ESTATE PLAN COORDINATION,

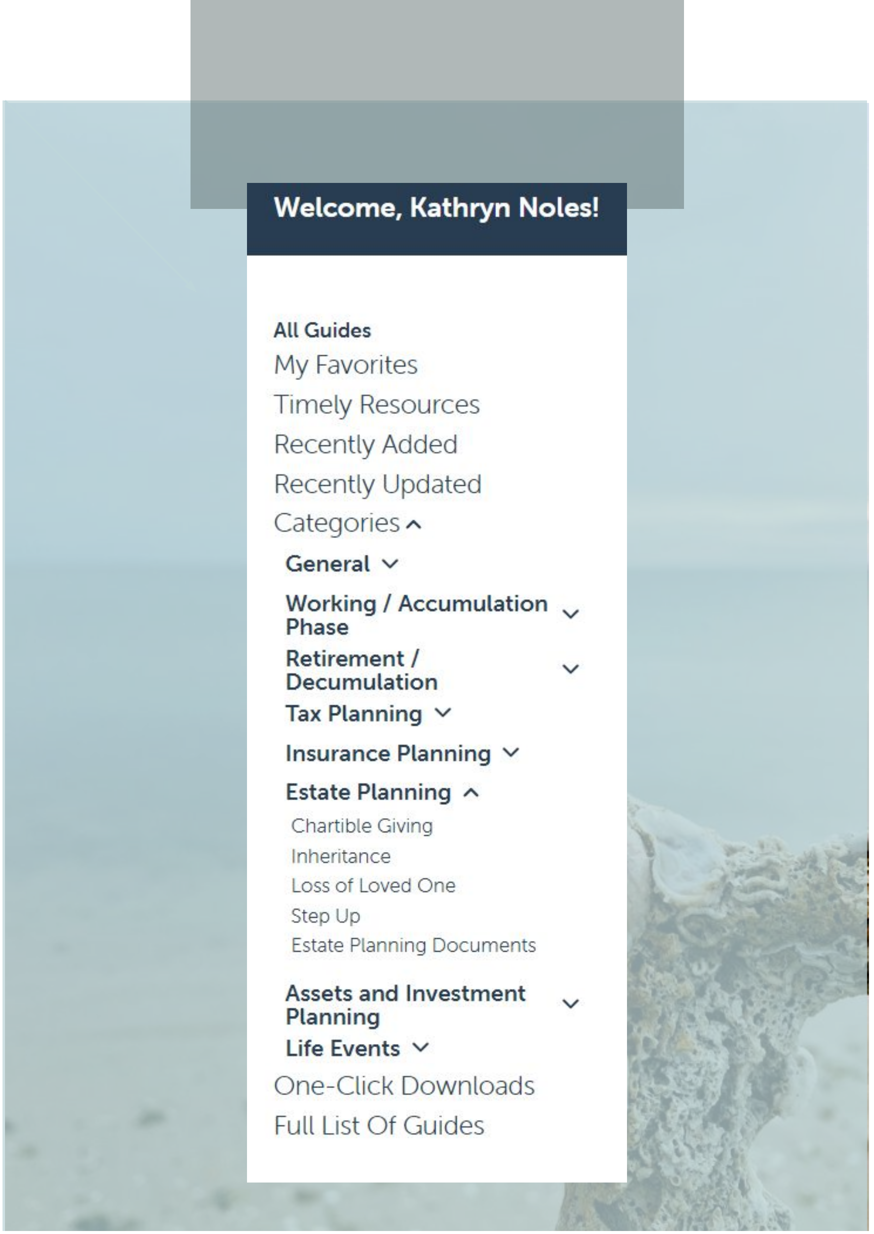
UNCOVERING ASSETS, OPPORTUNITIES, AND DEVELOPING A SMOOTH ONBOARDING EXPERIENCE

Katie Noles, CEP®
Privada, Estate and Tax Planning

RESOURCES/MATERIALS

fpPathfinder: Your Landing Page
Finished Example, Client Contact Area, Your Landing Page, Redtail Integration

