

Script Your Family's Future: Why You Need an Estate Plan

Edward Jones®



The Team Approach to Estate Planning



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Five Primary Financial Needs

- 1 Preparing for Retirement
- 2 Living in Retirement
- 3 Paying for Education
- 4 Planning for the Unexpected
- 5 Planning Your Estate or Legacy

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Key Steps to Financial Success



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The Big Reveal

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**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?**

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Script Your
Estate Plan

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Scenario 1

**“We don’t have an ‘estate.’
We don’t need an estate plan.”**

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Scenario 1 Meet the Clark Family

Grandmother: Claire

Late husband/Grandfather: Thomas

The Children:

Cynthia, Tom, Patty, Veronica
and Deborah



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Scenario 1: Clark Family

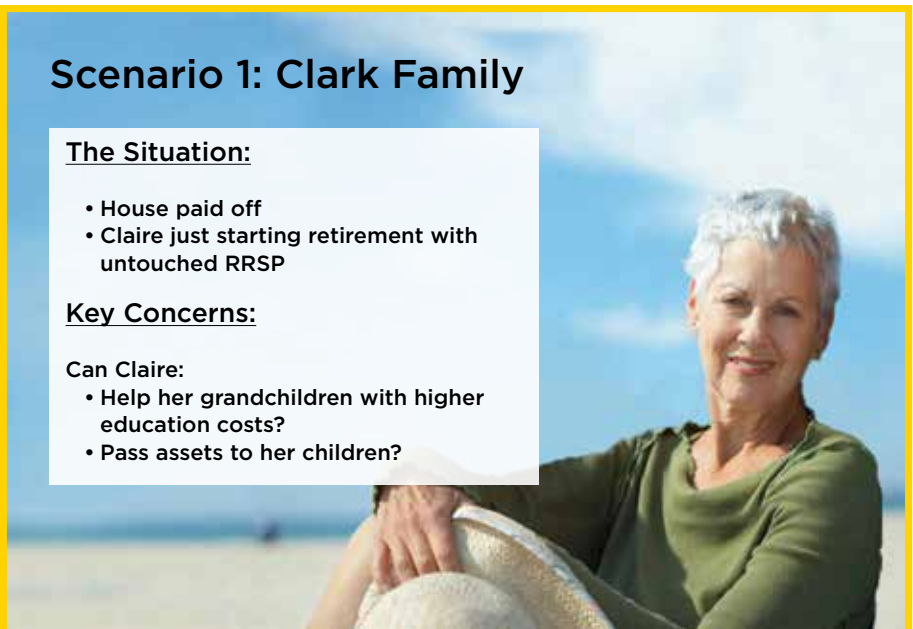
The Situation:

- House paid off
- Claire just starting retirement with untouched RRSP

Key Concerns:

Can Claire:

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



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Scenario 2

“It won't happen to us.”

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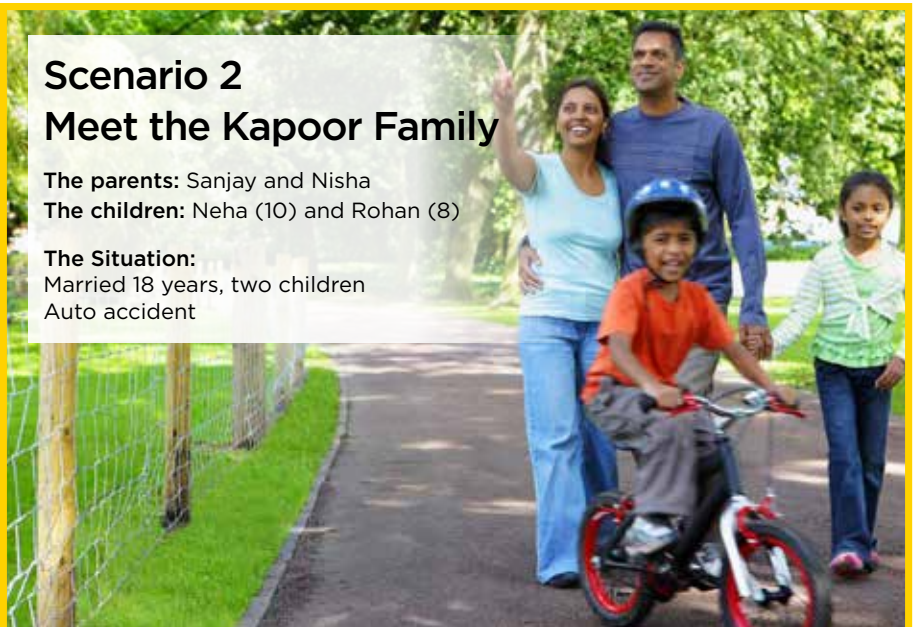
Scenario 2 Meet the Kapoor Family

