

# ESTATE PLANNING WORKBOOK

HOW TO GIVE THE  
BEST GIFT

YOU CAN GIVE YOUR FAMILY



wills & wellness® estate planning

Foundation. Family. Future.

# 3 WAYS TO GET MASSIVE VALUE

FROM THIS WORKBOOK

01

**Print** this workbook and **use it** during our educational webinar to stay fully engaged and **take notes** on the actions you want to implement quickly.

02

Think of **ONE question** you want answered while we are on the webinar together. If I don't answer your question during the webinar, you can ask it during the **Q&A**.

03

Think about the people in your life who **you trust most**. During the webinar, imagine them in the roles presented and imagine what they would **want to know**.

# THE 3 BIGGEST REAL FEARS

## ABOUT ESTATE PLANNING

01

Planning for "it" will \_\_\_\_\_  
\_\_\_\_\_.

02

It will \_\_\_\_\_ too long and  
I don't have \_\_\_\_\_.

03

I'm not \_\_\_\_\_ enough or  
\_\_\_\_\_ enough.

## IDEAS, INSIGHTS AND ACTION ITEMS

# THE BIG PICTURE

Estate planning isn't about \_\_\_\_\_ – it's about the people you \_\_\_\_\_.

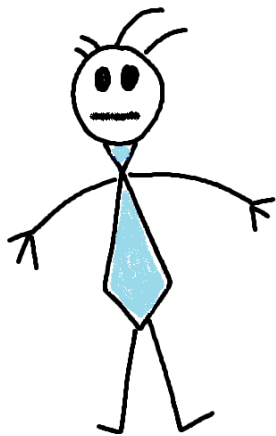
They'll know whether you lived up to your promise " \_\_\_\_\_ "

## WHO NEEDS YOUR PROTECTION?

# THE PEACE FAMILY



Meet Patrick, Polly, Henry, Alex & Rose Peace.



And Michael, Polly's Ex  
and Henry's Dad...



And Rio the Dog and Hello Kitty the Cat.

# LIFE INSURANCE FOR A MINOR

LIFE EVENT NO. 01

01

\_\_\_\_\_ court is required.

02

\_\_\_\_\_ and  
\_\_\_\_\_ trump a will.

03

A \_\_\_\_\_ is a will substitute.

