

PLANNING HIGHLIGHTS

Prepared For

MR & MRS VALUED CLIENT

May 1, 2004



ASSET DESIGN CENTER

GARY LEWIS

3290 Warrensville Center Road #301

Shaker Heights, OH 44122

(216) 921-1241

ASSET DESIGN CENTER



BENEFITS TO YOUR CLIENTS

Provide your clients with “Guardian Angel Protection” against:

- Undefined goals
- Excessive annual investment fees
- Unnecessary income tax on investments
- Improper Asset Allocation
- Inadequate Estate Planning

Most clients can reduce their total investment fees to less than 1%. Estate planning direction can result in millions more to heirs and charity.

Additional client studies include:

- Investment and Risk Management Analyses
- Insurance Analysis
- Education Funding Analysis
- Accumulation and Retirement Projections
- Comprehensive and Tactical Estate Planning

BENEFITS TO YOU

- Direct all of your clients’ planning needs
- Increase your revenues through fee sharing
- Presentations formatted to your specifications
- Tactical plans for your favorite strategies

The Asset Design Center provides "fee-only" financial planning. We do not sell products.



GARY A. LEWIS

Director

Over the past five years, Gary's nation-wide clientele of financial planners has enabled him to lead in the planning process for more than 400 clients with assets in excess of \$4 billion.

Through his extensive experience and access to many leading tax, insurance and charitable giving authorities, he can help uncover solutions for even the most complex financial planning problems.

His investment knowledge is the culmination of more than 20 years of study, portfolio development and risk management work. As a Specialist with the Commodity Futures Trading Commission in Chicago he developed and monitored hedging and risk management strategies while working with the world's largest banks, commodity firms and trading advisers. He later spent two years as a Vice President of a major bank in Mexico City where he focused on currency and interest rate risk management.

Gary received an MBA in finance from Northwestern University's Kellogg Graduate School of Management.

His specialty is designing goal-driven investment portfolios, featuring targeted rates of return and reduced volatility with low tax and expense levels.

WHEN PRECISE GOALS ARE ESTABLISHED, PROPER PLANNING CAN BE ACHIEVED

ROBERT AND REBECA JOHNSON

OBJECTIVES

1. Our primary goal is maintain our current lifestyle through our retirement years. Our current, after-tax lifestyle requirement is \$120,000 annually. We anticipate a 3% long-term inflation rate.
2. We believe we can reduce our income tax expenses by at least 20%. We would be open to any charitable strategies that might exist as long as we can continue to maintain our lifestyle.
3. Each of our three children should receive an inheritance of \$3 million, in today's dollars, at our death.
4. We desire to establish a charitable legacy by establishing a foundation which will work towards alleviating world hunger.
5. We prefer to direct all of our social capital to our cause instead of paying taxes.

