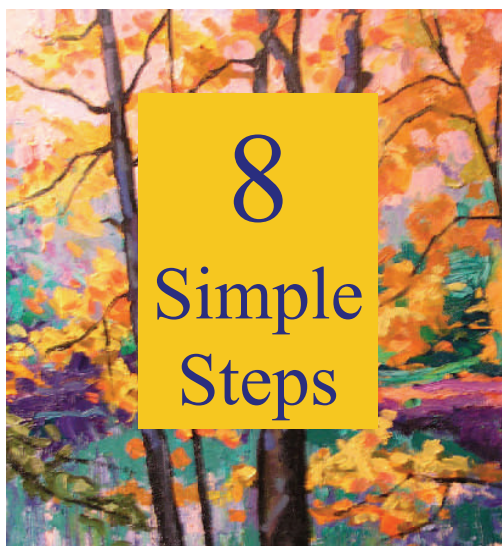


Your Legacy Matters

*Designing an estate plan that protects
everything you own,
all that you value, and
everyone you love*



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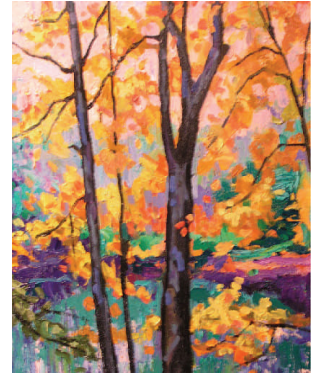
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Getting Started

As we journey through life's various stages, we spend considerable time and energy building relationships and accumulating assets. Passing a legacy to family and friends, while avoiding unnecessary taxes and administrative delays, requires thoughtful planning.

Our "legacy" is so much more than a simple calculation of financial net worth. Simply put, the "legacy" we leave behind tomorrow should be the full story of the life we lead today. Consequently, the character of our estate plans should follow the contours of our values and beliefs, and not just the lines drawn by a financial statement.



Legacy planning doesn't start with focusing on "tax reduction strategies" or the particular legal documents. It starts instead with an examination of your individual life's story. How will your legacy plan benefit (a) your family, (b) the organizations important to you, and (c) the community of non-family members who are significant in your life? Your estate plan is as individual as you are, and taking time to complete your arrangements now will give you control over how you provide for those closest to you in the future.

At our office, we work with you to turn you life's efforts into a lasting legacy. Using written exercises, facilitated discussion, graphic illustrations, and asset and tax analysis, we will custom-tailor a comprehensive plan that achieves your desired goals and objectives. Most importantly, we simplify the planning issues and process to make it understandable, effective, and enlightening.

As a beginning, please review the following statement, and if you agree with it, sign below and then move forward through this booklet.

I want to control my property while I'm alive, take care of myself and my loved ones if I become disabled, and give what I have to whom I want, the way I want, and when I want. Furthermore, if I can, I want to save every last tax dollar, professional fee, and court cost legally possible.

(Please sign above if you agree)

TELL US ABOUT YOURSELF

The information you provide in this section provides us with important objective information about you, your age, marital status, where you live, and how best to communicate with you.

Husband's or Single Person's Information

Full Legal Name _____
(Name most often used to title property and accounts)

Also Known As _____
(Other names used to title property and accounts)

Prefer to be called _____ Birth date _____ SS# _____ US Citizen? _____

Home Address _____ City _____ State _____ Zip _____

Home Telephone _____ County of Residence _____

Business Telephone _____

Employer _____ Position _____

E-mail Address _____ It is okay to communicate with me via my E-mail address

Spouse's Information

Full Legal Name _____
(Name most often used to title property and accounts)

Also Known As _____
(Other names used to title property and accounts)

Prefer to be called _____ Birth date _____ SS# _____ US Citizen? _____

Home Address _____ City _____ State _____ Zip _____

Home Telephone _____ County of Residence _____

Business Telephone _____

Employer _____ Position _____

E-mail Address _____ It is okay to communicate with me via my E-mail address

Date of Marriage _____ Existing Prenuptial Agreement? _____

Have you ever lived in any of the following states: Arizona, California, Idaho, Louisiana, Nevada, New Mexico, Texas, Washington, or Wisconsin? Yes No

Are either of your parents still living? Yes No

Are either of your grandparents still living? Yes No

TELL US WHO YOU WANT TO GET YOUR STUFF AFTER YOU ARE GONE

Identify those children and/or other family members who are most likely a possible beneficiary of your estate. Please use full legal names. Note: Listing a person in this section is not a firm indication of your decision to provide for a particular individual. Rather, it is simply a means of identifying individuals for discussion purposes. (Insert additional sheets, if necessary)

Name/Address/Telephone Number	Birth date	Relationship
1 _____ _____	_____	_____
2 _____ _____	_____	_____
3 _____ _____	_____	_____
4 _____ _____	_____	_____
5 _____ _____	_____	_____

Does anybody listed above have special educational, medical or physical needs, or receive governmental benefits?