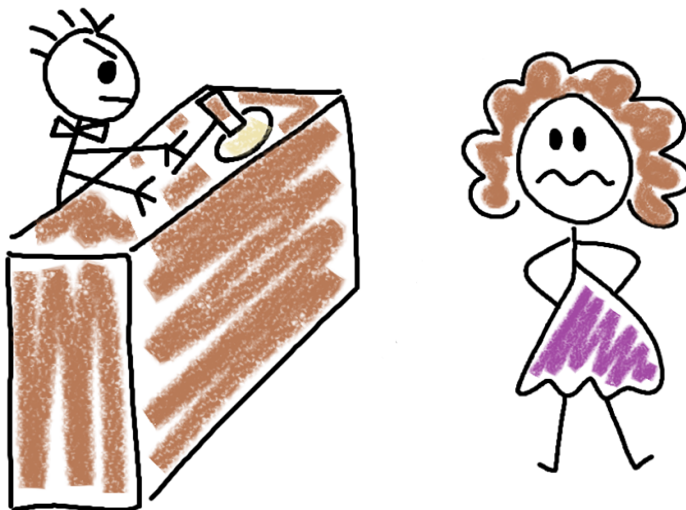
## IDEAS, INSIGHTS AND ACTION ITEMS

# HENRY'S A MILLIONAIRE...

LIFE EVENT NO. 01



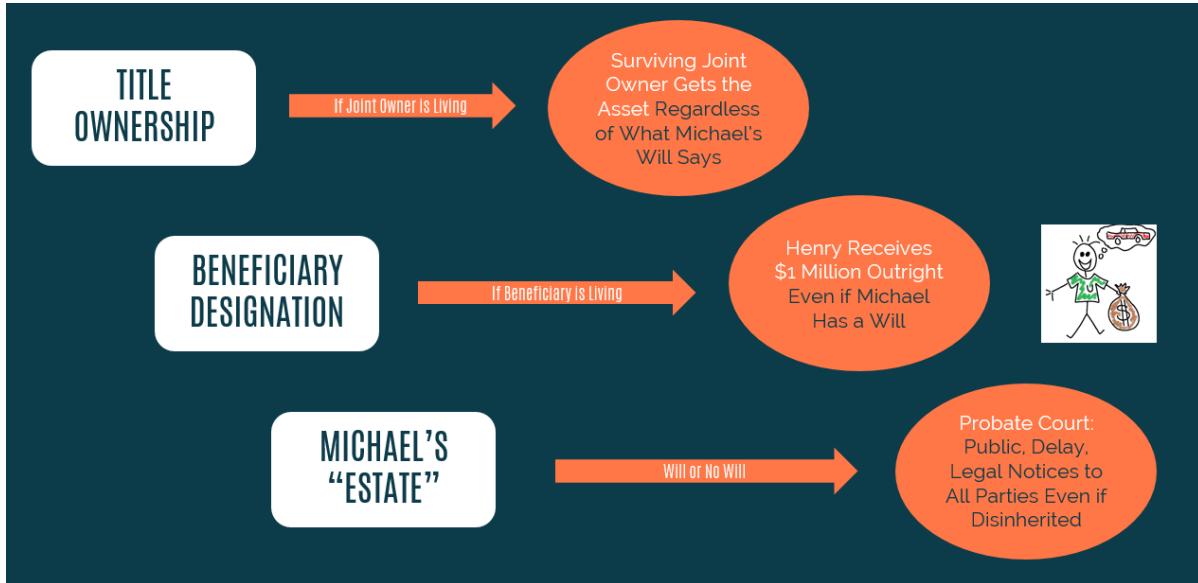
Henry is pumped about his very fancy new red car!



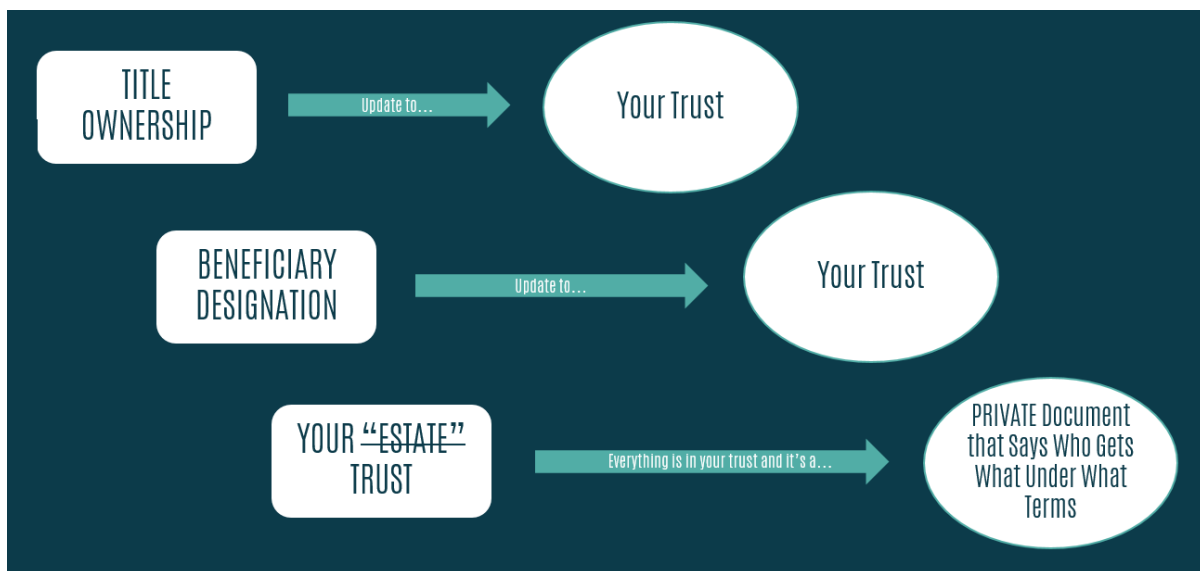
But Polly is nervous to go to probate court...

# WILL VS. TRUST

## LIFE EVENT NO. 01



Title and beneficiaries trump a will...



The trust workaround...



# EMERGENCY SITUATION

LIFE EVENT NO. 02

01

\_\_\_\_\_ guardianship is just as important as who raises your kids.

02

Only \_\_\_\_\_ are the default temporary guardians.

03

Your plan \_\_\_\_\_ unless you share it with others.

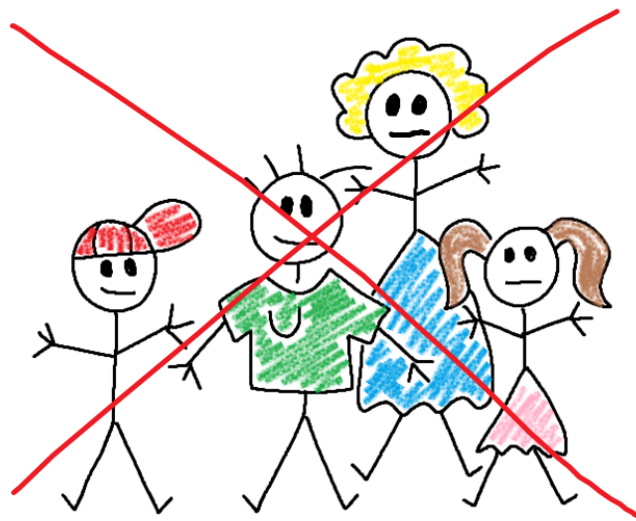
## IDEAS, INSIGHTS AND ACTION ITEMS

# SHORT-TERM GUARDIANSHIP

LIFE EVENT NO. 02



The Peace Family's ski weekend turns foggy.