YOUR NET WORTH STATEMENT IS DEVELOPED

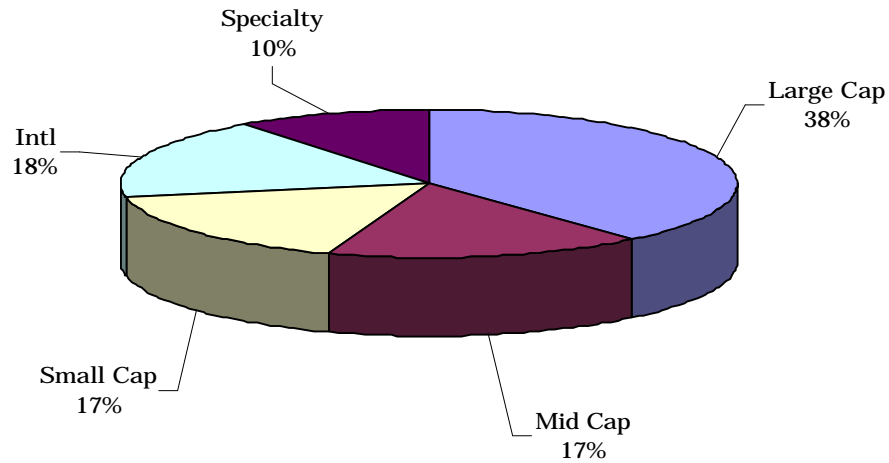
ROBERT AND REBECA JOHNSON				
BALANCE SHEET				
	ROBERT	REBECA	JOINT	TOTAL
CASH - EQUIVALENTS				
Bank One CDs	-	-	200,000	200,000
Bank One Checking	-	-	50,000	50,000
Life Insurance Cash Value	120,000	-	-	120,000
Total cash	120,000	-	250,000	370,000
MARKETABLE SECURITIES				
Merrill Lynch Account	650,000	2,050,000	-	2,700,000
Schwab Account	1,000,000	-	-	1,000,000
Bear Stearns Account	300,000	-	-	300,000
Total Marketable Securities	1,950,000	2,050,000	-	4,000,000
REAL ESTATE INTERESTS				
South Street Apartments	-	3,000,000	-	3,000,000
Total real estate interests	-	3,000,000	-	3,000,000
QUALIFIED PLANS				
401 (k)	450,000	-	-	450,000
Alliance TSA	-	650,000	-	650,000
Total qualified plans	450,000	650,000	-	1,100,000
RESIDENCE				
9999 Essex Blvd	-	-	1,000,000	1,000,000
Total	-	-	1,000,000	1,000,000
PERSONAL PROPERTY				
Automobiles	35,000	20,000	-	55,000
Furniture	-	250,000	-	250,000
Art and Antiques	-	500,000	-	500,000
Jewelry	-	350,000	-	350,000
Total	35,000	1,120,000	-	1,155,000
TOTAL ASSETS	2,555,000	6,820,000	1,250,000	10,625,000
LIABILITIES				
Mortgage on Residence	-	-	200,000	200,000
Mortgage on Apartments	-	425,000	-	425,000
Total	-	425,000	200,000	625,000
TOTAL NET WORTH	2,555,000	6,395,000	1,050,000	10,000,000

YOUR INVESTMENTS ARE ANALYZED

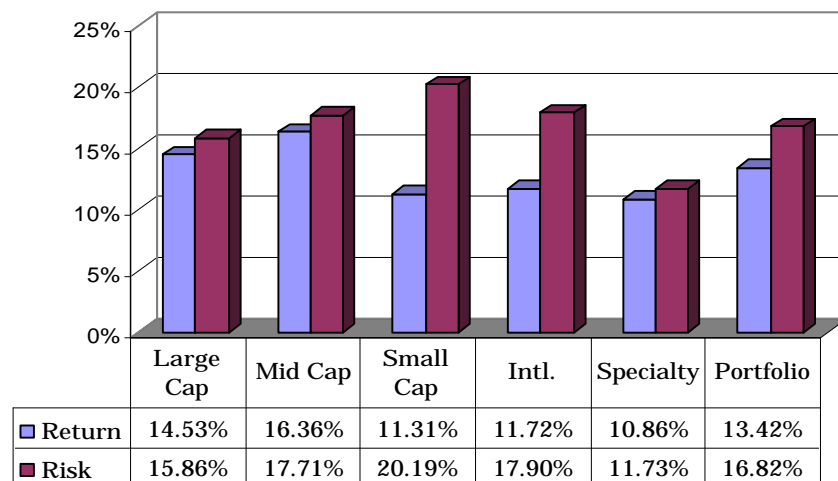
ROBERT AND REBECA JOHNSON				
BALANCE SHEET				
	ROBERT	REBECA	JOINT	TOTAL
LARGE CAPITALIZATION				
Smithson Deluxe Fund	200,000	-	-	200,000
Horizons Growth	125,000	-	-	125,000
T Rowe Price Growth	150,000	-	-	150,000
Going Strong Funds	100,000	-	-	100,000
Phillips Top 20	100,000	-	-	100,000
Murphy Big Cap	100,000	-	-	100,000
American Growth	75,000	-	-	75,000
Johnson Capital I	50,000	-	-	50,000
Ryan Fund	25,000	-	-	25,000
Total Large-Cap	925,000	-	-	925,000
MID CAPITALIZATION				
Greentree Midcap	200,000	-	-	200,000
Horizon Midcap	100,000	-	-	100,000
Value Hedgers	100,000	-	-	100,000
Total Mid-Cap	400,000	-	-	400,000
SMALL CAPITALIZATION				
City Small Cap	200,000	-	-	200,000
Albany Small Value	200,000	-	-	200,000
Total Small-Cap	400,000	-	-	400,000
INTERNATIONAL				
Kimberly Funds	125,000	-	-	125,000
Columbus Discovery	100,000	-	-	100,000
Erikson Voyager	100,000	-	-	100,000
Value Partners Intl	50,000	-	-	50,000
Smithson Far East	50,000	-	-	50,000
Total International	425,000	-	-	425,000
SPECIALTY				
REIT Fund	150,000	-	-	150,000
Capital REIT	100,000	-	-	100,000
Total Specialty	250,000	-	-	250,000

