

Getting set for the second half



Together we'll go far



You're at the threshold
of what could be your
greatest opportunity —
life's second half.

Make the most of it



If you're retiring within 10 years, planning now will help give you the flexibility you'll need to live the life you want.

You may decide to pursue your passion: go back to school, launch a business, start a second (or third) career. You may prefer something more leisurely: perfect your tee shot, sun on a beach, enjoy the great outdoors.

The choice is yours.

Whether or not you'll get to live the retirement you want depends largely on decisions you make today. To give you more and better options, you should start to:

- Take a good look at where you are in life
- Decide what's truly important for you to do
- Establish a plan that you can follow

Here's what you need to get started ...

Time is on your side



*You are part of a generation that's likely to live longer than any that's come before. In fact, if you're married and your goal for your life's second half is a traditional retirement starting at age 60, it's likely that one of you will live 30 years in retirement.**

Think about all that's changed in the last 30 years. In 1980, your phone hung on the wall. Now it's likely to be in your pocket or hanging on your ear. Back then, you probably listened to your favorite music on cassettes or LPs. Since then, CDs came along, and now you're more likely to download your music on the Internet.

Consider yourself for a moment. Are the things that were important to you 30 years ago still important now? Do you spend your leisure time doing the same things you did back then? Has time changed you both physically and in the ways you think?

Given the changes you've seen in the world and yourself, try to imagine what the next 30 years could bring. It's mind-boggling. Today's increased life expectancies mean that you need to factor into your planning the many changes that are likely to come your way.

Picture the opportunities

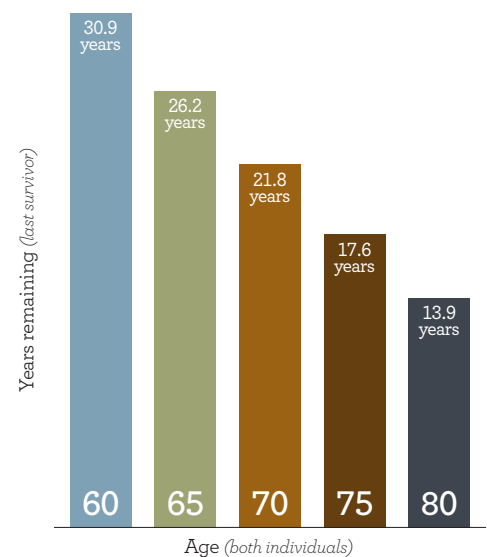
Living longer has its obvious benefits: more birthdays, added time with children and grandchildren, and extra chances to do the things you really want to do, such as:

- *Going back to school*
- *Playing golf or tennis*
- *Starting a business*
- *Traveling*
- *Learning a language*
- *Pursuing a second career*
- *Volunteering*
- *Visiting with friends and family*

The odds are in your favor

Statistics suggest you can anticipate living years, and possibly decades, in retirement. For example, if you're married, at age 65 you can expect one of you to live another 26 years.

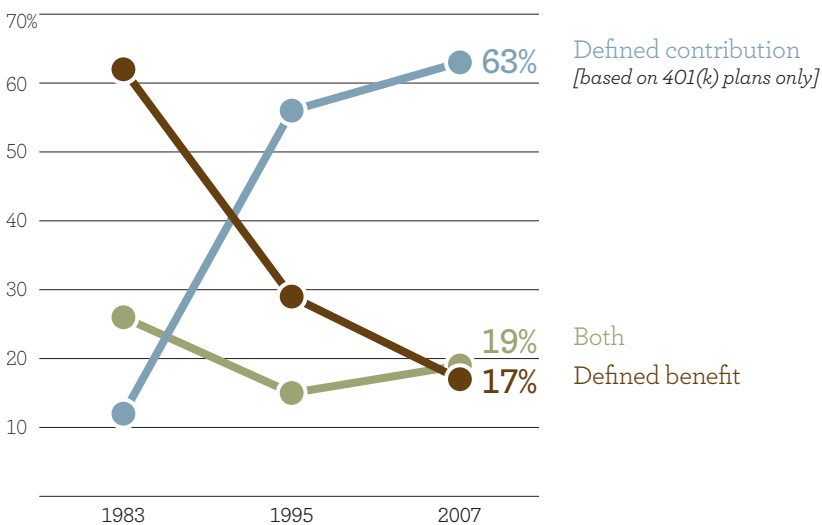
Joint life expectancy*



*"Joint Life and Last Survivor Expectancy Table," IRS Publication 590, Table II.



