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# RETIREMENT PLANNING

**APRIL 01, 2026**

**PLEASE READ THIS DISCLOSURE CAREFULLY.**

This information may help you analyze your financial planning needs. It is based on information and assumptions provided by you regarding your goals, expectations and financial situation. This service shall not infer that company assumes any fiduciary duties. In addition, such service should not be relied upon as the only source of information. This information is supplied from sources we believe to be reliable but we can not guarantee its accuracy. Hypothetical illustrations may provide historical or current performance information. Past performance does not guarantee nor indicate future results.

# RETIREMENT PLANNING

## Introduction

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### SOURCES OF RETIREMENT INCOME

Today, two traditional sources of retirement income - Social Security and company pension plans are figuring less and less in people's retirement planning. By some estimates\* these two sources will provide just 20 to 25 percent of what those in the middle-to-upper income group will need to live comfortably when they retire. The forecast is cloudy for Social Security. Some actuaries believe either the system is going broke and will be out of business before today's younger workers come close to retirement age, or Social Security will provide only a marginal contribution to the incomes of those other than the poorest retirees.

\*Sources: EBRI Notes September 2004 Vol. 25, No. 9; Aon Consulting's 2008 Replacement Ratio Study



### ROADBLOCKS TO RETIREMENT

**Inflation:** Inflation is constant, steady erosion of money's value. The amount of erosion varies - in some years the rate of inflation is higher than in others. But the effect of inflation never changes: the cost of living keeps going, so you may need more money just to break even.

**Taxes:** Just as inflation can erode your savings, income taxes can have a dramatic effect on your total return, negating as much as a third of your earnings. Consider carefully your savings vehicles to minimize "tax-bite" and maximize earnings. Consult your tax advisor with any questions on taxation issues.

**Procrastination:** By far the most dangerous of retirement roadblocks is procrastination. Each year that saving is postponed you lose the advantages of compound growth in that year. In exchange for a higher standard of living now you may deteriorate your standard of living during retirement.



### RETIREES MAY HAVE INADEQUATE SAVINGS

Having enough money for retirement can be one of the biggest financial concerns among Americans today. According to a recent survey by the Employee Benefit Research Institute, 70% of people polled said that future retirees will be financially "worse off" than current retirees. Almost the same number, 68 percent, think the percentage of elderly people living at or below the poverty line will increase in the future because of inadequate savings.

Some of this pessimism - particularly among younger people - comes from low expectations about the future of Social Security. Seventy-two percent of people think their benefits will be cut off or even eliminated altogether by the time they retire.

# RETIREMENT PLANNING

## Input And Assumptions

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### RETIREMENT OBJECTIVES

		YOU	SPOUSE
After-Tax Income Desired	\$74,880	47	40
Average Tax Rate (Pre-Retirement)	22.00%	59	65
Average Tax Rate (Post-Retirement)	22.00%	\$120,000	\$0
Inflation Rate	3.00%	2.00%	0.00%
Future Legacy To Heirs	\$0	85	85
Adjust Legacy For Inflation?	Yes		
Before-Tax Return (Pre-Retirement)	10.00%		
Before-Tax Return (Post-Retirement)	8.00%		

### SOCIAL SECURITY/PENSION

		YOU	SPOUSE
Include Social Security?	Yes	\$0	\$0
Social Security Inflation Rate	2.00%	\$0	\$0
Taxable Percentage of Social Security	85%	Yes	Yes
Annual Pension Benefit		65	0
Lump Sum Pension Benefit		n/a	n/a
Adjust Pension For Inflation?		n/a	n/a
Pension Begin Age		n/a	n/a
Social Security Override Age		n/a	n/a
Social Security Override Amount		n/a	n/a

### SAVINGS PLANS

	YOU	SPOUSE	INCREASE W/ PAY?
Annual Savings (Qualified Plans - Traditional)	\$19,600	\$0	Yes
Annual Savings (Qualified Plans - Roth)	\$7,000	\$7,000	Yes
Annual Savings (Non-Qualified Plans)	\$2,715	\$0	Yes

