



Generational Wealth Transfer

HELPING FAMILIES
SUCCESSFULLY
TRANSFER WEALTH

**§ Sample Wealth
Management**

Located at Sample Credit Union

Consider the Stats

According to a recent Cerulli Report, wealth transferred through 2045 is projected to total **\$84.4 trillion** – with \$72.6 trillion in assets transferred to heirs, while \$11.9 trillion will be donated to charities.

Consider the Stats

70%

of wealthy families lose a majority of their wealth before the end of the second generation...

Source: Fortune.com <https://fortune.com/recommends/investing/generational-wealth-explained/>

Consider the Stats

90%

tend to lose it all before the end of the third generation.

Source: Fortune.com <https://fortune.com/recommends/investing/generational-wealth-explained/>

Why are Wealth Transfers Failing?

What is failure?

- Paying too much in taxes
- Getting caught up in the court system
- Creating family infighting
- Your heirs spending their inheritance in its entirety

Reason #1 - Not Having a Plan

- Wills
- Trusts
- Durable POA



Reason #2 - Not Sharing the Plan

- Make sure designees know they have been named
- Your intent and has copies or access to important documents



Reason #3 - Not Updating the Plan

- Moved to a different state
- Divorce, including adult children
- Beneficiaries and contingent beneficiaries, life insurance, retirement accounts, annuities, etc.



Reason #4 - Not Being Specific in the Plan

- Details, details, details!



Heirs and the Family Cottage

- Who pays for the maintenance of the cottage?
- Who pays for the property tax, insurance, electric bills, etc.?
- Who actually wants to keep going to the cottage?



Balance the Estate Values

- Put cottage in trust and fund the trust
- Put provisions in trust on when/how cottage can be sold
- Sell cottage in a private loan to child/children
- Sell cottage outright



