Maximize Early Social Security Benefits with Leverage©

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A Leverage Strategy

The consensus among advisors regarding social security is that retirees should delay benefits to 70, which would guarantee them additional benefits for the rest of their lives. It is a strategy to reduce longevity as well as inflation risks, as benefits get cost of living adjustment (COLA) due to inflation. Despite the advantage, few retirees have done that. Based on Social Security Administration's records, only 4% of women and 2% of men claimed benefits at 70 in 2013, as opposed to 27% of women and 34% of men who claimed at full retirement age of 65 or 66. www.crr@bc.edu, No. 15-8. A recent study found that among those who would claim social security early, 25% indicated that they did not think that they would live long enough to make it worth optimizing benefits. www.nationwide.com/socialsecurity. Clearly, mortality concerns trump longevity risks in retirees' decision on when to begin social security.

This paper seeks to resolve the dilemma whether to claim social security sooner or later. It proposes a strategy of maximizing social security by claiming early at full retirement age of 66, and leveraging the early benefits from 66 to 69 through various investment vehicles that would result in more benefits than if the retiree had delayed the benefit to 70. The strategy would mitigate both mortality and longevity risks.

Scope and Assumptions

The proposed strategy is based on three components: the beneficiary population, the benefit amounts for early and deferred social security, and the leverage options. Data for this paper are tabulated on Excel and laid out in Tables 1 – 4. Positive results that support the strategy are marked in blue, and negative results are marked in red. P denotes the year when early and deferred benefits achieve parity, after which deferred benefits would overtake early benefits.

A. The Beneficiary Population

The strategy requires that a retiree has the ability to elect whether to delay social security either because he is still working, or because he does not otherwise rely on the benefits for living expenses. Accordingly, to test the effectiveness of this strategy, we have focused on 5 beneficiary groups that are in the higher income category with a marginal tax rate of 28%. These beneficiary groups cover the basic social security beneficiary scenarios as follows:

- **Scenario1** covers single retirees, both male and female. Table 1 lays out the test results for this beneficiary group.

- **Scenario 2** covers a couple, each of whom is entitled to the same benefit and is identified as 'couple with 200% benefit' in this study. Table 2 shows the test results for this scenario.
- **Scenario 2A** covers the same couple in Scenario 2, but with one spouse dying at life expectancy of 85, as shown in Table 2A.
- **Scenario 3** covers a couple with one spouse claiming social security as spousal benefit, and is identified as a 'couple with 150% benefit' or 75% of the benefit for the couple in Scenario 2. Table 3 shows the test results for this scenario.
- **Scenario 3A** covers the same couple in Scenario 3, but with one spouse dying at life expectancy of 85, with test results shown in Table 3A.

B. Benefit Amounts

Social security benefits for each beneficiary are based on the following assumptions.

1. The annual benefit for each individual beneficiary is $30,000 at age 66, except for the beneficiary who gets only 50% of the full benefit as spousal benefit.

2. The benefit amount is increased by 3% per year as Cost of Living Adjustment (COLA). (SSA estimates that COLA will average 2.7% to 2024, www.ss.gov/OACT/TRassum.html.)

3. The benefit that starts at 66 is characterized and referred to as 'early benefit.'

4. The early benefit is compared with benefit deferred to age 70 ('deferred benefit'), which begins at 32% more than the early benefit accrued since 66.

5. All gross benefits are subject to 28% income tax on 85% of the payment. Benefit amounts after tax are referred to as net benefit.

6. Gross benefits for early and deferred social security are shown on all tabulation tables under column 1, and column 3, respectively.

7. Net benefits for early and deferred social security are shown on all tables under column 2, and column 4, respectively.

8. The difference between the lower net early benefits and the higher deferred net benefits, beginning at age 70, is referred to as '70 v 66 net deficit' under column 5 in all tables.

9. All benefit data are tabulated on an annual, as well as on a cumulative basis for each decade to age 100.

10. For the survivor in Scenario 2A, the benefit amount drops from 200% to 100% after the death of one spouse at 85. For the survivor in Scenario 3A, the benefit amount also drops from 150% to 100% after the death of one spouse at 85.

C. Leverage Options

This strategy is tested on five investment vehicles as leverage options described below as Options A to E. Retirees can invest the early benefit funds in these options that would result in higher benefits than if the retiree had deferred social security.

1. **Option A** is a regular investment account that participates in the market, which can be either in equity or bond, or a combination of various types of investment. It can be located in a tax-deferred vehicle, such as a low-cost variable annuity account. The early benefit funds from social security can be deposited in this account and be allowed to grow with no tax impact for as long as the retiree desires. An example of a low cost variable annuity is a self-managed account with Jefferson National that charges only a flat monthly fee of $20. www.jeffnat.com.

For purposes of this paper, it is assumed that the investment will grow at a rate of 5% per year with no withdrawal. 5% is a relatively conservative growth rate and is within the current expected range of return considered to be reasonable by the financial industry going forward. For example, a recent report from the McKinsey Global Institute in April 2016 estimates that the growth rate for domestic equity may range from 4% to 6.5% in the foreseeable future. www.McKinsey.com.

5% is used in this article also because the cost of living adjustment (COLA) rate for social security benefits has been projected by the Social Security Administration in its annual Trustee Report for 2016 to be 2.7% from now to 2024, or even later. www.ss.gov/OACT/TR/TRassum.html COLA is adopted as a stand-in for inflation rate for social security retirement benefits purposes. Since a 5% investment growth rate appears to be achievable over a long term investment horizon that spans the potentially equally long retirement span of today's retirees, an investment growth rate that exceeds COLA moderately is therefore a reasonable expectation for the subject strategy.

2. **Option B** is also based on the same or similar investments as Option A at 5% return, except that it is positioned in an account that is subject to the 28% income tax on the growth of the investment. Proceeds from this option can be deployed for further investments in either Option C, annuity, or Option E, long term care insurance.

3. **Option C** entails the use of annuity that would be funded by the early benefit funds to generate income to offset the additional social security benefits from deferral. The data for annuity are broken down by gender (CM for male, CF for female in Table 1) and marital status for the couple through a joint or a combination of individual policy (C1 – C3 in Tables 2 - 3A), as gender and marital status are factors in determining annuity benefits. All annuity data are derived from the website www.immediateannuities.com.

All data for Option C constitute net income after taxes have been accounted for.

It must be noted that, for replication purposes, data from an internet source such as immediateannuities.com are subject to change on a daily basis, because it is essentially a secondary source, and the primary sources, which are the insurance companies that offer the annuities, are not always represented on such sites. Moreover, there are many annuities on the market besides immediate annuity that may offer different benefits.