### ADDITIONAL RETIREMENT RECEIPTS/EXPENSES

DESCRIPTION	AMOUNT	START AGE	END AGE	INCREASE	TYPE	TAXABLE
Sell of Business	\$150,000	59	59	0.00%	Receipt	Yes

### ASSETS

DESCRIPTION	AMOUNT	OWNERSHIP	TYPE
	\$0	Client	Taxable Investment

# RETIREMENT PLANNING

## Needs And Resources

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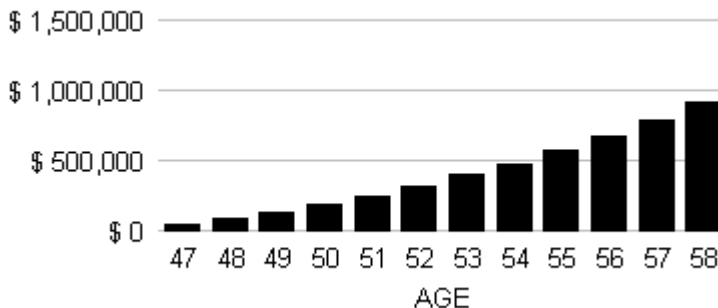
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### ASSET ACCUMULATION

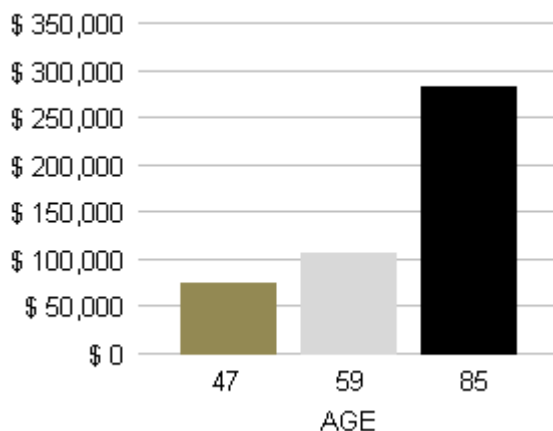
With regular contributions to a savings plan(s) and the effects of compounding interest, your retirement assets can accumulate to \$908,958 by the time you are ready to retire!



### GROWING RETIREMENT INCOME NEEDS

Unfortunately, just as your assets grow over time so do your retirement income needs. It may surprise you how much inflation can impact your retirement income needs.

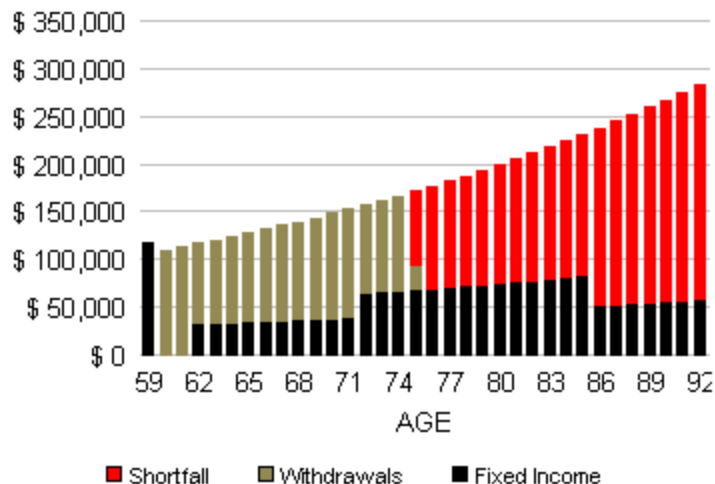
TODAY:	<b>\$74,880</b>
RETIREMENT:	<b>\$106,761</b>
END OF RETIREMENT:	<b>\$283,166</b>



### IMPORTANCE OF PLANNING

Careful planning can help you realize your financial goals and help you maintain the same standard of living you are accustomed to during your retirement years.

