

To be Completed by Client

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 you 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 of persons other than those you select will gain custody of any minor children.				
Risk of a child or other beneficiary losing his or her inheritance to creditors, lawsuits or to a divorcing spouse.....				
Risk of a child or other beneficiary losing his or her inheritance due to mismanagement of the money				
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.....				
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 such as Medicaid.....				
Risk of unnecessary litigation from heirs who receive less than they think they are entitled to				
Risk of estate passing unequally due to nature of assets owned, such as where a business comprises most of the value of the estate.....				
Risk that heirs will not fully appreciate the values and virtues used to create the inheritance				
Risk that parents, who may need financial assistance, are not provided for				
Disability Concerns				
Risk of loss of control over assets in event of disability.....				
Risk of legal guardianship in event of 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				

	<u>Level of Concern (if any)</u>			
	None	Low	Medium	High

Disability Concerns Continued

Risk that health care personnel will not disclose health care information to loved ones due to recent HIPAA privacy rules and lack of proper HIPAA releases

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

Creditor Concerns

Risk of frivolous lawsuits

Risk of loss of assets to nursing home

Risk that a creditor of a joint tenant may seize the jointly-owned property to satisfy the debt of the other joint tenant

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

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.

Risk of lawsuits by employees due to out-of-date or non-existent employee agreements

Risk of business failure due to the lack of a business succession plan

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

Risk of unintended financial results stemming from a Buy/Sell Agreement that is out of date and/or underfunded

Financial Concerns

Risk that you will not be able to maintain your current standard of living during retirement

Risk that you will run out of money during retirement.....

Risk that your assets will be consumed paying for your care upon disability

Risk of not having sufficient funds to pay for your children or grandchildren’s higher education