4. **Option D** pertains to an Index Universal Life policy at 6% growth, which provides death benefit and cash value as cash reserve, as well as potential retirement income starting at age 80 or 85. Data for this option are obtained from Allianz Life Insurance Company for a joint life, as well as a single life policy, www.allianzlife.com Data for the joint life policy are identified in Tables 2 – 4 as D1 (no withdrawal), D2 (income withdrawal at 80), and D3 (income withdrawal at 85). For single retirees in Table 1, D1M, D2M, and D3M denote data for single male retirees, and D1F, D2F, and D3F for single female retirees.

This vehicle allows the immediate leverage of social security benefits from day 1, as social security payments can be deposited in a life policy on a monthly, quarterly, or annual basis. Similar to annuity products, there are many such IUL polices on the market, the numbers presented in this paper are intended to be an example, and not a definitive result from this particular vehicle.

As it is a life insurance vehicle, underwriting is usually required, especially for the senior population. The data for this Option D assumes a 'preferred' underwriting category, which indicates 'good health.' Some retirees may not be able to utilize this option due to underwriting requirements.

If an IUL is accessed for income, it is advisable to do it with care in order not to trigger any potential tax consequence.

5. **Option E** covers the use of early benefit funds for health care through a long term care policy. The policy data for this option is derived from Lincoln Financial Group's long term care policy known as *MoneyGuard®* II, which offers premium refund if the policy holder does not use the insured benefits, www.lfg.com.

As gender makes a difference in insurance benefits, the tables below identify the difference by indicating E1for male and E2 for female. There is no joint coverage for the type of LTC insurance included in this paper, which is based on a policy offered by Lincoln Financial Group, www.lfg.com, although joint, linked, or shared policies are available on the market through other companies.

Option E is funded from the accumulated social security benefits from age 66 to the end of 69. This option allows retirees to leverage the benefit for long term care funding, which would not have been available otherwise, since many policies require a single premium or a 2-pay premium payment schedule.

Similar to life insurance, long term care insurance under this option may require underwriting, which would disqualify some retirees from using this leverage.

Findings

1. The data confirm that social security benefits achieve parity at age 80, whether they are claimed at 66 or 70. So deferring benefit would not realize any additional benefit until after 80.

2. There are 54 total outcomes in this study, as summarized in Table 4. 39 (72%) of the outcomes show positive results for higher benefits from claiming benefits at 66 (figures in blue). 15 (28%) of the outcomes depict a benefit parity that would occur at age 97 or later. Thus the overall result shows that in virtually all the cases, using leverage to maximize early social security benefits would likely work for beneficiaries who would survive to the high 90's.

3. Options A and D1 offer the best outcomes with positive results across all scenarios. These outcomes are achieved because the early benefits can accumulate through the entire retirement years without being deployed for retirement expenses. They serve essentially as liquidity reserve that a retiree can access for any purpose at any time.

4. The returns for Options A and D1 are particularly noteworthy for Scenarios 2A and 3A for the surviving spouse. As shown in Table 4, the total net returns for Options A ($606,767) and D1 ($676,472) under Scenario 2A for the surviving spouse at 100 exceed the returns for the couple if both had survived to 100 ($348,209 for Option A, and $417,914 for Option D1 in Scenario 2). Scenario 3A exhibits similar results.

This outcome suggests that frontloading social security benefits is actually highly beneficial to the surviving spouse, which contradicts the conventional wisdom that delaying social security to 70 would ensure more income protection for the surviving spouse.

5. The results also show that if a life policy is used for retirement income under Options D2 and D3, the aggregate benefits would also exceed what social security can offer through deferred benefit claim.

6. The leverage strategy also appears to work on different levels of benefit and income, because the outcome for the beneficiaries with lower benefits (the couple with 150% benefit) tracks the outcome for the beneficiaries with higher benefits (the couple with 200% benefit), even though the former receives only 75% of the benefits of the latter.

7. The data also indicate that some leverage options work better than others for each beneficiary group. For example, the life insurance Option D may not work as well for singles as for a couple because the policy benefits for singles are generally lower than for a couple with a joint policy.

8. The result for Option B is noteworthy in that it's essentially positive across all scenarios, as deficits occur at age 100 in 3 of the 6 scenario outcomes (Table 4).

This result for Option B indicates the lower threshold for the requisite return for this strategy to work. After accounting for income tax on the investment growth, the net rate of return amounts to 3.6%, which is 0.6% over the assumed COLA rate of 3%. It suggests that this strategy would work as long as the leverage return is around 1% above COLA. It would definitely work if the return is 2% above COLA, as demonstrated in Option A, while returns below COLA would most likely make this leverage strategy unworkable.

9. Leverage Option E for long term care appears to work in all scenarios except in Scenario 3A where the surviving spouse may encounter a potential deficit at age 98.

Discussion

A. Mortality Risk

The most common advice on social security benefit claim currently is to delay it to age 70 in order to maximize the payments for life for retirees. It is based on the concern for longevity, as well as inflation risks, which can be mitigated by having COLA applied to social security benefits when there is inflation.

However, as we know that the amount of benefit is the same until age 80, whether it is claimed at 66 or 70, there is little benefit to a retiree for delaying the benefit should he die sooner than later before 80, although it is argued that a surviving spouse, if any, may get better financial protection by getting a bigger social security check for spousal benefit.

The purpose of this article is to recognize that mortality risk should be considered in deciding when to claim benefits, and to propose a solution to the dilemma that confronts all social security beneficiaries. The solution is to claim benefits at full retirement age of 66, and to leverage the cumulative benefits over 4 years in a variety of investment vehicles that would create assets or income to offset the loss of the additional social security payments from deferring the claim to 70.

Based on the findings from our study, this leverage strategy appears to work for all the select beneficiary groups, namely, singles, both male and female, as well as couples with different levels of benefits in every decade of retirement, though the leverage options may provide different benefit amounts among the beneficiaries because of the different social security benefit amounts. In fact, our findings indicate that the strategy can work so well that it can exceed the benefits from deferral by more than $600,000 in one scenario (2A) under Options A and D at the end of a 34-year retirement for high income beneficiaries with an annual benefit that begins at $60,000.

B. Longevity Risk

Given that the early social security benefits can be leveraged to produce long term benefits that can last 34 years or more, frontloading the benefits can also address longevity issues if the right leverage is adopted by a beneficiary. Which leverage option should be selected would depend on the retirement needs of the beneficiary, his risk tolerance, financial resources, overall financial goal, marital status, health status, and other applicable factors.

C. Survivor Risk

Perhaps the most significant finding of this study is the fact that a surviving spouse can benefit from the frontloading of benefits by leveraging the early benefit funds through investments or an insurance vehicle such as a joint and survivor policy from an Index Universal Life program. In comparing the outcome for a couple who both survive to age 100 (Scenarios 2 and 3), with the outcome for a couple with one spouse dying at life expectancy of 85 (Scenarios 2A and 3A), it is clear that the latter scenarios show that a surviving spouse can consistently get better financial protection when the early social security benefits are properly leveraged and realized. This finding directly contradicts the general belief that delaying social security benefits would offer a surviving spouse better income protection in retirement.