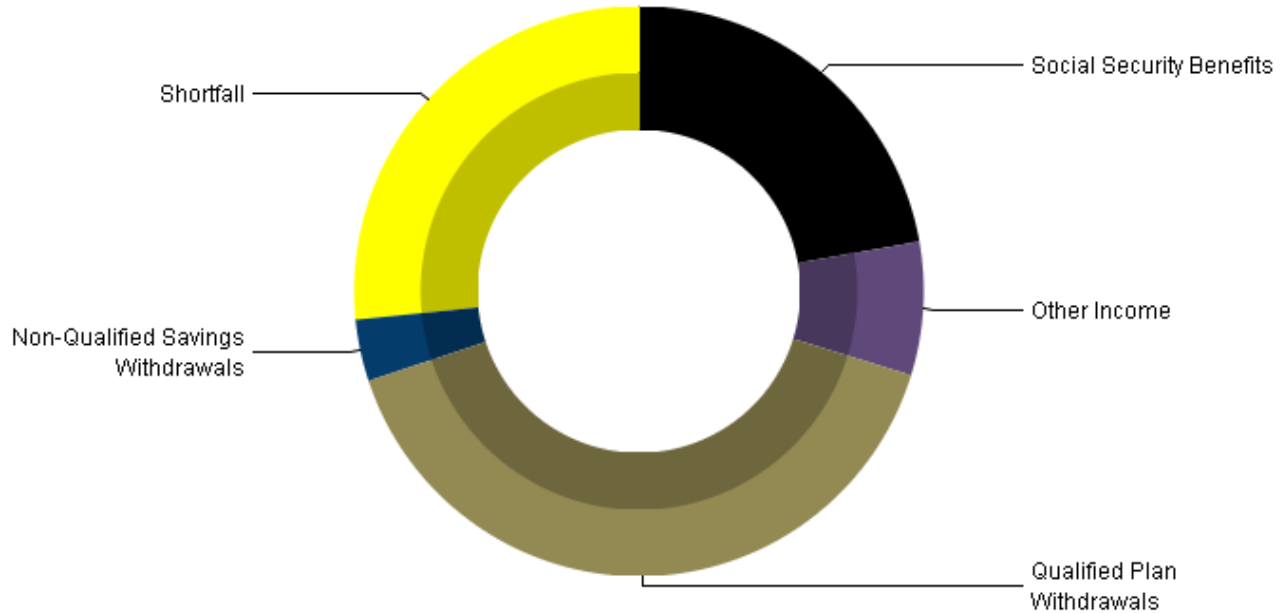
On the other hand, lack of planning may prevent you from achieving your retirement goals. You may have to 'tighten your belt' in later years of retirement as your retirement income needs exceed your retirement income and you are forced to make withdrawals from your retirement funds.



These projections are hypothetical. This information is meant to provide you with a general idea about your retirement income needs. The results given are for illustrative purposes only and do not represent the actual performance of any current or future investment. Rates of return will vary over time, especially for long-term investments.

### RESULTS AND RECOMMENDATIONS

ESTIMATED SOURCES OF RETIREMENT INCOME



Based on your current assumptions it appears that your annual after-tax retirement objective of \$74,880 per year (in today's dollars) would not likely be met. The sooner you take action to address your shortfall the easier it will be to adjust your finances and/or expectations.

### POTENTIAL SOLUTIONS

To meet your after-tax retirement objective of \$74,880, consider the following potential solutions:

- Reduce your income expectations.
- Seek to improve your expected returns.
- Consider postponing your retirement.

