

Wealth
Enhancement
Group®

Special Needs Planning: An Overview

Do You Have a Plan?

More than *57 million* Americans* are living with a physical or cognitive disability.

Only *33 percent* of Americans have a will.

If you have a loved one with special needs who relies on you, planning is essential.

We can help.



Plan for the Future

Our experts are here to guide you.

We will help you create a customized, long-term plan to provide for your loved one.

Responsibilities: Your Role

Put together your important information:

- Consider your goals and priorities
- Write a letter of intent
- Gather any life insurance documents
- Collect basic personal information (financial details/account information, Social Security numbers, medical information, emergency contacts, etc.)

Responsibilities: Our Role

Our team will:

- Listen to your needs
- Set up a Special Needs Trust
- Set up Power of Attorney
- Plan for your own disability
- Set up a guardianship
- Help you make your own end-of-life plans
- Safely consolidate your key documents

Tax and consulting services offered through Wealth Enhancement Tax & Consulting Services, LLC, a wholly owned subsidiary of Wealth Enhancement Group®.

Trust services offered through Wealth Enhancement Trust Services, LLC, a trust company chartered under South Dakota law.

Start With Your Goals

- Grow your family's assets
- Save for your retirement
- Provide for your family, including those with special needs
- Get the most out of life (travel, time to spend with loved ones, etc.)
- Secure your legacy through wise planning



A Comprehensive Plan

We will help you create a plan designed to:

- Provides financial resources for your dependent
- Doesn't interfere with benefits
- Handles unique assets
- Takes care of the beneficiary's daily care requirements
- Ensures your loved one enjoys life to the fullest



Understanding Benefits Eligibility

Identify Available Benefits

Your dependent might qualify for benefits from:

- Medicaid
- Supplemental Security Income (SSI)
- Social Security Disability Insurance (SSDI)

Preserve Eligibility

We can help set up funding sources that won't interfere with those benefits.

These include:

- Special Needs Trusts
- ABLE accounts

ABLE Accounts: What You Need to Know

- ABLE accounts are tax-advantaged savings accounts available in most states
- Any individual who has a qualifying disability before age 26 is eligible for an ABLE account
- The maximum annual contribution is currently \$16,000
- You don't get an upfront federal tax deduction for contributions to an ABLE account, but earnings grow tax-free
- Withdrawals for qualified expenses are income tax free

Special Needs Trust

- Irrevocable trusts set up to benefit individuals with a diagnosed physical or mental disability
- An added resource to cover what isn't already provided by government benefits
- Can be funded at death with life insurance
- We can serve as your trustee

Source: <https://www.investopedia.com/terms/s/special-needs-trust.asp>
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Consider Unique Assets

Unique assets are items that aren't traded on financial markets.

They might include real estate holdings, mineral interests, insurance policies or valuable collectibles.

Check that your investor will accept unique assets and understands how to handle them.

Bottom line: They must make sense for the beneficiary.



Insurance

Life Insurance – can be used to fund a Special Needs Trust

Long Term Care Insurance – can help with the cost of a nursing home or assisted living facility.

Medical Insurance – essential for all families, especially if there is a special needs individual

Build a Holistic Plan

We can help you build a comprehensive plan designed to provide a fulfilling life for your loved one.

It will include each aspect of your dependent's life, including education, housing and hobbies.

We'll find resources and local groups that can provide added support.

It's not just about the finances.



Involve Your Family

- Your plan should include all the people in your loved one's life—family members, friends, etc.—who can help if you can't be there anymore.
- Have annual meetings to talk about what the intention is for your loved one in the long term.
- Everyone involved should be aware of the plan and understand his/her role.

