**Financial Planning Office Call-In Script**

**Real World Personal Finance Software**

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## Financial Management Group, Quality Financial Advice, Investments and Insurance since 1939!

Q1: What do you do? What is **Financial Management Group**?

A: We are financial advisors. We design personalized wealth management strategies for our clients.

Q2: What do you mean by "personalized wealth management strategies"?

A: We work with our clients to design specialized investment, trust, partnership and insurance strategies to achieve their personal financial goals.

Q3: Specifically?

A: The specific planning advice depends on client's age, assets and personal goals but usually one or more of four general categories:

1) Accumulate/grow and conserve assets with client specific risk/reward characteristics;

2) Plan for smooth, financially stable transition of closely held business interests and family assets;

3) Eliminate or reduce the impact of 55% estate and inheritance taxes.

4) Design exit strategies to smooth the transition of retirement.

Q4: Does this mean you are a "Financial Planner"?

A: The term is accurately descriptive but we are often retained to go far beyond what most people consider as the typical role of a "Financial Planner".

Q5: What are "business transition problems?"

A: Many closely held businesses are financially dependent on one or two owners. For example, a bank usually extends credit to a small business only if certain owners personally guarantee the loan. If these key people die or retire, the bank may refuse to renew the loan or line of credit. We design transition strategies so the business can continue under new ownership without financial disruption.

Q7: How do you eliminate or reduce the impact of Estate & Inheritance Tax?

A: We design personalized, sophisticated trust, partnership and insurance strategies to:

1) Reduce the tax as much as possible by shifting assets to children and grandchildren via trusts, partnerships and favored charities; and then

2) Pay any remaining tax by the judicious use of highly specialized life insurance products.

Q8: What do you mean by “smooth the transition of retirement?”

A: Many of our clients have worked very hard their entire adult lives; spending much more time in their career than 40 hours a week. It is often the case that retirement comes almost as a surprise for which the client is ill prepared emotionally. Sometime lacking other interests or avocations to keep busy. We often recommend the formation of family limited partnerships with the senior or managing partner the son of the retiring client. This strategy is especially valuable when the client has adult children and grandchildren that the client can mentor in a variety of ways. Such a family partnership allows a client to continue to use the skills developed during active employment.