

Putting it into Action

Estate Planning

- Net Worth Analysis, determine how property is titled and whether re-titling of assets is necessary (10)
 - Trustee Review – wealth transfer documents (wills or trusts) for successor Trustee (top 10 clients)
 - Review primary and contingent beneficiary designations, retirement accounts, annuities and insurance policies. (phased)
 - Phase 1: A clients within 3 months
 - Phase 2: B clients within 6 months
 - Phase 3: C clients within 9 months
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Planning for Business Owners

- Buy / Sell or Key Person Funding Analysis (need business net-worth statement and existing agreements) (3)
 - Business Valuation using Principal (need three years of business financial statements and income tax returns) (1)
 - Buy / Sell Valuation Analysis
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Life Insurance Planning

- Insurance Policy Review to update current policies (8-10)
 - Long Term Care discussions – self insure vs. transfer, a care coordinator analysis and asset based (8-10)
 - Tax Mitigation / Wealth Transfer Planning using ILITs (5)
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Charitable Giving

- Charitable Remainder Trusts (CRT) – identify 5 clients who may be appropriate for this strategy for a discussion by the end of the year
 - Donor Advised Funds – identify 5 high-net-worth clients and discuss the advantages of this product
 - Gifting IRA to Charity – identify 5 clients with a large IRA balance, age of 70 ½ or older, that have charitable desires to discuss this technique
 - Year End Tax Planning – discuss gifting stock that has appreciated and held for more than 1 year to charity
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Retirement Planning

- Individual
 - Conversions to Roth IRA
 - Individuals close to retirement with large 401(k) balances (10)
 - IRA to Roth; clients currently in a lower tax bracket vs. a higher bracket in retirement
 - Rollovers and Transfers
 - Clients without IRAs with you (where are their retirement assets?) (15)
 - Clients over 59½ – consolidate retirement assets, 401(k)s, 403(b)s etc. (15)
 - Retirement Cash Flow Analysis (use Retirement Funding Sensitivity) (15)
 - Corporate Retirement Plans
 - Qualified Plan Fiduciary Review and Benchmarking Study (need 5500 and employee census) (3)
 - Benchmarking – broad array
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