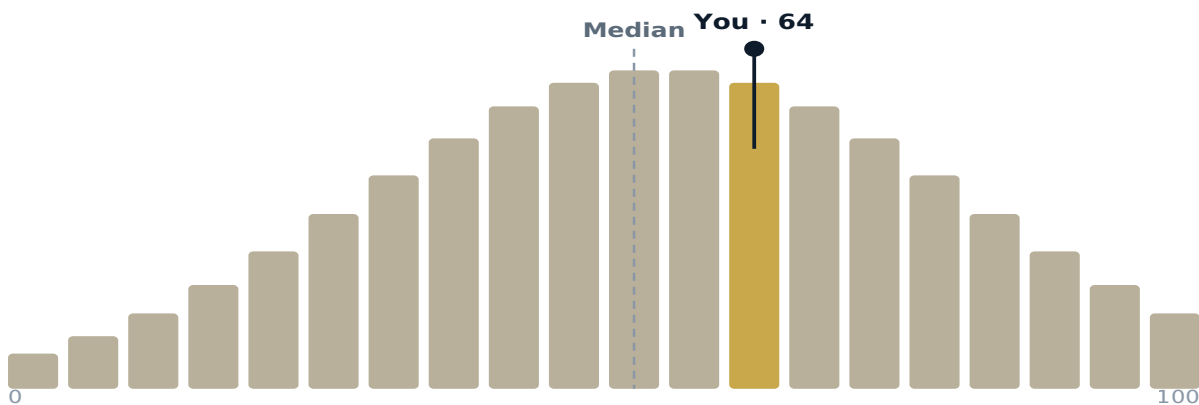
† Scoring model is proprietary to Vettra. Component weightings reflect published research on retirement planning failure modes (Bengen 1994, Pfau 2019, Finke 2021).

How your score compares

Where your 64 sits against peers your age and state.

Your score sits against a bell-curve distribution of peers your age. The gap is narrower than it looks because the biggest drivers of a low score — longevity assumptions and planning gaps — are the same for nearly everyone who hasn't worked with an advisor.

PEER DISTRIBUTION · HOW YOUR SCORE COMPARES



● GREEN

87-100

Strong foundation. Minor optimizations.

● YELLOW · YOU

56-86

Solid in some areas, specific gaps that deserve attention.

● RED

0-55

Several meaningful gaps worth addressing.

† Peer percentiles reflect anonymized respondent data across the Vettra network, age-matched and state-matched to the reader.

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CHAPTER THREE

Your Money

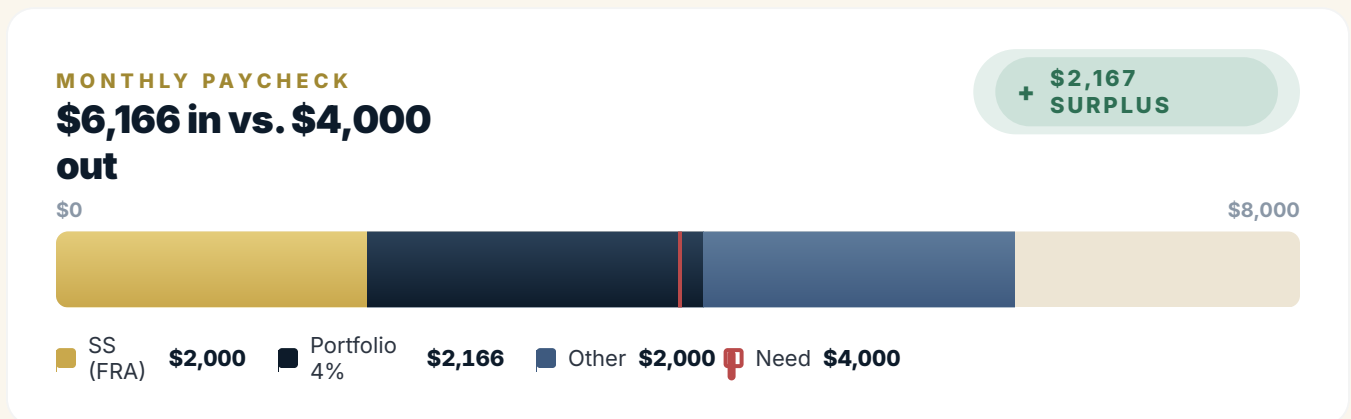
The single most important number in retirement — what you'll actually live on each month.