D. Market Risk

The arguments against early benefit claim usually include longevity, inflation, and market risks, because social security is a guaranteed, safe, and inflation adjusted source of retirement income that is more reliable than income from other types of retirement investment. On the other hand, social security is subject to public policy and mortality risks that work against some beneficiaries, as the benefits may be modified at any time due to policy changes, such as the recent restrictions on the 'file and suspend' strategy. Additionally, according to the statement of the public trustees of the Social Security Administration on the annual trustee report for 2015, annual social security costs will be more than 25% higher than income by 2034. www.ssa.gov/OACT/TRUSM/index.htlm. There is always a risk whether the benefit in the future will remain the same.

One way to mitigate market risk is to invest the early benefit funds in low risk vehicles such as an IUL or a LTC policy where the benefits are guaranteed up front. While these vehicles may not be available to everyone due to underwriting requirements, they should be considered as a viable leverage to protect what a beneficiary is entitled to in addressing his mortality risks. There is also a bias among many financial advisors against using cash value life insurance for retirement purposes due to policy costs, among other reasons. However, as this study demonstrates, the benefits of a cash value life insurance may serve as an effective leverage to ameliorate both mortality and market risks, and to provide an additional source of retirement income that may last till death.

E. Retirement Risks

The convergence of various factors that affect retirement, such as increased life expectancy, insufficient retirement savings, market volatility, exorbitant healthcare costs, low interest rates for fixed income, etc., has highlighted the need for retirement planning, particularly in the area of retirement income. These issues serve as the backdrop for the increased attention to social security, which is a major source of retirement income for millions of retirees.

While it is true that delaying social security benefits to 70 would yield a higher payout over time, the fact is that it may not be the best cause of action for retirees who may not live long enough to enjoy the benefit. Since the current life expectancy is around 84.3 for Americans age 65 and over, and benefits are the same until age 80, it means that many Americans may not actually realize the promise of higher social security benefits should they follow the advice of delaying the benefit. The fear of dying early, among other reasons, may explain why only 2% of male beneficiaries and 4% of female beneficiaries defer benefit claim to 70. Mortality concern is also cited by 25% of the respondents in the Nationwide survey mentioned earlier as the reason for claiming social security early.

It is therefore important for financial advisors to help retirees assess the various risks in determining what are the best way and the best time to claim social security, and how to maximize the benefits through their retirement years. In light of the different retirement needs that face each retiree, it may not be enough to advise only that delaying social security claim is the best way to ensure more retirement income. What is needed, perhaps, is an understanding of the total picture of a retiree's finances, and his unique retirement risks.

For example, for a single retiree, if he/she has enough income from various sources for all the living expenses, but has no protection for long term care, an advisor might suggest that claiming social security at 66 and leveraging the early benefit funds for a substantial long term care insurance policy may be an appropriate solution to meeting the healthcare needs of the retiree. In our study, this can be accomplished by getting a policy of over $300,000 with the early benefit funds of $100,000. This coverage amount may be more than what the retiree can get from deferring social security to 70, and is a better way to go for healthcare protection than, for example, Option A, which would not give him/her the same coverage amount until age 91.

Or, in the case of a couple who would like to have more financial protection for the surviving spouse, whoever it may be, they can apply the early social security benefits to a cash value life insurance policy as Option D, which can offer various benefits, including tax-free income, that is relatively safe from market risk. The protection would exceed what the additional social security payout would offer through claim deferral until the survivor's death. Moreover, a joint life insurance policy, such as the kind that's used for illustration in this study, can also provide the funds for long term care expenses for the couple if the policy conditions are met. In the event they should have a goal of leaving a legacy to their family, the leverage option with life insurance can also assist in accomplishing the goal.

F. Fiduciary Requirement

In view of the new Department of Labor's fiduciary rule, which requires that advisors act in the best interest of their clients on retirement issues, advisors may need to help clients assess the benefits of claiming social security earlier than later by apply this leverage strategy, since early benefits appear to be in line with what clients want in addressing their mortality concern. The positive outcomes of the various leverage options tested in this study also show that the strategy would mitigate longevity risk by ensuring that the early benefits can provide long term retirement resources for the retirees.

Conclusion

The purpose of this paper is to address mortality as well as longevity risks in the timing of social security benefits. The results of our study confirm that the proposed leverage strategy would enhance retirees' retirement resources consistently to age 100. The strategy would mitigate retirees' mortality risk, while ensuring that the early benefits would exceed or be comparable to benefits derived from deferral.

The most significant finding from this study is the fact that frontloading social security benefits actually provide more retirement resources for survivors over time than deferred benefits. It is therefore critical that advisors help their clients realize the full potential of their social security benefits through assessing the relative merits of early and deferred benefit claim by applying this leverage strategy. The new DOL fiduciary rule may require that such assessment be done in the best interest of the clients.