RISK AND RETURN ARE ASSESSED

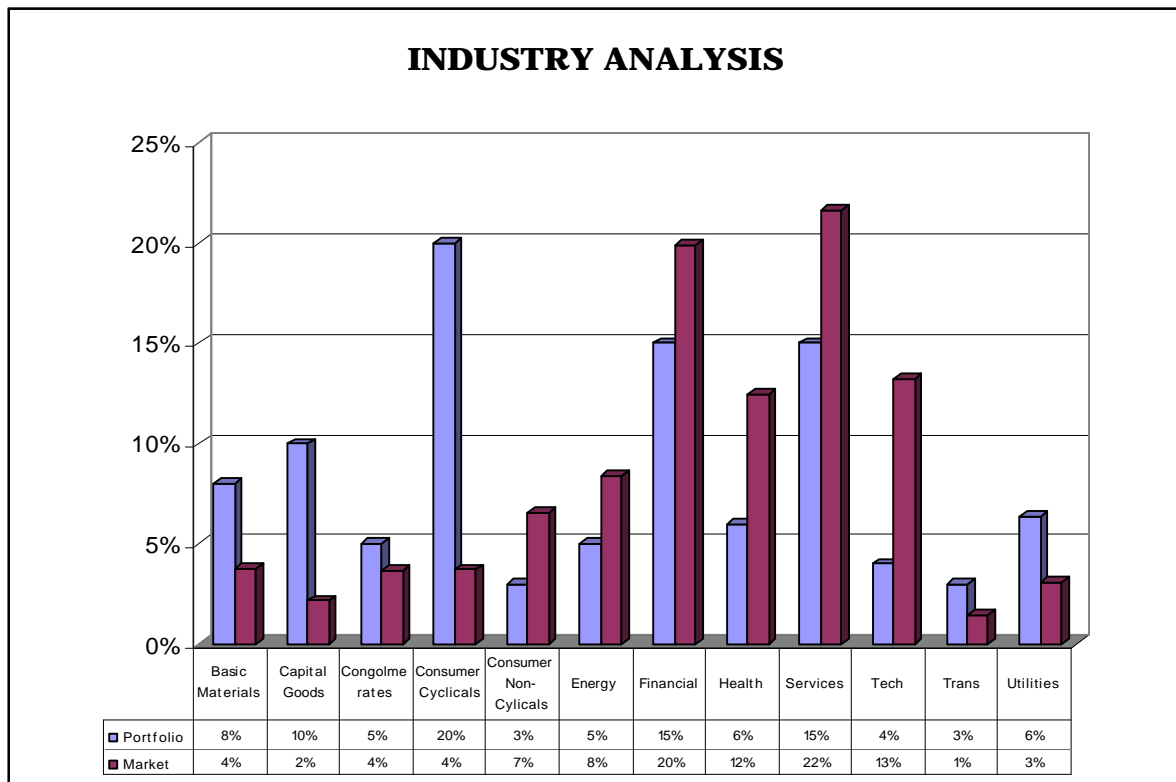
STOCK ALLOCATION



15 YEAR EQUITY BENCHMARK RESULTS



INDUSTRY WEIGHTINGS ARE MEASURED



THE COSTS OF YOUR PORTFOLIO ARE SCRUTINIZED

ROBERT AND REBECA JOHNSON

ANNUALIZED INVESTMENT COSTS

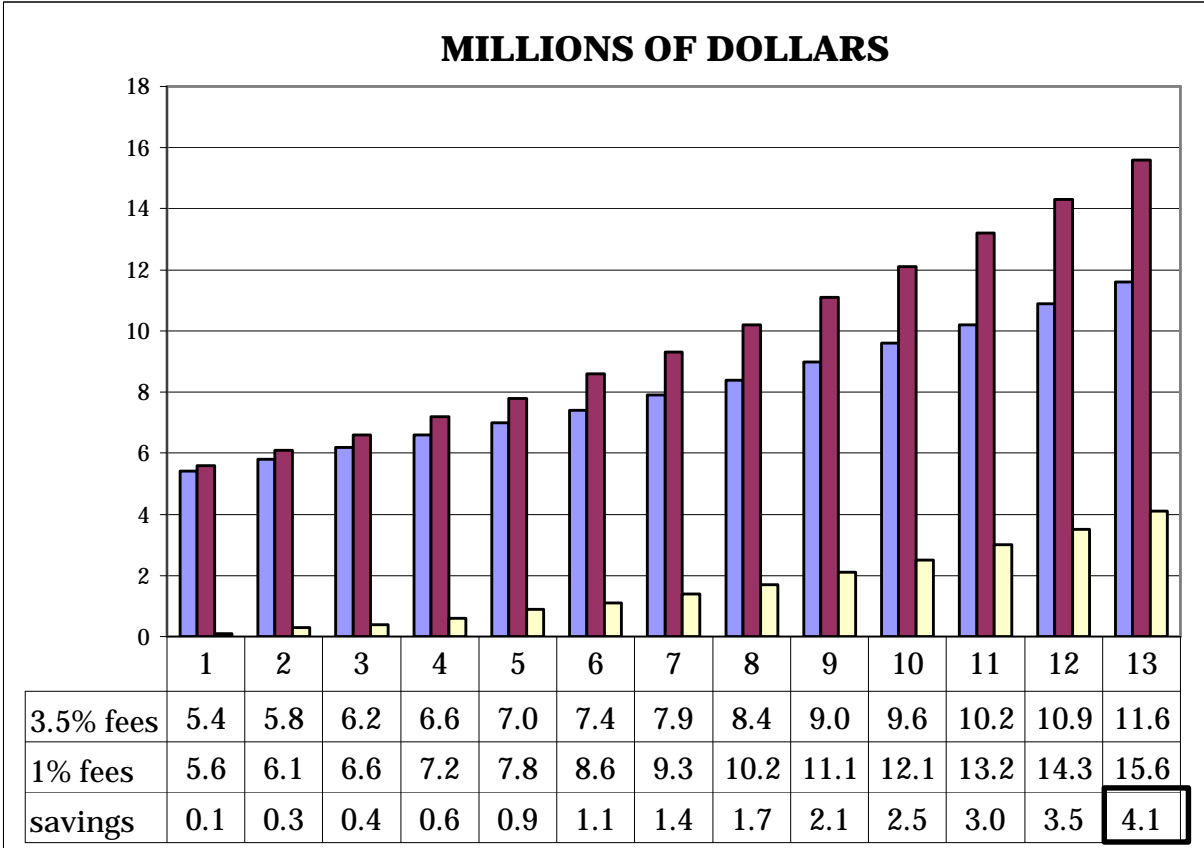
	Avg. 5 Year Pre-tax Return	Average Standard Deviation	Annual Percentage Turnover*	Average Expense Ratio	Average Tax Ratio
STOCKS					
Large Cap Funds	3.25%	23.26%	77.27%	1.55%	1.88%
Mid Cap Funds	4.19%	15.36%	25.25%	1.35%	2.00%
Small Cap Funds	4.30%	16.72%	45.00%	1.93%	0.85%
International Funds	2.94%	12.83%	44.94%	1.40%	2.39%
Specialty Funds	9.47%	11.96%	25.40%	1.44%	1.32%
Anticipated Annual	4.17%	17.83%	52%	1.54%	1.76%
BONDS					
Short Term	6.34%	2.28%	125.32%	0.66%	1.62%
Intermediate Term	7.88%	6.83%	84.56%	0.89%	3.28%
Long Term	9.14%	8.33%	101.47%	0.80%	3.28%
Anticipated Annual	8.05%	6.47%	99.28%	0.81%	2.94%