Workers with retirement-plan coverage, by plan type



Source: Center for Retirement Research at Boston College

You'll need to provide for yourself

As more baby boomers retire, the stress on the Social Security system will only increase. At the same time, fewer and fewer companies offer traditional pension (defined benefit) plans. As a result, you'll need to save more to fund your retirement as you get older.

The world will change

There are some things you can be fairly certain of for the future: market volatility, inflation, increasing health-care costs and the unexpected. As you think about your future, consider how well you are prepared to face these challenges.

Your portfolio will need to be positioned for market ups and downs

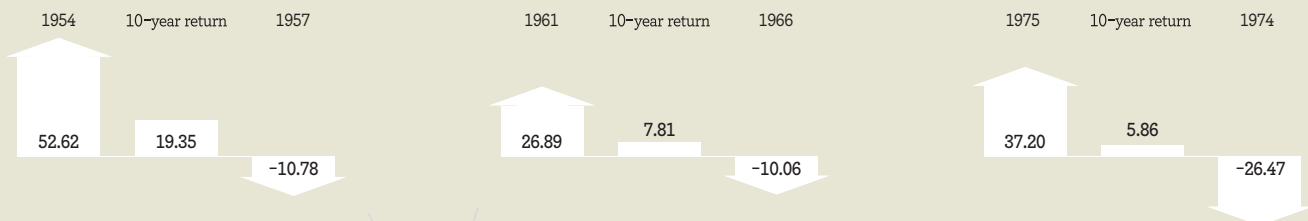
During your lifetime, you've seen events both good and bad affect the world and the stock market. And although the last few decades have generally been favorable for stocks, there have been a number of short-term downturns — some quite dramatic (see examples at right). While you're still working, these declines may have had little effect on you. However, when you reach a point where you're heavily dependent on your investments for income, you'll need an asset allocation that's designed to help your portfolio withstand market volatility.

50s

60s

70s

Snapshot of S&P 500 (Best year, worst year and 10-year average annualized return for each decade)



- ▶ Elvis Presley first topped charts
- ▶ Suez Canal Crisis
- ▶ Korean Conflict
- ▶ Salk polio vaccine introduced
- ▶ U.S. satellite orbited Earth
- ▶ Alaska and Hawaii became states
- ▶ Interstate highway construction started
- ▶ First domestic jet airline passenger service
- ▶ First transcontinental TV transmission



- ▶ The Beatles on "The Ed Sullivan Show"
- ▶ Civil Rights Act passed
- ▶ First heart transplant
- ▶ First moon landing
- ▶ Peace Corps founded
- ▶ Cuban Missile Crisis
- ▶ Vietnam War
- ▶ John F. Kennedy assassinated
- ▶ Rev. Martin Luther King, Jr. assassinated
- ▶ Berlin Wall constructed

- ▶ Watergate scandal
- ▶ VCR introduced
- ▶ Oil crisis
- ▶ Pocket calculators introduced
- ▶ Richard Nixon resigned
- ▶ First "Star Wars" movie released
- ▶ Stagflation
- ▶ Microsoft founded
- ▶ Iran hostage crisis
- ▶ Three Mile Island



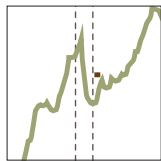
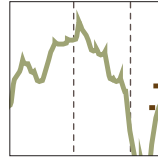
Will your portfolio be ready when market volatility hits?

The most recent stock market downturn, which began in October 2007, was one of the worst since the Great Depression. Even though this downturn's severity was rather remarkable, it's not unusual for the market to occasionally experience periods with negative returns. Although the market has always rebounded, in the future you'll need more than ever before to have an asset allocation that's designed to handle events like these. Past performance is no guarantee of future results.

Jan. 11, 1973 – Oct. 3, 1974

S&P 500: -48.2%

A “perfect storm” of high inflation, the oil crisis, the Watergate scandal and President Richard Nixon’s resignation led to a crisis in investor confidence.



Aug. 25, 1987 – Dec. 4, 1987

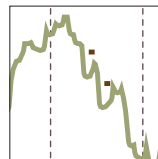
S&P 500: -33.5%

The effects of slow economic growth and a rise in program trading climaxed on Black Monday, Oct. 19, when the Dow Jones Industrial Average dropped 22%.

March 24, 2000 – Oct. 9, 2002

S&P 500: -49.1%

The markets were still reeling from the tech bubble’s burst when Sept. 11 hit, which was followed by a variety of corporate scandals and America’s entrance into two wars.