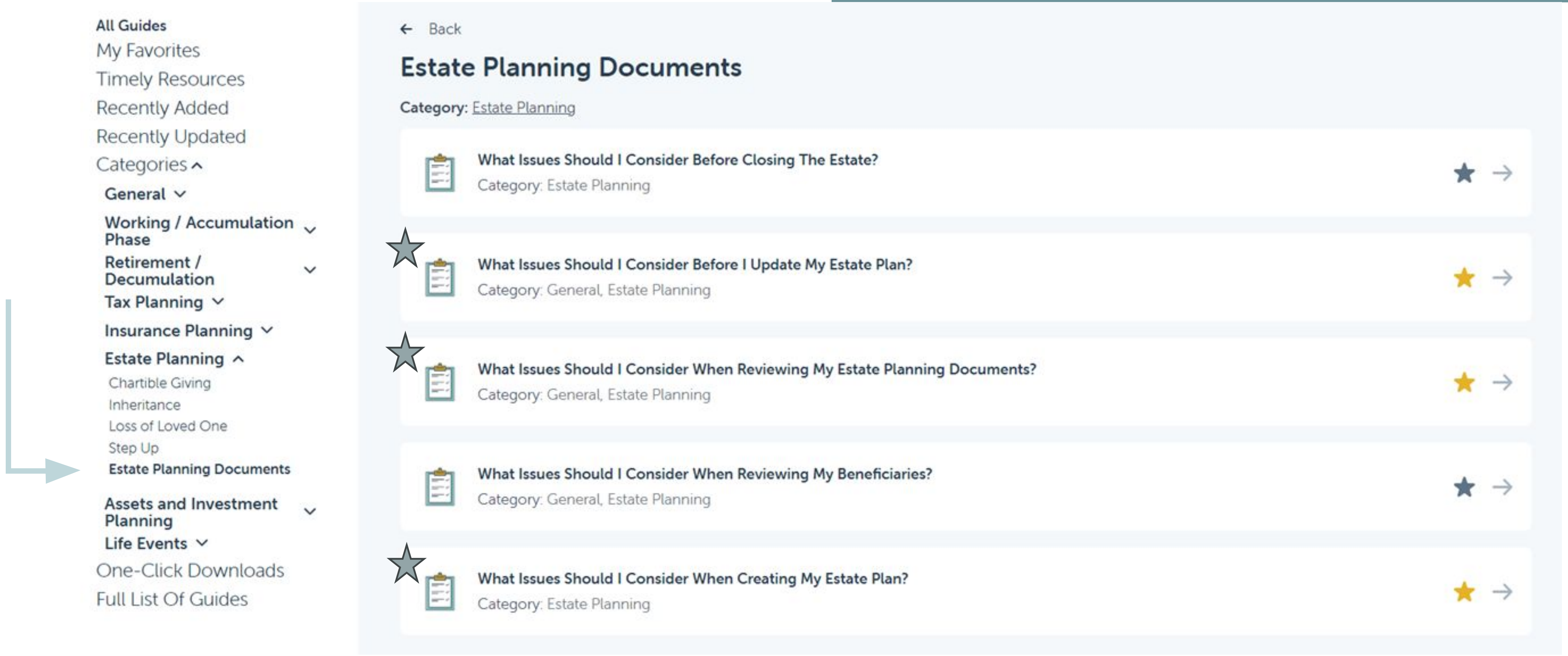
EncoreEstate Plans:
My White Labeled Materials, Completed Visual Estate Plan Summary
Review White Glove Deed Services, the element of Human Review, and the new standard video.