Average Annual Cost of Portfolio*
(not including taxes on interest from cash)

<u>Expenses</u>	<u>Taxes</u>
\$ 58,848	\$ 121,597

*Turnover indicates the level of trading in the fund. Generally, transaction costs due to turnover are not included in management fees. Thus the actual annual cost of holding this portfolio may be higher.

PROPER PLANNING CAN SAVE YOU MILLIONS



By reducing your fees by 2.5%, your accounts could have \$4 million more at retirement.

APPROPRIATE STUDIES HELP DETERMINE YOUR PLAN

ACCUMULATION STUDY

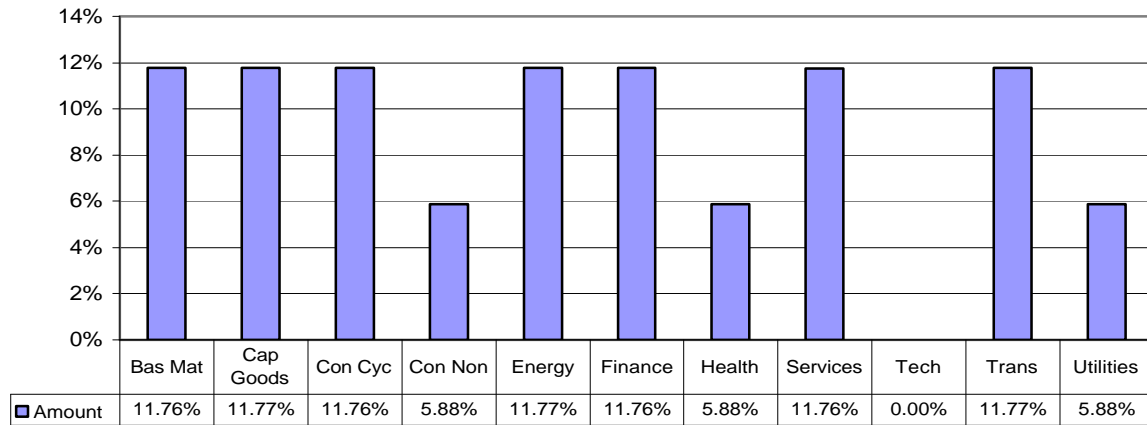
ASSUMPTIONS

Robert's QP Assets	\$ 20,000	Joint Salary	\$ 120,000	Side Fund	
Brenda's QP Assets	\$ 30,000	Annual Increase	5%	Growth Rate	8%
Robert's Annual Contribution	Maximum	Tax Rate	25%	Annual Contribution	\$ 10,185
Brenda's Annual Contribution	\$ 8,000	Lifestyle Need	\$ 60,000		
Robert's Age to Begin Retirement	61	Annual Increase	3%		
Required Growth Rate	8.00%				