Table 1: Scenario 1 - Single Beneficiary 100% Social Security Benefits

Age	Social Security Benefits 1 SS @66 COLA 3%	2 SS 66 Net Tax 28%	3 SS@70 COLA 3%	4 SS 70 Net Tax 28%	5 70 v 66 Net Deficit	A Investments 5% Tax Deferred	B 5% Taxable Tax 28%	CM Male Annuity After Tax Premium	CF Female $148,730	Early Benefits Leverage Options D1M IUL[1] DB[2]	D2M Male IUL Income 80 Premium $104000	D3M 85	D1F IUL DB	D2F Female IUL Income 80 Premium $104000	D3F 85	E1 Male LTC[3] Male Premium $100000	E2 Female Female
66	$30,000	$22,860	0	0	0	$24,003	$23,683	--	--	$201,487	--	--	$250,207	--	--	--	--
67	30900	23546	0	0	0	49926	48924	--	--	201487	--	--	250207	--	--	--	--
68	31827	24252	0	0	0	77883	75815	--	--	201487	--	--	250207	--	--	--	--
69	32782	24980	0	0	0	108006	104424	--	--	201487	--	--	250207	--	--	--	--
Total 66-69	125509	95638	0	0	0	108006	104424	--	--	201487	--	--	250207	--	--	--	--
DB								--	--	201487	--	--	250207	--	--	--	--
Leverage						108006	104424	--	--	201487	--	--	250207	--	--	--	--
66v70 Net Cum Benefits*		95638	0	0	0	108006	104424			201487			250207				
70	33765	25729	44570	33962	8233	113406	108183	--	--	201487	--	--	250207	--	--	326400	338000
71	34778	26501	45907	34981	8480	119076	112078	--	--	201487	--	--	250207	--	--	326400	338000
72	35821	27296	47284	36030	8734	125030	116113	--	--	201487	--	--	250207	--	--	326400	338000
73	36896	28115	48703	37111	8996	131282	120293	--	--	201487	--	--	250207	--	--	326400	338000
74	38003	28958	50164	38225	9266	137846	124623	--	--	201487	--	--	250207	--	--	326400	338000
75	39143	29827	51669	39371	9544	144738	129110	--	--	201487	--	--	250207	--	--	326400	338000
76	40317	30722	53219	40552	9831	151975	133758	--	--	201487	--	--	250207	--	--	326400	338000
77	41527	31643	54815	41769	10126	159574	138573	--	--	201487	--	--	250207	--	--	326400	338000
78	42772	32593	56460	43022	10429	167552	143562	--	--	201487	--	--	250207	--	--	326400	338000
79	44056	33571	58154	44313	10742	175930	148730	--	--	201487	--	--	250207	--	--	326400	338000
Total 70-79	387078	294954	510944	389336	94382	175930	148730	--	--	201487	--	--	250207	--	--	326400	338000
DB										201487			250207				
Leverage						175930	148730	--	--	201487	--	--	250207	--	--	326400	338000
66v70Net Cum Benefits*		390592		389336	1256	175930	148730			201487			250207			326400	338000
80	45377	34578	59898	45642	11064	184727	154080	15823	14952	201487	9953	--	250207	9855	--	326400	338000
81	46738	35615	61695	47011	11396	193963	159631	15823	14952	201487	9953	--	250207	9855	--	326400	338000
82	48140	36684	63546	48422	11738	203662	165378	15823	14952	201487	9953	--	250207	9855	--	326400	338000
83	49585	37784	65452	49874	12090	213845	171331	15823	14952	201487	9953	--	250207	9855	--	326400	338000
84	51072	38918	67416	51370	12453	224537	177499	15823	14952	201487	9953	--	250207	9855	--	326400	338000
85	52604	40085	69438	52912	12826	235764	183889	15823	14952	201487	9953	13886	250207	9855	12493	326400	338000
86	54183	41288	71521	54499	13211	247552	190509	15823	14952	201487	9953	13886	250207	9855	12493	326400	338000
87	55808	42527	73667	56134	13607	259929	197368	15823	14952	201487	9953	13886	250207	9855	12493	326400	338000
88	57482	43802	75877	57818	14016	272926	204473	15823	14952	201487	9953	13886	250207	9855	12493	326400	338000
89	59207	45116	78153	59552	14436	286572	211834	15823	14952	213093	9953	13886	250207	9855	12493	326400	338000
Total 80-89	520196	396398	686664	523234	126837	286572	211834	158230	149520	213093	99530	69430	250207	98550	62465	326400	338000
DB										213093	81646	132527	250207	131940	177724		
Leverage						286572	211834	158230	149520	213093	181176	201957	250207	230490	240189	326400	338000
66v70 Net Cum Benefits*		786990		912570	125580	160992	86254	32650	23940	87513	55596	76377	124627	104910	114609	20820	212420
90	60982	46469	80498	61339	14870	300901	219460	15823	14952	226459	9953	13886	250207	9855	12493	326400	338000
91	62811	47863	82913	63179	15316	315946	227360	15823	14952	240476	9953	13886	250207	9855	12493	326400	338000
92	64696	49299	85400	65075	15776	331743	235545	15823	14952	253075	9953	13886	250207	9855	12493	326400	338000
93	66637	50778	87962	67027	16249	348331	244025	15823	14952	266544	9953	13886	250207	9855	12493	326400	338000
94	68636	52301	90601	69038	16736	365747	252810	15823	14952	281052	9953	13886	252830	9855	12493	326400	338000
95	70695	53870	93319	71109	17238	384034	261911	15823	14952	296809	9953	13886	267140	9855	12493	326400	338000
96	72816	55486	96119	73242	17756	403236	271340	15823	14952	314051	9953	13886	282651	9855	12493	326400	338000
97	75000	57151	99002	75439	18288	423398	281108	15823	14952	335630	P9953	13886	302061	P9855	12493	326400	338000
98	77250	58866	101973	77702	18837	444568	291228	15823	14952	358695	9953	13886	322810	9855	P12493	326400	338000
99	79568	60632	105032	80033	19402	466796	301712	15823	14952	383352	9953	P13886	344990	9855	12493	326400	338000
100	81955	62450	108183	82434	19984	490136	P312574	15823	P14952	409710	9953	13886	368701	9855	12493	326400	338000
Total90-100	781045	595165	1031003	785617	190452	490136	312574	174053	149520	409710	109483	152746	368701	108405	137423	326400	338000
DB										409710	36421	64777	368701	32842	58371		
Leverage						490136	312574	332283	313992	409710	245434	286953	368701	239797	258259	326400	338000
66v70 Net Cum Benefits*		1382155		1698187	316032	174104	-3458	16251	-2040	93678	-70598	-29079	52669	-76235	-57773	10368	21968

Note: 66V70 Net Cum Benefits* = Cumulative social security net benefits at 66 plus cumulative leverage less cumulative social security net benefits at 70.

[1]IUL = Index Universal Life; [2]DB = Death Benefit; [3]LTC = Long Term Care Insurance.

