



Strategic Brief

3/05/2024

Dear Mr Sample & Mrs Sample,

Further to recent discussions I would like to thank you the opportunity to outline our thoughts in relation to the data provided by you to this point.

Nil advice warning

The information on this site/or discussed is of a general nature. It does not take your specific needs or circumstances into consideration. You should look at your own financial position, objectives and requirements and seek professional financial advice before making any financial decisions.

If you do not have access to professional financial advice an introduction to an appropriate provision can be provided by Mortgage Escape should you wish.

When assessing the information, you provided we are able to provide an overview of the potential opportunities available to you utilising our cash flow management and allocation process. It is very important to understand that Mortgage Escape does not make recommendations regarding any financial product, service or product provider.

All taxation calculations are indicative and <u>must</u> be confirmed with your taxation adviser. If you do not have an adviser, one can be provided, if you wish. Typically, unless there are investments involved in your portfolio, the only taxation reference will be to the amount of tax payable annually. These calculations are based standard taxation rates and can be compared to taxation calculations provided on the <u>ASIC Money Smart website</u>.

https://www.moneysmart.gov.au/tools-and-resources/calculators-and-apps/income-tax-calculator

Illustrations and projections are not intended to show anything other than the possibilities available with the Mortgage Escape cash flow management and budgeting systems.

Initial plans assume that clients <u>are yet to use our Mortgage Escape portal</u> which identifies and categorises actual after-tax income and expenses including loans. Where that is the case an illustrative plan will be produced based on <u>information provided at that point in time</u>.

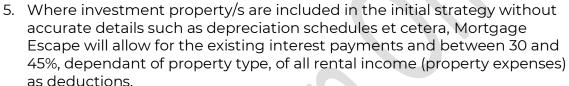
Should we progress past the illustrative stage using the Mortgage Escape portal, further detail will be applied to the illustrative plan to ensure accuracy. Use of the portal also allows Mortgage Escape to monitor cash flow movements and adjust the strategy brief to suit.

It is important to understand that neither Mortgage Escape, its agents or employees nor any of its referral partners (Including Mortgage Escape) will accept responsibility should any client proceed with the strategy without seeking the appropriate professional financial advice as described above.

Assumptions

- 1. No allowance has been made for increases in either income or living expenses.
 - a. Unless otherwise advised, living expenses have been calculated as 60% of Take- home pay.
- 2. No allowance has been made for Lump sum expenses other than where indicated below.
- 3. No allowance has been made for either increases or falls in loan interest rates over/under 6% per annum.





The overriding principle behind the debt management program is to first and foremost, focus on reducing personal debt as quickly as possible. Should an investment be included, either existing or potential, the process is intended to continue with a view to liquidate those debts as well.

This presentation illustrates a result we believe may be achievable, and are summarised as follows:

Potential results

Results											
Financial Modelling Program											
Summary	Months	Years	Months	When							
ALL Personal Debts paid out in	133	11	1	May, 2035							
ALL Debt paid out in	0	0	0	#N/A							
Interest Paid (On Loan/s)	\$133,508.66 On YOUR Home Loan in the ME program										
Interest Paid over <u>full loan Term</u> "As IS"	\$361,516.	78	Savings	\$228,008.12							

Important

When viewing the results table, the personal debt payout column includes **ALL** personal debt adviser via the data collection process. If there are unsecured loans, they will have either been consolidated into the home loan or paid out as a first priority.



The program will then assume that any investment debt is paid out via the same process. It is also assumed that the investment loans are interest only for the entire to period of this illustration.

Allowances for advised lifestyle expenses have been included as described below:

Inclusions 🖸

Goals

		On Going		
Туре	Cost	Frequency	Start Date	End Date
Holidays	\$5,000.00	Yearly	1/12/2024	27/11/2053
Other	\$0.00	Monthly		
Other	\$0.00	Monthly		
Other	\$0.00	Quarterly		
Other	\$0.00	Yearly		
Other	\$0.00	Monthly		
Other	\$0.00	Yearly		
Other	\$0.00	Yearly		
	(ther income - Bonu	IS .	
Bonus - 1	\$0.00	Yearly		
Bonus - 2	\$0.00	Yearly		
		Once off Deposits		
Other Lump Sum Deposits-1	\$0.00	Yearly		
Other Lump Sum Deposits-2	\$0.00	Yearly		
Other Lump Sum Deposits-3	\$0.00	Yearly		
Other Lump Sum Deposits-4	\$0.00	Yearly		
Other Lump Sum Deposits-5	\$0.00	Yearly		

Income Variations - Known

Known income changes

	Sar	n			Samantha		
Description	Income	Start Date	End Date	Description	Income	Start Date	End Date
Change in Income 1				Change in Income 1			
Change in Income 2				Change in Income 2			
Change in Income 3				Change in Income 3			

Equity Projections - No asset growth included.