Nolan, your monthly retirement paycheck breaks down to \$6,167 from three sources: \$2,000 Social Security, \$2,167 from your \$650,000 portfolio at the 4% rule, and \$2,000 from other guaranteed income. Against \$4,000 monthly spending, you're covered with a \$2,167 surplus. But you told us you're not confident your money will last, and the math shows why that instinct is right.

Your timeline demands 27 years of withdrawals, not the typical 20-year plan. Those extra 7 years represent \$336,000 in additional funding needs most projections skip over. Meanwhile, you're claiming Social Security at 67 when delaying to 70 would boost your monthly benefit from \$2,000 to \$2,480. You said your essentials are mostly covered by guaranteed income, but that extra \$480 monthly would lock in full coverage while your \$650,000 portfolio handles discretionary spending like the family time and travel you prioritized.

Social Security's delayed retirement credits add 8% per year between full retirement age and 70, creating a 24% permanent increase that compounds over your lifetime. At your longevity horizon, the difference between claiming now versus age 70 totals \$155,520 in lifetime benefits. With today's 5-year MYGA rates at 6.30%, your portfolio could generate \$40,950 annually to bridge those three years while your Social Security benefit grows by \$5,760 per year.

A conversation with Kal El is usually the fastest way to figure out whether using \$145,440 of your portfolio to delay Social Security makes sense against the guaranteed \$155,520 lifetime boost. You mentioned you've never worked with an advisor, and this timing decision locks in for life once you claim.



† Bengen (1994) 4% Safe Withdrawal Rate. Morningstar "The State of Retirement Income" (2024). Spending estimates benchmarked against Bureau of Labor Statistics Consumer Expenditure Survey.

Today's real options on your savings

Where your savings could generate income today, at current market rates.

VEHICLE	RATE	ANNUAL INCOME	KEY TRADEOFF
MYGA 5-year	6.30%	\$40,950	Locked 5 yrs · A-rated · tax-deferred
MYGA 7-year	5.40%	\$35,100	Higher rate, longer lockup
CD 3-year (top rate)	4.00%	\$26,000	FDIC-insured · taxable interest
CD 5-year (top rate)	4.00%	\$26,000	FDIC-insured · early-withdrawal penalty
10-year Treasury	4.30%	\$27,950	Full faith and credit · federal-only tax

These are building blocks, not recommendations. A real plan typically blends several of these based on your timeline, tax bracket, and liquidity needs. The highest rate isn't always the right choice — the tradeoff between yield, liquidity, and tax treatment is what separates a yield grab from a real income plan.

INCOME COMPOSITION · INSIGHT

Your \$6,167 monthly income splits between \$4,000 guaranteed sources and \$2,167 from portfolio withdrawals. You said your essentials are mostly covered by guaranteed income, meaning market volatility hits your discretionary spending first. In a 2008-style crash, your portfolio drops to \$517,725, but your \$4,000 guaranteed floor stays intact. This structure lets you ride out bad markets without squeezing basics, though full essentials coverage would eliminate that mostly qualifier.

Your retirement runway

TIMELINE · INSIGHT

At 67 and already retired, your money needs to last 27 years based on actuarial probabilities. You have a 47% chance of reaching 91, well beyond the typical 20-year retirement plan. Those extra 7 years represent \$336,000 in additional withdrawals most projections ignore. Your longevity confidence concern makes sense when you're planning for potentially 35% more years than standard models assume.

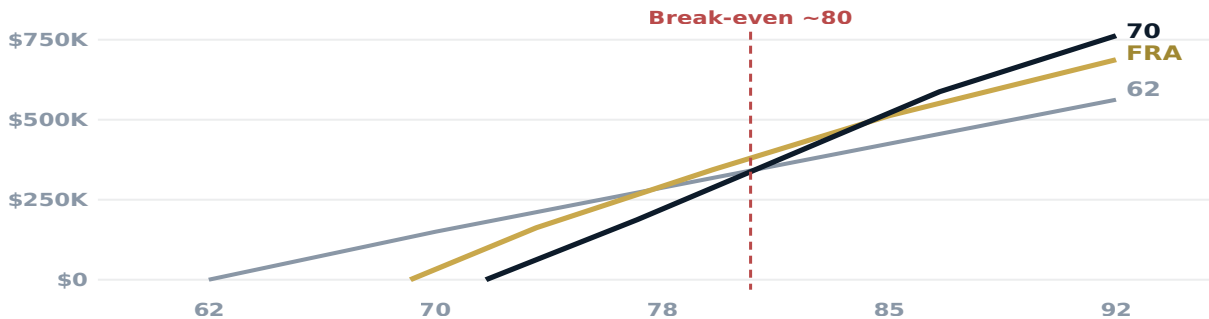
† SSA 2023 cohort period life tables. Joint longevity calculated per standard actuarial methods.