Yes No

Does anybody listed above have any potential problems with drug or alcohol abuse? Yes No

Are you concerned with any potential beneficiary's ability to handle/manage money? Yes No

Are you concerned with your children's ability to get along with one another? Yes No

Are there problems/concerns relative to your relationship with your children (or spouse's children)? Yes No

Have any of your children been divorced? Yes No

STEP**3****POTENTIAL “CHARITABLE” BENEFICIARIES**

Many, but not all, of our clients desire to direct a portion of their estate toward charities or other non-profit organizations. Whether it is your church, college, social club, favorite philanthropy, you may have the same desires. Take a moment and contemplate whether you would ever include such a bequest within your legacy plan. Note: Listing a particular organization in this section is not a firm indication of your decision to make a bequest. Rather, it is simply a means of identifying charity or non-profit for discussion purposes.

Name of Charity or Non-Profit**Address**

1 _____

2 _____

3 _____

4 _____

STEP**4****PEOPLE WHO ADVISE YOU**

Your various advisors play a key role in the establishment of your estate plan. By way of example, your financial advisor and life insurance agent may need to be contacted to confirm and/or change beneficiary designations and titling of accounts. Your accountant may need to be consulted relative to income tax matters. And your physician should be informed of any health care directives you establish.

Name**Telephone**

Accountant _____

Financial Advisor _____

Life Insurance Agent _____

Personal Physician (H) _____

Personal Physician (W) _____

Emergency Contact _____

STUFF THAT YOU ARE WORRIED ABOUT

Our objective is to assist clients in identifying their concerns and anxieties. All too often in the planning process, a client will discover that there are other, more pressing concerns than the one that caused them to begin the planning process. Please review the following risks that we frequently hear from clients, identify those risks of which you are concerned, and provide us with some sense about how concerned you are with that particular risk. This information will assist us in focusing our conversations toward the issues that are the most pressing to you.

	<u>Level of Concern (if any)</u>			
	None	Low	Medium	High
Tax Concerns				
Risk of the IRS "inheriting" half the estate when we die	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk of capital gains taxes paid on the sale of property	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk of unnecessary income taxes being paid on investment assets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Family Concerns				
Risk of persons other than those we select will gain custody of any minor children.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk of a child or other beneficiary losing his or her inheritance to creditors, lawsuits or to a divorcing spouse.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk of a child or other beneficiary losing his or her inheritance due to mismanagement of the money	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk that upon the death of a child or other beneficiary, any inheritance received by that person might pass to a spouse (who may later remarry) rather than passing to a grandchild or other preferred heir	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk that an inheritance passing to a minor child or grandchild might be squandered or stolen by the person in charge of managing the money for that grandchild	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk that an inheritance received by a child or other beneficiary who has a disability would render them ineligible for governmental benefits	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk that assets left to your spouse (whether by virtue of joint tenancy or by will) might not pass to your intended heirs as a result of your spouse remarrying.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk of unnecessary litigation from heirs who receive less than they think they are entitled to	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk of estate passing unequally due to nature of assets owned, such as where a business comprises most of the value of the estate	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk that heirs will not fully appreciate the values and virtues used to create the inheritance	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk that parents, who may need financial assistance, are not provided for	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

STUFF YOU ARE WORRIED ABOUT (CONTINUED)

	<u>Level of Concern (if any)</u>			
	None	Low	Medium	High
Disability Concerns				
Risk of loss of control over assets in event of disability.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk of legal guardianship in event of disability.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk of unwanted efforts made to save your life if you feel that it's best to cease such efforts and die peaceably and without pain.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk that health care personnel will not disclose health care information to loved ones due to lack of proper HIPAA releases	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk of an unnecessary guardianship over an incapacitated adult child in order to make health care decisions for that child	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Creditor Concerns				
Risk of frivolous lawsuits	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk of loss of assets to nursing home	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk that a creditor of a joint tenant may seize the jointly-owned property to satisfy the debt of the other joint tenant.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Post-Death Concerns				
Risk of unnecessary costs and delays associated with the estate passing through probate	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk of having to sell assets in a "fire sale" in order to create the liquidity needed to pay taxes and expenses.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk that the person(s) charged with managing your affairs after you've passed will innocently make mistakes because he or she is unaware of what is required and is unaware of the personal liability for those mistakes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk of private matters unnecessarily being made public.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

STUFF YOU ARE WORRIED ABOUT (CONTINUED)

