

# Senior Money Tree

Planning for a client is often difficult to define and or limit. Some people refer to Planning as a quick needs analysis based on a few income and asset fact that are fed into a computer program. The output may vary but it may be as simple as a number required to achieve a retirement income objective. Or it could be how much life insurance you need to cover your last expenses, taxes and spousal survivor income. Some companies offer these at no cost while others may charge a few hundred dollars. This is categorized as basic planning.

Comprehensive planning requires a holistic approach. It will involve in-depth interviewing to define objectives and gather all pertinent data including all assets, wills trusts and financial documents. It will have to investigate ownership positions. This level of planning is usually intended to put in place the necessary documents to support the final plan. It may include transfers of ownership during the life of the people in the plan and or all transfers at death. It must take into account the objectives but usually involves strategies to minimize taxes on transfer and death taxes. This level of planning also includes other advisors such as legal counsel, trust administration, investment advisors, charitable organizations and accounting. The size and complexity are fee determinants. There are usually many iterations proposed and worked through by the parties before the final one is approved. It will require several months to complete. Fees for this type service can range widely but usually begin at \$10,000. Please keep in mind that a large portion of the planning process at this level is Tax Planning and is currently an allowable deduction.

Please keep in mind the planning process is made of three steps; design, implementation and monitoring.

Constant change with tax law and economic conditions require vigilance. As you select a planner our encouragement is to discuss with them their program for proactively monitoring your plans. We find many people that have at one time done some more advanced work with their life's' assets but have failed to make some of the necessary adjustment along the way.

Legacy Planning may be a consideration for many. They have worked hard become successful and now want to pass it on. Not just money but the "It", the values, ethics and other things that were created and may positively impact the lives of many in the future. The elements involved here are family and multi generational planning. It requires training of current business and family members, transition plans and much more. It may take years of implementation and monitoring to keep the plan moving forward. Interestingly enough the successful businesses that have emerged in recent times are focusing on this. Please call to discuss fees.

Charitable Planning continues to be of interest to many seniors. They may have more than enough to satisfy their current and foreseeable long term needs and want to do something during their life that they can see and enjoy with the good fortune they enjoy. They may have limited time or perhaps don't want to conduct all the research (due diligence) to find the right

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cause for themselves. They may also not want to do all the interfacing and interviewing of the charities they are considering. Perhaps they want to have some degree of anonymity and not become a target for all causes following a publicized donation. *This can be outsourced to us.*