Social Security — the 8-year window that changes everything

One of the few retirement decisions that's both reversible and measurably material.

CLAIM AGE	MONTHLY	LIFETIME	NOTES
62 (earliest)	\$1,400	\$366,239	Reduced permanently · useful if cash flow is tight
FRA (full retirement age)	\$2,000	\$403,199	100% of your earned benefit
70 (maximum)	\$2,480	\$410,687	32% more than FRA · best longevity hedge

CUMULATIVE LIFETIME SOCIAL SECURITY BENEFIT



SS LIFETIME DECISION · INSIGHT

Your Social Security lifetime value ranges from \$366,240 if you had claimed at 62 to \$410,688 if you delay until 70. The break-even age sits around 82, and you have a 78% probability of reaching 84. This isn't just a timing decision but a \$44,448 lifetime difference. Since you're already 67 and claiming at full retirement age, you're positioned in the middle at \$403,200 lifetime value, with three years left to capture the additional \$7,488 by delaying to 70.

† Rates refreshed daily from public financial data sources. SS figures derived from your reported earnings and SSA actuarial bend points.

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CHAPTER FOUR

Your Risks

The three specific risks that decide whether a plan survives the next thirty years.

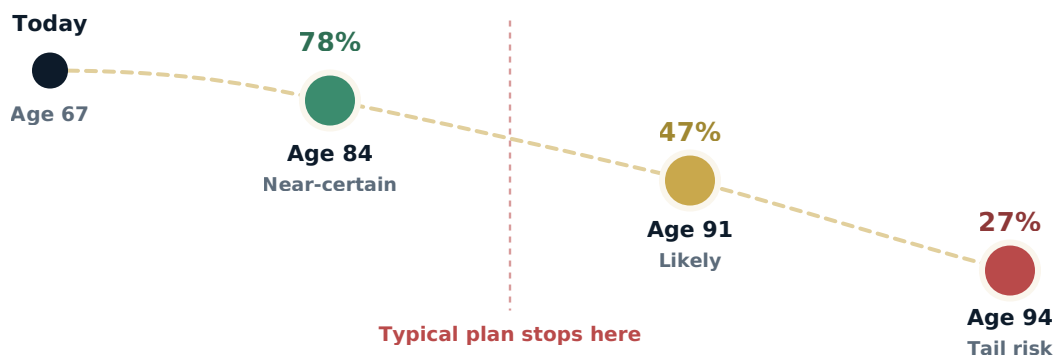
Nolan, your retirement faces three risks that compound dangerously in your specific situation. You have a 47% chance of reaching 91 and need your money to last 27 years, not the typical 20. Your stated risk tolerance is 74, but your true comfort level is 52, creating a 22-point gap. In a 2008-style crash, your \$650,000 portfolio would drop to \$517,725, cutting your runway from 20 years to just 11 if you panic-sell.

Your answers reveal the compounding effect. You said you'd stay the course in a crash, but you also said you're not confident your money will last and have no idea what fees you're paying. You're already retired with 55% in stocks and your essentials are only mostly covered by guaranteed income. That combination means sequence-of-returns risk isn't theoretical. A bad market year in year two of retirement devastates portfolios far more than the same drop in year twelve.

This happens because of the disposition effect, documented by Odean in 1998. People who say they'll hold during crashes often sell when real money is at stake. Joint this with sequence-of-returns math: early retirement losses compound because you're withdrawing from a shrinking base. At 67, you're in the danger zone where market timing matters most. Your 27-year planning horizon means you need growth, but your behavioral gap suggests you might bail when that growth gets volatile.

Nolan, a conversation with Kal is usually the fastest way to figure out how to structure your first decade of retirement. The goal isn't avoiding all risk, it's building guardrails so a 2008-style year doesn't force you to lock in losses. Worth exploring how much of your first five years should sit in guaranteed vehicles, and how to position the growth portion so you can actually stay with it when markets move.

JOINT LONGEVITY — PROBABILITY AT LEAST ONE SPOUSE REACHES EACH AGE



LONGEVITY · INSIGHT

Nolan, you have a 47% chance of reaching 91 and a 27% chance of reaching 94. Your money needs to last 27 years from retirement, not the typical 20-year plan most people use. That's 7 extra years of funding required. At your current \$4,000 monthly spending, those additional years represent \$336,000 in longevity risk that standard planning misses. You said you're not confident your money will last, and the math shows why. Single retirees face this alone, without a spouse's Social Security or pension to provide a backup income stream when the portfolio gets stressed.