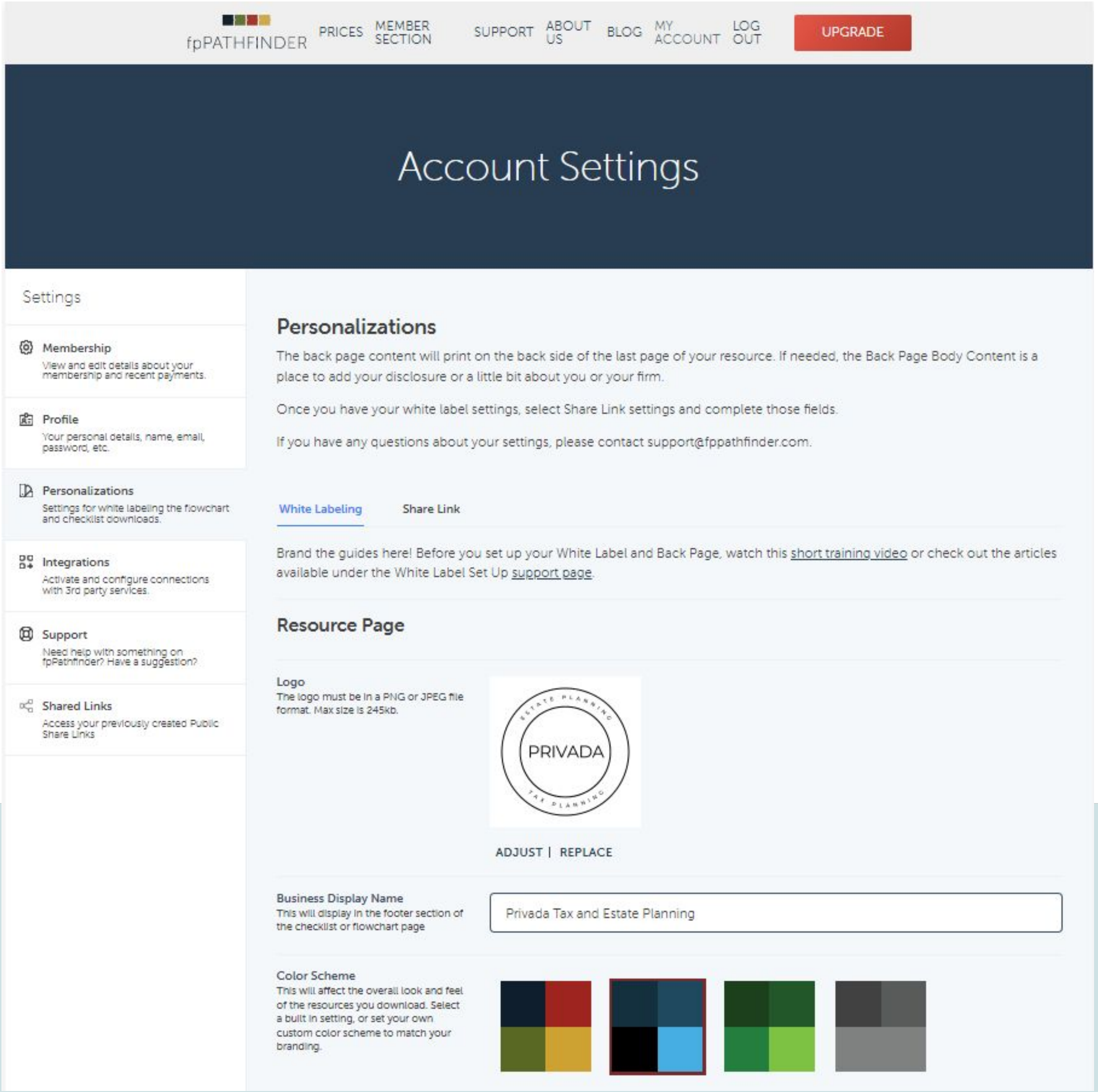
WHERE TO BEGIN

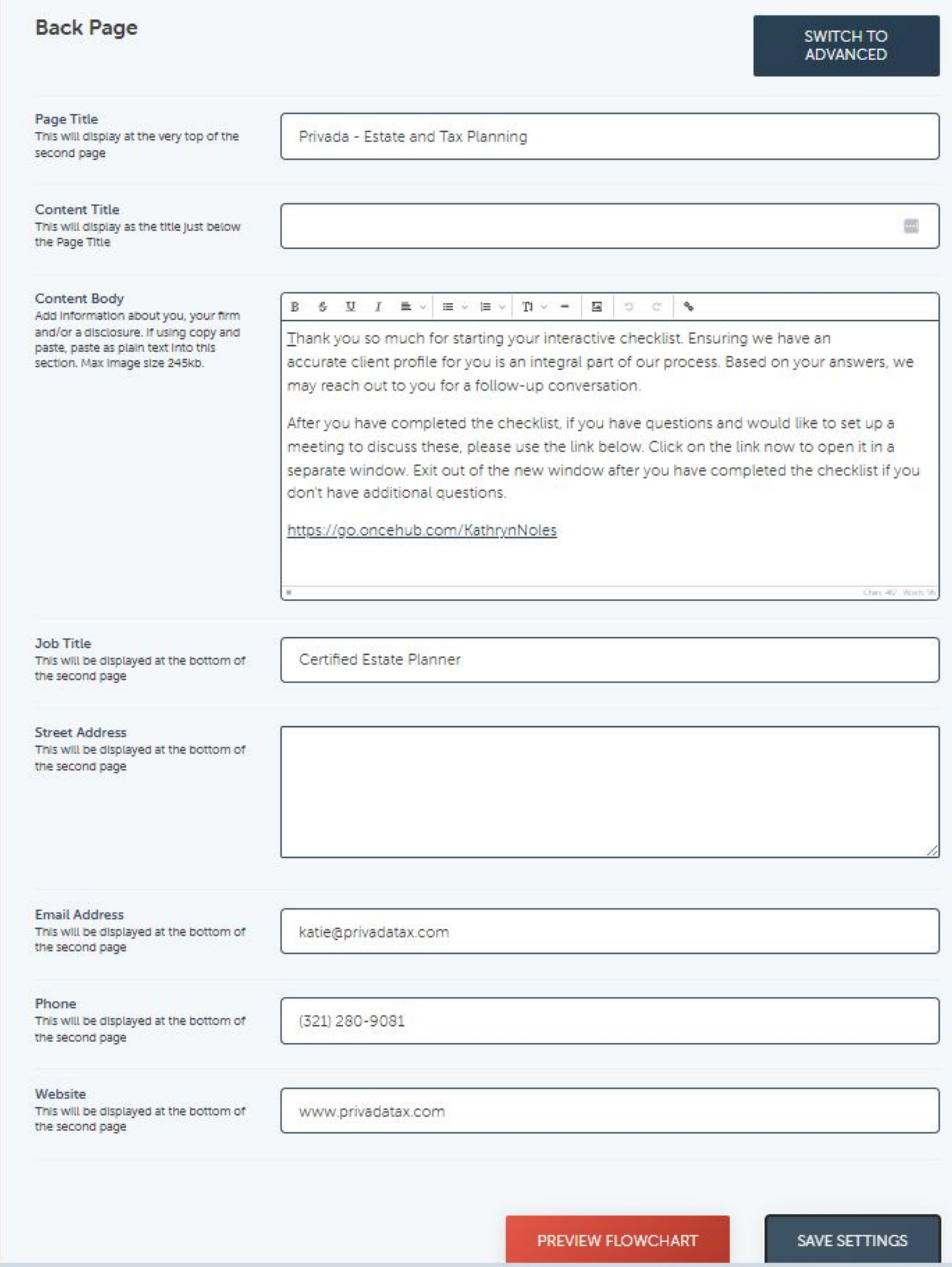
Start by familiarizing yourself with the resources available to you. For those unfamiliar with fpPathfinder this is an image of their menu and resource categories.

