

CASE STUDY  
ALERTING CLIENTS TO ISSUES THEY'D MISSED

PROBLEM

Bruce, 67, and Jessica, 65, have never worked with a financial planner before because Bruce's financially savvy brother, Roger, and Bruce's broker friend, Gary, have managed money for them. They have no idea how much they're worth. They wonder if they can afford to buy a summer home in the New Hampshire Lakes District.

SOLUTION

The relationship manager working with Bruce and Jessica discovers Roger and Gary manage only one-third of the couple's investments. The remaining two-thirds is invested in a haphazard mix of cash and large-cap stocks, which he recommends reallocating. Not only can Bruce and Jessica afford the New Hampshire house, but they can also shelter \$1 million in assets using a bypass trust.

DISCUSSION

The process involved:

- Listing and analyzing all of Bruce and Jessica's assets, revealing that they needed to adjust their portfolio to reach a well-diversified asset allocation
- Giving the couple an overview of investments and estate planning, including a bypass trust to save \$1 million on the second death

Now Bruce and Jessica can buy their dream house without worrying that the purchase will exhaust their retirement assets. If only they'd realized that earlier.