

*We measure our significance in life
not by its beginning but by its ending.*

Legacy Life Planning

WORKBOOK

*For the Second
Half of Life*



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*Legacy is about so much
more than money.*

THROUGHOUT YOUR LIFE, YOU'VE BEEN COMMITTED TO PROACTIVELY BUILDING PLANS — WHETHER FOR YOUR BUSINESS, YOUR FINANCIAL FUTURE, A FAMILY MEMBER'S EDUCATION OR A CAUSE YOU CARE ABOUT. YOU SEEK TO ANTICIPATE WHAT WILL HAPPEN AND HOW YOU NEED TO DESIGN, GROW AND ADAPT YOUR PLAN GOING FORWARD. YOUR LEGACY PLAN SHOULD BE NO DIFFERENT.

A Legacy Life Plan (LLP) provides a process to design and integrate the important parts of your life with a particular emphasis on planning for a period of transition or change that's being contemplated, in process or, possibly, winding down. An LLP takes a holistic view of your life goals, accomplishments and sense of the future, so you can better balance your time with what you see as your most important role(s) and highest priorities. The process helps size up the core realities we all face, including our finances and investments; fiduciary, estate and retirement plans; family legacy; and contingency risks, such as death, incapacity and potential long-term care costs. In other words, the process is designed to help make sure your "financial life plan" is put in order, coordinated with your objectives, and balanced with your purpose and the things that matter most to you.

FOR MANY OF US, CREATING A LIFE-STORY VIDEO OR LEGACY LETTER AS PART OF THE LLP PROCESS WILL RESULT IN A UNIQUE COLLECTION OF FAMILY HISTORIES, EXPERIENCES, VALUES, ACCOMPLISHMENTS AND ENDURING SENTIMENTS.

These experiences have a special power and meaning — not only for your own life but also for the purpose of connecting with the next generation and leaving an enduring Family Legacy.



THIS WORKBOOK IS DIVIDED INTO FIVE SECTIONS WITH DIFFERENT QUESTIONS IN EACH THAT ARE INTENDED TO STIMULATE CONVERSATION AND DISCUSSION AS PART OF THE PLANNING PROCESS.

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WE'RE HERE TO HELP YOU PLAN YOUR LEGACY



Life Planning Questions

MEANING GIVES US A SENSE THAT OUR LIVES MATTER, WHICH, OF COURSE, THEY DO. IT ALSO PROVIDES PURPOSE, HELPS US SEE THAT WE ARE MAKING A DIFFERENCE, AND BRINGS TOGETHER OUR GOALS AND THE THINGS WE CARE ABOUT MOST.

Meaning comes through identifying and achieving the things you value most in life. Although meaning is a personal emotion or attitude, it can also have an economic quality when you're confident that your finances, investments, fiduciary and estate plans, and family legacy are coordinated and will work the way you intend.





1. Do you have a retirement life plan?

2. In what ways do you think your retirement years will be a continuation of your life right now? What will be the critical areas that make a fulfilling retirement for you?

3. Do you have a vision and hope for the next five or ten years? What things would you like to accomplish?

4. Do you have an ideal lifestyle spending plan for the next stage in life?

5. Do you have any major expenditure planned, like a home improvement, vacation property or other purchases?

6. Do you plan to make annual gifts or special bequests to your children or a charity?



7. If not retired, when would be an ideal time to consider either part- or full-time retirement?

8. Do you think you will continue to work in some way during retirement?

9. How will leisure fit in to your lifestyle goals? What things would you like to do that you haven't gotten around to yet?

10. For some, travel is an important leisure activity. Do you have a travel plan in mind for the next stage in life?

11. What in life has given you the greatest sense of fulfillment?

12. Looking ahead, what do you think will give you the most satisfaction and the greatest sense of achievement?





13. What will be your most important role(s) in the future?

14. What would a successful next stage in life look like for you? Where will you find your personal identity?

15. How might you spend your time and structure your life without full-time work? How might this provide you a sense of personal well-being and purpose?



Family Legacy Questions

SOMEONE ONCE SAID, “THE FINEST LEGACY IS OFTEN NOT ABOUT MATERIAL THINGS.” A LEGACY FOCUSES ON THE EXPERIENCES OF YOUR LIFE AND THE DIFFERENCES YOU HAVE MADE.

It recognizes and embraces the meaningful ways your unique gifts have made an impact on your children, your work, your community and the things you care about. It’s a lifetime process that may involve your finances, assets, time, expertise or passion. Creating and preserving your living legacy also enhances your well-being by recognizing the differences you’ve made; connecting and inspiring the next generation; and designing the ideal transition to the next stage in life. The following questions can be useful in identifying and creating your Legacy Life Plan.