MY FAVORITES



CUSTOMIZE YOUR LANDING PAGE

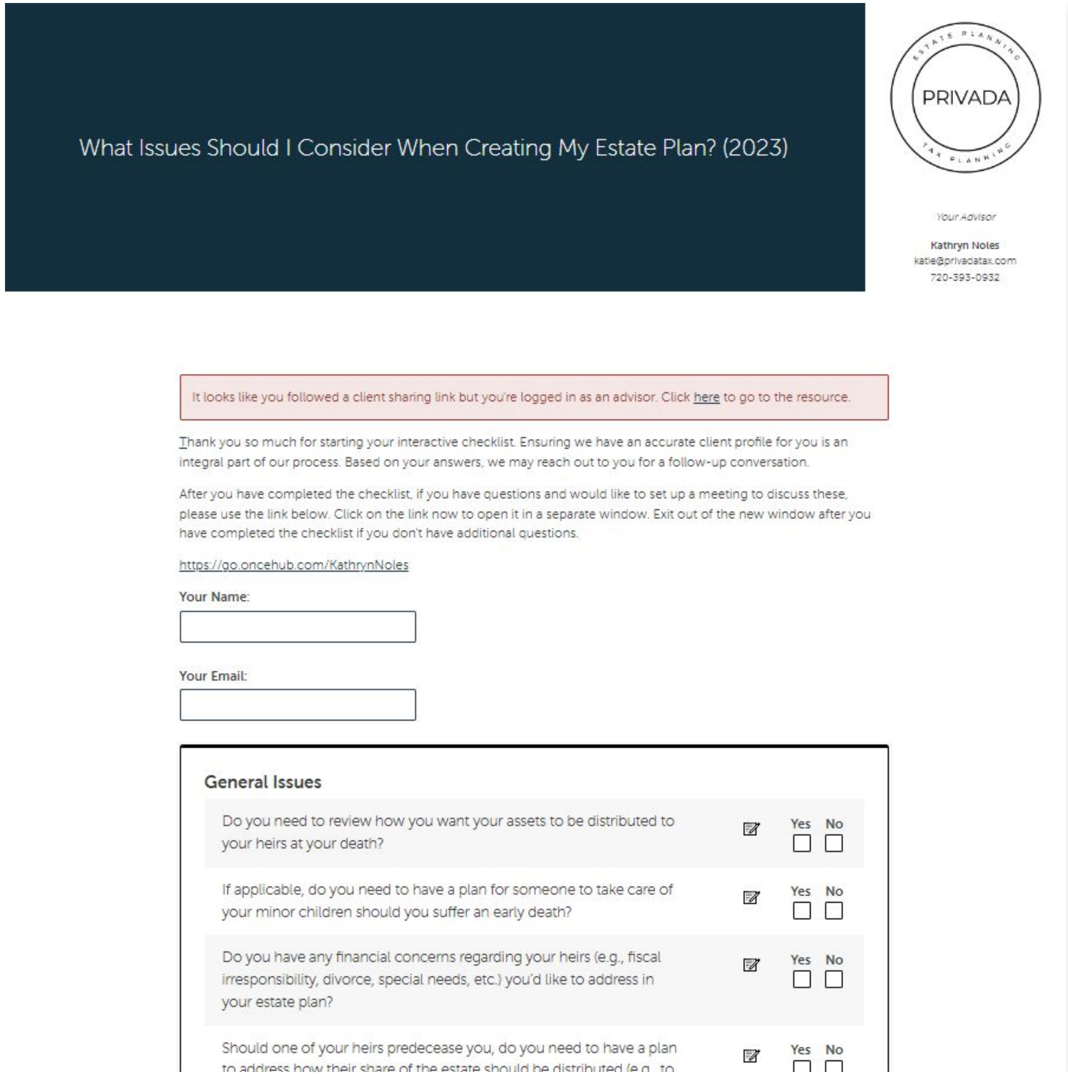




CLIENT VIEW

Try to remain cognizant of the process your client will navigate to prepare this information for you. I never want to put something in front of my client that would seem daunting or arduous.

To the right is a screenshot of the landing page my clients see when they click on the checklist link from Rey's email.



What Issues Should I Consider When Creating My Estate Plan? (2023)

PRIVADA
ESTATE PLANNING
TAX PLANNING

Your Advisor

Kathryn Noles
katie@privadatax.com
720-393-0932

It looks like you followed a client sharing link but you're logged in as an advisor. Click here to go to the resource.

Thank you so much for starting your interactive checklist. Ensuring we have an accurate client profile for you is an integral part of our process. Based on your answers, we may reach out to you for a follow-up conversation.

