WORTH MAGAZINE
ESTABLISHED 1992

WORK \ FINANCE \ LIFE

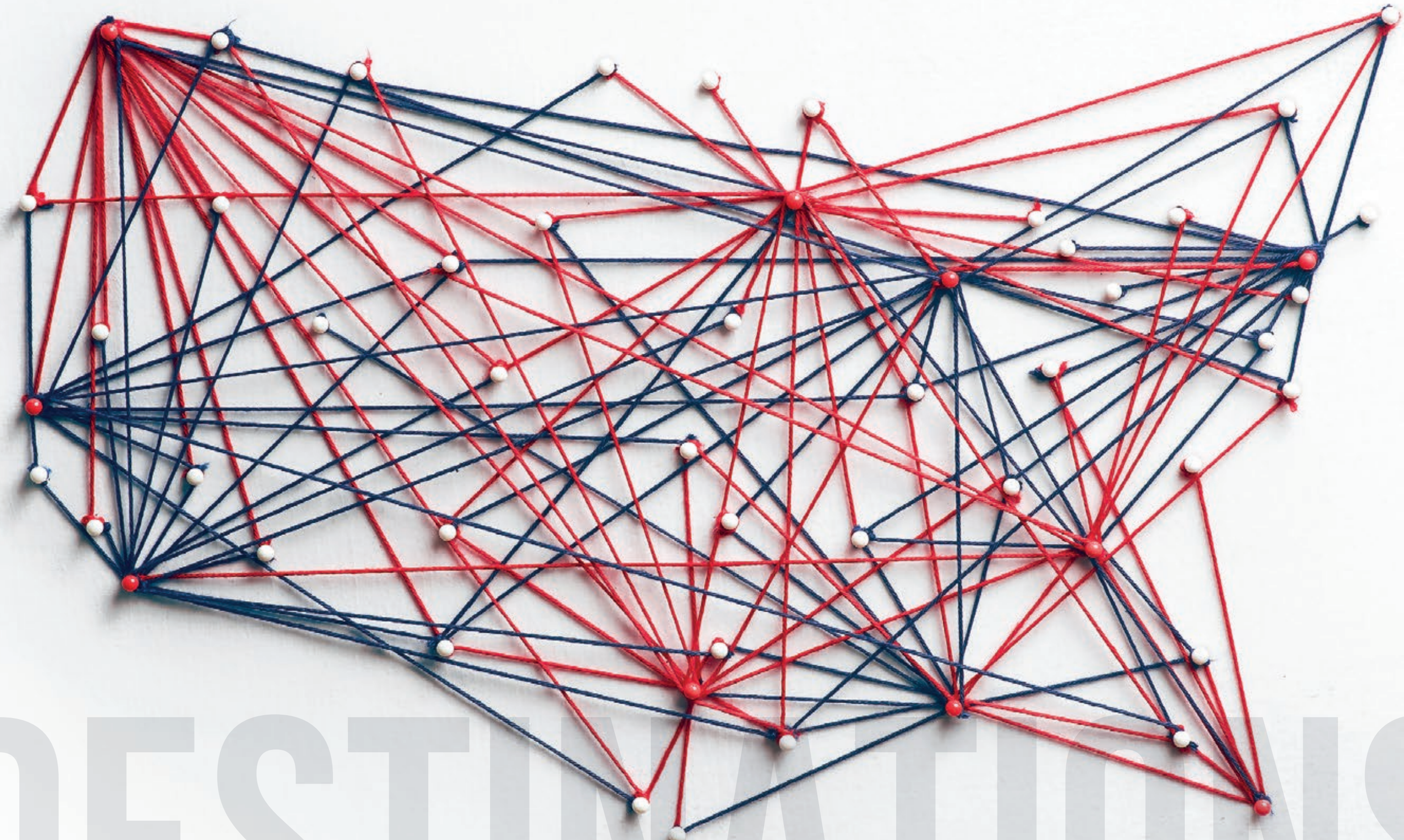
W
Nashville—Blue City, Red State; Minneapolis-St. Paul's Sports Tech Boom; San Diego's Craft Beer Scene

F
Investing in Cities; Why the Utah Jazz Will Never Leave Salt Lake City; Wall Street's Favorite Philanthropy

L
New Orleans' Resurgent Food Scene; How Orlando Survived Pulse; Las Vegas' Unexpected Treasures