Life will get more expensive

Even during periods of relatively low inflation, prices can increase rather dramatically. Health care costs — a topic on many people’s minds — increased from \$1,100 per resident in 1980 to \$7,421 in 2007.* Other costs, such as those listed below, have gone up as well. Now imagine what may happen during the next 30 years — especially if the inflation rate increases.

*Centers for Medicare and Medicaid Services, Office of the Actuary, National Health Statistics Group, 2007 National Health Care Expenditures Data, March 2009.

	1980	2009
Bananas ¹	\$0.32	\$0.57
<i>The New York Times</i> , Sunday edition ²	\$0.85	\$5.00
Gallon of gas ³	\$1.25	\$2.61
Movie ticket ⁴	\$2.69	\$7.50
Home, median ⁵	\$67,000	\$221,300

¹Per pound, U.S. Bureau of Labor Statistics

²The New York Times, New York City market

³U.S. Energy Information Administration

⁴Motion Picture Association of America

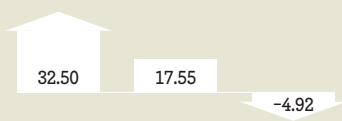
⁵U.S. Census Bureau, Housing and Household Economic Statistics Division

80s

90s

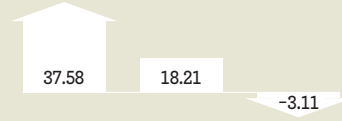
00s

1980 10-year return 1981



- ▶ AIDS reached epidemic proportions
- ▶ PC introduced
- ▶ Hole discovered in ozone
- ▶ Sandra Day O'Connor first woman appointed to Supreme Court
- ▶ Challenger explosion
- ▶ U.S. embassy in Beirut bombed
- ▶ Berlin Wall fell
- ▶ Black Monday

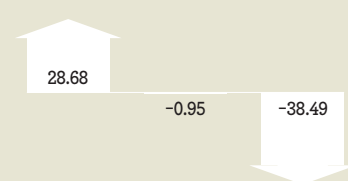
1995 10-year return 1990



- ▶ Operation Desert Storm
- ▶ Soviet Union collapsed
- ▶ World Trade Center bombed
- ▶ Cold War ended
- ▶ “Irrational exuberance” in stock market
- ▶ Euro introduced
- ▶ Cell phones grew in popularity
- ▶ Internet gained wide usage
- ▶ NAFTA enacted
- ▶ First sheep cloned



2003 10-year return 2008



- ▶ Real estate and credit crises
- ▶ Hybrid cars gained popularity
- ▶ iPod introduced
- ▶ September 11th
- ▶ Human genome mapped
- ▶ Wars in Afghanistan and Iraq
- ▶ Stock markets reached record highs
- ▶ “American Idol” premiered
- ▶ Barack Obama first African American elected president



Your second half can be what you imagine

While you're busy living your life, retirement is being redefined. At age 62, Alan Arkava graduated *summa cum laude* with an R.N. degree. Fifty-year-old Donnie West decided he wanted to become a volunteer firefighter. And Vilma Seymour graduated *magna cum laude* with a bachelor's degree at age 56 and went on to serve her local Latino and medical communities.

Wells Fargo Advisors' Second-Half Champions program seeks to inspire others by identifying, recognizing and celebrating the remarkable achievements of individuals aged 50 and older. On this page and those that follow, you'll find stories of some of our honorees. You may draw inspiration from them and follow in their footsteps, or you may choose your own path. To learn more about our Second-Half Champions, visit 2ndhalfchampions.com

Turning your plans into reality means you need to understand the challenges you face and how to get the help you need.

Second-Half ChampionsSM



Alan Arkava

After a distinguished teaching career, he turned to nursing

Alan Arkava has been giving back to the community all his life. After a career spent teaching, coaching and counseling in public education, he decided to become a registered nurse. He graduated summa cum laude with an R.N. degree and started working in a hospital medical-surgical unit at age 62. An ardent nursing advocate, he encourages others to consider nursing as a second (or third) career.

People who plan do better than those who don't

Can you answer these seven questions?

Does your plan for your life's second half give you the flexibility you'll need to deal with the many changes that may lie ahead? If not, you may need to revisit your plan with these questions in mind. If your plan doesn't address all of them, you probably have additional planning to do.



1. When can I afford to
2. How will I spend my
3. How much income will I need for my lifestyle?
4. Am I saving enough?
5. Am I taking too much risk in my portfolio?
6. Will I be able to help my children or leave an estate?
7. Will my insurance (including long-term care) cover my needs?



