



Do I Need Financial Planning?

Communicating Your Wishes & Protecting Your Family

- Do you have a will?
- Are you comfortable with the executor(s) and trustee(s) you have selected?
- Have you executed a living will or health care proxy in the event of catastrophic illness or disability?
- Have you considered a living trust to avoid probate?
- Does your will name a guardian and have you planned appropriately for your minor children if both you and your spouse are deceased?
- Are you sure you have the right amount and type of life insurance for survivor income, loan repayment, capital needs and all estate settlement expenses?
- Have you considered an irrevocable life insurance trust to exclude the insurance proceeds from being taxed as part of your estate?

Reducing Your Taxes

- If you are married, are you taking full advantage of the marital deduction?
- Are both your estate plan and your spouse's plan designed to take advantage of each of your applicable exclusion amounts?
- Are you making gifts to family members that take advantage of the annual gift tax exclusion?
- Does your CPA along with all of your other advisors meet every year just to go over your financial direction?

Investments

- Are your investments generating enough income to fund your living and or retirement expenses? Are they the right investments?
- Are you diversified amongst all asset classes?
- Do you have enough negatively correlated assets?
- Can I use my home or real estate to generate income?
- Are your investments tax efficient?

Protecting Your Business

- If you own a business, do you have a management succession plan?
- Do you have any concerns (cost, value, compliance, education) regarding your group benefits? (retirement plans, insurance, non-qualified deferred compensation)
- Do you have a buy/sell agreement for your family business interests?
- Have you considered a gift program that involves your family owned business, especially in light of "estate freeze" rules? (These rules were enacted by Congress to prevent people from artificially freezing their estate values for tax purposes.)

Call Wexford Financial Strategies to schedule your complimentary consultation.

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