Worth®

THE EVOLUTION OF FINANCIAL INTELLIGENCE



DESTINATIONS

BUILDING A GREAT AMERICAN CITY

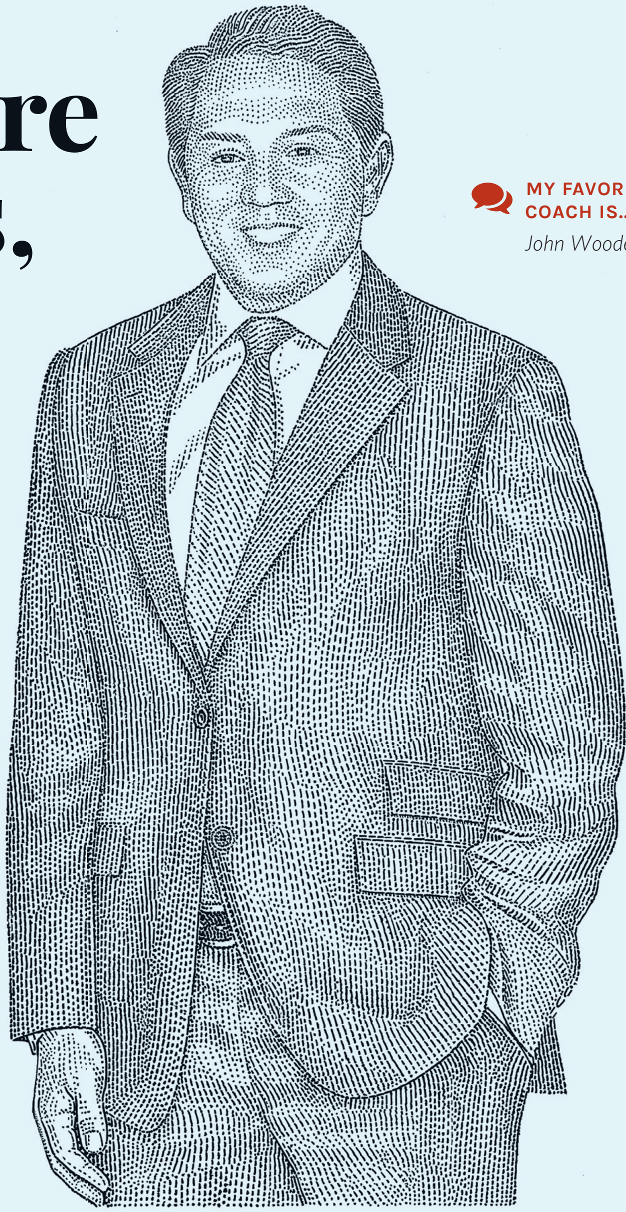
WORTH.COM

'48

VOLUME 26 | EDITION 03

How do you prepare your heirs, not just your estate?

BY GARY K. LISKA



MY FAVORITE COACH IS...

John Wooden

SIGNATURE ESTATE & INVESTMENT ADVISORS LLC | 2121 Avenue of the Stars, Suite 1600, Los Angeles, CA 90067 | 310.712.2323

FEATURED ADVISOR
Gary K. Liska, MS, CFP®, CRPC®, AIF®, Founding Partner

ASSETS UNDER MANAGEMENT
$6.8 billion (firm, as of 6/30/17)

MINIMUM FEE FOR INITIAL MEETING
None required

MINIMUM NET WORTH REQUIREMENT
$500,000 (Investment services)
$5 million (Private Client Group)

LARGEST CLIENT NET WORTH
Confidential

FINANCIAL SERVICES EXPERIENCE
20 years

COMPENSATION METHOD
Asset-based, fixed and hourly fees

PROFESSIONAL SERVICES PROVIDED
Investment advisory and money-management services, private client wealth management, corporate retirement planning, estate planning, insurance planning and philanthropic planning

PRIMARY CUSTODIAN FOR INVESTOR ASSETS
Charles Schwab & Co. and Fidelity Investments

EMAIL
gliska@seia.com

WEBSITE
www.seia.com

ILLUSTRATION BY KEVIN SPROULS

Much has been written about the impending intergenerational wealth transfer—with more than $30 trillion expected to be passed down from baby boomer parents to their GenX and millennial heirs over the next three decades.[1]

Yet nearly half (46 percent) of all family heads have yet to engage in any inheritance conversation with their future heirs.[2] High-profile estates that have been delayed or disputed or ended up in probate have include those of the Rev. Martin Luther King Jr. and Pablo Picasso. Even Howard Hughes lacked a will at the time of his death.

