

Script your family's future: Why you need an estate plan

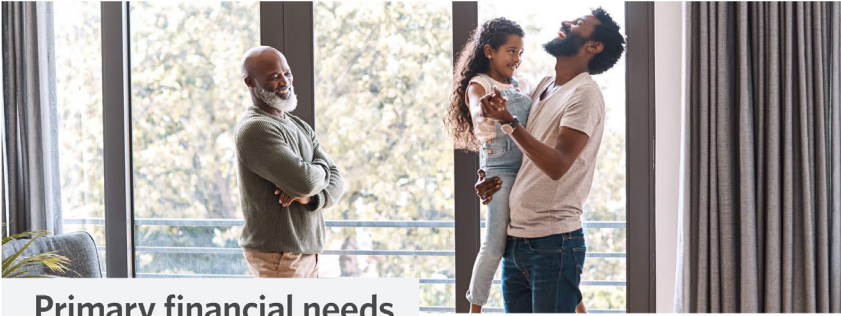


Script your family's future:
Why you need an estate plan

The team approach to estate planning



Script your family's future: Why you need an estate plan



Primary financial needs

- Managing debt
 - Buying a home or cottage
 - Financial independence
 - Having a comfortable retirement lifestyle
 - Establishing purpose in retirement
 - Travelling, now and/or in retirement
 - Funding a family member's education
- Being prepared for unforeseen illness, injury, or untimely death
 - Gifting assets to family or friends
 - **Planning your estate and/or legacy**
 - Philanthropy
 - Charitable intentions

Key steps to financial success



Script your family's future: Why you need an estate plan



The big reveal

When it comes to your estate, even if you've taken no action at all, everyone in this room has an estate plan.

Does the plan you have reflect your wishes?



Does the plan you have reflect your wishes?

When it comes to your estate, even if you've taken no action at all, everyone in this room has an estate plan.

Script your family's future: Why you need an estate plan




Script your
estate plan



Scenario 1

"We don't have an 'estate.'
We don't need an estate plan."


Script your family's future: Why you need an estate plan



Scenario 1
Meet the Clark family

Grandmother: Claire
Late husband/Grandfather: Thomas

The children: Cynthia, Tom, Patty, Veronica and Deborah



Scenario 1
Clark family

The situation:

- Claire's husband, Thomas, passed away a few years ago
- Paid off their house and savings in their RRSPs and TFSA's
- Claire was diagnosed with ovarian cancer shortly after she retired, and passed away at 68

Key concerns:
Can Claire still:

- Help her grandchildren with higher education costs?
- Pass assets to her children?

Script your family's future: Why you need an estate plan





Scenario 2
Meet the Kapoor family

The parents: Sanjay and Nisha
The children: Neha (8) and Rohan (10)

The situation:
Married 13 years, two children
Car accident

Script your family's future: Why you need an estate plan



Scenario 2 Kapoor family

Who will:

- Pay for the funeral, cover Nisha's lost income, pay the mortgage, meet Sanjay's medical costs, take care of the minor children?
- Take care of investment decisions, including planning for Neha and Rohan's education?



Script your family's future: Why you need an estate plan



Scenario 3 Meet the West family

The parents: Carl and Victoria
The children: Ally and Jen
Married 12 years (Patrick's second marriage)

The "near miss"



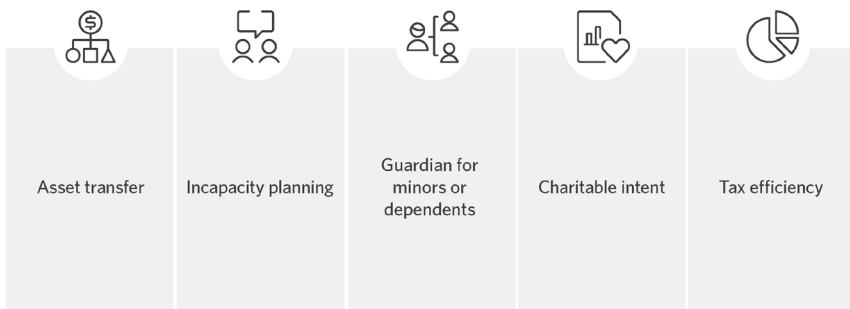
Scenario 3 West family

- The situation:
- Are my affairs in order?
 - Who are the beneficiaries?
 - Who is the executor/trustee?

Script your family's future: Why you need an estate plan

Control: The hallmark of estate planning

Some common estate objectives



Estate planning action items



Define your goals



Consider the risks



Develop your strategy

Script your family's future: Why you need an estate plan



Define your goals

- Understand your current situation
- Outline key priorities and objectives
- Discuss transparency
- Balance potentially competing goals



Consider the risks

- Life events
- Government changes
- Incorrect implementation of the strategy

Script your family's future: Why you need an estate plan



Develop your strategy

- Guidance on how to allocate your investments
- Potential investment and product solutions based on the priority of goals
- Balance potential issues and trade-offs regarding the investment and product solutions
- Perform an insurance review
- Review of beneficiary designations

The team approach to estate planning



Script your family's future: Why you need an estate plan



The importance of review

Discuss:

- Your current estate plan and associated legal documents
- Your beneficiary designations on registered accounts or insurance policies
- Any major life changes

Edward Jones

Questions
&
Answers

Script your family's future: Why you need an estate plan

Edward Jones

Let's connect!

- Email me directly if you have additional questions
- Call my office
- Complete the My Priorities Quiz and bring it to your next appointment
- How did I do? Complete the seminar evaluation

Thank You

Please complete your evaluation now

The contents of this presentation are for informational purposes only. While the information is believed to be accurate, it is not guaranteed and is subject to change without notice. Edward Jones, its employees and financial advisors are not estate planners and cannot provide tax or legal advice. You should consult your estate planning lawyer or qualified tax professional regarding your situation.