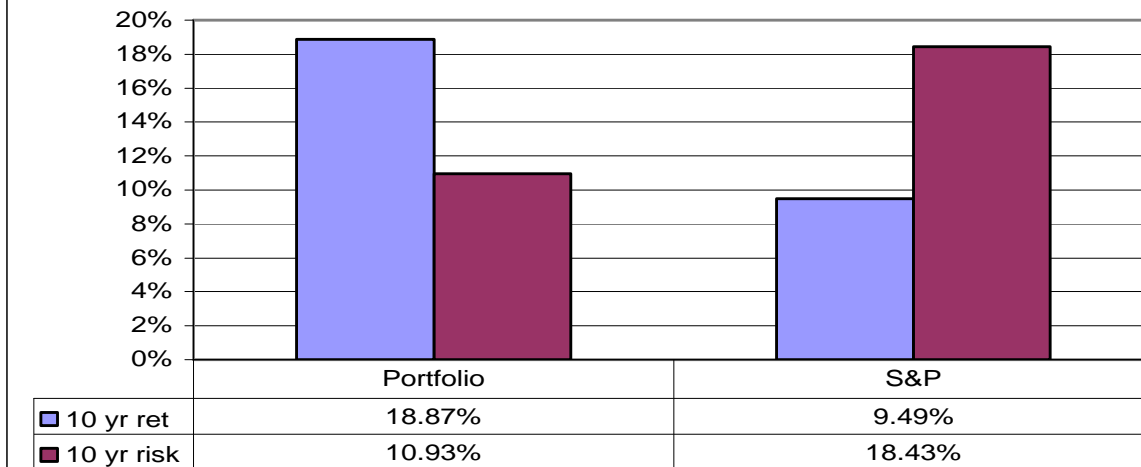
Year	Robert's age	Brenda's age	Beginning		End of Year		Joint Annual Salaries	Annual Lifestyle Needs	Annual Qualified Plan		Surplus/ Deficit	Side Fund
			Qualified Plan	Total Contribution	Total Earnings	Q.P. Balance			Contributions	Taxes		
2003	36	33	50,000	15,000	5,200	70,200	120,000	60,000	15,000	30,000	15,000	10,185
2004	37	34	70,200	16,150	6,908	93,258	126,000	61,800	16,150	31,500	16,550	21,185
2005	38	35	93,258	17,308	8,845	119,411	132,300	63,654	17,308	33,075	18,264	33,065
2006	39	36	119,411	18,473	11,031	148,914	138,915	65,564	18,473	34,729	20,150	45,895
2007	40	37	148,914	18,647	13,405	180,966	145,861	67,531	18,647	36,465	23,219	59,752
2008	41	38	180,966	19,329	16,024	216,318	153,154	69,556	19,329	38,288	25,980	74,717
2009	42	39	216,318	20,020	18,907	255,245	160,811	71,643	20,020	40,203	28,945	90,880
2010	43	40	255,245	20,721	22,077	298,044	168,852	73,792	20,721	42,213	32,125	108,335
2011	44	41	298,044	18,432	25,318	341,795	177,295	76,006	18,432	44,324	38,532	127,187
2012	45	42	341,795	19,154	28,876	389,824	186,159	78,286	19,154	46,540	42,179	147,548
2013	46	43	389,824	19,387	32,737	441,948	195,467	80,635	19,387	48,867	46,579	169,536
2014	47	44	441,948	20,131	36,966	499,045	205,241	83,054	20,131	51,310	50,745	193,285
2015	48	45	499,045	20,888	41,595	561,528	215,503	85,546	20,888	53,876	55,194	218,932
2016	49	46	561,528	21,657	46,655	629,839	226,278	88,112	21,657	56,569	59,939	246,632
2017	50	47	629,839	22,440	52,182	704,461	237,592	90,755	22,440	59,398	64,999	276,548
2018	51	48	704,461	23,237	58,216	785,914	249,471	93,478	23,237	62,368	70,389	308,857
2019	52	49	785,914	24,049	64,797	874,760	261,945	96,282	24,049	65,486	76,128	343,750
2020	53	50	874,760	24,876	71,971	971,607	275,042	99,171	24,876	68,761	82,235	381,436
2021	54	51	971,607	25,720	79,786	1,077,113	288,794	102,146	25,720	72,199	88,730	422,136
2022	55	52	1,077,113	27,081	88,335	1,192,529	303,234	105,210	27,081	75,809	95,134	466,092
2023	56	53	1,192,529	27,960	97,639	1,318,128	318,396	108,367	27,960	79,599	102,470	513,564
2024	57	54	1,318,128	28,858	107,759	1,454,745	334,316	111,618	28,858	83,579	110,261	564,834
2025	58	55	1,454,745	29,776	118,762	1,603,282	351,031	114,966	29,776	87,758	118,531	620,206
2026	59	56	1,603,282	30,715	130,720	1,764,716	368,583	118,415	30,715	92,146	127,307	680,008
2027	60	57	1,764,716	32,175	143,751	1,940,643	387,012	121,968	32,175	96,753	136,116	744,594

