



LEGACY_{pcs}

Legacy Private Client Services, LLC

Common Issues

What is the difference between estate planning and inheritance planning?

Regardless of the complexity, most people misconstrue inheritance planning for their heirs as total estate planning for the use and distribution of their entire wealth resources.

To what end... many high net worth families warehouse excess wealth resources ultimately for the privilege of paying unnecessary taxation in order to deliver a net inheritance value to their heirs.

If you could, would you... seek to reduce unnecessary taxation in favor of family and philanthropy, particularly if it did not impact your financial security and lifestyle?

What is tax drag on wealth planning?

Most people do not realize the impact tax drag has on wealth accumulation - people often seek asset allocation strategies to diversify investment exposure, yet rarely evaluate tax diversification strategies.

What is income planning vs. investment planning in retirement?

The majority of Americans today do not have adequate defined benefit retirement plans, and many are subject to systematic withdrawals during periods of flat or negative markets. Consider the following: after a 50% market correction, a 100% rebound is required simply to breakeven... what is the potential impact of systematic withdrawals during such periods and the possible threat to retirement?

Does my buy-sell arrangement create unnecessary tax exposure?

Many plans are simply underfunded, and even those carefully constructed may face the unintended consequence of bloating the surviving partner's estate with significant and unnecessary estate tax exposure.

Why do high net worth individuals acquire life insurance?

Sophisticated life insurance solutions for high net worth clients often include:

- Providing liquidity for estate and business planning at a discount
- Providing significant tax leverage via generation sharing trusts
- Funding leveraged buyouts for businesses and multi-generational wealth management
- Consideration as a conservative accumulation strategy intended to help decrease market volatility
- Analyzing the tax drag on wealth accumulation vs. the net cost of insurance

I've had advisors, why should I consider a review with LEGACY_{pcs}?

Thinking your planning is optimized, because you have an advisor, is comparable to presuming you are healthy just because you have a good doctor. All of our clients have been successful in accumulating wealth and generally have experience with good advisors – what we offer often complements their efforts and builds upon their successes. Clients that feel they already have an advisory team in place often consider our preliminary assessment their second opinion.

Neither LEGACY_{pcs} nor Eagle Strategies LLC provides legal or tax advice.