How long will it take for family members to arrive?

# ADULT IS INCAPACITATED

## LIFE EVENT NO. 3

01

The doctors can talk to \_\_\_\_\_ about your condition.

02

Medical decisions are made by \_\_\_\_\_ by default.

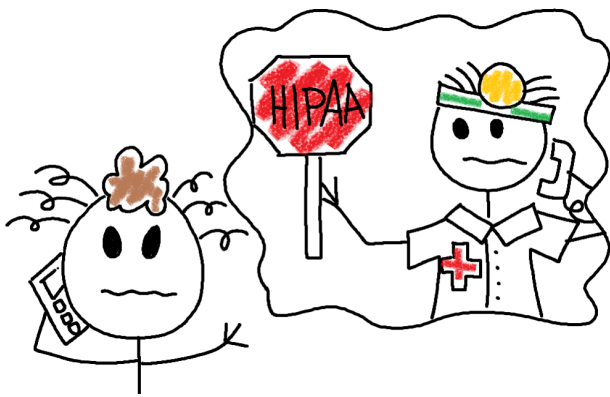
03

It doesn't make a difference if \_\_\_\_\_.

## IDEAS, INSIGHTS AND ACTION ITEMS

# POLLY'S IN A BAD SPOT...

LIFE EVENT NO. 3



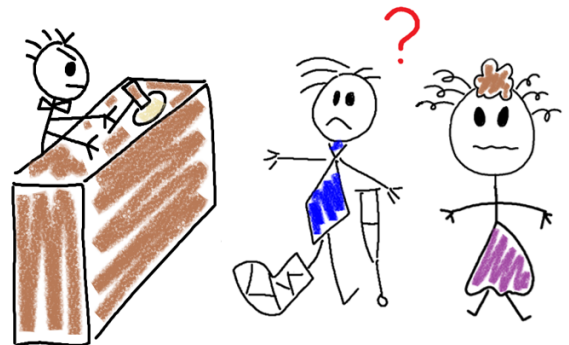
Frantic Peggy demands to know what's going on.



Patrick is stressed about their finances.



Decision by committee until...



...a probate judge decides.

# A PARENT PASSES AWAY

LIFE EVENT NO. 04

01

When to \_\_\_\_\_ is decided as a group.

02

A \_\_\_\_\_ has the final say-so of who raises your children.

03

\_\_\_\_\_ real estate means  
\_\_\_\_\_ probate .

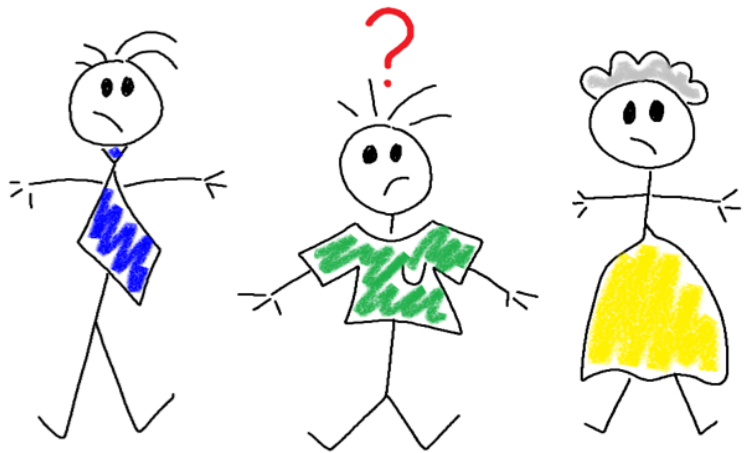
## IDEAS, INSIGHTS AND ACTION ITEMS

# WE MISS POLLY

LIFE EVENT NO. 04



Polly is on life support...



Who will be Henry's guardian?



Oh no, double probate.

# YOUNG ADULTS (& THE IRS) INHERIT

LIFE EVENT NO. 05

01

The \_\_\_\_\_ comes before the kids.

02

" \_\_\_\_\_ " mean heirs have complete control over the money.