† Joint longevity probabilities derived from SSA 2023 period life tables, per standard actuarial methods for married couples.

Your true risk comfort

Most plans fail because the portfolio is right on paper and wrong in a crash.

There is almost always a gap between what people say they'll tolerate and what they actually do under stress. The research calls it **the disposition effect**, and in our respondent data the average gap between stated and behavioral risk comfort is **17 points**. That gap is the strongest predictor we've found of poor retirement outcomes — not the allocation someone picks, but whether they'll actually hold it when the time comes to sell at the bottom.

STATED VS. BEHAVIORAL RISK COMFORT



A meaningful gap. Average disposition-effect gap across respondents: **17 points**. Yours: **22 points**. In a bad decade, the portfolio that looks right on paper may not be the one you actually hold through.

RISK ALIGNMENT · INSIGHT

You set your risk tolerance at 74 out of 100, but said you'd stay the course in a crash. Your true comfort level based on your behavior and situation is 52, creating a 22-point gap. This is the disposition effect in action: people consistently overestimate their ability to hold through volatility when real money is at stake. The gap means your current 55% stock allocation is more aggressive than what you'd actually stick with during a market storm. Since you said your essentials are only mostly covered by guaranteed income, a panic-sell doesn't just cost you gains, it squeezes your actual standard of living when you can least afford it.

† Disposition-effect research: Odean (1998), Frazzini (2006). Average gap statistic reflects anonymized Vettra respondent data across the network.

2008 stress test — what a real crash would do

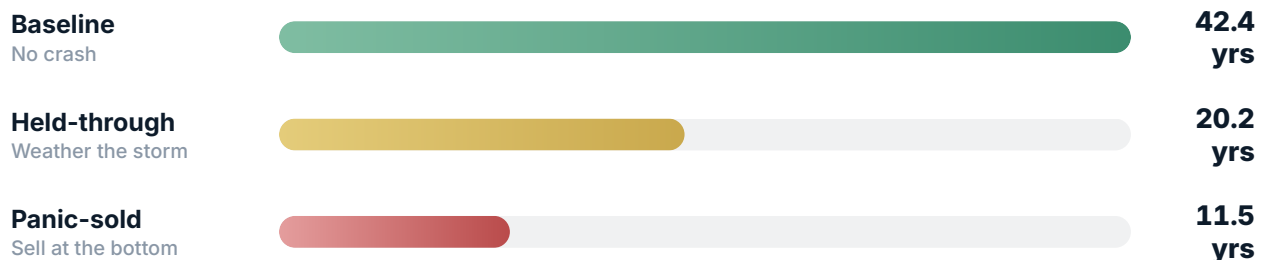
The S&P lost 37% between October 2007 and March 2009. Here's how your portfolio would hold up.

This scenario assumes a **37% equity decline** applied to your current stock exposure (about **55%** of your portfolio), followed by the typical 3- to 4-year recovery. We test three behavioral outcomes: the baseline, the held-through, and panic-sell.

PORTFOLIO IMPACT — 2008-SCALE DROP



Runway — how long your portfolio lasts under each behavior



STRESS TEST · INSIGHT

In a 2008-style crash, your \$650,000 portfolio would lose \$132,275, dropping to \$517,725. Your runway changes dramatically based on your behavior: 20.2 years if you hold through the storm, but only 11.5 years if you panic-sell. That's nearly 9 years of retirement security lost to behavioral risk. At 67, you're in the sequence-of-returns danger zone where early crashes do maximum damage because you're withdrawing from a shrinking base. Since your essentials are only mostly covered by guaranteed income, that runway compression directly threatens your standard of living, not just your discretionary spending.

† 2008 S&P 500 drawdown: October 2007 through March 2009, -37% total return. Recovery modeled on average post-recession equity behavior (Ibbotson S&P 2023). Runway calculations assume continued spending at your reported level.

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CHAPTER FIVE

Your Taxes

Six ways Uncle Sam wants in — and how each applies to your situation.

