How Do You Protect and Grow Your Assets for the Present and the Future?

The Discovery

PYKE, PRESLEY & ASSOCIATES, P.C.

Georgia's Estate Planning and Elder Law Center™

770-507-2500 | PykePresley.com

The Discovery

1. Estate Planning

Manage your wealth, ensure asset distribution after death, and protect your estate from probate and estate taxes. Estate planning is paramount.

Why?

To protect and preserve assets

To ensure effective and efficient asset distribution

To reduce estate tax liabilities

Questions to Consider:

- What happens if your spouse remarries, then passes away? Will the inheritance pass to a new spouse or children of the other family?
- Will your estate plan protect your children if they inherit and then there is a divorce?
- Do you have the right legal documents in place if you have an incapacity or pass away?
- Are your beneficiary designations dovetailed into your estate planning documents?
- If you have dependents, does your current estate plan adequately protect them and provide for them?
- Can someone make investment decisions on your behalf in the case of your death or incapacity?
- How long has it been since you reviewed or updated your estate plan? Is your situation different now? Is it compliant with current law?

2. Asset Protection

Protect your assets from future, unforeseen catastrophes through sophisticated risk-management planning strategies and insurance coverage.

Questions to Consider:

- ○ How much will a Long-Term Care event cost you? Can you afford to private pay? If not, how much LTC insurance do you need? What type should you purchase? Can you afford the premiums?
- ○ If you cause an accident or are involved in a lawsuit, are your hard earned assets in jeopardy?
- ○ If you become incapacitated, who will pay for and coordinate your care?
- ○ If you become ill and cannot work, will your estate be cannibalized by Long-Term Care or Nursing Home costs?
- ○ Are your assets titled correctly, so that they are protected in case of a death or incapacity?

Why?

To proactively manage risk

To protect against substantial financial losses

To protect your loved ones

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3. Investment Planning

We believe successful investing requires discipline, a long-term perspective, and effective diversification. Invest today to reach your goals for tomorrow.

Why?

To grow savings and assets

To invest in securities that align with your morals and interests

To protect against inflation

Questions to Consider:

- How much risk are you taking in your portfolio now? How much risk can you afford to take?
- What is your life expectancy? What rate of return do you need from your investments to be sustainable over that life expectancy?
- What is your investment or savings strategy?
- How is your plan dealing with the current atmosphere of the stock market? When there is a bear market, how are you protected?
- If you pass away or become incapacitated, does your surviving spouse or family have the skillset to manage your portfolio?
- Will your current portfolio holdings keep pace with inflation and ensure that you don't run out of money?

4. Retirement Income Planning

Whether you are in retirement, it's right around the corner or 20 years away, we can help you achieve your desired retirement lifestyle.

Questions to Consider:

- From where will you draw income when you retire? Are you sustainable through a normal life expectancy?
- How much should you be saving or spending now and in retirement? How does inflation impact this?
- From which of your investments is it best to draw income during retirement, from pre-tax or after-tax accounts?
- How does the potential loss of your spouse and your spouse's income affect you, as the surviving spouse?
- If you don't make it home tonight, would your family have a clear picture of what you have and where it is?
- When will you be able to retire at the income you desire?

Why?

To strategically plan for taxes

To preserve retirement lifestyle

To sustain assets during retirement

5. Tax Planning

Minimize this year's tax liability with efficient strategies. Prepare for each tax season and know what to expect.

Why?

To maximize tax-deferred savings

To reduce current and future tax liabilities

To minimize investment-related taxes

Questions to Consider:

- ○ Do you feel that you pay too much in annual income taxes?
- ○ Are you doing annual tax planning or just tax preparation?
- ○ Do you think your income tax rate will increase, decrease, or stay the same over your retirement period?
- ○ Will your required minimum distributions significantly increase your tax liability?
- ○ Does your plan include dealing with income taxes as your family withdraws money due to a death or incapacity?
- ○ How can you reduce income taxes as part of your overall estate and financial plan?
- ○ When is the optimal time to elect Social Security or a pension? Should you elect a survivor benefit?

THE DISCOVERY MEETING

WHAT IS A DISCOVERY MEETING?

A discovery meeting gives you the opportunity to explore and identify, with our team of attorneys and financial advisors, the issues and concerns that are important to you and your family.

We ask important questions to understand where you are and where you would like to be financially. Together, we determine what you are doing well and what may need to be improved.

WHAT WE COVER IN A DISCOVERY MEETING

A Discovery Meeting is the first step in our holistic approach to helping you properly coordinate your estate, financial, and tax planning needs. We review with you the 5 key areas of your financial world: Estate Planning, Tax Planning, Asset Protection, Investments, and Retirement Planning.

