



## 6 Decisions to Ensure a Positive Transfer of Wealth

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Estate planning often focuses on saving taxes and passing on resources upon one's death. It focuses on the donor and is built around retaining control. A better option is where one considers now who the next stewards are and how they are currently being trained as a manager to handle the assets. The focus is on the beneficiary; it's not waiting until death to set things in motion, but proactively acting to ensure good stewardship.

This type of wealth transfer takes place through a sequential 6 step decision-making process.

### Transfer — To Whom?

To whom will the wealth get transferred — loved ones, government or charities? What is the worst that can happen if I transfer it to them? How serious is it? How likely is it to occur?



### Treatment — How Much?

Do you give equal amounts to offspring? If you could see into the future, how would the inheritance affect each one? Would you be pleased with how you have the wealth distributed?



### Timing — When?

Time the transfer of assets to maximize their use. Giving when you're living includes reduction in taxes and the ability to observe how the money is used. Here and now is when decisions can be made to best steward your wealth.



### Title — What?

To avoid sibling rivalry, find out what is important to each heir and make appropriate provisions. Sometimes people care more about things than about money — items including jewelry, heirlooms and vehicles.



### Tools and Techniques — How?

This step should only occur after the previous 4 decisions are made. Try to keep estate matters as simple as possible. Note: don't use a trust because there is a lack of trust; if an heir doesn't have wisdom to manage assets, a trust won't fix the problem.



### Talk — Communication

Convey why, who, how much, when, what and how. Avoid creating gaps between heirs' expectations and reality. Communicate what you have decided and how it will be accomplished. These family meetings should then become a regular, ongoing occurrence.

Want to learn more about how to efficiently transfer your wealth?

Contact us today to start a conversation!

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Sources:

- Kingdom Advisors' material (<https://kingdomadvisors.com/>)
- Ron Blue with Jeremy White, *Splitting Heirs – Giving Your Money and Things to Your Children Without Ruining Their Lives*, (Chicago: Northfield Publishing, 2004)