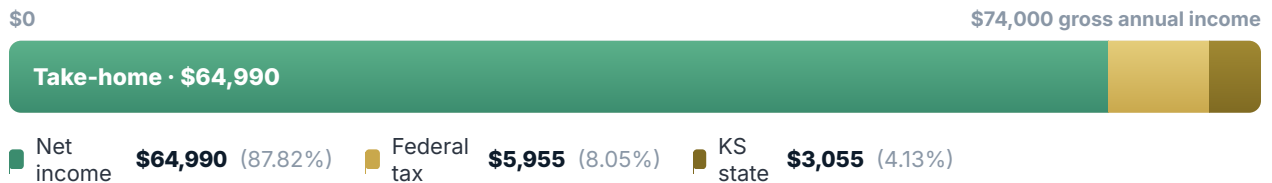
Nolan, your retirement tax picture has three realities stacking on each other that most people miss. At your projected \$74,004 annual income in Kansas, you're facing a 22% federal bracket plus Kansas's 5.7% state rate on retirement withdrawals. That's a 27.7% combined bite on every dollar you pull from traditional accounts.

You said you're 'not much' worried about taxes and you've 'never' worked with an advisor. Here's what that combination costs: 85% of your \$2,000 monthly Social Security benefit will be federally taxable because your combined income exceeds \$44,000. Kansas doesn't tax Social Security, but every traditional IRA or 401(k) withdrawal gets hit with that 5.7% state rate. Over 20 years, staying in Kansas versus relocating to a tax-friendly state like Texas costs you \$51,813 in state taxes alone.

Why 85% Social Security taxation? The IRS uses 'combined income' which is your adjusted gross income plus half your Social Security benefit. At \$74,004 total income with \$24,000 in Social Security, your combined income is roughly \$62,000, well above the \$44,000 threshold where 85% becomes taxable. Required minimum distributions start at 73, meaning you have about two years to manage your tax brackets before the IRS forces larger withdrawals.

A conversation with Kal is usually the fastest way to figure out whether your current tax window is worth using for strategic Roth conversions, or whether bracket management becomes more important once RMDs kick in at 73. The math gets complex when you're balancing current taxes against future required distributions, especially with Kansas state tax in the mix.

YOUR PROJECTED TAX PICTURE — WHAT YOU KEEP VS. WHAT TAX TAKES



EFFECTIVE RATE

12.2%

All-in federal + state

MARGINAL BRACKET

12%

Next dollar of income

BRACKET HEADROOM

\$43,350

Before next bracket

† IRS 2026 tax brackets and IRMAA schedule. State tax rules per each state's department of revenue. State comparisons based on Tax Foundation (2026 edition).

Federal brackets — your 12% runway

Where your income lands, and how much headroom remains inside your current bracket.

BRACKET	TAXABLE INCOME (SINGLE)	RATE
10%	\$0 – \$11,925	10%
12% · You	\$11,925 – \$48,475	12%
22%	\$48,475 – \$103,350	22%
24%	\$103,350 – \$197,300	24%

ORDINARY INCOME · INSIGHT

Your projected retirement income lands you in the 22% federal tax bracket, meaning every \$1,000 pulled from traditional IRAs or 401(k)s costs you \$220 in federal tax. Add Kansas's 5.7% state income tax, and your combined marginal rate hits 27.7%. At your current asset level of \$650,000, even modest traditional account withdrawals compound this tax drag significantly over your 27-year retirement horizon.

Social Security taxation — the 85% rule

FILING STATUS	COMBINED INCOME	% OF SS TAXABLE
Single	Under \$25,000	0%
Single	\$25,000 – \$34,000	Up to 50%
Single · You	Over \$34,000	Up to 85%

SS TAXATION · INSIGHT

At your projected \$74,004 annual retirement income, 85% of your \$2,000 monthly Social Security benefit will be federally taxable. Your combined income (AGI plus half of Social Security) puts you well above the \$44,000 threshold where maximum taxation kicks in. You mentioned you're 'not much' worried about taxes, but this means \$20,400 of your \$24,000 annual Social Security becomes taxable income you may not have planned for.

† IRS 2026 tax brackets and Social Security taxation thresholds (IRC §86).

State taxes & IRMAA

Where you retire matters. And a Medicare surcharge most retirees never see coming.

STATE TAX COMPARISON — KS VS. TX



KS retirement income tax rate	5.70%
KS Social Security taxation	Not taxed

STATE TAX · INSIGHT

Kansas is not retirement tax-friendly. At your projected income, you'll pay 5.7% state tax on traditional retirement account withdrawals. The good news: Kansas doesn't tax Social Security benefits. The cost: over 20 years, staying in Kansas versus relocating to a tax-friendly state like Texas or Florida costs you \$51,813 in state income taxes. Your annual state tax bill runs about \$2,590 on retirement income. For context, many retirees consider residency changes, but the decision involves more than just taxes.