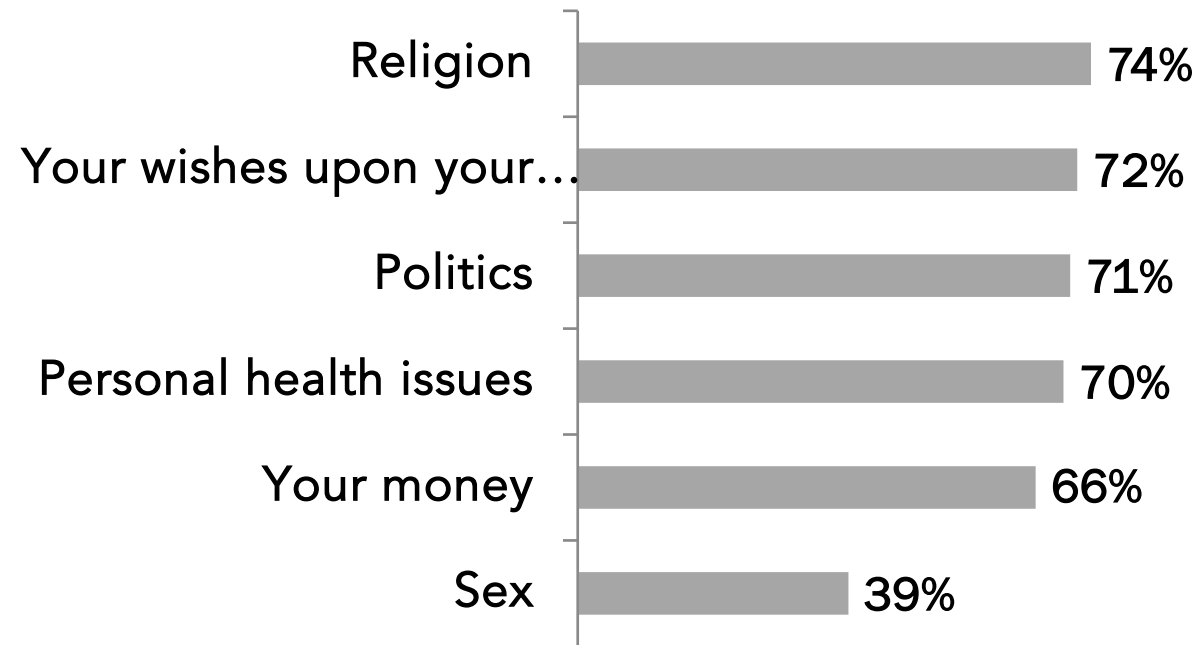
Reason #5 - Not Preparing Beneficiaries

- Lack of communication
- Fear of talking about money



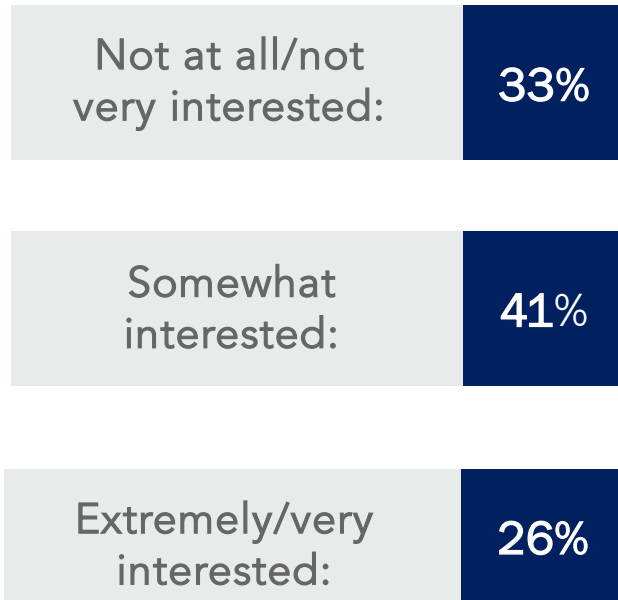
The Fear of Discussing Money

Comfortable discussing with your adult child(ren)
(Extremely/Very Comfortable)
(Base: Advised Respondents)

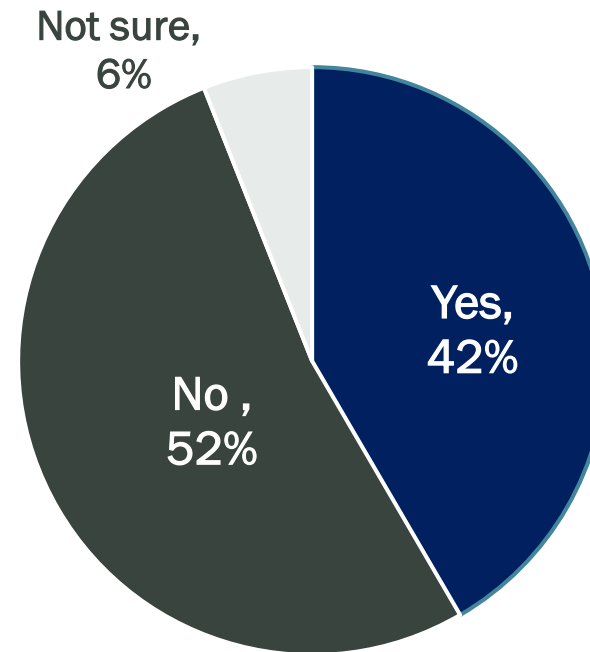


Understand the Stats

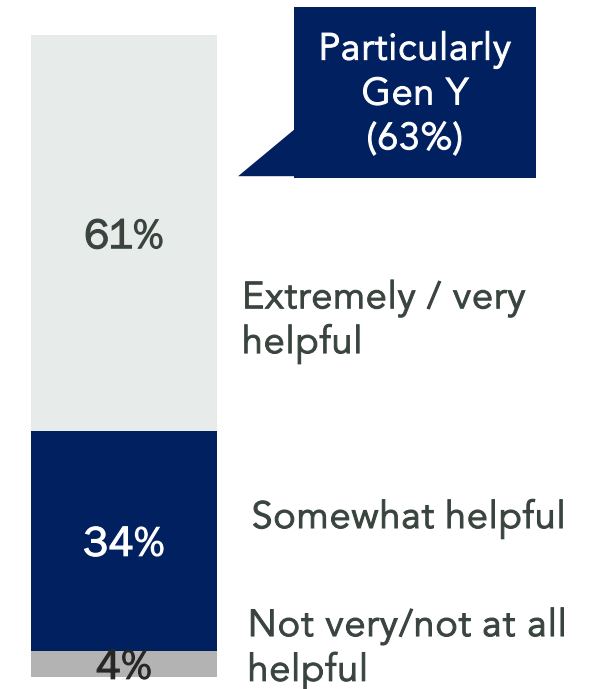
Interest in discussing family wealth with your investment professional
(Base: Advised)