Table 2: Scenario 2 - Couple With 200% Social Security Benefits

Age	Social Security Benefits 1 SS 66 COLA 3%	2 SS 66 Net Tax 28%	3 SS 70 COLA 3%	4 SS 70 Net Tax 28%	5 70 v 66 Net Deficit	A Investments 5% Tax Deferred	B 5% Taxable Tax 28%	Early Benefits Leverage Options C1 Husband $148,732	Wife $148,732	Annuity After Tax H + W Premium	C2 Joint Life $297,463	C3 WifeOnly $297,463	D1 IUL DB	D2 Joint Life IUL Income 80 Total Premium $208,850	D3 85	E1 LTC Insurance Husband Premium $100,000	E2 Wife $100,000
66	$60,000	$45,720	0	0	0	$48,006	$47,366	--	--	--	--	--	607420	--	--	--	--
67	61800	47092	0	0	0	99853	97859	--	--	--	--	--	607420	--	--	--	--
68	63654	48504	0	0	0	155775	151632	--	--	--	--	--	607420	--	--	--	--
69	65564	49960	0	0	0	216022	208850	--	--	--	--	--	607420	--	--	--	--
Total 66-6	251018	191276	0	0	0	216022	208850	--	--	--	--	--	607420	--	--	--	--
DB													607420	--	--	--	--
Leverage						216002	208850	--	--	--	--	--	607420	--	--	--	--
66v70 Net Cum Benefits*		191276	0	0	0	216002	208850						607420				
70	67531	51459	89141	67925	16466	226823	216369	--	--	--	--	--	607420	--	--	326400	338000
71	69557	53002	91815	69963	16961	238164	224158	--	--	--	--	--	607420	--	--	326400	338000
72	71644	54593	94570	72062	17469	250072	232228	--	--	--	--	--	607420	--	--	326400	338000
73	73793	56230	97407	74224	17994	262576	240588	--	--	--	--	--	607420	--	--	326400	338000
74	76007	57917	100329	76450	18533	275705	249249	--	--	--	--	--	607420	--	--	326400	338000
75	78287	59655	103339	78744	19089	289490	258222	--	--	--	--	--	607420	--	--	326400	338000
76	80636	61445	106439	81106	19661	303965	267518	--	--	--	--	--	607420	--	--	326400	338000
77	83055	63288	109632	83539	20251	319163	277149	--	--	--	--	--	607420	--	--	326400	338000
78	85546	65186	112921	86046	20860	335121	287126	--	--	--	--	--	607420	--	--	326400	338000
79	88113	67142	116309	88627	21485	351877	297463	--	--	--	--	--	607420	--	--	326400	338000
Total 70-7	774167	589917	1021902	778687	188770	351877	297463	--	--	--	--	--	607420	--	--	326400	338000
DB													607420	--	--		
Leverage						351877	297463	--	--	--	--	--	607420	--	--	326400	338000
66v70Net Cum Benefits*		781193		778687	2506	351877	297463						607420			326400	338000
80	90756	69156	119798	91286	22130	369471	305983	15823	14952	30775	23980	29916	607420	17672	--	326400	338000
81	93479	71231	123392	94025	22794	387945	316998	15823	14952	30775	23980	29916	607420	17672	--	326400	338000
82	96283	73368	127094	96845	23478	407342	328410	15823	14952	30775	23980	29916	607420	17672	--	326400	338000
83	99172	75569	130907	99751	24182	427709	340233	15823	14952	30775	23980	29916	607420	17672	--	326400	338000
84	102147	77836	134834	102743	24908	449094	352481	15823	14952	30775	23980	29916	607420	17672	--	326400	338000
85	105211	80171	138879	105825	25655	471549	365170	15823	14952	30775	23980	29916	607420	17672	25976	326400	338000
86	108367	82576	143045	109000	26424	495126	378317	15823	14952	30775	23980	29916	607420	17672	25976	326400	338000
87	111618	85053	147336	112270	27217	519883	391936	15823	14952	30775	23980	29916	607420	17672	25976	326400	338000
88	114967	87605	151757	115638	28034	545877	406046	15823	14952	30775	23980	29916	607420	17672	25976	326400	338000
89	118416	90233	156309	119108	28875	573171	420663	15823	14952	30775	23980	29916	607420	17672	25976	326400	338000
Total 80-8	1040416	792796	1373350	1046492	253696	573171	420663	158230	149520	307750	239800	299160	607420	176720	129880	326400	338000
DB													607420	399248	463969		
Leverage						573131	420663	158230	149520	307750	239800	299160	607420	575968	593849	326400	338000
66v70Net Cum Benefits*		1573989		1825179	251190	321941	169473			56560	-11390	47970	356230	324778	342659	200805	212405
90	121968	92940	160998	122681	29741	601829	435807	15823	14952	30775	23980	29916	607420	17672	25976	326400	338000
91	125627	95728	165828	126361	30633	631920	450623	15823	14952	30775	23980	29916	624764	17672	25976	326400	338000
92	129396	98600	170803	130152	31552	663516	466846	15823	14952	30775	23980	29916	657946	17672	25976	326400	338000
93	133278	101558	175927	134057	32499	696692	483652	15823	14952	30775	23980	29916	693017	17672	25976	326400	338000
94	137276	104605	181205	138079	33474	731527	501064	15823	14952	30775	23980	29916	730271	17672	25976	326400	338000
95	141394	107743	186641	142221	34478	768103	519102	15823	14952	30775	23980	29916	770055	17672	25976	326400	338000
96	145636	110975	192240	146488	35512	806508	537790	15823	14952	30775	23980	29916	812820	17672	25976	326400	338000
97	150005	114304	198007	150882	36578	846834	557150	15823	14952	30775	P23980	29916	866545	17672	25976	326400	338000
98	154505	117734	203947	155409	37675	889176	577207	15823	14952	30775	23980	29916	923827	17672	25976	326400	338000
99	159141	121266	210066	160071	38805	933634	597987	15823	14952	30775	23980	29916	984902	P17672	25976	326400	338000
100	163915	124904	216368	164873	39969	980316	P619514	15823	14952	30775	23980	P29916	1050021	17672	25976	326400	338000
Total90-10	1562141	1190357	2062029	1571273	380917	980316	619514	174053	164472	338525	263780	329076	1050021	176720	285736	326400	338000
DB													1050021	211644	308531		
Leverage						980316	619514	--	--	646275	503580	628236	1050021	582756	724147	326400	338000
66v70Net Cum Benefits*		2764346		3396465	632107	348209	-12593			14168	-128527	-3871	417914	-49351	92040	10346	21946

Note: 66v70 Net Cum Benefits* = Cumulative social security net benefits at 66 plus cumulative leverage less cumulative social security net benefits at 70.

Table 2A: Scenario 2A - Couple with 200% Social Security Benefits and Survivor Benefits after 85

