

### **Scenario I (complete if your last name begins with A-E)**

- You are a single recent college graduate (age 22) starting a new job with a salary of \$60,000 (\$5,000/month).
- No significant health or dental issues
- You do wear eye contacts and visit the optometrist annually
- You are looking to also begin participating in your firm's 401(k) retirement plan which also provides for a small employer match
- Since you are just starting out you do not have much in savings and thus plan to live with your parents (rent-free) for a few years

\*\* You currently do not have any medical, dental, life, disability, etc. insurance and are thus eager to enroll in your firm's group plan. On average, people pay 5% of their gross salary for health benefits. However that is just an estimate and not a requirement.

### **Scenario II (complete if your last name begins with F-O)**

- You are married 54y/o male with a wife and two minor children (ages 14 and 12)
- You have a stable, long standing career making \$300,000/year (\$25,000/month).
- You are the sole financial provider for your family
- Child care is not a concern as your spouse is home
- There are no significant health or dental issues with you or your family.
- You currently contribute to your firm's 401(K) in the amount of \$15,000 (5% of your gross salary). The firm provides a small percentage match.
- Your main asset is the family home valued at \$500,000 (mortgage of \$225,000). You have liquid assets totaling \$400,000 (includes qualified and non-qualified accounts)

\*\* You currently do not have any medical, dental, life, disability, etc. insurance and are thus eager to enroll in your firm's group plan. On average, people pay 5% of their gross salary for health benefits. However that is just an estimate and not a requirement.

### **Scenario III (complete if your last name begins with P-Z)**

- You are a single 45 y/o single parent of one minor child (age 10)
- You have a stable, long standing career making \$200,000/year (\$16,667/month).
- There are no significant health or dental issues with you or your family.
- After school child care is required each week until you finish work (15 hours weekly). The cost weekly is \$450.
- Your main asset is the family home valued at \$300,000 (mortgage of \$150,000). You have liquid assets totaling \$275,000 (includes qualified and non-qualified).

\*\* You currently do not have any medical, dental, life, disability, etc. insurance and are thus eager to enroll in your firm's group plan. On average, people pay 5% of their gross salary for health benefits. However that is just an estimate and not a requirement.