

5 Proactive Advisor Conversations that Clients Appreciate

"What's wrong with this picture?"

Update an Asset-Map and Target-Map with what we know about a household's finances or newly placed financial instrument. Share it with the important members and ask them what's missing or point out what needs attention.

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"This may be an issue for your family..."

"I was looking at your Asset-Map recently and noticed a potential issue that I'm bringing to your attention. I had my team run an analysis and I think that Barbara may be exposed if John predeceases her. See the attached Target-Map. Lets' talk."

"Are you self-funding LTC?"

Choosing to self-fund a long-term care event only works when you have certainty of excess capital and a high certain net growth rate. Otherwise model a Target-Map showing the cost to self fund.

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"How much certainty do you want in retirement?"

Anxiety over one's ability to spend in retirement can be managed by having a significant portion of core expenses provided by guaranteed or optionally guaranteed income. What can we do in advance to make sure we don't set ourselves up for stress?

"Are you set up to manage your tax bracket?"

Individuals that are in a high tax bracket pre-retirement may not be in a lower bracket during retirement. Consider that managing the distribution of assets in retirement will enable a household to control the impact of taxes on their income. Having tax-free assets to supplement taxable income sources is smart planning.

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