After you have completed the checklist, if you have questions and would like to set up a meeting to discuss these, please use the link below. Click on the link now to open it in a separate window. Exit out of the new window after you have completed the checklist if you don't have additional questions.

https://go.oncehub.com/KathrynNoles

Your Name:

Your Email:

General Issues

	Yes	No
Do you need to review how you want your assets to be distributed to your heirs at your death?	☐	☐
If applicable, do you need to have a plan for someone to take care of your minor children should you suffer an early death?	☐	☐
Do you have any financial concerns regarding your heirs (e.g., fiscal irresponsibility, divorce, special needs, etc.) you'd like to address in your estate plan?	☐	☐
Should one of your heirs predecease you, do you need to have a plan		

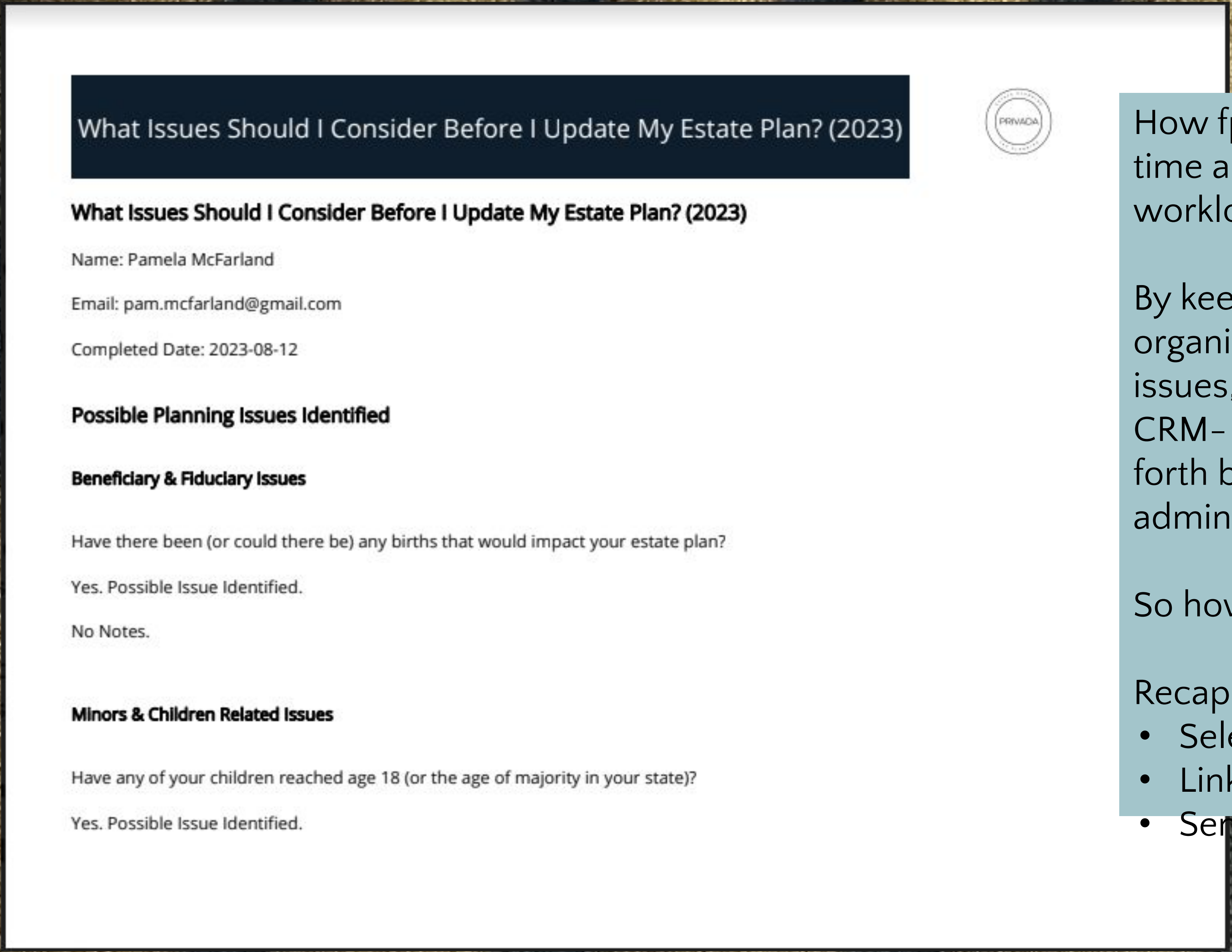
EMAIL YOUR CLIENT

As your advisor, I want to ensure I haven't missed anything. Especially when it comes to your estate plan. If your estate plan is set up, are you sure it's up-to-date? It may have been several years since you've reviewed your documents. Please select the link below to access a quick checklist I've prepared. It should only take you 4-5 minutes to complete.

Items to consider before creating my Estate Plan

All the best,

Rey



What Issues Should I Consider Before I Update My Estate Plan? (2023)

What Issues Should I Consider Before I Update My Estate Plan? (2023)

Name: Pamela McFarland

Email: pam.mcfarland@gmail.com

Completed Date: 2023-08-12

Possible Planning Issues Identified

Beneficiary & Fiduciary Issues

Have there been (or could there be) any births that would impact your estate plan?

Yes. Possible Issue Identified.

No Notes.

