

CASE STUDY **NEXT GENERATION WEALTH**

Family First

THE STORY

Financial planning often focuses on wealth accumulation, but creating a smart plan for asset distribution is every bit as important.



For example, James Randall¹, 70, worked his entire life to build a successful business. After selling his company, his top priority was providing for his three adult children. He also wanted to ensure he would have enough income to support himself. Wealth Enhancement Group helped him achieve his goals through comprehensive planning.

James had \$10 million in assets from selling his business. Before he began working with our team, he didn't have a long-term financial plan. He needed an investment strategy that fit his modest goals. Our team of advisors took the time to get to know James and his family to learn more about his unique goals and priorities to craft a personalized plan.

NEXT-GEN WEALTH MANAGEMENT

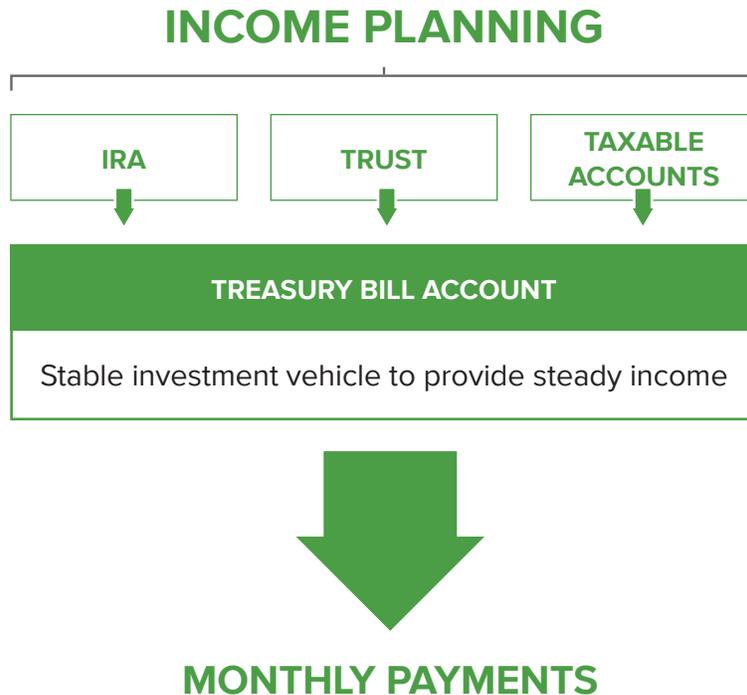
We involved James' children in the planning process right away, meeting with them to learn about their lives and goals beyond financial matters. We even helped one of the children by reviewing an employment contract when he was offered a new job. We understand that it's essential to build trust and relationships not only with clients, but with their children. It's a key part of our next-generation wealth management strategy. We strive to provide meaningful guidance to help families thrive long into the future, capitalizing on the transformative power of financial planning.

INVESTMENT MANAGEMENT

As far as investment management, James didn't need a high rate of return. He wanted something stable and reasonable to keep up with inflation and generate a sustainable monthly income of about \$20K. It didn't make sense for him to have a lot of assets in high risk/high return investments. We made investment recommendations based on his needs using highly diversified portfolio sleeves with minimal risk.

INCOME PLANNING

We created a Treasury Bill account that we will replenish regularly with funds to cover up to two years of living expenses. Our team will strategically move funds from James' IRA and/or taxable accounts into the Treasury Bill account each year, optimizing these transfers based on market performance, tax efficiencies and other considerations. We sketched out this cash flow plan to ensure that James understood and was comfortable with the concept.



James' principal will remain largely untouched, and he won't have to worry about stock market volatility affecting his income. He will have a steady, reliable source of funds to support his living expenses.

Working closely with James to make sure we understood his goals and values, our team created a comprehensive financial plan to meet his needs. This demonstrates our advisors' commitment to delivering wealth management solutions that simplify our clients' lives.

[†]This case study is based upon real clients whose names have been changed.

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