

PLANNING CONCERNS & ANXIETIES

To be Completed by WIFE

My objective is to assist clients in identifying their concerns and anxieties. All too often in the planning process, a client will discover that there are other, more pressing concerns than the one that caused them to begin the planning process. Please review the following risks that I frequently hear from clients, identify those risks of which you are concerned, and provide me with some sense about how concerned you are with that particular risk. This information will assist me in focusing our conversations toward the issues that are the most pressing to you.

| | <u>Level of Concern</u> (if any) | | | |
|---|----------------------------------|------------|---------------|-------------|
| | <u>None</u> | <u>Low</u> | <u>Medium</u> | <u>High</u> |
| Tax Concerns | | | | |
| Risk of the IRS “inheriting” part of my estate when I die..... | | | | |
| Risk of capital gains taxes paid on the sale of property..... | | | | |
| Risk of unnecessary income taxes being paid on investment assets..... | | | | |
| Family Concerns | | | | |
| Risk of persons other than those we want will gain custody of any minor children..... | | | | |
| Risk of a child or other beneficiary losing his or her inheritance to creditors, lawsuits or to a divorcing spouse..... | | | | |
| Risk of a child or other beneficiary losing his or her inheritance due to mismanagement of the money..... | | | | |
| Risk that upon the death of a child or other beneficiary, any inheritance received by that person might pass to a spouse (who later remarry) rather than passing to a grandchild or other preferred heir..... | | | | |
| Risk that an inheritance passing to a minor child or grandchild might be squandered or stolen by the person in charge of managing the money for that child..... | | | | |
| Risk that an inheritance received by a child or other beneficiary who has a disability would render them ineligible for governmental benefits such as Medicaid..... | | | | |
| Risk that assets left to your spouse (whether by virtue of joint tenancy or by will) might not pass to your intended heirs as a result of your spouse remarrying..... | | | | |
| Risk of unnecessary litigation from heirs who receive less than they think they are entitled to..... | | | | |
| Risk of estate passing unequally due to nature of assets owned, such as where a business comprises most of the value of the estate..... | | | | |
| Risk that parents, who may need legal services, do not have their affairs in order..... | | | | |
| Risk that my spouse will remarry after I die, and our assets will go to some other family..... | | | | |
| Risk that my children from a prior marriage will not receive an inheritance..... | | | | |

PLANNING CONCERNS & ANXIETIES (continued)

| | <u>Level of Concern</u> (if any) | | | |
|--|----------------------------------|-----|--------|------|
| | None | Low | Medium | High |
| Disability Concerns | | | | |
| Risk of loss of control over assets in event of disability..... | | | | |
| Risk of legal guardianship or conservatorship in event of disability..... | | | | |
| Risk of unwanted efforts made to save your life if you feel that it's best to cease such efforts and die peaceably and without pain..... | | | | |
| Risk that health care personnel will not disclose health care information to loved ones due to recent HIPAA privacy rules and lack of proper HIPAA releases..... | | | | |
| Risk of an unnecessary guardianship over your incapacitated adult child in order to make health care decisions for your child..... | | | | |
| Risk of placement in a nursing home..... | | | | |
| Creditor Concerns | | | | |
| Risk of frivolous lawsuits..... | | | | |
| Risk of loss of assets to nursing home..... | | | | |
| Risk that a creditor of a joint tenant may seize the jointly-owned property to satisfy the debt of the other joint tenant..... | | | | |
| Post-Death Concerns | | | | |
| Risk of unnecessary costs and delays associated with the estate passing through probate..... | | | | |
| Risk of having to sell assets in a "fire sale" in order to create the liquidity needed to pay taxes and expenses..... | | | | |
| Risk that the person(s) charged with managing your affairs after you've passed will innocently make mistakes because he or she is unaware of what is required and is unaware of the personal liability for those mistakes..... | | | | |
| Risk of private matters unnecessarily being made public..... | | | | |
| Business Concerns | | | | |
| Risk that a family business will not transfer to family members..... | | | | |
| Risk that corporate shield will fail to protect corporate assets because corporate meetings have not been held annually, corporate minutes kept, officers elected, etc..... | | | | |
| Risk of lawsuits by employees due to out-of-date or non-existent employee agreements..... | | | | |
| Risk of business failure due to the lack of a business succession plan..... | | | | |
| Risk of unnecessary expenses associated with the sale of a business because of the absence of an exit plan having been prepared ahead of time..... | | | | |
| Risk of unintended financial results stemming from a Buy/Sell Agreement that is out of date and/or underfunded..... | | | | |