The parents: Sanjay and Nisha

The children: Neha (10) and Rohan (8)

The Situation:

Married 18 years, two children
Auto accident



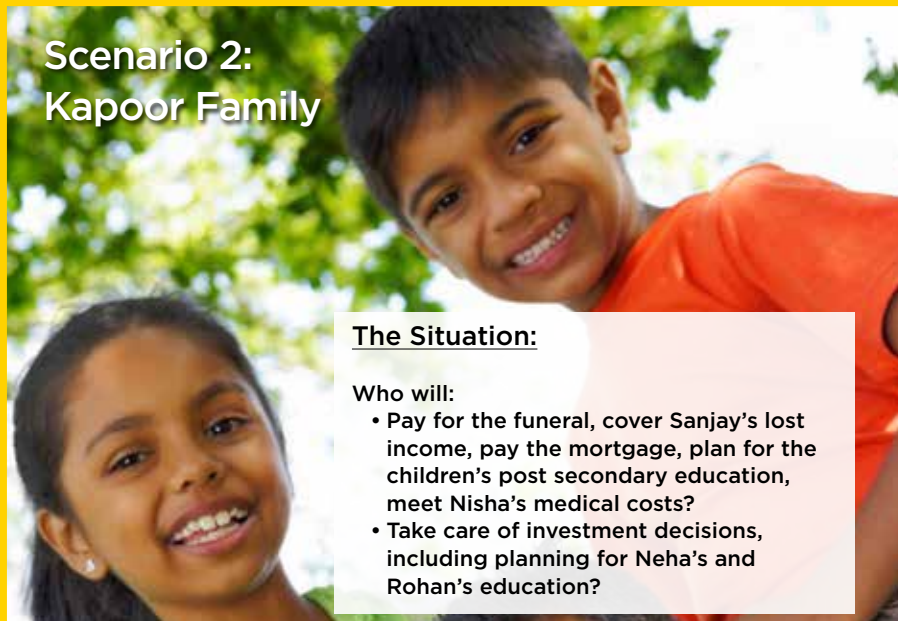
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Scenario 2: Kapoor Family



The Situation:

Who will:

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

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Scenario 3

**"We have a plan.
So, we're set for life."**

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Scenario 3 Meet the West Family

The parents: Carl and Victoria

The children: Ally and Jen

The Children:
Married 12 years
(Patrick's second marriage),
two children

The "near miss"



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Scenario 3: West Family

The Situation:

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



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Control: The Hallmark of Estate Planning

Some common estate objectives

Asset transfer

Incapacity planning

Guardian for minors or dependents

Charitable intent

Tax efficiency

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Three Major Goals of Estate Planning

Plan for the
expected

Prepare
for the
unexpected

Position
for both

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Plan for the expected

- Understanding your current situation
- Outlining key priorities and objectives
- Discussing transparency
- Balancing potentially competing goals

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Prepare for the unexpected

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

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Position for both

- Guidance on how to allocate your investments
- Potential investment and product solutions based on the priority of goals
- Balancing potential issues and trade-offs regarding the investment and product solutions

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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

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Questions
&
Answers

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Thank You

PLEASE COMPLETE YOUR EVALUATION NOW

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