As we go through these areas, if we mutually discover an area which needs to be more fully addressed, then the next step is coordinated with our firms.

ANNUAL MAINTENANCE PROGRAM

Keep your focus on what's important to you... your family!
Let us focus on YOUR estate plan!

A common myth in estate planning is that an estate plan is good forever. We know THINGS CHANGE, and it's not "if," but "when!" There **WILL BE** changes. When it comes to estate planning, changes occur in many areas, such as: (1) Your health; (2) Your financial condition; (3) Your circumstances and preferences; (4) Your family dynamics; (5) Changes in the law; (6) Recent elections and the economy; and (7) Our opinion as to what you should do based on these factors.

Most people go 5, 10, even 15 years without reviewing their estate plan. Obviously the law changes and circumstances change—so the estate plan is no longer current. So what good is an estate plan that isn't current? To address this common occurrence, we have designed a proactive program that you can join to keep your estate plan current and up to date - the **Annual Maintenance Program.**

Properly maintaining your estate plan is particularly important for women because of their longer life expectancy and the likelihood that, at some point, they will be responsible for implementing the plan.

The optional Annual Maintenance Program ("AMP") is a proactive way for us to help you keep your estate plan current. Clients' lives are more dynamic now than ever before and because they manage so much, estate and financial planning quickly and easily slips through the cracks. By joining AMP, our clients can keep their estate plan current and up to date!

Annual Cost: $445

PPA

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Office Locations:

340 Corporate Center Court,
Stockbridge, GA 30281

2011 Commerce Drive North,
Peachtree City, GA 30269

770-507-2500
AMP@PykePresley.com
PykePresley.com

PROGRAM FEATURES

FREE ESTATE PLAN CHANGES

We provide free changes to the designated trustee, personal representative, agent and/or guardian in your estate planning documents.

We provide free revisions related to individual beneficiary names or percentages in the existing estate plan that we created for you.

FREE ANNUAL REVIEW MEETING

You can schedule one 30 minute meeting annually with an estate planning analyst to review your existing estate plan.

DISCOUNTED FEES

10% discount on the law firm's regular legal fees for any changes to your estate planning documents not covered under this program.

3 Year Rule: If you have been a paying AMP member for 3 consecutive years, there is no charge for any changes to the existing estate plan we created for you.

FREE ANNUAL MINUTES FOR CORPORATE ENTITIES

Free preparation of annual minutes for corporate entities prepared and maintained by the law firm. Fees associated with any other corporate or advanced planning legal work are not covered under AMP.

*see AMP agreement for full details

What Sets Us Apart:

FINANCIAL CHECKUP

Coordinate Your Estate
and Financial Plans

ANNUAL MAINTENENCE PROGRAM (AMP)

Insurance For Your Estate Plan

DOCUCLUB,LLC

24/7 Access to Your Advance
Directive for Healthcare

OUR MISSION:

"Helping people to be good stewards of all that has been entrusted to them."

Legal Fees for Estate Planning Services

For **Individuals**, total fees for all documents:

$ ____________________

Option #1

Living Trust with Asset Protection Provisions and Pour Over Last Will & Testament

Option #2

Comprehensive Last Will and Testament with Asset Protection Provisions

Included in Your Complete Estate Planning Portfolio

- Advance Directive for Health Care (Combination of Living Will and Health Care Power of Attorney)
- Financial Power of Attorney
- Asset Titling and Beneficiary Designation Memo
- Estate Planning Letter for personal property distribution
- Unlimited Phone Calls with legal assistants or paralegals about this Estate Plan
- Continuing Education for Clients and Fiduciaries
- Checklist for Successor Trustee or Executor regarding what to do if there is a death or incapacity
- Initial consultation for successor trustee or executor at death
- DocuClub Membership – 1st year subscription
- Annual Maintenance Program – 1st year subscription

Preparation of Georgia Real Estate Deed: $______________

For **Married** Couples, total fees for all documents:

$ ____________________

Option #1

Living Trust with Asset Protection Provisions and Pour Over Last Will & Testament

Option #2

Comprehensive Last Will and Testament with Asset Protection Provisions - 2

Included in Your Complete Estate Planning Portfolio

- Advance Directive for Health Care (Combination of Living Will and Health Care Power of Attorney) - 2
- Financial Power of Attorney - 2
- Asset Titling and Beneficiary Designation Memo
- Estate Planning Letter for personal property distribution
- Unlimited Phone Calls with legal assistants or paralegals about this Estate Plan
- Continuing Education for Clients and Fiduciaries
- Checklist for Successor Trustee or Executor regarding what to do if there is a death or incapacity
- Initial consultation for successor trustee or executor at death
- DocuClub Membership – 1st year subscription
- Annual Maintenance Program – 1st year subscription

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Notes:

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