Second-Half ChampionsSM



Donnie West
Volunteer firefighter at age 50

At an age when most individuals are starting to think about cooling down, Donnie West tackled physical challenges and rigorous demands to become his department's oldest member to successfully complete firefighter and emergency medical-services training. He then set his sights on his state's Firefighter Certification and has emerged a strong contributor to his community's EMS operation. Donnie earned the rank of Assistant Chief and was honored as his department's Officer of the Year in 2007.

to retire?

my time in retirement?

will I need to maintain

now to meet my goals?

ch or too little risk

lp family members

life, health and
ver the unexpected?

We can help

Developing a plan that addresses these issues, and more, can be intimidating — especially when how you'll spend your life's entire second chapter is at stake. That's why you need to turn to someone experienced in helping individuals work toward their financial goals.

Working with you to envision your goals

Finding out what's important to you

To help you work toward your goals, your Financial Advisor will take you through Wells Fargo Advisors' Envision® process. To create your plan, he or she will first need to get to know you — really know you. Your Financial Advisor will sit down to talk about you, your family, your background and the degree with which you'd be comfortable with fluctuations in your investments' value. For your Financial Advisor to get a thorough understanding of your situation and what's important to you may take two or three meetings.



As you talk, your Financial Advisor will help you uncover and set priorities for your goals — determine which are the most (and least) important to you and your loved ones. Using this information, he or she can give you the “straight talk” to help you make the trade-offs necessary to create a successful plan. That means a low-priority goal may have to be adjusted or eliminated to help ensure you're able to achieve one that's more important to you.

For example, say it's very important to you to retire early, and you'd like to buy a beach house. Based on your situation, your Financial Advisor may recommend that you choose between retiring early and taking vacations at the beach or working longer and being able to purchase the beach house.

Charting your course

Once your Financial Advisor knows what's important to you, he or she can begin creating a plan that addresses not only your goals for your life's second half but also your expectations for educating your children and grandchildren and for your estate.



One of your plan's key elements will be a recommended asset allocation — how Wells Fargo Advisors believes you should divide up your portfolio between stocks, bonds and cash alternatives. Your suggested allocation will be designed exclusively for you based on information you provide, especially:

- Your priorities
- How comfortable you are with market fluctuations
- The time you have to reach your goals

We'll put your plan to the test

To enhance your allocation's success, our Envision® process uses sophisticated statistical modeling to gauge whether your investments are on track to help you meet your life goals. Based on your input about your priorities and the investment risks you're willing to take, it creates a benchmark that measures your portfolio's performance against a "Target Zone." Keeping your benchmark within the Target Zone helps ensure you're working toward your goals without making undue sacrifices or taking unnecessary risks. The Envision® process lets you and your Financial Advisor continually monitor and test your progress throughout your life, always answering that key question: "How am I doing?"

Deciding your priorities

For your Financial Advisor to really know you, he or she will work with you to gain an understanding of your most (and least) retirement priorities. For example, is your most important goal to ...

- *Be able to retire at a certain age?*
- *Leave an estate for your beneficiaries?*
- *Have enough income in retirement?*
- *Avoid market volatility?*
- *Not outlive your assets?*
- *Be prepared to deal with taxes and inflation?*
- *Help send children or grandchildren (or yourself) to college?*
- *Benefit your favorite charities?*
- *Make a major purchase?*

Once you and your Financial Advisor have agreed on your priorities, he or she will work with you to make the necessary trade-offs to help you work toward your most important goals.

Second-Half ChampionsSM



Vilma Seymour

Earned a degree at age 56

Mother-of-three Vilma Seymour decided on her 50th birthday to take her life in a new direction. She started college and graduated magna cum laude at age 56 with a bachelor's degree in Spanish. Since then, she has tirelessly served the local Latino community. In fact, her work as a supporter of professional medical translation was recognized by her state's governor in 2006 and 2008.

Putting your plan to work

After you and your Financial Advisor have agreed upon your plan, he or she will work with you to implement it using Wells Fargo Advisors' wide breadth of resources, which includes:

- Asset management
- Banking services*
- Estate-planning strategies
- FDIC-insured accounts
- Investment services
- Managed-money programs
- Portfolio analysis and monitoring
- Retirement-income strategies
- Risk-management strategies
- Tax-advantaged strategies and strategy coordination with tax, legal and other advisors
- Tax-deferred retirement accounts
- Wealth-management services

Tending to both sides of your personal balance sheet

Although the plan your Financial Advisor will create will focus on helping you manage the asset side of your family's balance sheet, he or she can also help with the liabilities side by offering access to lending services through affiliates of Wells Fargo Advisors. You can get more information from your Financial Advisor.