	Social Security Benefits					Investments					Early Benefits Leverage Options			Joint Life		LTC Insurance	
	1	2	3	4	5	A	B		C1		C2	C3	D1	D2	D3	E1	E2
Age	SS 66 COLA 3%	SS 66 Net Tax 28%	SS 70 COLA 3%	SS 70 Net Tax 28%	70 v 66 Net Deficit	5% Tax Deferred	5% Taxable Tax 28%	Husband $148,732	Wife $148,732	Annuity After Tax H + W Premium	Joint Life $297,463	WifeOnly $297,463	IUL DB	IUL Income 80 Total Premium $208,850	85	H Premium $100,000	W $100,000
66	$60,000	$45,720	0	0	0	$48,006	$47,366	--	--	--	--	--	607420	--	--	--	--
67	61800	47092	0	0	0	99853	97859	--	--	--	--	--	607420	--	--	--	--
68	63654	48504	0	0	0	155775	151632	--	--	--	--	--	607420	--	--	--	--
69	65564	49960	0	0	0	216022	208850	--	--	--	--	--	607420	--	--	--	--
Total 66-69	251018	191276	0	0	0	216022	208850	--	--	--	--	--	607420	--	--	--	--
DB													607420	--	--	--	--
Leverage						216002	208850	--	--	--	--	--	607420	--	--	--	--
66v70Net		191276	0	0	0	216022	208850						607420				
Cum Benefits*																	
70	67531	51459	89141	67925	16466	226823	216369	--	--	--	--	--	607420	--	--	326400	338000
71	69557	53002	91815	69963	16961	238164	224158	--	--	--	--	--	607420	--	--	326400	338000
72	71644	54593	94570	72062	17469	250072	232228	--	--	--	--	--	607420	--	--	326400	338000
73	73793	56230	97407	74224	17994	262576	240588	--	--	--	--	--	607420	--	--	326400	338000
74	76007	57917	100329	76450	18533	275705	249249	--	--	--	--	--	607420	--	--	326400	338000
75	78287	59655	103339	78744	19089	289490	258222	--	--	--	--	--	607420	--	--	326400	338000
76	80636	61445	106439	81106	19661	303965	267518	--	--	--	--	--	607420	--	--	326400	338000
77	83055	63288	109632	83539	20251	319163	277149	--	--	--	--	--	607420	--	--	326400	338000
78	85546	65186	112921	86046	20860	335121	287126	--	--	--	--	--	607420	--	--	326400	338000
79	88113	67142	116309	88627	21485	351877	297463	--	--	--	--	--	607420	--	--	326400	338000
Total 70-79	774167	589917	1021902	778687	188770	351877	297463	--	--	--	--	--	607420	--	--	326400	338000
DB													607420	--	--		
Leverage*						351877	297463	--	--	--	--	--	607420	--	--	326400	338000
66v70Net		781193		778687	2506	351877	297463						607420			326400	338000
Cum Benefits*																	
80	90756	69156	119798	91286	22130	369471	305983	15823	14952	30775	23980	29916	607420	17672	--	326400	338000
81	93479	71231	123392	94025	22794	387945	316998	15823	14952	30775	23980	29916	607420	17672	--	326400	338000
82	96283	73368	127094	96845	23478	407342	328410	15823	14952	30775	23980	29916	607420	17672	--	326400	338000
83	99172	75569	130907	99751	24182	427709	340233	15823	14952	30775	23980	29916	607420	17672	--	326400	338000
84	102147	77836	134834	102743	24908	449094	352481	15823	14952	30775	23980	29916	607420	17672	--	326400	338000
80-84	481836	367159	636024	484650	117491	449094	352481			153875	119900	149580	607420	88360	--		
	Survivor Benefits				Survivor Deficits												
85	52606	40086	69440	52913	12827	471549	365170	--	14952	--	23980	29916	607420	17672	25976	--	338000
86	54184	41289	71523	54500	13212	495126	378317	--	14952	--	23980	29916	607420	17672	25976	--	338000
87	55810	42527	73669	56135	13608	519882	391936	--	14952	--	23980	29916	607420	17672	25976	--	338000
88	57484	43803	75879	57819	14016	545877	406046	--	14952	--	23980	29916	607420	17672	25976	--	338000
89	59209	45117	78155	59554	14437	573170	420663	--	14952	--	23980	29916	607420	17672	25976	--	338000
Total 80-89	761128	579981	1004690	765572	185592	573171	420663	--	74760	153875	119900	149580	607420	176720	129880	--	338000
DB								--	--	--	--	--	607420	399248	463969	--	--
Leverage*						573171	420663	--	--	228635	239800	299160	607420	575968	593849	326400	338000
66v70Net		1361175		1544259	183084	390087	237579			45551	56716	116076	424336	392884	410765	--	481316
Cum Benefits*																	
90	60984	46470	80499	61341	14871	601829	435807	--	14952	--	23980	29916	607420	17672	25976	--	338000
91	62814	47864	82914	63181	15317	631920	450623	--	14952	--	23980	29916	624764	17672	25976	--	338000
92	64698	49300	85401	65077	15777	663516	466846	--	14952	--	23980	29916	657946	17672	25976	--	338000
93	66639	50779	87963	67029	16250	696692	483652	--	14952	--	23980	29916	693017	17672	25976	--	338000
94	68638	52302	90602	69040	16737	731527	501064	--	14952	--	23980	29916	730271	17672	25976	--	338000
95	70697	53871	93320	71111	17240	768103	519102	--	14952	--	23980	29916	770055	17672	25976	--	338000
96	72818	55488	96120	73244	17757	806508	537790	--	14952	--	23980	29916	812820	17672	25976	--	338000
97	75003	57152	99004	75442	18289	846834	557150	--	14952	--	23980	29916	866545	17672	25976	--	338000
98	77253	58867	101974	77705	18838	889176	577207	--	14952	--	23980	29916	923827	17672	25976	--	338000
99	79570	60633	105033	80036	19403	933634	597987	--	14952	--	23980	29916	984902	17672	25976	--	338000
100	81957	62452	108184	82437	19985	980316	619514	--	14952	--	23980	29916	1050021	17672	25976	--	338000
Total90-100	781071	595178	1031015	785643	190465	980316	619514	--	164472	--	263780	329076	1050021	194392	285736	--	338000
DB								--	--	--	--	--	1050021	211644	308531	--	--
Leverage*						980316	619514	--	393107	--	503580	628236	1050021	582756	724147	326400	338000
66v70Net		1956353		2329902	373549	606767	245965		19558		130031	254687	676472	209207	350598	--	290851
Cum Benefits*								--		--							

Note: 66v70 Cum Benefits* = Cumulative social security net benefits at 66 plus cumulative leverage less social security net benefits at 70.