Minors & Children Related Issues

Have any of your children reached age 18 (or the age of majority in your state)?

Yes. Possible Issue Identified.

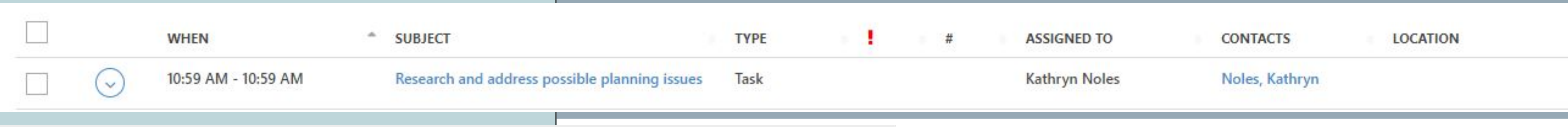
How fpPathfinder saves me time and reduces my workload.

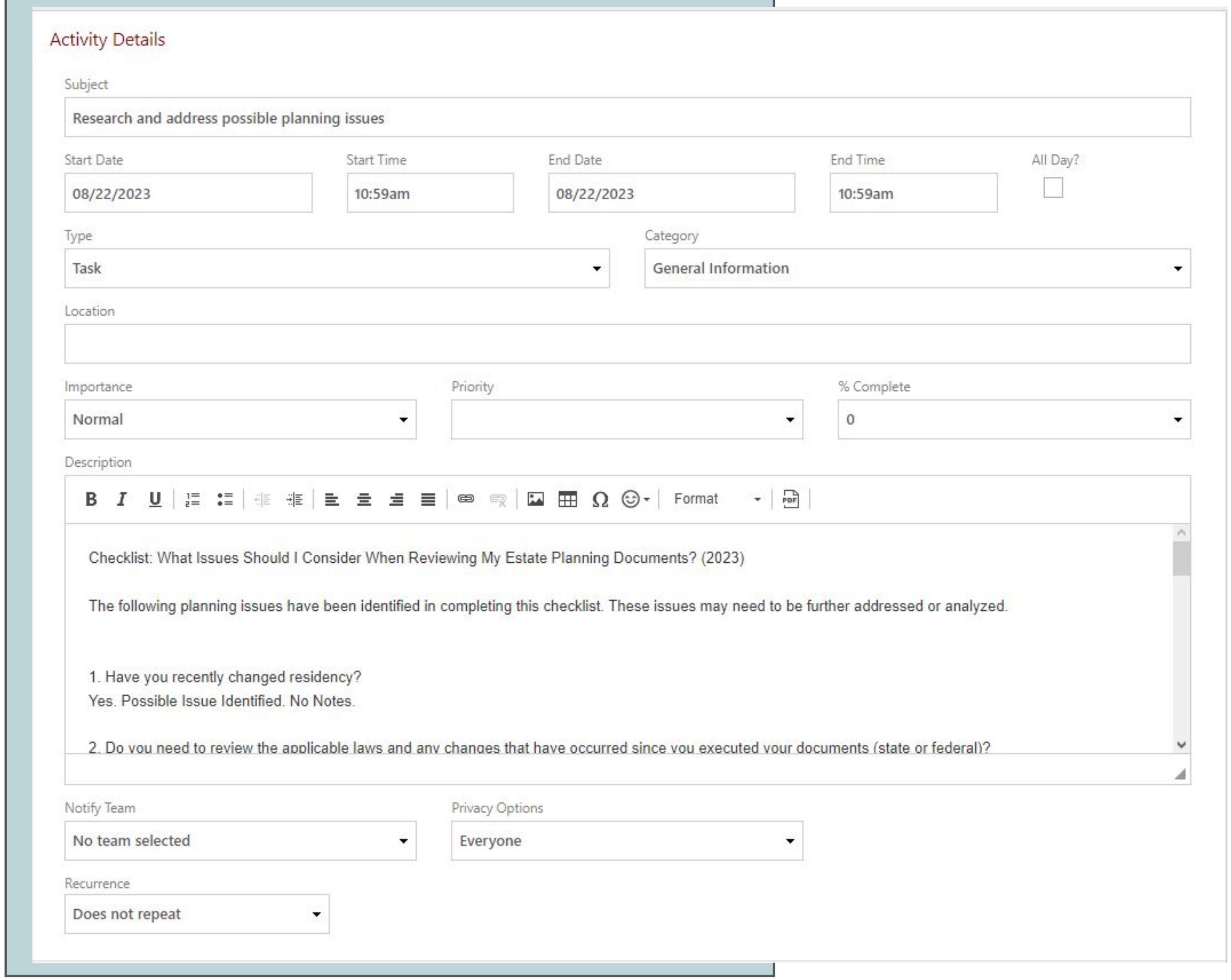
By keeping my client responses organized, identifying potential issues, and saving them to my CRM– I'm not hustling back and forth between platforms with administrative tasks anymore.

So how did I get this back?

