

# LEARN | Start the Wealth Transfer Conversation

A primary objective for investors is to efficiently transfer their wealth to their heirs.

Talk to your clients to help them achieve a tax-aware transfer of wealth.

## Key Takeaway

Your role is to facilitate estate planning conversations and work with clients' legal professionals to implement those desired legacy outcomes.

## Did You Know?

\$84.4 trillion in wealth is expected to be transferred from 2021 through 2045, and financial advisors are one of the top influencers of wealth transfer plans for affluent households.\*

## 3 Questions to Ask Your Clients

Learn how each question can guide this sensitive conversation.

**1**

### Question

What are your primary objectives for the future of your wealth?

### Why Ask This?

Estate planning can cover family needs such as securing the educational future of children, giving to favorite charities and minimizing taxes. Talk to your clients about what matters most to them so they can create an estate plan that reflects their wishes and values.

**2**

### Question

Have you identified who will play important roles in your planning documents (executor, trustee, guardian, etc.) and discussed your plans with them?

### Why Ask This?

As we age, our ability to handle financial or medical matters may deteriorate. Encourage your clients to identify people that they trust to make decisions for them and handle their affairs should they become incapacitated.

**3**

### Question

Do you have any concerns that should be factored into your estate plan?

### Why Ask This?

You can play an integral role in helping clients anticipate confusion and unease among heirs. By understanding the unintended pitfalls of various estate planning decisions, you can counsel clients on how to address issues like overspending, possible changes in family structure or unequal allocations.

## Next Step

Partner with your clients' estate planning attorneys to help ensure that their estate plans minimize unrest and confusion among heirs.

\*Cerulli Report—U.S. High-Net-Worth and Ultra-High-Net-Worth Markets 2021: Evolving Wealth Demographics. Cerulli Associates. 2022.

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