PORTFOLIOS ARE DESIGNED TO MEET YOUR SPECIFIC NEEDS

Portfolio Composition

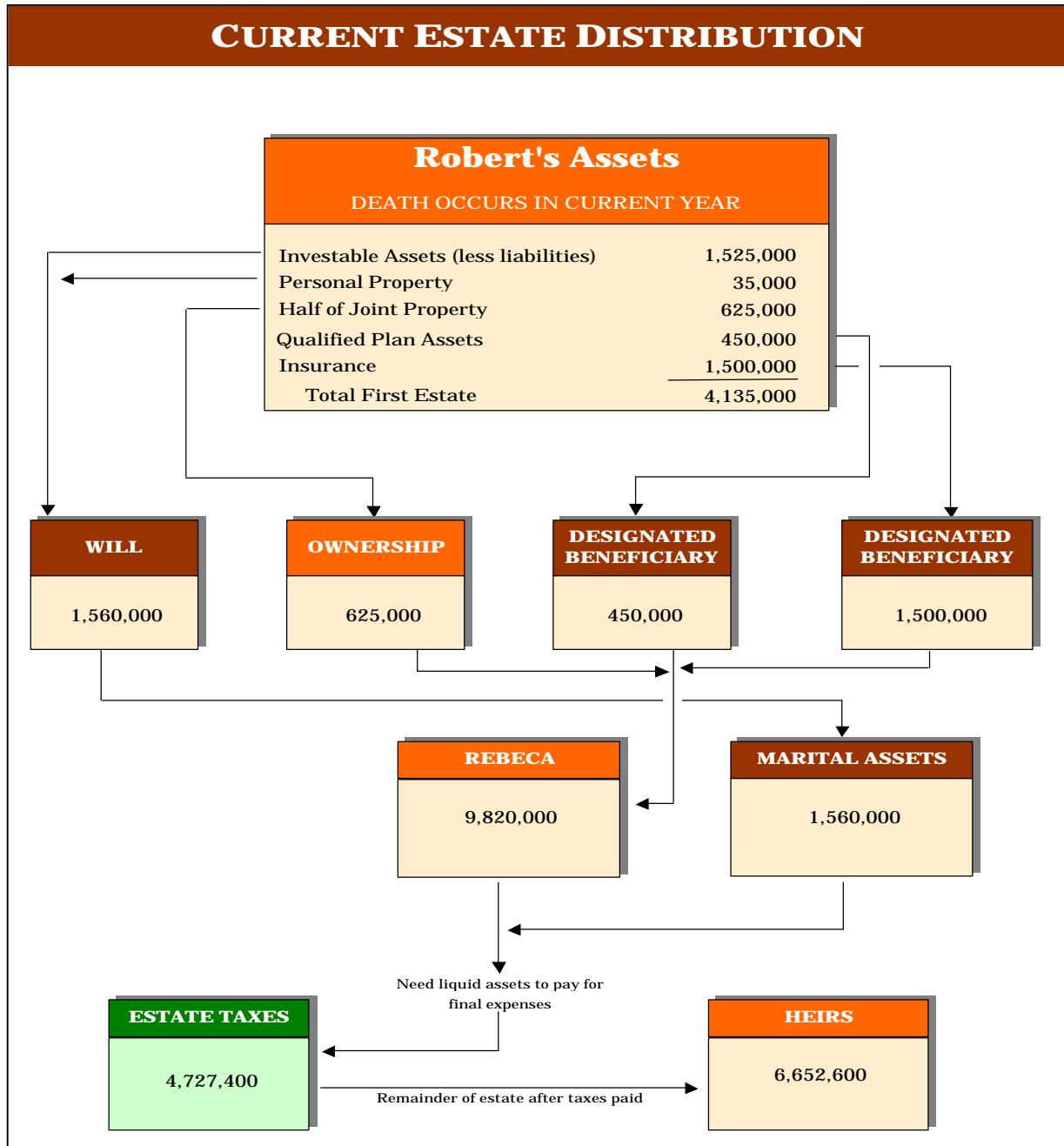


10 Year Risk/Return



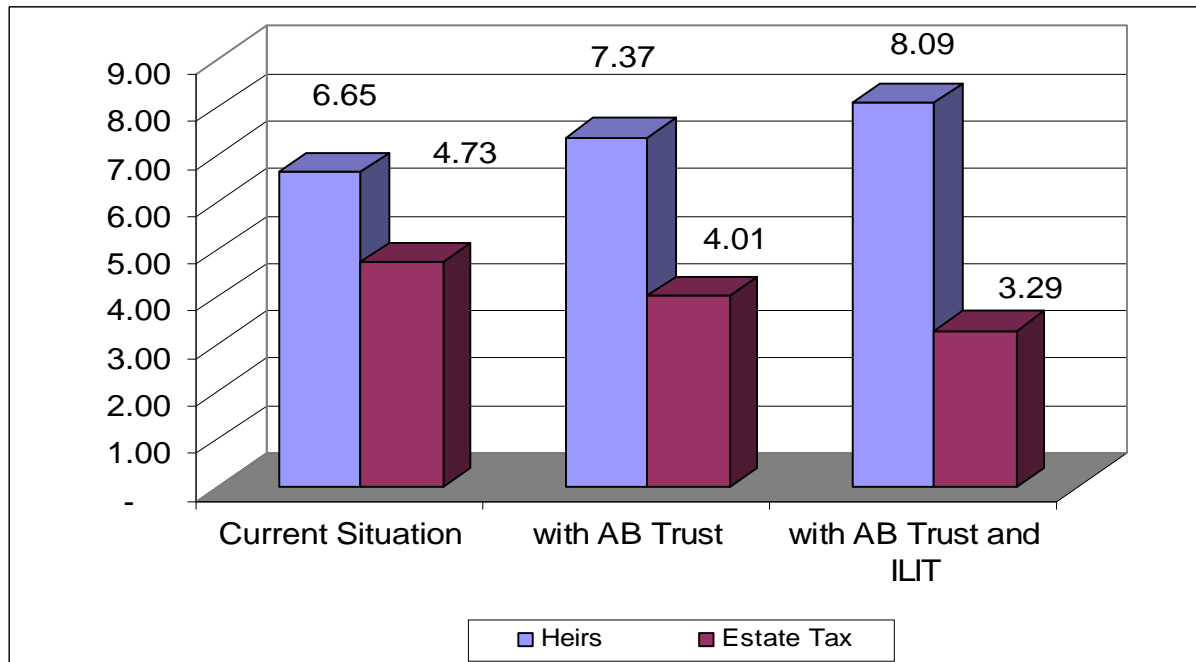
YOUR CURRENT ESTATE PLAN IS ANALYZED

CURRENT ESTATE DISTRIBUTION



A FEW BASIC IDEAS CAN SAVE YOU MILLIONS OF DOLLARS

POTENTIAL IMPROVEMENTS



CURRENT YEAR IN \$MILLIONS

	Current Situation	with AB Trust	with AB Trust and ILIT
Heirs	6.65	7.37	8.09
Estate Tax	4.73	4.01	3.29
Extra to Heirs	-	0.72	1.44

ACHIEVE THE RESULTS YOU WANT

- ✿ **DISCOVER WHAT YOU REALLY WANT OUT OF LIFE**
- ✿ **UNDERSTAND WHAT YOU HAVE TODAY AND TOMORROW**
- ✿ **DISCOVER HOW MUCH YOU'VE BEEN PAYING AND WHAT YOU HAVE BEEN RECEIVING**
- ✿ **ENSURE YOUR RETIREMENT WITH PROPER INVESTMENT MANAGEMENT**
- ✿ **TAKE CONTROL OF YOUR SOCIAL CAPITAL. ESTABLISH YOUR LEGACY**
- ✿ **FEEL THE SAFETY THAT GUARDIAN ANGEL PROTECTION PROVIDES**