Meet Our Experienced Northeast Team



Patrick Doherty

CFP®, CLTC®, ChSNC®

VP, Financial Advisor

Danbury, CT



Thomas Flynn

Financial Planning Associate

Malvern, PA



Charlie Massimo

SVP, Financial Advisor

Long Island, NY

Meet Our Experienced Northeast Team



Will Mullin

CFP[®], ChFC[®]

SVP, Financial Advisor

Malvern, PA



Chris Schiffer

CFP[®], AIF[®], CPA, CPFA, Life
and Health Insurance License

SVP, Financial Advisor

Warren, NJ

Purpose, Mission, Values



our purpose

We work together to improve our clients' lives by seeking to provide them the best possible financial advice.



our mission

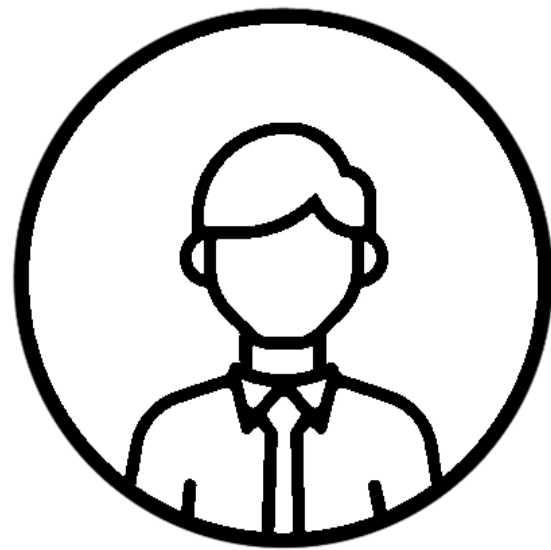
To help more people achieve their goals by creating a better approach to financial services that's centered completely on our clients.



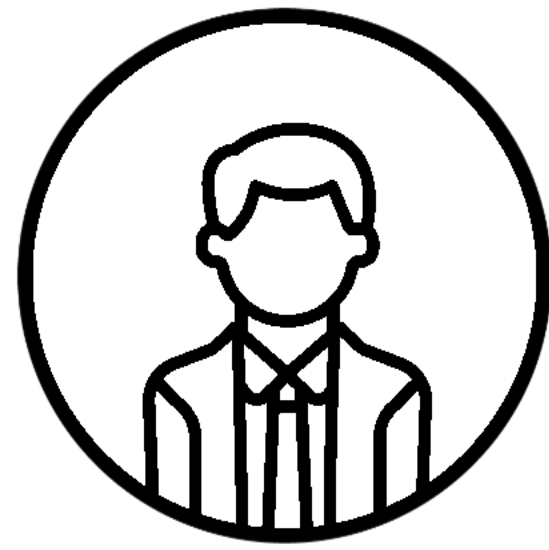
our values

- **Integrity:** We are defined by our principles and character. We do the right thing. Always.
- **Teamwork:** We work together – with each other and with our clients. We share perspectives and explore every point of view, because the best ideas are born from collaboration.
- **Clarity:** We demystify financial services by always using straight-forward language that's easy to understand. Our communication is simple and direct.
- **Compassion:** We care deeply about our clients and each other. We're committed to improving and enriching lives.
- **Drive:** We constantly push ourselves and each other. We strive to be much more than your typical financial services firm. We strive to be the best.

Founding Vision: A Team Approach Simplifies Financial Lives



**Financial
Planner**



**Financial
Educator**



**Investment
Manager**



**Tax
Strategist**

Advisory services offered through Wealth Enhancement Advisory Services, LLC, a registered investment advisor and affiliate of Wealth Enhancement Group®.
Wealth Enhancement Group is a registered trademark of Wealth Enhancement Group, LLC.