1. Do you feel that you and your family are prepared for what lies ahead?

2. What do you want your life or legacy to signify?

3. As you think about your life and experiences, for what things are you the most grateful? How would you hope to be remembered?

4. What were the important turning points or defining moments in your life that contributed to your overall well-being and success?

5. How might your life experiences, lessons, achievements, values, relationships and stories be preserved, communicated and perpetuated for future generations?

6. A key legacy goal in many families is generational family harmony and unity. Is this an important goal or possibly a concern for you and your family?



7. As you think about the wealth of your family, what are your thoughts on how the wealth is not only best protected but also positioned and prepared to grow and last? Please consider wealth not only in the context of a financial inheritance but also in other forms, like values, work ethic, social and community responsibility, family and life experiences.

8. Is there some purpose or cause like community, social and culture interests; religious, educational or service organizations; and nonprofits that you would like to consider as part of your legacy plan?

9. Are you informed or aware of the charitable trust or annuity strategies that will allow you and your family to benefit from your charitable plan or gift?

10. Is there a specific property, home or family treasure that should be part of your legacy plan?

11. What other thoughts or ideas do you have for leaving a legacy that will be remembered in the hearts and minds of future generations?

Estate, Fiduciary and Inheritance Questions

A 20-YEAR STUDY INDICATES THAT SEVEN IN TEN ESTATES FAIL TO TRANSFER WEALTH SUCCESSFULLY TO THE NEXT GENERATION. OVER THREE GENERATIONS, 90 PERCENT OF ESTATES ARE DEPLETED. ONLY 3 PERCENT OF THESE ESTATE FAILURES ARE DUE TO TAXES OR IMPROPERLY PREPARED LEGAL DOCUMENTS; 97 PERCENT RESULT FROM BROKEN TRUST, POORLY PREPARED HEIRS, A BREAKDOWN IN COMMUNICATION AND RELATIONSHIPS, OR THE LACK OF A CLEAR VISION FOR THE WEALTH TRANSFER PLAN.

Further, for most estates, the emphasis is generally on tax planning and not enough on life and family planning. This ultimately can diminish your legacy and the harmony of future generations.

1. What was the primary purpose in the design and structure of your present estate plan?
2. Do you have a clear understanding of your estate, fiduciary and inheritance plan?
3. Does your estate plan or supporting documents express or explain your intent and purpose, as well as capture your values and your hopes for your children?
4. Do you have any concerns about the impact or influence of an inheritance on the next generations?
5. How might your children integrate an inheritance into their lives?
6. Is it important to provide asset protection for your children or a safety net that is safeguarded from divorce, creditors or financial mistakes?



7. Since children have different skills and circumstances in life, do you want your children to receive an equal inheritance in your estate planning or are you more inclined to think of your estate plan in terms of a fair inheritance?

8. When do you think it would be best for your children or grandchildren to receive an inheritance?

9. What form should the inheritance take: outright, in trust or as a combination?

10. How much would you want to tell them about their potential inheritance?

11. Is there a special property or family treasure that you want to pass on to the next generation?

12. Do you understand your present fiduciary plan?



13. Have you had a Fiduciary Review that measured the practical implications and results of your fiduciary plan?

14. What qualities or skills do you believe would be important in a fiduciary in order to have an effective trustee-beneficiary relationship when family trusts are used to enhance the well-being and wealth of your family? In other words, what qualities or characteristics are important to you in selecting a fiduciary?

15. Why might you consider setting up a family trust in your estate plan for the benefit of your children?

16. How should your fiduciary/trustee reinforce your values and core beliefs in administering the trust and working with the beneficiary(s)?



Family Business Succession Questions

IMAGINE AS A SPOUSE OR HEIR THAT YOU HAVE BEEN HANDED A SUCCESSFUL BUSINESS BUT KNOW VERY LITTLE ABOUT THE ORGANIZATION YOU'RE ABOUT TO RUN OR SELL. OR MAYBE YOU'RE IN THE PROCESS OF SELLING A BUSINESS YOU'VE BUILT, BUT ARE NOT SURE WHAT THIS WILL MEAN TO YOUR OVERALL FINANCIAL SITUATION OR FUTURE IDENTITY IN LIFE.

In either situation, this could be a major life event with emotional and financial implications. We believe business succession is a strategy (not an event) that every owner will need, because one day, each owner, shareholder or employee will exit their business or career. It's important to consciously plan for and systematically move toward that important stage in life.



