

SAGE HILL

Advisory & Management

CRITICAL QUESTIONS TO ASK YOURSELF

Investment Portfolio Management:

- Are you taking more investment risk than necessary to accomplish your lifestyle goals?
- Have you ever met with your Financial Advisor and estate planner together?
- When was the last time your financial advisor discussed your long-term goals and objectives with you?

Income Tax Planning & Management:

- How confident are you that your plan is maximizing the tax strategy you established with your advisors?
- Do you always feel as if you are paying too much tax?
- Would you prefer to have your tax dollars used to support your favorite charitable organization?

Insurance:

- Are you comfortable that your insurance coverage is aligned with your financial plans?
- Do you have a thorough understanding of what your insurance contracts and investment instruments are designed to do for you and your family?
- Is your insurance death benefit taxable in your estate?

Estate Planning & Wealth Transfer:

- Do you believe that your children have the necessary skills to manage the financial wealth that you intend to pass to them?
- When was the last time you spent time with your adult children and spouse to discuss your family financial philosophy?
- Are you interested in transferring the stewardship of your true wealth?
- How concerned are you that your children will be resentful if you do not leave them a large direct inheritance?
- How well will your grandchildren understand and appreciate the decisions you are making today about passing on your financial wealth?

Business Family Succession and Capitalization:

- If you sold your business today, how would you spend your time?
- Are all of your children, grandchildren, and family members involved in the business prepared to continue running the business after your retirement or death?
- Have you considered the possibility that a management team of non-family members will be necessary to run your business successfully?
- How would your family react if you told them you were planning to make a substantial donation to a charity?
- Do you believe that a business owner's children should be employed only if they meet the same criteria as non-family employees?

Family Wealth Governance:

- Has anyone spoken with you about establishing a "Family Bank?"
- Do you believe your children will develop more positive values if you do not leave them significant wealth?
- Have you thought about the role of your trustees in your Estate Plan?
- If your children are to serve as trustees, have you provided them with training and direction?

Philanthropic Plan Design and Management:

- Is it important to you that your children carry on your philanthropic work?
- How much time have you spent with your family discussing which charitable sectors and organizations you want to continue supporting?
- Has your family established a family charitable mission statement?