IRMAA — the hidden tax most retirees miss

MAGI (SINGLE)	PART B PREMIUM	EXTRA / MONTH
Up to \$106,000 · You	\$185.00	—
\$106,000 – \$133,000	\$256.90	+\$71.90
\$133,000 – \$167,000	\$364.60	+\$179.60
Over \$167,000	\$628.90	+\$443.90

IRMAA · INSIGHT

Your projected retirement income of \$74,004 keeps you well below the \$212,000 IRMAA threshold for single filers, so no Medicare surcharges apply. However, large traditional account withdrawals or Roth conversions could spike your modified adjusted gross income in any given year. The IRMAA system uses a two-year lookback, so what you withdraw in 2026 affects your Medicare premiums in 2028. Even staying below the threshold, it's worth monitoring if you do larger conversions.

† Tax Foundation state comparisons (2026). IRS IRMAA schedule (2026). State tax rules per each state's department of revenue.

RMDs & Roth conversions — your eight-year window

The decisions you make before age 73 matter more than most retirees realize.

Required Minimum Distributions start at 73

Under SECURE 2.0, Required Minimum Distributions begin the year you turn 73. The IRS calculates your RMD using the Uniform Lifetime Table: roughly **3.77% of your pre-tax balance in year one**, rising gradually each year after. At your current \$650,000 in pre-tax assets — assuming modest growth — your first-year RMD projects to roughly **\$24,505**. The IRS doesn't care whether you need that money. It becomes ordinary income whether you spend it or not.

RMD · INSIGHT

You're 67 now, so required minimum distributions start in six years at age 73. Your first RMD will be roughly \$24,074 based on your \$650,000 in investable assets. Miss an RMD and the penalty is 25% of the required amount, reduced to 10% if corrected promptly. Since you retired at 65, you have a narrow two-year window where your income might be lower before RMDs force larger taxable distributions, potentially pushing you into higher brackets.

Roth conversions — the highest-leverage move on the board

THE MECHANIC — MOVE DOLLARS FROM PRE-TAX TO AFTER-TAX



ROTH CONVERSION · INSIGHT

You have a narrow two-year window between now and age 73 when RMDs start. This is often the sweet spot for Roth conversions because you control your tax bracket before the IRS forces distributions. The core question: pay 27.7% combined taxes now (22% federal + 5.7% Kansas) or potentially higher rates later when RMDs stack on top of Social Security? You mentioned you've 'never' worked with an advisor. Roth conversion math gets complex with state taxes, Social Security taxation, and IRMAA thresholds all interacting. This is often where a tax-focused advisor pays for themselves several times over by finding the optimal conversion amounts across multiple years.

† SECURE 2.0 Act (2022). IRS Uniform Lifetime Table (Pub 590-B). Roth conversion mechanics per IRC §408A.

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CHAPTER SIX

Your Blind Spots

Three things your answers flagged that most retirement plans paper over.

Your answers surfaced three blind spots. These are the things quiet plans paper over and loud markets expose — gaps that don't appear on a statement, don't get mentioned at an annual review, and don't go away on their own.

BLIND SPOT · 1 OF 3



No Written Plan, Unknown Fees

CRITICAL

FINDING

You have a rough idea, not a plan. You don't know what fees you pay on \$650,000. That's \$6,500/year at typical 1% AUM, invisible to you.

WHY IT MATTERS

Hidden fees compound. Over 20 years, 1% AUM costs you roughly \$130,000 in foregone growth, money that could fund travel or family gifts.


WHAT TO DO

Ask your custodian or future advisor for a written fee schedule. Audit what you're actually paying today.

Two more that deserve attention

Smaller than the first, but fixable in a single conversation with the right advisor.

BLIND SPOT · 2 OF 3


 **Risk Tolerance Mismatch** HIGH

FINDING You rated risk tolerance 74/100 but said you're not confident money lasts. About half stocks exposes you to sequence risk you can't afford.

WHY IT MATTERS If markets drop year one of retirement, you'd sell stocks at a loss to fund \$3,000-\$5,000 monthly spending. That locks in losses permanently.

WHAT TO DO Rebalance to match your actual comfort, not your stated number. Consider a guaranteed income floor to protect travel goals.

BLIND SPOT · 3 OF 3

 **No Long-Term Care or Estate Plan** HIGH

FINDING You thought about LTC but have no plan. Estate docs are not really in place. At 67 with \$650,000, a care event erodes assets fast.

WHY IT MATTERS Extended care can cost \$100,000+ per year. Without a plan, family goals and legacy disappear. Medicaid planning becomes reactive, not proactive.