The Roundtable™: All the specialists you need, all in one place

Retirement Income Planning

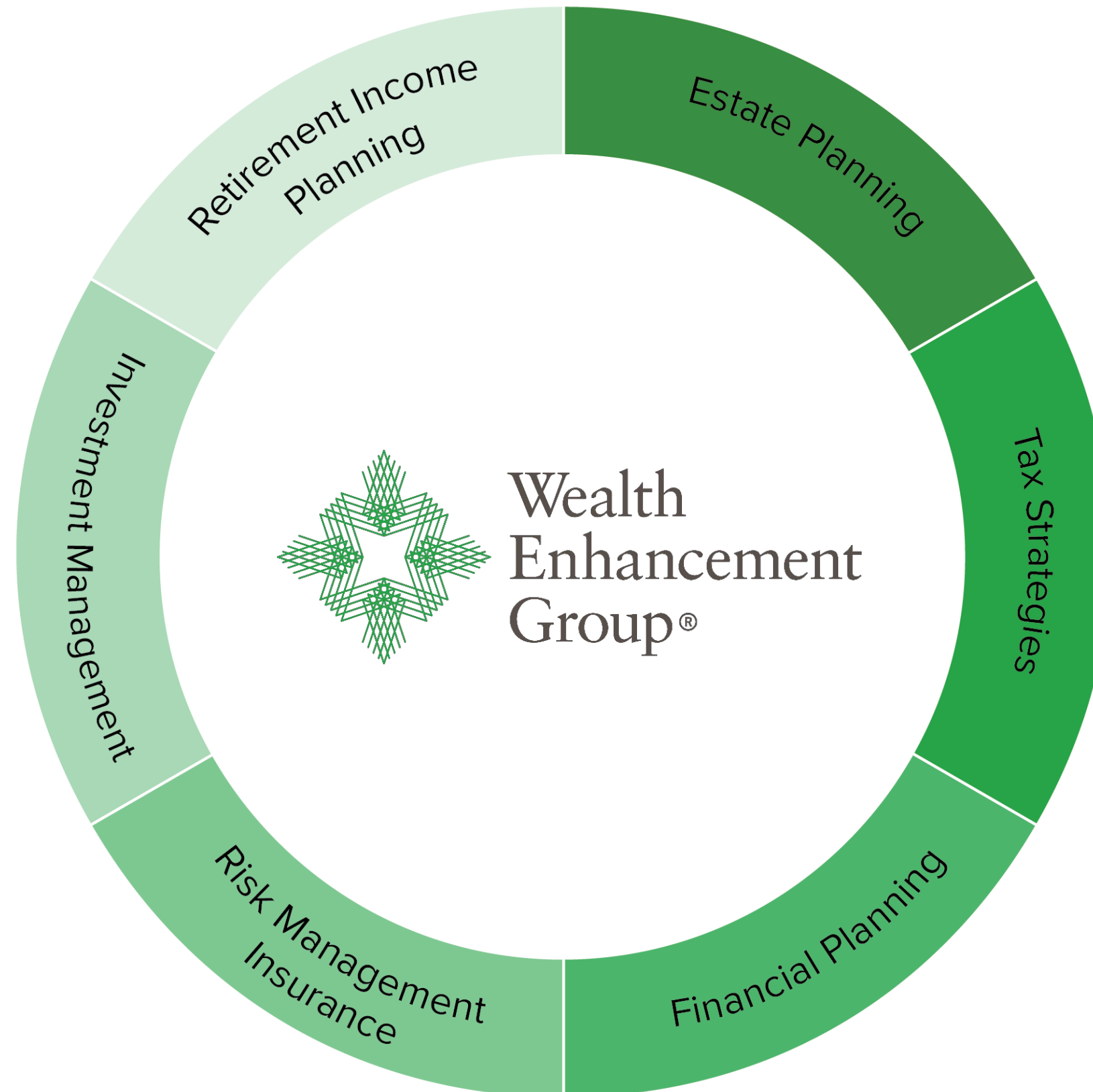
- Defined contribution plans
- Required minimum distributions
- Annuities
- Traditional/Roth IRAs
- Defined benefit plans

Investment Management

- Asset allocation
- Tax-sensitive investing
- Fixed income strategies
- Alternative investments
- Advanced portfolio & investment analytics

Risk Management/Insurance

- Long-term care insurance
- Life insurance
- Medical insurance
- Long-term disability insurance