Equity Projections over 10 years - NO GROWTH										
End of Year Yr 1	\$409,097	End of Year 6	\$555,326							
End of Year Yr 2	\$434,965	End of Year 7	\$590,214							
End of Year Yr 3	\$462,354	End of Year 8	\$627,254							
End of Year Yr 4	\$491,511	End of Year 9	\$666,578							
End of Year Yr 5	\$522,464	End of Year 10	\$708,251							

We hope the above illustration serves to help you see and understand the opportunities available to you utilising the Mortgage Escape cash flow and budgeting systems.

Yours faithfully,

Chris Rule and The Mortgage Escape Team

Director

0438810165

Income Details Income Per Annum Sam Samantha \$120,000 \$50,000 Gross Salary (PAYE) Less: Salary Packaged Amount (if any) Mortgage No Reduce P&I No \$0 \$0 Novated Lease \$0 \$0 Less: Salary Packaged Amount (if any) Pre Tax Self Employment Income \$0 \$0 100% \$0 0% Yearly 50% Rental Income (existing investment property/s) Weekly \$0 \$0 50% \$0 Dividends \$0 \$0 50% \$0 50% Yearly \$0 \$0 Interest Received 50% 50% \$0 \$0 DSS Exempt Income \$0 \$0 Rebates Pension or allowance income \$0 \$0 Bonus **** Total Gross Income (a) \$120,000 \$50,000 Less: Deductible expenses related to income \$0 \$0 Assessable Income \$120,000 \$50,000 Less: Tax payable (b) \$29,467 \$6,717 Less: Medicare Levy (c) \$2,400 \$1,000 **Net Income** \$88,133 \$42,283 Non taxable income (Family allowance etc) \$0 \$0 To Novated Lease \$0 Less: Salary Packaged Amount (if any) After Tax \$0 \$88,133 \$42,283 Take Home Pay \$10,868 After Tax Income Per Month NRAS "Non Taxable Incom-\$0 No **Employment Details Date Commenced Outstanding Sick Days** Annual Leave Days Owed Long Service Leave Owed (days) Departure/Retirement Date Current Salary (or final average) Other



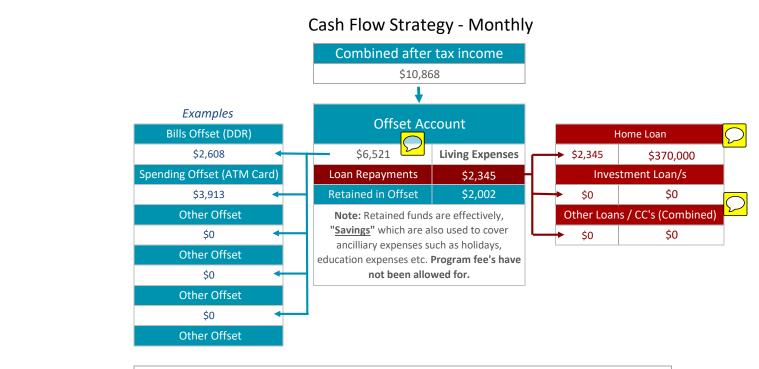


\$0

Investment Loan/s (I	NTEREST ONLY)
Total Investments	\$0
Interest Rate	6.00%
Monthly Payment	\$0
Alternative Payment	†

Loans to be Consolidated	Amount
Home Loan	\$350,000
Land Loan	\$0
Motor Vehicle/s	\$15,000
Personal Loan (1)	\$0
Personal Loan (2)	\$0
Store Loans	\$0
Credit Cards	\$5,000
Extra Borrowings	\$0
Other	\$0
Total Borrowings for Consolidation	\$370,000

Investment Loans		Amount
Existing Investment Loan/s		\$0
New Property Investment		
Property Value - Normal Property		\$0
On Costs		\$0
Less: Deposit	-	\$0
Total Investment Borrowings		\$0



Many banks provide more than one offset and you may prefer to break your accounts into categories as shown above. (above left). **NOTE:** These amounts are called , living expenses in our program and shown as one figure.

