

CASE STUDY

MARY AND BILL DIXON



Mary (45) and Bill (39) are both working professionals in the legal industry. They have two children Kathleen (13) and Megan (11). They have always considered themselves “do it yourself” type of people, as life has become increasingly busier and their financial situation more complicated, they think it’s time to meet with a financial advisor. They realize that they need a well thought out plan if they are going to reach their long-term goals. Cost of living is continuing to go up and they can’t seem to find a way to save enough money in the right places. In addition, Mary’s Mother is aging and may need to go into a nursing home. After having a detailed meeting with them, you help them uncover the following goals:

- Mary and Bill want to be able to retire at 65 and devise a plan to not run out of money.
- To provide a college education for Kathleen and Megan is very important to them.
- Having seen the impact of a sickness, injury or death can have on a family, they want to make sure they are protected against any of these unforeseen events.
- Quality family time is important and they want to buy a beach house for their family in the next 5 years.

One of the biggest challenges they are facing is how to balance the conflicting demands on their budget and prioritizing their goals. They don’t know if all of this is realistic and they need your help to build a well thought out financial plan with the appropriate action steps.

Assets	
Liquid	Savings: \$60,000 Mutual Funds: \$60,000
Education	529 Plan: \$55,000
Retirement Assets	Mary 401K: \$250,000 Bill 401K: \$120,000
Real Estate	Primary Home: \$475,000

Cash Flow	
Income	Mary: \$150,000 Bill: \$110,000
Monthly Expenses	\$11,000

Insurance Coverage	
Life Insurance	Mary: \$300,000 Bill: \$220,000
Disability Insurance	Each have 60% coverage through employer