Estate Planning

- In conjunction with your estate attorney: wills and trusts
- Wealth transfers
- Charitable giving
- Beneficiary reviews and strategies
- Liquid asset transfer programs

Tax Strategies

- Tax reduction strategies
- Tax sensitive distribution strategies
- Asset sale tax planning
- Tax implications for estate planning
- In conjunction with your tax professional estate, gift and trust tax planning

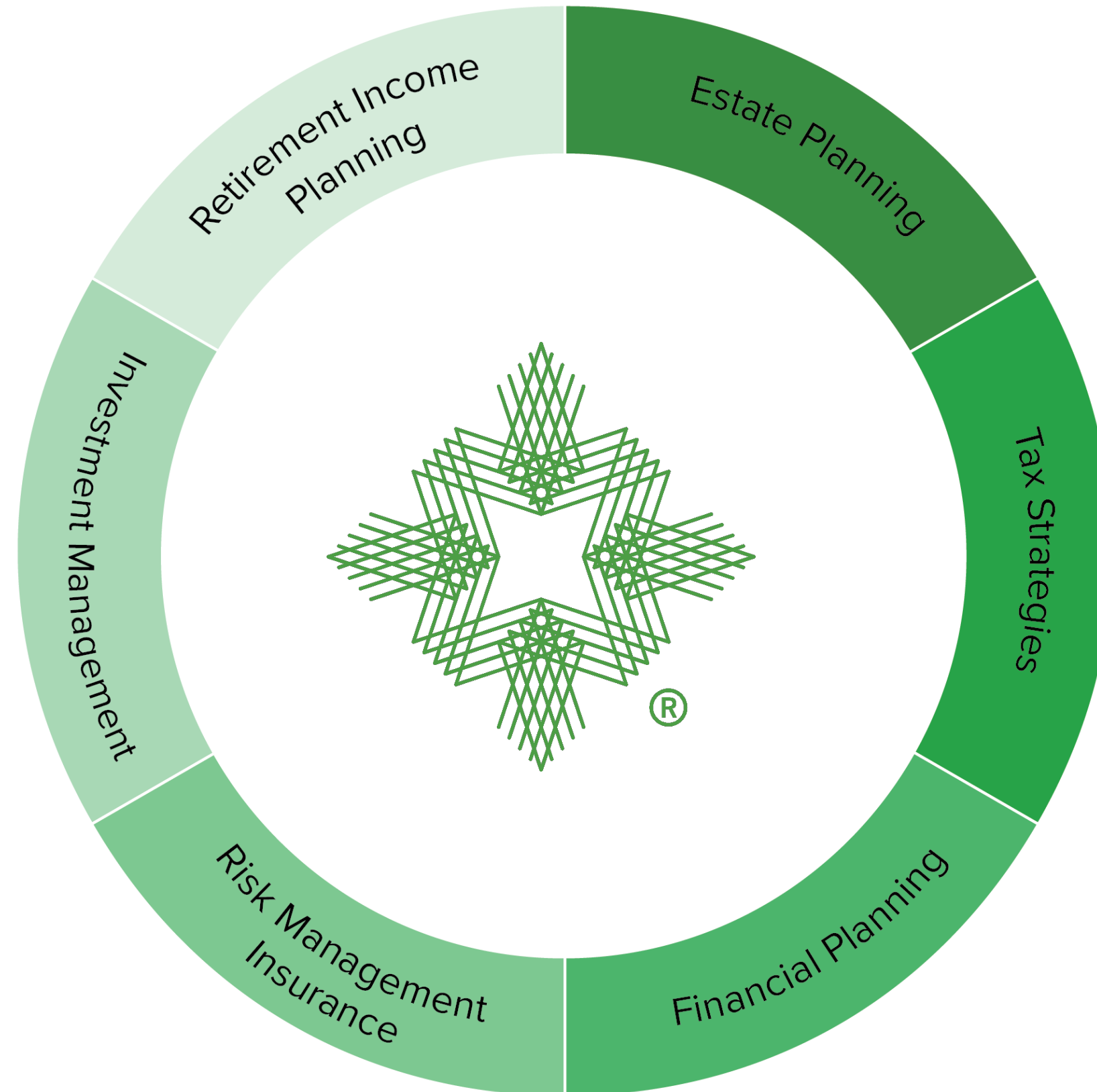
Financial Planning

- Education funding
- Budgeting/Cash flow
- Benefit analysis
- Business valuation & succession planning