I some casees you may not wish to consolidate existing unsecured loans into your mortgage. In shich case the y will appear in the other loans / CC's table above and allowed for as separate payments in your strategy.

Year 1												
Month	May-	2024	Jun-	2024	Jul-2	2024	Aug-	2024	Sep-	2024	Oct-	2024
Period	Loan	Offset	Loan	Offset	Loan	Offset	Loan	Offset	Loan	Offset	Loan	Offset
Interest Rate	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
Effective Interest Rate - Interest Paid	5.92%		5.88%		5.85%		5.82%		5.79%		5.75%	
Opening Balance	\$370,000	\$0	\$369,480	\$5,108	\$368,947	\$7,111	\$368,402	\$9,113	\$367,843	\$11,116	\$367,273	\$13,118
Income		\$10,868		\$10,868		\$10,868		\$10,868		\$10,868		\$10,868
Salary Packaging to Mortgage	\$0	\$0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Existing Rental Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Dividend Income/Bonus	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
New Rental Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Cash Deposits	\$0	\$5,000) \$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Transfer to Cash Account	\$0	\$6,521	\$0	\$6,521	\$0	\$6,521	\$0	\$6,521	\$0	\$6,521	\$0	\$6,521
Strategy Fee	\$0	\$1,499	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Split Loan Payment / Hobbies & Goals	\$0 (\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0 (\$0
Interest	\$1,824	\$0	\$1,812	\$0	\$1,799	\$0	\$1,786	\$0	\$1,774	\$0	\$1,761	\$0
Transfer - P&I (Combined V & F)	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345
Transfer - Unconsolidated Debt	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Transfer - Existing Investment	\$0	\$0 \	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Transfer - New Investment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Lump Sum Payments	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Bank Fees	\$0	\$395	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Insurance Costs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Monitoring Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Closing Balance	\$369,480	\$5,108	\$368,947	\$7,111	\$368,402	\$9,113	\$367,843	\$11,116	\$367,273	\$13,118	\$366,689	\$15,120

Year 1													
Month	Nov-	2024	Dec-	2024	Jan-	2025	Feb-	Feb-2025		-2025	Apr-	2025	
Period	Loan	Offset	2										
Interest Rate	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	Average
Effective Interest Rate - Interest Paid	5.72%		5.77%		5.74%		5.70%		5.67%		5.63%		5.77%
Opening Balance	\$366,689	\$15,120	\$366,092	\$17,123	\$365,507	\$14,125	\$364,909	\$16,128	\$364,299	\$18,130	\$363,675	\$20,132	
Income		\$10,868		\$10,868		\$10,868		\$10,868		\$10,868		\$10,868	
Salary Packaging to Mortgage	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Existing Rental Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Dividend Income/Bonus	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
New Rental Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Cash Deposits	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Transfer to Cash Account	\$0	\$6,521	\$0	\$6,521	\$0	\$6,521	\$0	\$6,521	\$0	\$6,521	\$0	\$6,521	
Strategy Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Split Loan Payment / Hobbies & Goals	\$0	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Interest	\$1,748	\$0	\$1,760	\$0	\$1,747	\$0	\$1,734	\$0	\$1,721	\$0	\$1,708	\$0	
Transfer - P&I (Combined V & F)	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	
Transfer - Unconsolidated Debt	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Transfer - Existing Investment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Transfer - New Investment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Lump Sum Payments	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Bank Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Insurance Costs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Monitoring Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Closing Balance	\$366,092	\$17,123	\$365,507	\$14,125	\$364,909	\$16,128	\$364,299	\$18,130	\$363,675	\$20,132	\$363,038	\$22,135	