Have discussed family wealth management with investment professional
(Base: Advised Respondents)

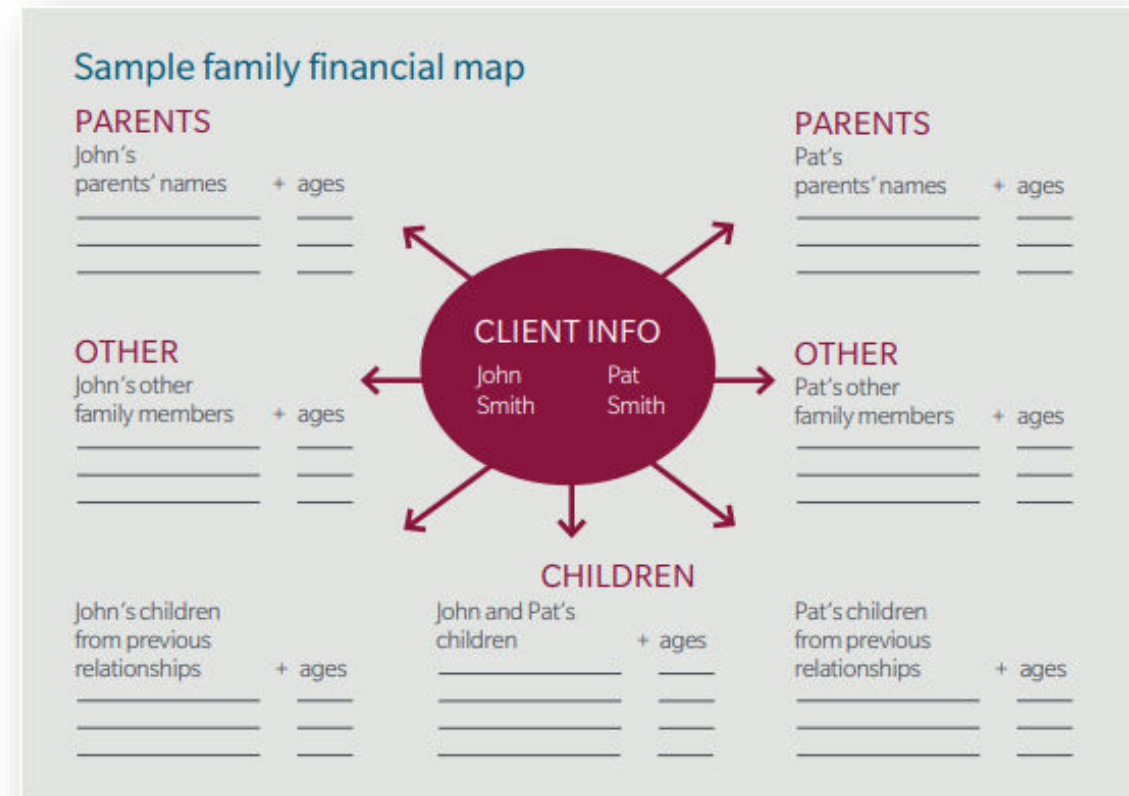


Helpfulness of family wealth management discussion with investment professional
(Base: Advised Respondents)



Create a Plan

- Parents
- Children
- Grandchildren
- Non-family members



Communicate & Educate

Engage family members early and often

- Account openings
- Gifting discussions
- Joint meetings with an investment professional

Educate for tomorrow

- Who: to talk to when the time comes
- How: to avoid mistakes
- What and where: documents and accounts

Communicate & Educate

Successfully Wealth Transfer

Successfully transfer wealth

- Understand: why transfers fail
- Plan: to avoid mistakes
- Communicate: to engage and educate

Begin Your Planning Today

- Create family map
- Create or update your planning documents
- Strategize with an investment professional



Complimentary Account Registration Review

Sample Wealth Management offers professional financial guidance to help you create a financial plan so you can leave a lasting legacy.

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