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1. How would you answer the question, “Who am I when I no longer own a business or have a place to go each day?”
 2. What are your greatest fears in letting go of your business?
 3. Do you have a vision or purpose for the next stage in life without your business?
 4. How have you used qualified professional advice in integrating the business succession, estate and retirement plan for you and your family?
 5. Are there any specific directions regarding the succession of your business or other illiquid assets in the event of your incapacity or death that should be addressed in your health-care or financial powers of attorney, estate plan or other supporting documents?
 6. Are your asset and business values substantiated, or is there a workable formula or process for determining fair-market value?



7. Does a funding plan exist for the payment of business liabilities, working capital needs, and potential estate and income taxes in the event of death or incapacity of the owner/manager?

8. If you have a family business, has a successor been selected, documented and communicated to other stakeholders and family members?

9. Is the economic growth and viability of the business sustainable with proper management in the next generation?

10. Has your vision and mission statement for the family business been written and communicated to family members and management?

11. Is there a written business succession strategy that defines how the assets and shareholders will be treated, assuming various trigger events such as death, disability, withdrawal or retirement?



12. If a business buy-sell agreement is funded with life insurance, is it intended that the insurance cash value or death proceeds will add to the value of the business for estate purposes or the sale of your interests during your lifetime?

13. Do you know if the agreement is unclear or silent on the treatment of the life insurance proceeds?

14. Do you have a documented plan and timeline in place for transferring business decision-making responsibility and authority in the event of a contingency or your retirement? Is this plan approved by business credit sources?

15. Has the business succession plan been communicated to family members and other stakeholders, including credit sources?

16. Have you developed a funded retirement source independent from the operating results or the sale of the business interest?

Quality-of-Life Planning Questions

QUALITY-OF-LIFE PLANNING, WHICH INCLUDES END-OF-LIFE DECISIONS, IS A DIFFICULT SUBJECT FOR MOST FAMILIES TO TALK ABOUT. **HOWEVER, HAVING A MORE INTENTIONAL, COMPREHENSIVE CONVERSATION WITH YOUR FAMILY WHILE YOU ARE HEALTHY CAN HELP BRING YOU ALL CLOSER TOGETHER AND ENSURE THAT YOUR WISHES ARE UNDERSTOOD AND RESPECTED.**

It's important to start with the basics: a simple packet of information that might include a recent financial statement, insurance information, burial and funeral instructions, health-care information, and financial powers of attorney. You should also consider putting together a more meaningful health-recovery statement that includes quality-of-life goals, a personalized legacy video or letter to loved ones, and possibly a brief explanation of the "why" behind your estate plan. All of these pieces together can help not only prepare your family for this eventuality but also make the transition more well defined for you and your loved ones.

1. How are you preparing for life transitions and change that will mean greater dependency in the coming years?
2. Does your end-of-life planning reflect your core values, and are these values clearly understood by your family?
3. Have you expressed quality-of-life goals in a health-care statement or in conversations with your family?
4. Do you anticipate any caregiving responsibilities during the next stages of life?
5. Do you have an insurance plan or other funding source as a contingency for long-term-care expenses?
6. Do you have a customized health-care and financial power of attorney that addresses your unique wishes? Is your fiduciary or agent aware of your directions and wishes?



7. In selecting your health-care agent, did you use any specific criteria that would be important for others to know?

8. Have you completed a HIPAA authorization and identified who you want to receive your health-care information?

9. Have you completed a Medical Orders for Scope of Treatment form or written a meaningful recovery statement regarding your medical and health-care choices? Has your personal physician reviewed and approved the document?

10. Do your family and medical providers have instant access to your vital health-care documents?

11. Have you planned for the administrative and ceremonial needs and roles for end-of-life decisions?



12. Do you have a liquidity plan for the final expenses and more immediate family needs?



*We're Here to Help You
Plan Your Legacy*

BUILDING YOUR LEGACY INVOLVES A REAL EXAMINATION OF YOUR GOALS—FOR BOTH YOURSELF AND YOUR FAMILY. AS YOU THINK ABOUT EVERYTHING YOU WOULD LIKE TO LEAVE BEHIND, IT'S IMPORTANT TO CREATE AN EFFECTIVE PLAN TO ACHIEVE ALL OF YOUR OBJECTIVES AND PROVIDE FOR A SUCCESSFUL TRANSITION.

Our purpose, or mission, is to enrich our clients' lives and legacies, not just their investment portfolios or estate plans. We can be reached at 970-484-9222 to answer any questions.



Notes



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