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ESTATE OF THE UNION

A Newsletter from the team at Stanziola Estate Law

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The Benefits of “One Stop Shop”

Amazingly, Stanziola Estate Law has been creating estate plans for clients of Infinitas for almost four years. It has been a pleasure to work with your clients and, needless to say, your support is tremendously appreciated.

Here is a brief summary of our observations so far:

1

Streamlined Approach. Clients appreciate the streamline approach regarding the estate planning process. It makes it easy for them to implement and they like the ability to coordinate titling and beneficiary designations with the advisor’s team. Many clients have been thankful for making the process easy for them.

2

Cements the Relationship. Leaving a legacy for their family and providing an approach to benefit their children provides a lot of emotional relief. Many clients have been thinking about implementing an estate plan for years, but never were able to get it done until now. They appreciate their advisor creating a pathway to make this happen and strengthens their relationship with you.

Observations (continued):

3

Business Continuity. With the client's approval, the documents contain special language allowing the advisor to continue to manage their wealth at their death. Often, these accounts are lost either to a corporate trustee or another person who has a pre-existing relationship with a beneficiary. This gives your practice the ability to create wealth over multiple generations.

4

Capacity. Stanziola Estate Law is busy but has the capacity to handle more clients. Except for occasional scheduling issues with a client, we are usually able to implement within 30 days of the client engagement.

5

Personal Philosophy. The reason I started estate planning somewhat late in my career was because of (1) a competitor providing this benefit whom I lost a client to for this reason (and now has 20 estate planning attorneys on staff) and (2) the difficulty of coordinating with an outside law firm. Having said this, I respect advisors using other estate planning attorneys if this contributes to the growth of their practice.

6

Goals-Based Investing Process. While getting great returns on a portfolio is important, many clients appreciate the wealth management process accomplishing their personal goals no matter what the market bears. Estate planning is a critical part of this process for many wealth clients. Facilitating wealth transfer at death differentiates you from the competitor focused solely on assets under management.



Don't have an estate plan in place? Are you wondering if your current estate plan is subjecting any of your assets to probate? Are you unsure of the next steps? Please contact us at Stanziola Estate Law for a complimentary estate evaluation so we can help determine what options are right for you!

Questions or comments? Jim Stanziola (jim@stanzialaw.com) or Grace Stanziola (grace@stanzialaw.com)

Note: The contents of this newsletter are intended to be informational; under no circumstances should this be interpreted as legal advice.