WHAT TO DO Meet with an advisor and estate attorney to map LTC options and update beneficiaries. Clarity costs little; surprises cost everything.

† Blind spots derived from analysis of all 23 quiz answers. Historical drawdown data and industry-average expense ratio data. Behavioral-finance research: Odean (1998), Thaler, Kahneman.

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CHAPTER SEVEN

Your Match

Why we paired you with Kal — and what happens next.

Nolan, your match wasn't random. We cross-referenced your specific answers (already retired in Kansas, prioritizing family and travel, feeling not confident about longevity, never having worked with an advisor) against our network of vetted advisors filtered by geographic licensure and stated specialty. The pairing process identified advisors whose practice focus aligns with your top priorities and the specific gaps your numbers revealed.

We paired you with Kal EI, CFP, Series 65, at Dual Marketing Media. Kal has 15 years of experience and takes a comprehensive approach, looking at investments, tax strategy, estate planning, and income together. Your 64/100 retirement readiness score shows strong income coverage at \$6,167 monthly projected income, but significant room for improvement in risk alignment (42/100) and tax exposure (30/100). Your stated risk tolerance of 74 conflicts with your actual comfort level of 52, creating a 22-point gap that often leads to panic selling. These are exactly the kinds of integrated planning challenges Kal's practice addresses most often.

What to expect in your first conversation with Kal: no pressure, just clarity. You mentioned you've never worked with an advisor, so he'll likely start by understanding how your current approach aligns with your family and travel priorities. The conversation will answer a specific question your report raises: with your money needing to last 27 years instead of the typical 20-year plan, how do you structure your \$650,000 to support both your immediate travel goals and your long-term security without taking more risk than you can actually handle when markets move?

YOUR MATCHED ADVISOR



Kal EI

Dual Marketing Media · KS

CFP

SERIES 65

15 YRS

I TAKE A HOLISTIC...



VETTED

WHY KAL · MATCH INSIGHT

You said you feel not confident your money will last and prioritize family and travel in retirement. Kal's comprehensive approach addresses investments, tax strategy, estate planning, and income as an integrated system rather than separate pieces. Your report flagged a critical 22-point gap between your stated risk tolerance and your true comfort level, plus tax exposure scoring just 30/100. His practice specializes in solving exactly these kinds of planning disconnects. As a Kansas resident, you'll also benefit from his understanding of your state's 5.70% retirement tax rate on your \$45,450 taxable income base.

How the match is made

Vettra matches leads to advisors on four factors: **geographic licensure, stated specialty, your top flagged priorities**, and advisor capacity. Every advisor in the Vettra network has passed a credentials check, an approach review, and a references check. We only match to advisors we would trust with our own families.

† Advisor specialty and credentials self-reported and verified by Vettra as part of the network onboarding review. References and approach checks on file.

What happens next

Four small steps between right now and the conversation that matters.

YOUR JOURNEY — WHERE YOU ARE TODAY



The four steps between here and there

1	Check your email Alyssa from the Vettra team just sent you a warm intro to Kal, along with this PDF.	NOW
2	Read this report and share with your spouse Many couples discuss the findings together — especially the blind spots — before the first call.	TODAY
3	Kal reaches out A short, no-pressure conversation to walk through the report and answer questions.	SHORTLY
4	Alyssa stays your point of contact She works for Vettra (not Kal) and answers questions about the process or the match itself.	ANYTIME

A NOTE ON VETTRA'S ROLE

Vettra is not a broker, an advisor, or a party to any agreement you may enter with Kal. **We're a matching platform.** We vet advisors, introduce leads, and advocate for consumers — but any financial relationship, any recommendations, and any fees are entirely between you and your matched advisor. If you decide Kal isn't the right fit, just let Alyssa know. **We'll rematch, no questions asked.**



YOUR VETTRA CONCIERGE

Alyssa · alyssa@vettraverified.com

I work for Vettra, not Kal. If anything about the match or the report looks off, reply to my intro email and I'll make it right.

† Vettra matching methodology verified by internal QA. Advisor vetting includes credentials, fiduciary standing, specialty fit, and approach review.

A

APPENDIX A

Your Quiz Answers

The full record of what you told us. Every number in this report traces back to these answers.

Your quiz was **23 questions**. If anything below looks wrong, the report was built on the wrong inputs — retake the quiz or reach out to Alyssa and we'll regenerate.