The Roundtable™: All the Specialists You Need, All in One Place

258
CFP® Professionals

19
CPAs



36
CFAAs

22
JDs



A 3-step process designed to simplify your financial life

Organize. We collect your financial information and consolidate it into your UniFi Inventory™.

Collaborate. Our Roundtable™ team approach helps ensure your financial plan is comprehensive.

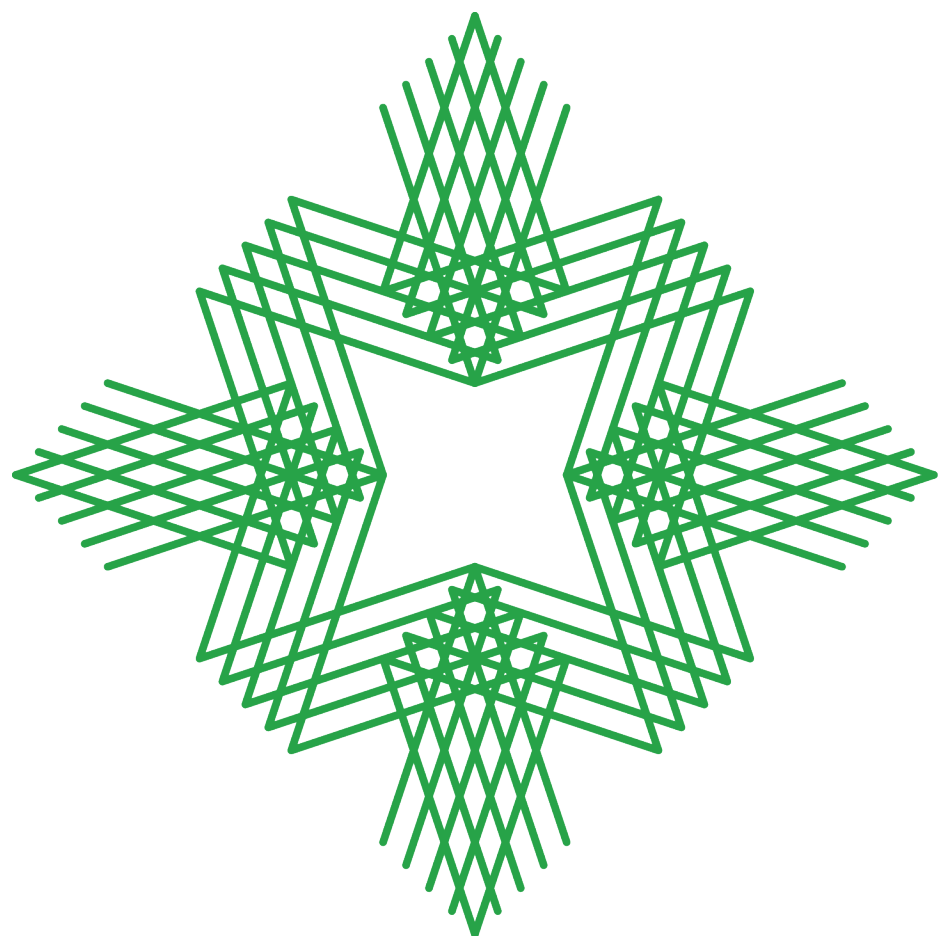
Guide. We clarify your options and put your plan into action, supporting you every step of the way.

Industry-Leading Client Retention Rate



We believe our clients come to us, and stay with us, because our team-based approach **simplifies their financial lives.**

Q&A



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