



Financial Foundation® Report

WHAT IS A FINANCIAL FOUNDATION® REPORT?

A Financial Foundation® report is a financial planning service that provides you with a personalized, comprehensive financial analysis that you and your Merrill Lynch Financial Advisor can use as a guide to develop strategies and tactics for managing your wealth effectively.

WHEN DO YOU NEED A FINANCIAL FOUNDATION REPORT?

If you want an in-depth understanding of your financial situation so you'll be better able to identify opportunities, address challenges and take control of your finances, consider a Financial Foundation report.

WHAT ARE THE BENEFITS OF A FINANCIAL FOUNDATION REPORT?

Review your goals and your finances together

As a “road map” for addressing various financial goals and objectives in a coordinated manner, the Financial Foundation report can enhance your ability to build, manage and preserve wealth over the long term. The Financial Foundation report can help you:

- Assess your current financial position, including your net worth, cash flow and potential income- and estate-tax liabilities.
- Consider both short- and long-range goals, such as reducing taxes, increasing retirement funds or developing an estate plan, while you evaluate your entire financial picture all at once.
- Identify coordinated strategies for addressing each of your goals and objectives.
- Determine your tolerance toward investment risk and provide asset allocation recommendations.
- Respond effectively to ongoing changes in market conditions or your personal circumstances and needs.

See how well your assets are working for you

The Financial Foundation report:

- Highlights major findings about your finances.
- Provides a detailed analysis of your current financial situation.

- Identifies strategies to help you meet your goals and objectives.
- Offers a summary of specific recommendations.

Consider all aspects of your financial situation

Your Financial Advisor will help you carefully consider each section of the report, including the following:

- **Net worth.** Before you can plan realistically for the future, you need to assess where you stand today. The Financial Foundation report will provide a snapshot of your assets and liabilities and present your current net worth.
- **Retirement planning.** Whether you're approaching retirement or are already retired, managing your assets to meet your retirement lifestyle can be challenging. The Financial Foundation report features an analysis that will help you identify your retirement goals, determine whether you're saving enough to meet those goals and explore strategies—such as increasing annual retirement plan contributions, purchasing annuities and reallocating portfolio assets—for attaining the retirement you desire.
- **Tax planning and investment-related tax strategies.¹** The Financial Foundation report's tax-planning analysis will assess your current tax liabilities and help you and your Financial Advisor identify investment-related tax-saving strategies.
- **Education funding.** Saving adequately for your children's education requires long-range, disciplined planning. Your Financial Foundation report's education analysis will calculate the cost of sending each of your children to college, identify how much you need to save annually to attain your goals, and provide you with targeted saving and investment strategies.

- **Estate planning.** Without adequate planning, it may be difficult to preserve the value of your estate, pass it efficiently to chosen heirs and provide ample liquidity for final expenses. The Financial Foundation report's estate planning analysis will estimate the value of your estate, identify your potential estate-tax liability, and suggest trust, gifting and retitling strategies.²
- **Your investment strategy.** As an investor, you not only need to select the right mix of securities for your portfolio, you need a systematic way to measure success over time and make appropriate adjustments as necessary. The investment analysis in your Financial Foundation report will illustrate your current portfolio allocations and recommend appropriate modifications.
- **Income and asset protection.** Preserving your family's financial security in the event of your death or disability is a critical financial concern. The survivor analysis in your Financial Foundation report will evaluate how much your family would need for day-to-day expenses, long-range goals such as a child's college education, and the necessary liquidity to pay estate taxes. The analysis also will review your current resources, such as investments and life or disability insurance, and suggest a variety of investment solutions to close any gaps.

HOW CAN YOU GET STARTED?

If you're looking for an organized, effective wealth management process to help ensure that your financial concerns are being addressed appropriately, ask your Merrill Lynch Financial Advisor how a Financial Foundation report can help you achieve the life you want. Your Financial Advisor, who is committed to understanding your specific needs, can help you develop customized strategies that fit your goals, risk tolerance, investing style and time horizon. To learn more about Total MerrillSM and other Merrill Lynch services, visit www.askmerrill.ml.com.

The Financial Foundation report is an investment advisory service. Merrill Lynch offers a broad range of brokerage, investment advisory and other services. There are important differences between brokerage and investment advisory services, including the type of advice and assistance provided, the fees charged, and the rights and obligations of the parties. It is important for clients to understand these differences, particularly when determining which service or services to select. For more information about any of these services and their differences, see your Financial Advisor.

¹ Neither Merrill Lynch nor Merrill Lynch Financial Advisors provide legal or tax advice. We suggest that you discuss legal and tax issues with your own attorney or tax advisor.

² See note 1, above.



L-11-06

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Printed in the U.S.A. Member, Securities Investor Protection Corporation (SIPC).

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Code 209195PM-1106