Recap:

- Select a checklist
- Link the contract
- Send a custom link via email





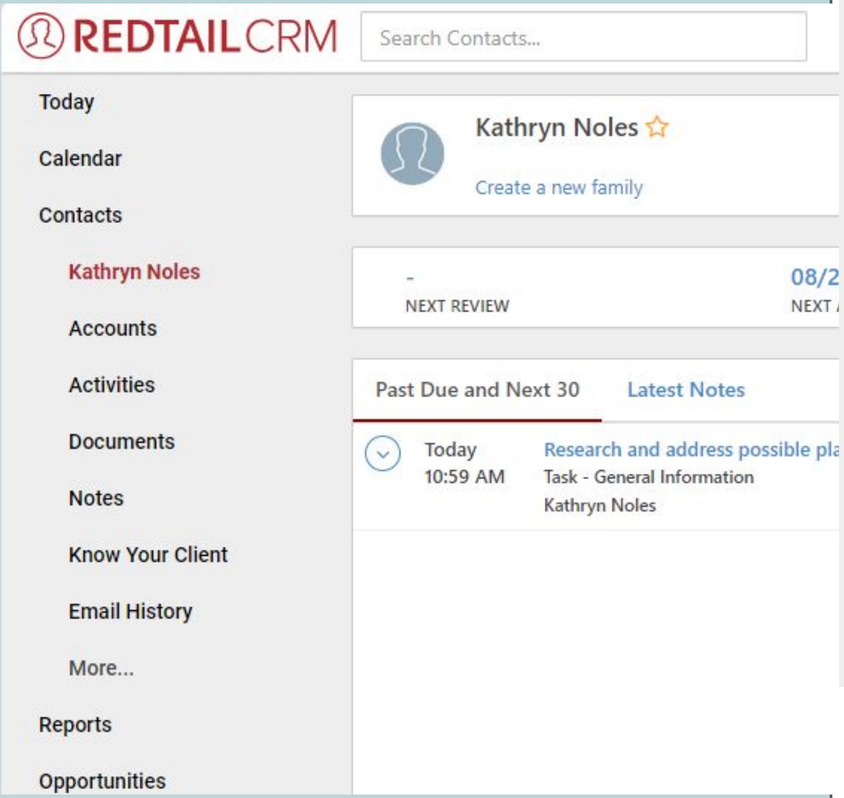
What Populates?

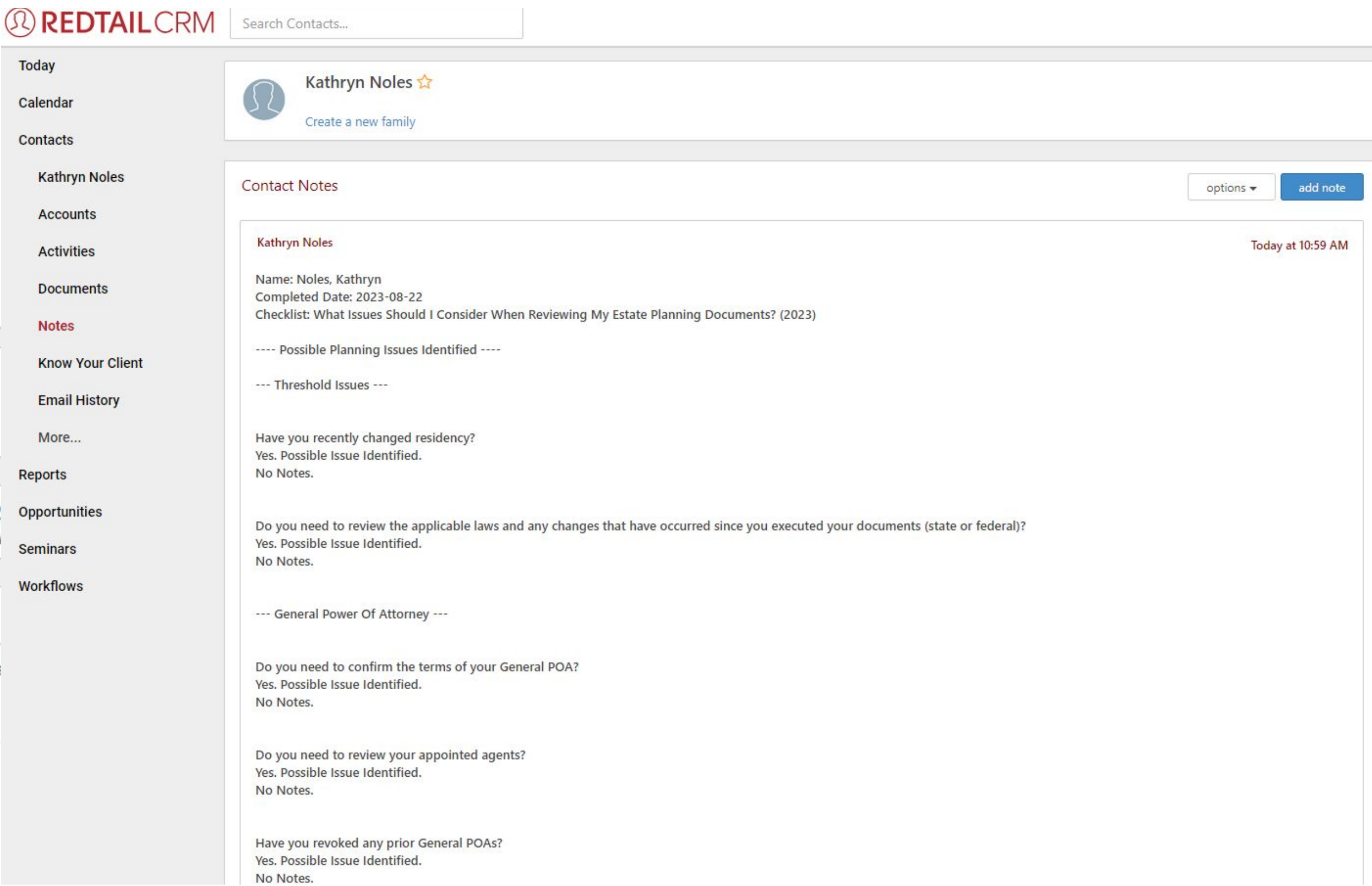
Completing the checklist creates an activity with customized areas of review based on your client's responses.

