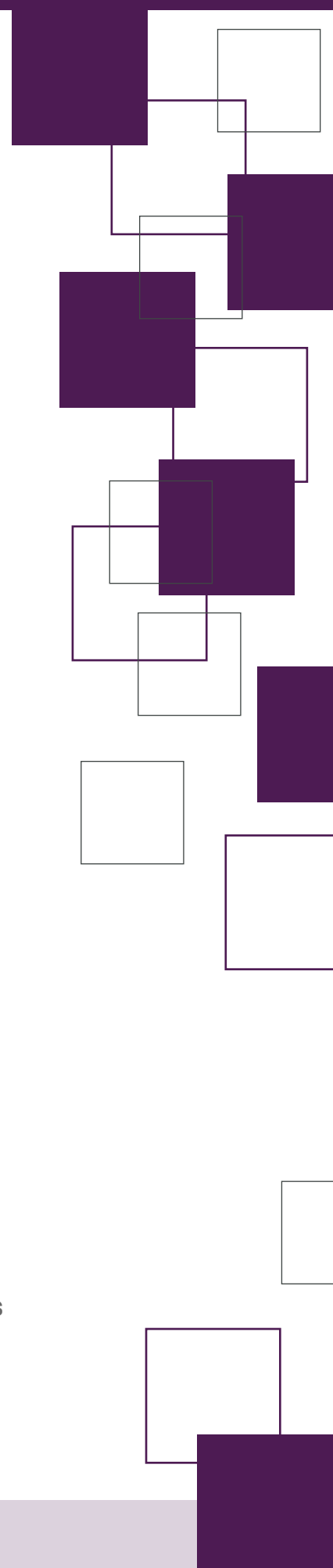




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ELDER CARE CHECKLIST

In financial planning, setting clear and concise goals is paramount. As your wealth advisor and advocate, we help you uncover the Ideal Life you want to lead, and then we create a roadmap to get you there, when you want to be there. We've found that using checklists is the best way to facilitate financial planning so you will ultimately reach your Ideal Life goal. Our Bradley Wealth Elder Care Checklist is centered around issues that people who are 70 and older should have in place as part of a thoughtful financial plan: defining a medical power of attorney, conducting beneficiary or titling reviews, completing will updates, drafting ethical wills, or making thoughtful decisions about when to transition from independent living to some form of assisted living. We will use your responses as a guide to ensure your financial plan continues to meet your goals and these important tasks are attended to at the right time.



1. TO WHAT EXTENT IS DISCOVERY CONDUCTED AS PART OF THE ONBOARDING OF NEW CLIENTS? DOES IT INCLUDE ANY OF THE FOLLOWING?

- Basic fact-finding
- Defining investment goals
- Comprehensive values and goals discovery
- Monte Carlo analysis
- Investment, retirement and wealth-transfer planning

2. PORTFOLIO MANAGEMENT

- What is the best approach for equity investing: Active, passive or individual ownership? Individual manager or multi-manager? What research supports each strategy?
- What is the role of diversification in the portfolio?
- How do you diversify across asset classes? How many asset classes and why?
- What is the role of a concentrated portfolio in diversification? What research supports this strategy?
- What are the ages and wealth levels that trigger changes in the portfolio?
- What is the most effective approach for taxable and/or tax-free fixed-income investing: Active, passive or individual ownership? Why this strategy?
- What is the role of a municipal bond analysis of client bond portfolios? What triggers the first review? How frequently should subsequent reviews be done?
- What is the role of and reason for volatility management? How is the portfolio designed to respond to extreme negative volatility?

3. CLIENT CONTACT

- How frequently do you contact clients? What triggers levels of the client communication plan?
- How many face-to-face meetings do you conduct per year (by age/wealth level)?

- How many phone conversations do you conduct per year (by age/wealth level)?
- What type of or degree of information reporting is triggered by age/wealth (portfolio review or comprehensive client dashboard)? What information is included in the review and why? How do the topic and content of the review change with ages and levels of wealth?
- How do you demonstrate that you are making decisions based on an accurate understanding of the unique value system of the client?
- How do you define and explore financial goals/life goals and comprehensive goals at different ages and levels of wealth?

