

STEP

5

CONCERNS & ANXIETIES

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 which concern you, 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.

If the responses in this section are different as to Client 1 and 2, please indicate those differences.

Level of Concern (if any)

None Low Medium High

Tax Concerns

Risk of the IRS "inheriting" half the estate when we die.....

Risk of capital gains taxes paid on the sale of property.....

Risk of unnecessary income taxes being paid on investment assets.....

Family Concerns

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

Risk of a child or other beneficiary losing his or her inheritance to creditors, lawsuits or to a divorcing spouse or to mismanagement of the money

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.....

Risk that an inheritance received by a child or other beneficiary who has a disability would render them ineligible for governmental benefits.....

Risk of unnecessary litigation from heirs who receive less than they think they are entitled to

Risk that parents, who may need financial assistance, are not provided for.....

Disability Concerns

Risk of loss of control over your assets in event of your disability.....

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

Risk of an unnecessary conservatorship over an incapacitated adult child in order to make health care decisions for that child

Creditor Concerns

Risk of lawsuits against you.....

Risk that a co-owner's creditor may seize the property you co-own jointly, in order to satisfy the debt of the co-owner.....

Post-Death Concerns

Risk of unnecessary costs and delays associated with the estate passing through probate

Risk of having to sell assets in a "fire sale" in order to create the liquidity needed to pay taxes and expenses.....

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.....

Risk of private matters unnecessarily being made public.....