Table 3: Scenario 3 - Couple with 150% Social Security Benefits

	Social Security Benefits							Early Benefits Leverage Options									
	1	2	3	4	5	A	B	C1			C2	C3	D1	D2	D3	E1	E2
						Investments				Annuty After Tax				Joint Life IUL Income		LTC Insurance	
Age	SS 66 COLA 3%	SS 66 Net Tax 28%	SS 70 COLA 3%	SS 70 Net Tax 28%	70 v 66 Net Deficit	5% Tax Deferred	5% Taxable Tax 28%	Husband	Wife	H + W Premium	Joint Life	Wife Only	IUL DB	80 Premium	85	Husband Premium	Wife Premium
								$111,551	$111,551		$223,102	$223,102		$156,641		$75,000	$75,000
66	45000	45066	0	0	0	36005	35525	--	--	--	--	--	455572	--	--	--	--
67	46350	35319	0	0	0	74890	73394	--	--	--	--	--	455572	--	--	--	--
68	47745	36382	0	0	0	116836	113728	--	--	--	--	--	455572	--	--	--	--
69	49173	37470	0	0	0	162021	156641	--	--	--	--	--	455572	--	--	--	--
Total 66-69	188268	154237	0	0	0	162021	156641	--	--	--	--	--	455572	--	--	--	--
DB													455572	--	--	--	--
Leverage						162021	156641	--	--	--	--	--	455572	--	--	--	--
66v70Net		154237	0	0	0	162021	156641						455572				
Cum Benefits*																	
70	50648	38594	66855	50944	12350	170122	162280	--	--	--	--	--	455572	--	--	244812	243108
71	52167	39752	68861	52472	12721	178628	168122	--	--	--	--	--	455572	--	--	244812	243108
72	53732	40944	70926	54046	13102	187560	174175	--	--	--	--	--	455572	--	--	244812	243108
73	55344	42173	73054	55668	13495	196937	180445	--	--	--	--	--	455572	--	--	244812	243108
74	57005	43438	75246	57338	13900	206784	186941	--	--	--	--	--	455572	--	--	244812	243108
75	58715	44741	77503	59058	14317	217124	193671	--	--	--	--	--	455572	--	--	244812	243108
76	60476	46083	79828	60830	14747	227980	200643	--	--	--	--	--	455572	--	--	244812	243108
77	62291	47466	82223	62655	15189	239379	207866	--	--	--	--	--	455572	--	--	244812	243108
78	64159	48890	84690	64534	15645	251348	215349	--	--	--	--	--	455572	--	--	244812	243108
79	66084	50356	87231	66470	16114	263915	223102	--	--	--	--	--	455572	--	--	244812	243108
Total 70-79	580623	442437	766418	584016	141579	263915	223102	--	--	--	--	--	455572	--	--	244812	243108
DB													455572	--	--		
Leverage*						263915	223102	--	--	--	--	--	455572	--	--	244812	243108
66v70Net		596674		584016	12658	263915	223102						455572			244812	243108
Cum Benefits*																	
80	68067	51867	89848	68464	16597	277111	231133	11861	11220	23081	17988	22440	455572	11684	--	244812	243108
81	70109	53423	92543	70518	17095	290967	239454	11861	11220	23081	17988	22440	455572	11684	--	244812	243108
82	72212	55026	95320	72633	17608	305515	248075	11861	11220	23081	17988	22440	455572	11684	--	244812	243108
83	74379	56676	98179	74812	18136	320791	257005	11861	11220	23081	17988	22440	455572	11684	--	244812	243108
84	76610	58377	101125	77057	18680	336830	266257	11861	11220	23081	17988	22440	455572	11684	--	244812	243108
85	78908	60128	104158	79369	19240	353672	275843	11861	11220	23081	17988	22440	455572	11684	17995	244812	243108
86	81276	61932	107283	81750	19818	371355	285773	11861	11220	23081	17988	22440	455572	11684	17995	244812	243108
87	83714	63790	110502	84202	20412	389923	296061	11861	11220	23081	17988	22440	455572	11684	17995	244812	243108
88	86225	65704	113817	86728	21025	409419	306719	11861	11220	23081	17988	22440	455572	11684	17995	244812	243108
89	88812	67675	117231	89330	21655	429890	317761	11861	11220	23081	17988	22440	455572	11684	17995	244812	243108
Total 80-89	780312	594597	1030007	784863	190266	429890	317761	118610	112200	230810	179880	224400	455572	116840	89975	244812	243108
DB										--	--	--	455572	317937	356195		
Leverage*						429890	317761	--	--	230810	179880	224400	455572	434777	446170	244812	243108
66v70Net		1191271		1368879	177608	252282	140153			53202	2272	46792	277964	257169	268562	156008	154304
Cum Benefits*																	
90	91476	69705	120748	92010	22305	451385	329200	11861	11220	23081	17988	22440	455572	11684	17995	244812	243108
91	94220	71796	124370	94770	22974	473954	341052	11861	11220	23081	17988	22440	455572	11684	17995	244812	243108
92	97047	73950	128102	97613	23663	497652	353329	11861	11220	23081	17988	22440	460984	11684	17995	244812	243108
93	99958	76169	131945	100542	24373	522535	366049	11861	11220	23081	17988	22440	485452	11684	17995	244812	243108
94	102957	78454	135903	103558	25104	548661	379227	11861	11220	23081	17988	22440	511463	11684	17995	244812	243108
95	106046	80807	139980	106665	25858	576094	392879	11861	11220	23081	17988	22440	539269	11684	17995	244812	243108
96	109227	83231	144179	109865	26633	604899	407023	11861	11220	23081	17988	22440	569189	11684	17995	244812	243108
97	112504	85728	148505	113161	27432	635144	421676	11861	11220	23081	17988	22440	606782	11684	17995	244812	243108
98	115879	88300	152960	116556	28255	666901	436875	11861	11220	23081	P17988	22440	646865	P11684	17995	244812	243108
99	119355	90949	157549	120052	29103	700246	452583	11861	11220	23081	17988	22440	689602	11684	17995	244812	243108
100	122936	93678	162275	123654	29976	735259	468876	11861	11220	23081	17988	22440	735169	11684	17995	244812	243108
Total90-100	1171606	892767	1546516	1178445	285678	735259	468876	130471	123420	253891	179880	246840	735169	116840	197945	244812	243108
DB										--	--	--	735169	140311	214046		
Leverage*						735259	468876	--	--	484701	377748	471240	735169	385675	501966	244812	243108
66v70Net		2084038		2547324	463286	271973	5590			21415	-85538	7954	271883	-77611	38680	13169	11465
Cum Benefits*																	

Note: 66v70 Cum Benefits* = Cumulative social securty net benefits at 66 plus cumulative leverage less cumulative social security net benefits at 70.

Table 3A: Scenario 3A - Couple with 150% Social Security Benefits and Survivor Benefits after 85

