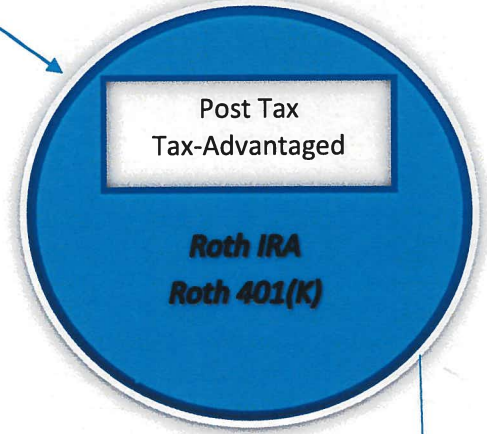
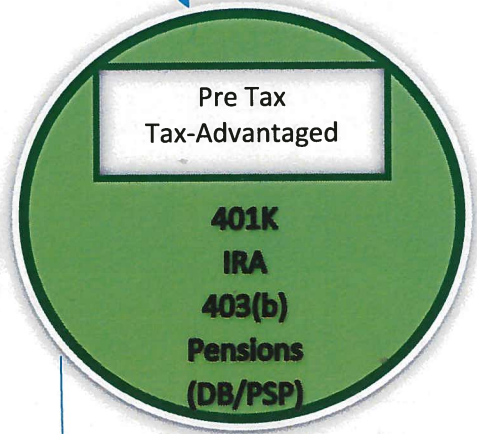


Pre-Retirement
Income/Wages/Savings

Real Estate

College
Savings

Charitable
Gift Fund



Municipals

Appreciated
Stock

Draw From Second, (Withdrawals
Taxed at Ordinary Income)
59½ years, no penalty for withdrawal
70½ required minimum distribution
Regulation 72-T SEPP, allows for
penalty-free early withdrawals

Draw From Last
(Tax Free, great
gift to heirs)

Draw From First
(Withdraws may be subject to capital
gains; WAM tries to minimize)



Outside
Retirement
Income
(Social Security,
Rental, Pension)