**Access to a wide variety of lending and banking services through affiliates.*



Life is dynamic; your plan will be flexible

Life might be easier if it wasn't changing all the time, but it certainly would be less interesting. As it is, you can expect significant life events such as these on your road to retirement and once you get there:

- *Marriage or divorce*
- *Arrival of grandchildren*
- *Loss of a spouse*
- *Promotion or a new job*

Whenever anything like this occurs, contact your Financial Advisor, and he or she will work with you to make the necessary adjustments to your plan.

Keeping a watchful eye

You can use your account statements to track your investments' progress toward your goals. In addition, your Financial Advisor will monitor your plan on an ongoing basis and meet with you regularly, ideally twice a year, to discuss your progress.

One of your plan's most useful features will be a personalized benchmark that will let you track your investments' performance toward your goals as often as you want, either by going online or by contacting your Financial Advisor.

When a change is necessary due to market activity or an event in your life, he or she will work with you to make necessary adjustments to help ensure your plan has you on target toward your goals.

Follow your plan's progress (and more) online

Wells Fargo Advisors' online services let you track how well your plan is helping you work toward your retirement goals. In addition, you can access up-to-date, detailed information about your accounts, including being able to view real-time account information for your individual accounts as well as your portfolio as a whole.

You'll also be able to get real-time quotes, news, charts, company profiles, ratings, research reports and industry comparisons, and to set up market alerts on individual securities, entire portfolios or specific industries that you can have sent to any device with an e-mail address (PC, cell phone, pager or PDA).

For more information about the online account services we offer, go to wellsfargoadvisors.com.



We're a firm you can count on

Your Financial Advisor is supported by one of the nation's premier financial-services firms — Wells Fargo Advisors, a firm built on the premise that there's nothing more important than the relationship between a Financial Advisor and his or her client. Our affiliation with Wells Fargo & Company makes us part of one of the world's largest financial-services companies.

Dedicated to customer service for more than 150 years

Wells Fargo's dedication to going the extra mile when it comes to customer service is epitomized in a story about, of all things, an old shoe. Back in the mid-1890s, a woman's lace-up, linen half-heel shoe was found in a Wells Fargo office. An agent tied a note to it and sent it down the line to the next agent in search of a mate and the pair's rightful owner. That agent did the same thing. The shoe and the agents' notes traveled from office to office for years, becoming a symbol of Wells Fargo's commitment to customer satisfaction.

It's all about you

Dramatic changes have taken place since the days when that old shoe traveled the country; fortunately, our dedication to our clients remains unaltered. In fact, in 2009 *Fortune* magazine named Wells Fargo the 14th most admired company in the world — a remarkable feat considering that many of the leading companies from that old shoe's days exist now only in the pages of history.

With nearly 15,000 Financial Advisors* in 5,000 U.S. locations, we are committed to always putting our clients' interests above all else. When you work with one of our Financial Advisors today, you can expect the same level of service that those agents showed more than a century ago.



And if you know someone who's missing a woman's lace-up, linen half-heel shoe, let us know. We still have it.



Yes, we're that Wells Fargo

Any Hollywood Western worth its salt includes an appearance of the legendary Wells Fargo wagon. That's because customers have entrusted their money and gold to Wells Fargo since way back in 1852. The famed treasure boxes were made of oak and reinforced with iron and rested in the stagecoach's front "boot" beneath the driver's feet.

You can rest assured that our security measures today are more sophisticated than they were back then, but the treasure box still serves as a fitting symbol for our dedication to doing whatever's necessary to help ensure our clients' assets are safe and secure.

*As of Jan. 1, 2010. Data is a combination of Wells Fargo Advisors, LLC, Wells Fargo Investments, LLC, Wells Fargo Advisors Financial Network, LLC, First Clearing, LLC and H.D. Vest Investment Services.

The best is yet to come



In spite of the challenges, this is a great time to be approaching retirement. You have the freedom to choose to blaze your own trail or to do something more traditional. Or you may start out thinking you'd enjoy a traditional retirement and later decide to try something else. Who knows?

Having the flexibility to do what you want will be essential to your enjoying the retirement you desire. And the key to getting that flexibility will lie in having a strong financial foundation to build upon. Starting to prepare now — not tomorrow, next week or next year — will help get you there. **Talk with your Financial Advisor today.**

*This is your chance to plan to do what's right for you.
Take advantage of it.*

Investment and Insurance Products: ► NOT FDIC Insured ► NO Bank Guarantee ► MAY Lose Value

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