Age	1 SS 66 COLA 3%	2 SS 66 Net Tax 28%	3 SS 70 COLA 3%	4 SS 70 Net Tax 28%	5 70 v 66 Net Deficit	A Investments 5% Tax Deferred	B Investments 5% Taxable Tax 28%	C1 Husband $111,551	C1 Wife $111,551	Annuity After Tax H + W Premium	C2 Joint Life $223,102	C3 Wife Only $223,102	D1 IUL DB	D2 Joint Life IUL Income 80 Premium $156,641	D3 Joint Life IUL Income 85	E1 LTC Insurance Husband Premium $75,000	E2 LTC Insurance Wife Premium $75,000
	Social Security Benefits								Early Benefits Leverage Options								
66	45000	45066	0	0	0	36005	35525	--	--	--	--	--	455572	--	--	--	--
67	46350	35319	0	0	0	74890	73394	--	--	--	--	--	455572	--	--	--	--
68	47745	36382	0	0	0	116836	113728	--	--	--	--	--	455572	--	--	--	--
69	49173	37470	0	0	0	162021	156641	--	--	--	--	--	455572	--	--	--	--
Total 66-69	188268	154237	0	0	0	162021	156641	--	--	--	--	--	455572	--	--	--	--
DB													455572	--	--	--	--
Leverage						162021	156641	--	--	--	--	--	455572	--	--	--	--
66v70Net		154237	0	0	0	162021	156641						455572				
Cum Benefits*																	
70	50648	38594	66855	50944	12350	170122	162280	--	--	--	--	--	455572	--	--	244812	243108
71	52167	39752	68861	52472	12721	178628	168122	--	--	--	--	--	455572	--	--	244812	243108
72	53732	40944	70926	54046	13102	187560	174175	--	--	--	--	--	455572	--	--	244812	243108
73	55344	42173	73054	55668	13495	196937	180445	--	--	--	--	--	455572	--	--	244812	243108
74	57005	43438	75246	57338	13900	206784	186941	--	--	--	--	--	455572	--	--	244812	243108
75	58715	44741	77503	59058	14317	217124	193671	--	--	--	--	--	455572	--	--	244812	243108
76	60476	46083	79828	60830	14747	227980	200643	--	--	--	--	--	455572	--	--	244812	243108
77	62291	47466	82223	62655	15189	239379	207866	--	--	--	--	--	455572	--	--	244812	243108
78	64159	48890	84690	64534	15645	251348	215349	--	--	--	--	--	455572	--	--	244812	243108
79	66084	50356	87231	66470	16114	263915	223102	--	--	--	--	--	455572	--	--	244812	243108
Total 70-79	580623	442437	766418	584016	141579	263915	223102	--	--	--	--	--	455572	--	--	244812	243108
DB													455572	--	--		
Leverage*						263915	223102	--	--	--	--	--	455572	--	--	244812	243108
66v70Net		596674		584016	12658	263915	223102						455572			244812	243108
Cum Benefits*																	
80	68067	51867	89848	68464	16597	277111	231133	11861	11220	23081	17988	22440	455572	11684	--	244812	243108
81	70109	53423	92543	70518	17095	290967	239454	11861	11220	23081	17988	22440	455572	11684	--	244812	243108
82	72212	55026	95320	72633	17608	305515	248075	11861	11220	23081	17988	22440	455572	11684	--	244812	243108
83	74379	56676	98179	74812	18136	320791	257005	11861	11220	23081	17988	22440	455572	11684	--	244812	243108
84	76610	58377	101125	77057	18680	336830	266257	11861	11220	23081	17988	22440	455572	11684	--	244812	243108
80-84	361377	275369	477015	363485	88116	336830	266257	--	--	115405	89940	112200	455572	58420			
		Survivor Benefits			Survivor Deficits												
85	52606	40086	69440	52913	12827	353672	275843	--	11220	--	17988	22440	455572	11684	17995	--	243108
86	54184	41289	71523	54500	13212	371355	285773	--	11220	--	17988	22440	455572	11684	17995	--	243108
87	55810	42527	73669	56135	13608	389923	296061	--	11220	--	17988	22440	455572	11684	17995	--	243108
88	57484	43803	75879	57819	14016	409419	306719	--	11220	--	17988	22440	455572	11684	17995	--	243108
89	59209	45117	78155	59554	14437	429890	317761	--	11220	--	17988	22440	455572	11684	17995	--	243108
TotL 80-89	640670	488191	745681	644406	156216	429890	317761	--	56100	115405	89940	224400	455572	116840	89975	--	243108
DB										--	--	--	455572	317937	356195	--	--
Leverage*						429890	317761	--		171505	179880	224400	455572	434777	446170	244812	243108
66v70Net		1084865		1228422	143557	286333	174204			27948	36323	80843	312015	291220	302613	--	344363
Cum Benefits*																	
90	60984	46470	80499	61341	14871	451385	329200	--	11220	--	17988	22440	455572	11684	17995	--	243108
91	62814	47864	82914	63181	15317	473954	341052	--	11220	--	17988	22440	455572	11684	17995	--	243108
92	64698	49300	85401	65077	15777	497652	353329	--	11220	--	17988	22440	460984	11684	17995	--	243108
93	66639	50779	87963	67029	16250	522535	366049	--	11220	--	17988	22440	485452	11684	17995	--	243108
94	68638	52302	90602	69040	16737	548661	379227	--	11220	--	17988	22440	511463	11684	17995	--	243108
95	70697	53871	93320	71111	17240	576094	392879	--	11220	--	17988	22440	539269	11684	17995	--	243108
96	72818	55488	96120	73244	17757	604899	407023	--	11220	--	17988	22440	569189	11684	17995	--	243108
97	75003	57152	99004	75442	18289	635144	421676	--	11220	--	17988	22440	606782	11684	17995	--	243108
98	77253	58867	101974	77705	18838	666901	436875	--	11220	--	17988	22440	646865	11684	17995	--	243108
99	79570	60633	105033	80036	19403	700246	452583	--	P11220	--	17988	22440	689602	11684	17995	--	243108
100	81957	62452	108184	82437	19985	735259	468876	--	11220	--	17988	22440	735169	11684	17995	--	243108
Total90-100	781071	595178	1031015	785643	190465	735259	468876	--	112200	--	197868	246840	735169	128524	197945	--	243108
DB													735169	140311	214046	--	--
Leverage*						735259	468876	--	294925		377748	471240	735169	385675	501966	244812	243108
66v70Net		1680043		2014065	334022	401237	134854		-39097		33726	137218	401147	51653	167944	--	153898
Cum Benefits*																	

Note: 66v70 Net Cum Benefits* = Cumulative social security net benefits at 66 plus cumulative leverage less cumulative social security net benefits at 70.

Table 4*
Summary of Net Benefits and Deficits of Social Security Claim at 66
Age 66-100

66-69 Net SS Benefits	$95,638	$95,638	$191,276	$191,276	$154,237	$154,237
Leverage Options	**Scenario 1 Single Male**	**Female**	**Scenario 2 Couple with 200% Benefits**	**Scenario 2A Survivor**	**Scenario 3 Couple with 150% Benefits**	**Scenario 3A Survivor**
A	$174,104	$174,104	$348,209	$606,767	$271,973	$401,573
B	-3458 P100	-3458 P100	-12593 P100	245965	5590	134854
CM	16251	--	--	--	--	--
CF	--	-2040 P100	--	--	--	--
C1	--	--	14168	19558	21415	-39097 P99
C2	--	--	-128527 P97	130031	-85538 P98	33726
C3	--	--	-3871 P100	254687	7954	137218
D1M	93678	--	--	--	--	--
D2M	-70598 P97	--	--	--	--	--
D3M	-29079 P99	--	--	--	--	--
D1F	--	52669	--	--	--	--
D2F	--	-76235 P97	--	--	--	--
D3F	--	-57773 P98	--	--	--	--
D1	--	--	417914	676472	271883	401147
D2	--	--	-49351 P99	209207	-77611 P98	51653
D3	--	--	92040	350598	38680	167944
E1	10368	--	10346	--	13169	--
E2	--	21968	21946	290851	11465	153898

*All data are based on the last line of Tables 1-3A.