Year	2
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Month	May-	-2025	Jun-	2025	Jul-2	2025	Aug-	2025	Sep-	2025	Oct-	2025
Period	Loan	Offset										
Interest Rate	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
Effective Interest Rate - Interest Paid	5.61%		5.58%		5.79%		5.75%		5.72%		5.68%	
Opening Balance	\$363,038	\$22,135	\$362,390	\$23,643	\$361,730	\$25,547	\$346,132	\$12,450	\$345,446	\$14,353	\$344,747	\$16,257
Income	\$0	\$10,868	\$0	\$10,868	\$0	\$10,868	\$0	\$10,868	\$0	\$10,868	\$0	\$10,868
Salary Packaging to Mortgage	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Existing Rental Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Dividend Income/Bonus	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
New Rental Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Cash Deposits		\$0		\$0		\$0		\$0		\$0		\$0
Transfer to Cash Account	\$0	\$6,521	\$0	\$6,521	\$0	\$6,521	\$0	\$6,521	\$0	\$6,521	\$0	\$6,521
Strategy Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Split Loan Payment / Hobbies & Goals	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Interest	\$1,697	\$0	\$1,684	\$0	\$1,746	\$0	\$1,659	\$0	\$1,646	\$0	\$1,633	\$0
Transfer - P&I (Combined V & F)	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345
Transfer - Unconsolidated Debt	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Transfer - Existing Investment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Transfer - New Investment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Lump Sum Payments	\$0	\$0	\$0	\$0	\$15,000	\$15,000	\$0	\$0	\$0	\$0	\$0	\$0
Bank Fees	\$0	\$395	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Insurance Costs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Monitoring Fee	\$0	\$99	\$0	\$99	\$0	\$99	\$0	\$99	\$0	\$99	\$0	\$99
Closing Balance	\$362,390	\$23,643	\$361,730	\$25,547	\$346,132	\$12,450	\$345,446	\$14,353	\$344,747	\$16,257	\$344,036	\$18,160

Year	2
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Month	Nov-2025		Dec-2025		Jan-2026		Feb-2026		Mar-2026		Apr-	2026
Period	Loan	Offset										
Interest Rate	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
Effective Interest Rate - Interest Paid	5.65%		5.70%		5.67%		5.64%		5.60%		5.57%	
Opening Balance	\$344,036	\$18,160	\$343,311	\$20,064	\$342,598	\$16,967	\$341,872	\$18,870	\$341,133	\$20,774	\$340,381	\$22,677
Income	\$0	\$10,868	\$0	\$10,868	\$0	\$10,868	\$0	\$10,868	\$0	\$10,868	\$0	\$10,868
Salary Packaging to Mortgage	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Existing Rental Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Dividend Income/Bonus	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
New Rental Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Cash Deposits		\$0		\$0		\$0		\$0		\$0		\$0
Transfer to Cash Account	\$0	\$6,521	\$0	\$6,521	\$0	\$6,521	\$0	\$6,521	\$0	\$6,521	\$0	\$6,521
Strategy Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Split Loan Payment / Hobbies & Goals	\$0	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Interest	\$1,620	\$0	\$1,632	\$0	\$1,619	\$0	\$1,605	\$0	\$1,592	\$0	\$1,579	\$0
Transfer - P&I (Combined V & F)	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345
Transfer - Unconsolidated Debt	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Transfer - Existing Investment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Transfer - New Investment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Lump Sum Payments	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Bank Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Insurance Costs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Monitoring Fee	\$0	\$99	\$0	\$99	\$0	\$99	\$0	\$99	\$0	\$99	\$0	\$99
Closing Balance	\$343,311	\$20,064	\$342,598	\$16,967	\$341,872	\$18,870	\$341,133	\$20,774	\$340,381	\$22,677	\$339,615	\$24,580

5.66%

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Month	Nov-2034		Dec-2034		Jan-2035		Feb-2035		Mar-2035		Apr-2035	
Period	Loan	Offset										
Interest Rate	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
Opening Balance	\$42,729	\$25,172	\$25,538	\$12,075	\$23,276	\$8,979	\$20,994	\$10,882	\$18,690	\$12,785	\$16,365	\$14,689
Income	\$0	\$10,868	\$0	\$10,868	\$0	\$10,868	\$0	\$10,868	\$0	\$10,868	\$0	\$10,868
Salary Packaging to Mortgage	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Existing Rental Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Dividend Income/Bonus	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
New Rental Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Cash Deposits	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Transfer to Cash Account	\$0	\$6,521	\$0	\$6,521	\$0	\$6,521	\$0	\$6,521	\$0	\$6,521	\$0	\$6,521
Strategy Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Split Loan Payment / Hobbies & Goals	\$0	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Interest	\$153	\$0	\$83	\$0	\$62	\$0	\$41	\$0	\$20	\$0	\$0	\$0
Transfer - P&I (Combined V & F)	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345	\$2,345
Transfer - Unconsolidated Debt	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Transfer - Existing Investment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Transfer - New Investment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Lump Sum Payments	\$15,000	\$15,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Bank Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Insurance Costs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Monitoring Fee	\$0	\$99	\$0	\$99	\$0	\$99	\$0	\$99	\$0	\$99	\$0	\$99
Closing Balance	\$25,538	\$12,075	\$23,276	\$8,979	\$20,994	\$10,882	\$18,690	\$12,785	\$16,365	\$14,689	\$0	\$227