You may choose to meet your objective by increasing the amount you choose to save each month. To meet your objective you could save an additional \$947 monthly in a qualified, tax-advantaged investment. This savings level would generate a tax savings of \$208 resulting in a net, out-of-pocket cost of \$739. Or you could save an additional \$1,232 monthly in a non-qualified, taxable investment. \*



#### INCOME SUMMARY (TODAY'S \$)

First Year Goal Desired	<b>\$74,880</b>
Current Plans Provide	<b>\$54,963</b>
<hr/>	
Average Annual Shortfall	<b>\$19,917</b>
Goal Income Replaced	<b>73%</b>
Gross Income Replaced	<b>46%</b>

\* Qualified investment assumes new savings are invested at 10.0%. Non-qualified investment assumes new savings are invested at 7.8% after taxes. Assumed marginal tax rate of 22.0% before retirement, and 22.0% during retirement. Annual contributions are assumed to increase with inflation at 2.0%.

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# RETIREMENT PLANNING

## Details of Accumulation Phase

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### DETAILS OF PRE-RETIREMENT ACCUMULATION PHASE

Year	Your Age	Spouse Age	Investment Assets Beginning Balance	Annual Investment Savings	Investment Interest @ 7.8%	Qualified Retirement Assets Beginning Balance	Qualified Annual Retirement Savings	Qualified Retirement Interest @ 10.0%	Total Ending Balance
1	47	40	0	2,715	212	0	33,600	3,360	39,887
2	48	41	2,927	2,769	444	36,960	34,132	7,109	84,342
3	49	42	6,140	2,825	699	78,201	34,675	11,288	133,828
4	50	43	9,664	2,881	979	124,163	35,228	15,939	188,855
5	51	44	13,524	2,939	1,284	175,331	35,793	21,112	249,983
6	52	45	17,747	2,998	1,618	232,236	36,369	26,860	317,827
7	53	46	22,363	3,058	1,983	295,465	36,956	33,242	393,066
8	54	47	27,403	3,119	2,381	365,663	37,555	40,322	476,442
9	55	48	32,902	3,181	2,815	443,540	38,166	48,171	568,774
10	56	49	38,898	3,245	3,287	529,876	38,789	56,867	670,962
11	57	50	45,430	3,310	3,802	625,532	39,425	66,496	783,994
12	58	51	52,541	3,376	4,361	731,453	40,074	77,153	908,958

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# RETIREMENT PLANNING

## Summary of Distribution Phase

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### SUMMARY OF POST-RETIREMENT DISTRIBUTION PHASE

Year	Your Age	Spouse Age	Social Security	Annual Pension Payments	Wages & Other Income Less Expenses	Total After-Tax Income @ 22.0%	Retirement Income Needs	After-Tax Withdrawal Investments	After-Tax Withdrawal Qualified/Roth	Total Retirement Savings Balance	Annual Shortfall
13	59	52	0	0	150,000	117,000	106,761	0	0	999,052	0
14	60	53	0	0	0	0	109,964	74,917	35,046	957,099	0
15	61	54	0	0	0	0	113,263	0	113,263	884,402	0
16	62	55	38,365	0	0	31,191	116,661	0	85,470	844,371	0
17	63	56	39,132	0	0	31,814	120,160	0	88,346	797,155	0
18	64	57	39,915	0	0	32,451	123,765	0	91,314	742,052	0
19	65	58	40,713	0	0	33,100	127,478	0	94,378	678,299	0
20	66	59	41,527	0	0	33,762	131,303	0	97,541	629,991	0
21	67	60	42,358	0	0	34,437	135,242	0	100,805	579,082	0
22	68	61	43,205	0	0	35,126	139,299	0	104,173	520,461	0
23	69	62	44,069	0	0	35,828	143,478	0	107,650	453,397	0
24	70	63	44,951	0	0	36,545	147,782	0	111,237	377,092	0
25	71	64	45,850	0	0	37,276	152,216	0	114,940	290,684	0
26	72	65	77,165	0	0	62,735	156,782	0	94,047	212,368	0
27	73	66	78,708	0	0	63,990	161,486	0	97,496	124,062	0
28	74	67	80,282	0	0	65,270	166,330	0	101,061	24,842	0
29	75	68	81,888	0	0	66,575	171,320	0	24,842	0	-79,903
30	76	69	83,526	0	0	67,906	176,460	0	0	0	-108,553
31	77	70	85,196	0	0	69,265	181,753	0	0	0	-112,489
32	78	71	86,900	0	0	70,650	187,206	0	0	0	-116,556
33	79	72	88,638	0	0	72,063	192,822	0	0	0	-120,759
34	80	73	90,411	0	0	73,504	198,607	0	0	0	-125,103
35	81	74	92,219	0	0	74,974	204,565	0	0	0	-129,591
36	82	75	94,064	0	0	76,474	210,702	0	0	0	-134,228
37	83	76	95,945	0	0	78,003	217,023	0	0	0	-139,020
38	84	77	97,864	0	0	79,563	223,534	0	0	0	-143,971
39	85	78	99,821	0	0	81,154	230,240	0	0	0	-149,085
40		79	61,708	0	0	50,168	237,147	0	0	0	-186,979
41		80	62,942	0	0	51,172	244,261	0	0	0	-193,090
42		81	64,201	0	0	52,195	251,589	0	0	0	-199,394
43		82	65,485	0	0	53,239	259,137	0	0	0	-205,898
44		83	66,794	0	0	54,304	266,911	0	0	0	-212,607
45		84	68,130	0	0	55,390	274,918	0	0	0	-219,529
46		85	69,493	0	0	56,498	283,166	0	0	0	-226,668

