“The Envision® Process” Video Transcript

>> The *Envision* process is an effective, easy to understand method that helps you prioritize and achieve some of your most important life goals.

Steps of the *Envision* Process

Step 1: Define major life goals
Your Financial Advisor guides you through the process, and it begins by exploring the goals and dreams you have and what concerns you have about being able to achieve them.

Step 2: Ideal & acceptable goals
With the *Envision* process, you can explore your ability to achieve your goals in multiple scenarios. You, with the help of your Financial Advisor, identify what represents your Ideal scenario and what represents a scenario that may not be ideal but that is Acceptable.

[On screen text: Ideal means a perfect world. Acceptable means you make satisfactory compromises to your Ideal scenario that allows you to enjoy your life.]

Step 3: Prioritize your goals
By using the *Envision* Priority Cards, you are able to prioritize your goals to ensure that you and your Financial Advisor are on the same page and focused on achieving what you value most.

[On screen: Shows sample of Envision Priority Cards (Estate and Legacy, Education Goals, Business Transition & Success, Retirement Income, Retirement Age, Philanthropy, and Dreams and Major Purchases)]

Step 4: “Stress test” goals
To determine the level of confidence that you will be able to achieve your Ideal and Acceptable scenarios, the *Envision* technology stress tests each scenario 1000 times.

Step 5: Recommendation

Using the Ideal and Acceptable scenarios along with your prioritized goals, your advisor will create a recommended scenario for you, one that incorporates the goals you value most and takes into account the things that concern you most.

[On screen: Couple sorts Priority Cards. Shows an additional card that says "Increasing Medical Costs" as an example of a potential situation you may be concerned about.]

Step 6: Implement allocation

Next you will work with your Financial Advisor to determine the appropriate diversification of investment products based on your goals, dreams, concerns, and risk tolerance.

Step 7: Monitor progress

The dot allows you to monitor the progress in your investments toward helping you achieve your goals and dreams. This personal benchmark also helps you and your Financial Advisor determine when adjustments are necessary within your portfolio.

[On screen: Illustration shows progress over time (marked by the Dot) as it relates to the Ideal and Acceptable goals.]

Step 8: New goals or priorities

When your life or the world around you changes, you can look to your *Envision* plan to determine how the changes impact your plan and your ability to achieve your goals.

Summary

The *Envision* process helps you live the life you have the best way you can.

Important:

The projections or other information generated by *Envision* regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results and are not guarantees of future results. Results may vary with each use and over time.

***Envision* methodology:**

Based on accepted statistical methods, the *Envision* tool uses a simulation model to test your Ideal, Acceptable and Recommended Investment Plans. The simulation model uses assumptions about inflation, financial market returns and the relationships among these variables. These assumptions were derived from analysis of historical data. Using Monte Carlo simulation the *Envision* tool simulates 1,000 different potential outcomes over a lifetime of investing varying historical risk, return, and correlation amongst the assets. Some of these scenarios will assume strong financial market returns, similar to the best periods of history for investors. Other will be similar to the worst periods in investing history. Most scenarios will fall somewhere in between. Elements of the *Envision* presentations and simulation results are under license from Wealthcare Capital Management LLC Wealthcare Capital Management LLC is a separate entity and not directly affiliated with Wells Fargo Advisors.

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