

NO. 6

Everyday Scenarios

and sensible solutions

Preserve Protect Simplify

Everyday Scenarios

An unexpected inheritance of this scope has life-changing implications. Yes, we plan to enjoy it, but it's a big responsibility, too.

“Mark’s Uncle Charles dropped off the family radar years ago,” Susan told us. “This all came completely out of the blue.”

“Not only didn’t I expect to inherit anything,” Mark added, “I didn’t even know there was anything to inherit. Especially so . . . much.”

“So much,” echoed Susan, “and so . . . daunting. In fact—”

“In fact,” finished Mark, “we need some serious help. Funny thing is, we’d already planned on consulting you *before* any of this happened—to get a better grip on our personal finances. We’ve both done well in our careers, but our expertise is not in things financial.”

It was clear that Mark and Susan were not at all comfortable with actively managing assets this large and complex. Fortunately, we are. Assisting clients in managing, preserving and transferring wealth is our specialty—and each client’s best interests our only criteria. “That’s why we picked you,” said Mark. “We’ve done our homework, and we like your independence and objectivity. And,” he added, “we certainly need a lot of both right now.”

Major life events—and this inheritance qualified as such—have a way of triggering a review of a total financial situation. Without these catalysts, decisions are often made on an individual basis, without an overall strategy or objective. Mark and Susan were no exception. Nor were they unusual in being surprised—once their own investments, savings, retirement accounts and other assets were totaled—at how much net worth they’d already accumulated, even without Uncle Charles.

But now, of course, there was Uncle Charles, and his legacy—primarily in stocks and bonds. At Mark and Susan’s request, we consolidated all these investments and their other assets, and worked with them to structure an investment program targeting their particular objectives. “Assure a comfortable life, secure our children’s future,” began Susan. “Have some fun. Do some good,” Mark added. “*Lots* of good,” emphasized Susan.

Because of their complex estate planning needs—wills, trusts, tax issues—Mark and Susan also asked us to simplify things by interfacing with their other financial and legal advisors. No problem, we assured them, working with attorneys, accountants, and others is one of our strong suits.

“Looking good,” said Mark some months later, as he reviewed the consolidated report we’d produced to give them the total picture with single-source convenience. “One thing, though,” he added. “I still wish I knew *why* Uncle Charles left it all to me.”

“Maybe he wanted to be remembered,” suggested Susan.

“You know,” said Mark, “that gives me an idea. What about setting up a charitable trust—in Uncle Charles’ name—so a *lot* of people have reason to remember him?”

“Perfect.” said Susan.

We thought so, too. Especially since, as trustee, we’ll get to see all the good being done.

In the interests of client confidentiality—which we take very seriously, Mark and Susan are composite examples. The services described, however, are real, and represent just some of the ways we help clients preserve, manage and transfer wealth.