Certainly, family financial conversations can be difficult. What's more, you should keep in mind that it's not merely assets you should be striving to pass on to the next generation; it's also your core financial values and legacy, with which you have hopefully prepared your children and grandchildren to be fiscally responsible, empathetic and charitable adults.

Fortunately, your trusted advisor can play an invaluable role in facilitating the effective and efficient transfer of your wealth, and opening the dialogue between you and your heirs.

1. ESTABLISH AN ESTATE PLAN.
Estate-planning tends to be delayed because people assume estate plans are for the ultra-wealthy; or else they don't want to think about their mortality. It is important for almost everyone to establish an estate plan or risk leaving their heirs with significant problems along with their legacies.

Think about specific concerns or special considerations, like any children you may have from a previous marriage whom you want to be sure to provide for, or perhaps that one child of yours who is in financial hardship while another is stable. There are many common estate-planning challenges that a well-versed financial advisor can help you navigate.

2. BE SURE TO CONSOLIDATE ACCOUNTS, PROPERLY TITLE ASSETS AND KEEP ADEQUATE RECORDS. ALSO REVIEW BENEFICIARY DESIGNATIONS.
Maintain an inventory of your overall estate, and consider consolidating your investment and bank accounts. Consolidation will mean fewer account statements, less paperwork for heirs and fewer administration fees to the estate. It is important to review your primary and contingent beneficiaries to ensure that the disposition of your financial assets reflects your wishes as stated in your estate documents.

3. APPOINT A RELIABLE EXECUTOR AND SUCCESSOR EXECUTOR.
The executor's role is to administer your estate after your death. But, how well does this individual comprehend financial matters? What if you change your mind about the way you want your assets distributed—can you easily communicate those wishes to that person? It's critical to review your appointed estate fiduciaries as your life and circumstances change.

4. BE SURE TO CONSIDER ASSETS THAT SHOULD BE SPENT AND GIFTED DURING LIFE.
Work with your advisor to understand how the various components of your estate will pass down, and avoid the common mistake of leaving assets after your death that may increase the future tax due from your heirs. There may be certain assets you should spend down during your lifetime and assets that should remain in the family (i.e., legacy assets).

As in many aspects of life, children tend to mirror their parents' behavior when it comes to financial matters. So, strive to be thoughtful, open and honest about your inheritance plans, expectations and hopes for the future.

> "Strive to be thoughtful, open and honest with your heirs about your inheritance plans, expectations and hopes for the future."

Take time now (long before the challenges of wealth fall into their lap) to introduce the next generation's members to your trusted financial advisor so they can gain a deeper financial education, awareness and preparedness. And look to your advisor to quarterback and collaboratively work with your attorney and accountant. Together, these professionals can help ensure that your wishes are carefully followed and that your heirs will be well prepared. ●

[1] *"The Greater Wealth Transfer," Accenture, December 2015.*
[2] UBS Investor Watch Survey, *2015.*

Registered Representative/Securities Offered through Signator Investors, Inc., Member FINRA, SIPC, 2121 Avenue of the Stars, Suite 1600, Los Angeles, CA 90067 310.712.2323. SEIA, LLC and its investment advisory services are offered independent of Signator Investors, Inc. and any subsidiaries or affiliates. The information in this article has been derived from sources believed to be reliable, but no representation is made as to their completeness or accuracy. Investing involves risk and possible loss of principal capital. This information should not be construed as investment advice and is not a solicitation or recommendation for the purchase or sale of any security or investment product. We are not responsible for the consequences of any decisions or actions taken as a result of the information provided herein. SEIA, LLC does not offer tax or legal advice. We recommend consulting with an independent tax advisor or attorney regarding your specific situation.

ABOUT US

GARY K. LISKA HAS BEEN IN THE FINANCIAL SERVICES INDUSTRY SINCE 1994. He is a founding partner of SEIA, an independent registered investment advisory firm that reached the milestone of $5 billion in assets under management in less than 20 years. Gary is a certified financial planner (CFP®) and accredited investment fiduciary (AIF®), and he holds an MS degree in financial services. He is also a core member of SEIA's investment committee, and he specializes in comprehensive wealth-management strategies for both individuals and corporations. ●

Gary K. Liska, MS, CFP®, AIF®, CRPC®
Founding Partner

Signature Estate & Investment Advisors LLC
2121 Avenue of the Stars, Suite 1600
Los Angeles, CA 90067
Tel. 310.712.2323

gliska@seia.com
www.seia.com

REPRINTED FROM
Worth®
THE EVOLUTION OF FINANCIAL INTELLIGENCE