03

You can build in a \_\_\_\_\_  
\_\_\_\_\_ to help your heirs adjust.

## IDEAS, INSIGHTS AND ACTION ITEMS

# TAXES & PARTYING

LIFE EVENT NO. 05



Money goes out the window to the IRS.



Is Henry cut out?  
Does Alex go on a partying binge?  
What does Rose do?



# WHAT MATTERS MOST

## BONUS LESSON

01

Your \_\_\_\_\_

02

Your \_\_\_\_\_

03

Your \_\_\_\_\_

04

Your \_\_\_\_\_

### IDEAS, INSIGHTS AND ACTION ITEMS

# YOUR LEGACY

## BONUS LESSON



Lost at sea?



Or forever grateful you took the time?

# HOW TO TAKE ACTION

## BEFORE IT'S TOO LATE

Schedule your Estate Plan Design Meeting to **get started on your estate plan.**

This is a **working meeting** with Bonnie or Kim where you choose which **package is \_\_\_\_\_ for you**, make initial choices about **designing** your estate plan, and select a **payment option.**

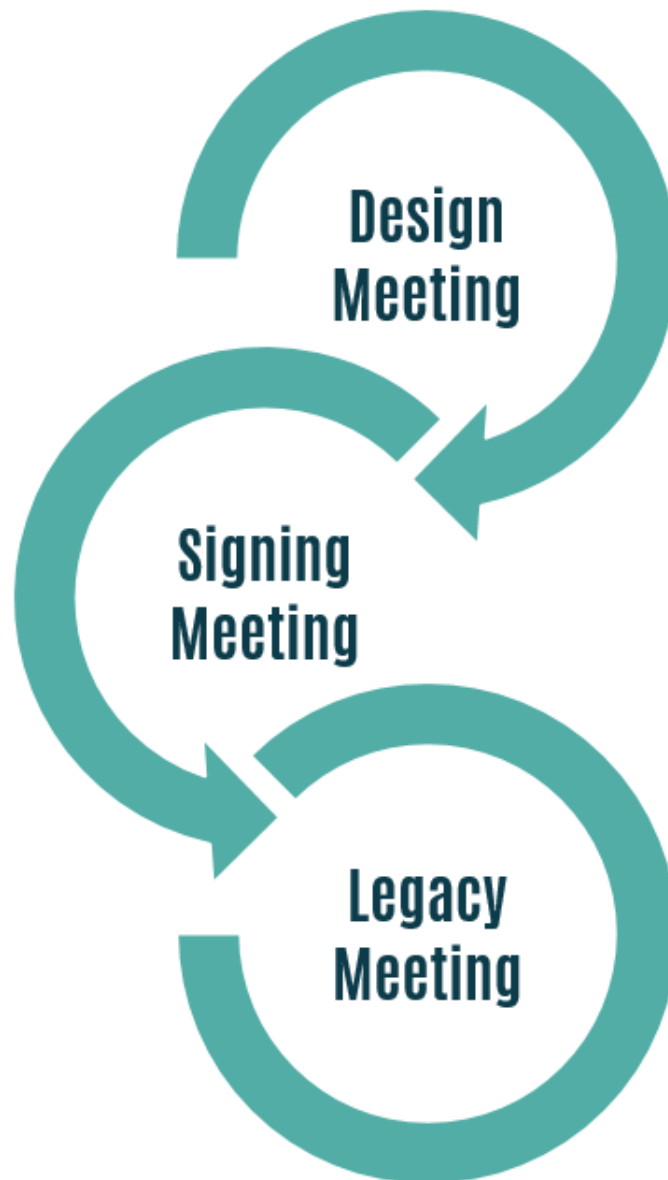
Then you'll schedule your Signing Ceremony, which is a big day of **celebration that your estate plan is legally in place! Pop the champagne!**

## IDEAS, INSIGHTS AND ACTION ITEMS



# THE PROCESS

TAKE ACTION BEFORE IT'S TOO LATE



# CHEAT SHEET

## FILL IN THE BLANKS

### 3 BIGGEST FEARS

hasten its occurrence  
take  
enough time  
old  
wealthy

### BIG PICTURE

you  
love  
"I took care of it"

### LIFE EVENT NO. 1

probate  
ownership  
beneficiary designations  
revocable living trust

### LIFE EVENT NO. 2

short-term  
adult blood relatives  
won't work

### LIFE EVENT NO. 3

no one  
committee  
you're married

### LIFE EVENT NO. 4

pull the plug  
probate judge  
out-of-state  
double

### LIFE EVENT NO. 5

IRS  
outright distributions  
financial mentor

### BONUS LESSON

insights  
values  
stories  
experiences

### HOW TO TAKE ACTION

best