

# Multi-Generational Estate Planning

Studies have shown that 70% of family wealth is lost by the end of the second generation, and 90% by the third. But these same studies have shown that errors in financial planning and tax advice account for less than 3% of family wealth lost over the generations. Instead, the largest factor contributing to family wealth lost over the generations is from lack of communication and trust among family members (60%) and unprepared heirs (25%).

**Have you considered the following questions for your estate and your family?**

- What are the attitudes about money that you would like to teach your heirs?
- What have you done to develop financial competency in your heirs?
- What are your priorities for the control and transfer of your wealth?
- Have these priorities been discussed with the members of your immediate family?

**Multi-generational planning allows you to pass on not only monetary assets but non-financial wealth:**

- ▶ Family values
- ▶ Family history
- ▶ Desires for future generations
- ▶ Personal items with sentimental value

**What are the goals of multi-generational planning?**

- Promoting family harmony
- Laying the foundation for wealth transfer to create opportunities for future generations without diminishing their motivation
- Educating younger generations about financial planning, estate planning, and wealth management goals
- Preparing heirs for financial opportunities and challenges they will face

**To arrange a complimentary consultation, please call:**

**866.230.2206**