4. FINANCIAL PLANNING

- What is your level of financial plan (investment policy statement, limited plan or comprehensive plan)?
- Do you perform banking, lending, credit and balancesheet reviews?
- Do you offer college funding planning for children or grandchildren? What triggers the conversation?
- Do you offer retirement income planning? What triggers the conversation?
- Do you offer simple wealth-transfer planning (gifting and 529 plans)? What triggers the conversation?
- Do you offer advance wealth-transfer planning (trusts)? What triggers the conversation?

5. INSURANCE REVIEW

- Set or review life insurance strategy
- Set or review Medicare strategy
- Review home insurance for replacement cost coverage, especially in areas with rapidly escalating replacement costs
- Review health, disability and umbrella insurance policies for coverage amounts and beneficiaries
- Transition income-replacement insurance to estate planning strategy
- Review/update all beneficiaries

6. MEDICAL SCREENING AND PREVENTATIVE HEALTHCARE PLAN

- Consider a comprehensive diagnostic service, such as an Executive Health Assessment; recent research shows there are simple lifestyle changes that people can make to significantly improve their quality of life and reduce their risk of early mortality

7. RETIREMENT BENEFITS/INCOME

- Do you conduct a review of pension benefits and entitlements in retirement?
- What is your point of view about:
 - A strategy for minimum required distributions from an IRA?
 - Generating income in retirement (total return, “bucket,” use of guarantees, etc.)? What research supports this strategy?
 - Managing rollover transfers into retirement accounts?
 - Maximizing Social Security and Medicare benefits?
 - Maximizing income from a 401(k)?
 - Utilizing variable annuities, fixed annuities and value in real estate to generate retirement income?

8. REVIEWS AND STRATEGIES

- What is your strategy for defining an executor or trustee(s)? What triggers a review? entitlements in retirement?
- What triggers a comprehensive review of titling of assets? (There are timelines within which parents cannot transfer property without the potential of it being taken back in the event of institutionalization)
- How frequently do you review and/or refine a will? What triggers a will review and/or refinement?
- What is your strategy for pension/IRA/401(k)/403(b)/minimum distributions and long-term income? What triggers a review?

- What is your strategy for the sale of a home? What triggers this strategy?
- What is your strategy on home accessibility improvements inside and outside the dwelling? What triggers this strategy?
- What is your strategy for transitioning to an assisted-living facility? Do you make recommendations for the structure of a family meeting and who should attend? What triggers the conversation and/or decision on residential care arrangements?
- Do you review current lifestyle, accessibility, healthcare and independence/support needs? What triggers the conversation about changing one or more parents’ driving entitlement and independent living arrangements?
- What is your strategy for the dispensation of vehicles?
- What is your point of view on a family wealth mission statement? What triggers a review?
- What is your point of view on an ethical will or “Letter to My Family”?

9. RECORDS, DOCUMENTATION AND INSTRUCTIONS

- Passwords and instructions for electronic accounts
- Business interests
- Investment accounts, titling and beneficiaries
- Safe deposit box number(s) and home safe: locations and accessibility
- Rental real estate properties including titles, financing and partnership agreements, and property manager contact information
- Access and passwords for bank, investment and savings accounts, social media accounts, and computer files
- Vehicles and residences including titles and financing agreements
- Any other titles and financing agreements



- Collections with appraisals and insurance coverage
- Storage unit: location, inventory and accessibility
- All personal contracts, agreements and obligations
- Advance medical directives and durable power(s) of attorney (financial and medical decisions)

- Social Security entitlements
Organ donor status
- Domestic partnership agreements
- Plan for care of pets



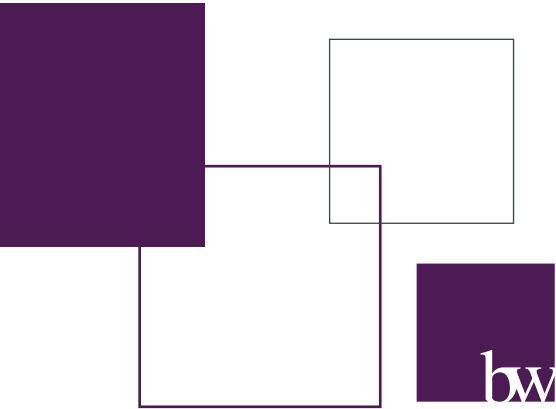
INTERESTED IN HAVING A
COMPLIMENTARY REVIEW?



Give us a call (619) 512-4100



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