	<u>Level of Concern (if any)</u>			
	None	Low	Medium	High
Business Concerns				
Risk that corporate shield will fail to protect corporate assets because corporate meetings have not been held annually, corporate minutes kept, officers elected, etc. <input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk of lawsuits by employees due to out-of-date or non-existent employee agreements..... <input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk of business failure due to the lack of a business succession plan <input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk of unnecessary expenses associated with the sale of a business because of the absence of an exit plan having been prepared ahead of time..... <input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Risk of unintended financial results stemming from a Buy/Sell Agreement that is out of date and/or underfunded <input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PEOPLE TO DO THINGS FOR YOU WHEN YOU CAN'T DO THINGS FOR YOURSELF

One of the most important aspects of any estate plan is the “appointment” of various persons to assist you and your family in times of need – particularly when death or disability strikes. These appointed “helpers” are called by different names depending on the type of estate plan you elect to implement. In this Section, we try to avoid labels. Instead, we focus on the roles

Successors to You and Your Spouse

Who will serve as guardian for your minor children if both of you were to die prematurely? (*Ignore this question if you do not have minor children*)

		Name	Address
Guardians	First Choice		
	Second Choice		

If you were both incapacitated for any period of time, who would you choose to handle your financial affairs?

		Name	Address
Financial Successor	First Choice		
	Second Choice		

If you were both incapacitated for any period of time, who would you choose to make health care decisions for you?

		Husband or Single	Spouse
Health Care Successor	First Choice		
	Second Choice		

If you were both deceased, who would you choose to administrate and distribute your estate?

		Name	Address
Estate Fiduciary	First Choice		
	Second Choice		

TELL US ABOUT WHAT YOU OWN

Determining the ownership, value and character of your assets is important to your estate and legacy plan. The title “ownership” is important for tax and transfer matters. The “value” will be significant in determining potential tax liability. The “character” is relevant in assessing the manner by which the asset can transfer.

Assets Information

The values listed are for discussion purposes only. A more accurate list will be obtained at a later date. You may use the back of this paper to continue a list in each category of asset.

To identify the Owner of an asset, use “JTS” for joint ownership with spouse; “JTO” for joint ownership with non-spouse; “H” for Husband as sole owner; “W” for Wife as sole owner; or “T” if owned by a revocable trust that you have created.

Bank and Savings Accounts. To identify type of account, use “CA” for checking account; “SA” for savings account; “CD” for certificate of deposit; “MM” for money market account. *Do not include IRAs or 401(k)s here.*

Financial Institution	Owner	Market Value	Type of Account
1.			
2.			
3.			
4.			
5.			

Stocks, Bonds or Investment Accounts. List any and all stocks and bonds you own. If held in a brokerage account, lump them together under each account. ***Do not include IRAs or 401(k)s.***

Stock, Bond or Investment Acct	Owner	Market Value	Type of Plan
1.			
2.			
3.			
4.			
5.			

Retirement Accounts. To identify type of account, use “P” for pension; “PS” for profit sharing; IRA, Roth IRA, SEP, or 401(k).

Custodial Institution	Owner	Market Value	Type of Plan
1.			
2.			
3.			
4.			
5.			

Real Estate.

	Owner	Market Value	Debt
1. Personal Residence			
2.			
3.			
4.			
5.			

Personal Property.

Description	Owner	Market Value	Debt
1. Auto #1			
2. Auto #2			
3. Auto #3			
4. Personal Effects			
5.			
6.			
7.			

Life Insurance Policies and Annuities. List the issuing company. To identify type of contract, use “T” for term insurance, “CV” for insurance policies having a cash value, “A” for annuities.

Insurance Company	Type	Owner	Insured	Cash Value	Death Benefit
1.					
2.					
3.					
4.					
5.					

Other Property. List other property that you have that does not fit into any other listed category. This may include an interest in a closely-held business, monies owed to you, etc.

Description	Owner	Market Value
1.		
2.		
3.		
4.		
5.		

Additional Documentation

Sometimes we need to review other documents before we can make planning recommendations. If possible, please bring with you to the Initial Interview the following documents:

- Copies of existing planning documents, including wills, trusts, powers of attorney, health care proxy, living wills, etc.
- Copies of all deeds to real estate owned by you.
- Copies of the most recent statements evidencing your ownership of bank accounts, investment accounts, retirement accounts, and annuities.
- Prenuptial Agreement (if applicable).
- Long-term care policies (if any).
- Divorce Decree or Property Settlement Agreement for divorce under which continued obligations exist.

TELL US WHAT YOU WANT TO ACCOMPLISH

Before we meet, it is important for us to better understand what prompted you to schedule this appointment? Don't focus of the tools to be used but rather on the outcomes to be achieved.

Goal	Consequence of Failure to Meet Goal

*What's most important to you
is what's most important to us*