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## Details of Distribution Phase

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### DETAILS OF RETIREMENT SAVINGS BALANCE

Year	Your Age	Spouse Age	After-Tax Withdrawal Investments	Ending Balance Investments	After-Tax Withdrawal Qualified	Ending Balance Qualified	After-Tax Withdrawal Roth	Ending Balance Roth	Total Retirement Savings Balance
13	59	52	0	74,917	0	544,337	0	379,798	999,052
14	60	53	74,917	0	35,046	539,358	0	417,741	957,099
15	61	54	0	0	113,263	425,681	0	458,721	884,402
16	62	55	0	0	85,470	341,392	0	502,978	844,371
17	63	56	0	0	88,346	246,379	0	550,777	797,155
18	64	57	0	0	91,314	139,654	0	602,399	742,052
19	65	58	0	0	94,378	20,148	0	658,151	678,299
20	66	59	0	0	15,715	0	81,825	629,991	629,991
21	67	60	0	0	0	0	100,805	579,082	579,082
22	68	61	0	0	0	0	104,173	520,461	520,461
23	69	62	0	0	0	0	107,650	453,397	453,397
24	70	63	0	0	0	0	111,237	377,092	377,092
25	71	64	0	0	0	0	114,940	290,684	290,684
26	72	65	0	0	0	0	94,047	212,368	212,368
27	73	66	0	0	0	0	97,496	124,062	124,062
28	74	67	0	0	0	0	101,061	24,842	24,842
29	75	68	0	0	0	0	24,842	0	0
30	76	69	0	0	0	0	0	0	0
31	77	70	0	0	0	0	0	0	0
32	78	71	0	0	0	0	0	0	0
33	79	72	0	0	0	0	0	0	0
34	80	73	0	0	0	0	0	0	0
35	81	74	0	0	0	0	0	0	0
36	82	75	0	0	0	0	0	0	0
37	83	76	0	0	0	0	0	0	0
38	84	77	0	0	0	0	0	0	0
39	85	78	0	0	0	0	0	0	0
40		79	0	0	0	0	0	0	0
41		80	0	0	0	0	0	0	0
42		81	0	0	0	0	0	0	0
43		82	0	0	0	0	0	0	0
44		83	0	0	0	0	0	0	0
45		84	0	0	0	0	0	0	0
46		85	0	0	0	0	0	0	0

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