Q #	QUESTION	YOUR ANSWER
Q1	How would you describe your retirement stage?	Already Retired
Q2	What matters most to you in retirement?	Family, Travel Hobbies
Q3	What state do you live in?	Ks
Q4	Do you have a written retirement plan?	Rough Idea
Q5	Monthly income need in retirement?	Rough Idea
Q6	How confident are you your money will last?	Not Confident
Q7	Are your essentials covered by guaranteed income?	Mostly
Q8	Your age?	67
Q9	Investable assets?	\$650,000
Q10	How worried are you about taxes in retirement?	Not Much
Q11	Current stock exposure in your portfolio?	About Half
Q12	Your stated risk tolerance (1-10 slider)?	74

† Question set version 2.0 of the Vetra Retirement Readiness Quiz. Full question definitions maintained in the admin quiz editor.

Q #	QUESTION	YOUR ANSWER
Q13	Sources of guaranteed income?	Both
Q14	How aware are you of the fees you're paying?	No Idea
Q15	Current advisor status?	Never
Q16	Long-term care plan?	Thought No Plan

APPENDIX A · CONTINUED

Q #	QUESTION	YOUR ANSWER
Q17	Estate planning documents?	Not Really
Q18	What you did in 2008 / would do in a 20% drop?	Stay Course
Q19	Monthly spending today?	3-5k
Q20	Marital status?	Single
Q21	Spouse age?	—
Q22	Planned retirement age?	65
Q23 a	Projected Social Security monthly benefit?	\$2,000
Q23 b	Other expected monthly retirement income?	\$2,000

SOMETHING LOOK OFF?

This record is included so you can verify every number in your report. If anything is incorrect — an age, an asset amount, a priority — the calculations that flow from it are also incorrect. **Retake the quiz** or reach out to Alyssa (alyssa@vettraverified.com) and we'll regenerate the document with the corrected inputs.

† Question set version 2.0 of the Vettra Retirement Readiness Quiz.

B

APPENDIX B

Data Sources + Disclaimer

Where every number, rate, and reference in this report comes from — cited.

Nothing in this report is guessed at. Each calculation draws from one of three source categories: **live market data** refreshed at least daily from public financial sources, **static reference data** like IRS brackets and SSA actuarial tables that update annually, or **published academic research** on retirement planning.

Live market data **REFRESHED DAILY**

DATA	SOURCE	REFRESHED
10-year Treasury rates	Federal Reserve (FRED: DGS10)	● DAILY
CD top rates (3yr & 5yr)	Bankrate, DepositAccounts, NerdWallet	● DAILY
MYGA rates (5yr & 7yr)	BluepointAdvantage / AnnuityRateWatch	● DAILY

Static reference data **UPDATED ANNUALLY**

DATA	SOURCE	LAST UPDATED
SSA life expectancy tables	Social Security Administration (2023 period tables)	2023 COHORT
SS claiming adjustments	SSA actuarial bend points	2026
Federal tax brackets (MFJ)	IRS 2026 inflation adjustments	ANNUAL
Medicare IRMAA thresholds	CMS 2026 IRMAA schedule	ANNUAL
IRS RMD factors	IRS Publication 590-B (Uniform Lifetime Table)	STATIC
State tax rules & thresholds	Each state's Department of Revenue	2026
State comparisons	Tax Foundation State-Local Tax Burdens	2026 ED.

Research & methodology

- + **Bengen (1994)** — Determining Withdrawal Rates Using Historical Data
- + **Cooley, Hubbard & Walz (1998)** — Trinity Study retirement withdrawal rates
- + **Pfau (2024)** — Safe Withdrawal Rates and the State of Retirement Income
- + **Morningstar (2024)** — The State of Retirement Income
- + **Odean (1998)** — Are Investors Reluctant to Realize Their Losses?
- + **Frazzini (2006)** — The Disposition Effect and Underreaction to News

APPENDIX B · CONTINUED

- † **Ibbotson SBBI (2023)** — Historical drawdown and recovery data
- † **Bureau of Labor Statistics** — Consumer Expenditure Survey
- † **Genworth Cost of Care Survey** — Long-term care cost benchmarks
- † **SECURE Act 2.0 (2022)** — RMD age changes to 73

Full Disclaimer

The legal framing behind this report — please read before acting on any figure.

This report is for **educational purposes only**. It does not constitute financial, investment, tax, accounting, or legal advice. The illustrations and projections contained in this document are based on industry averages, publicly available market data, and your self-reported answers to the Vettra Retirement Readiness Quiz. *Actual outcomes may vary significantly* based on individual circumstances, market conditions, and choices made over time.

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