The completed checklist is stored in your client notes.

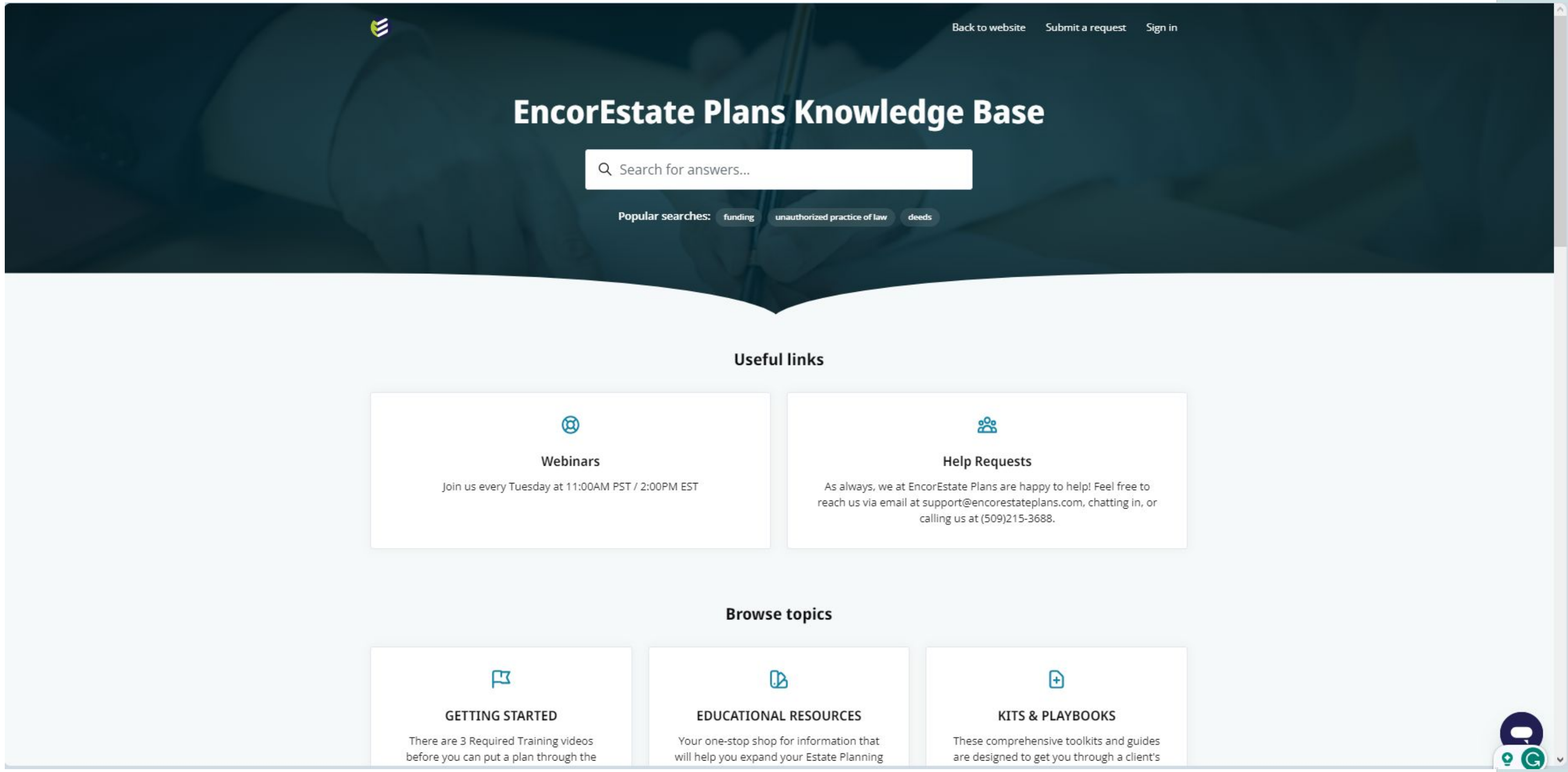
What Populates cont?

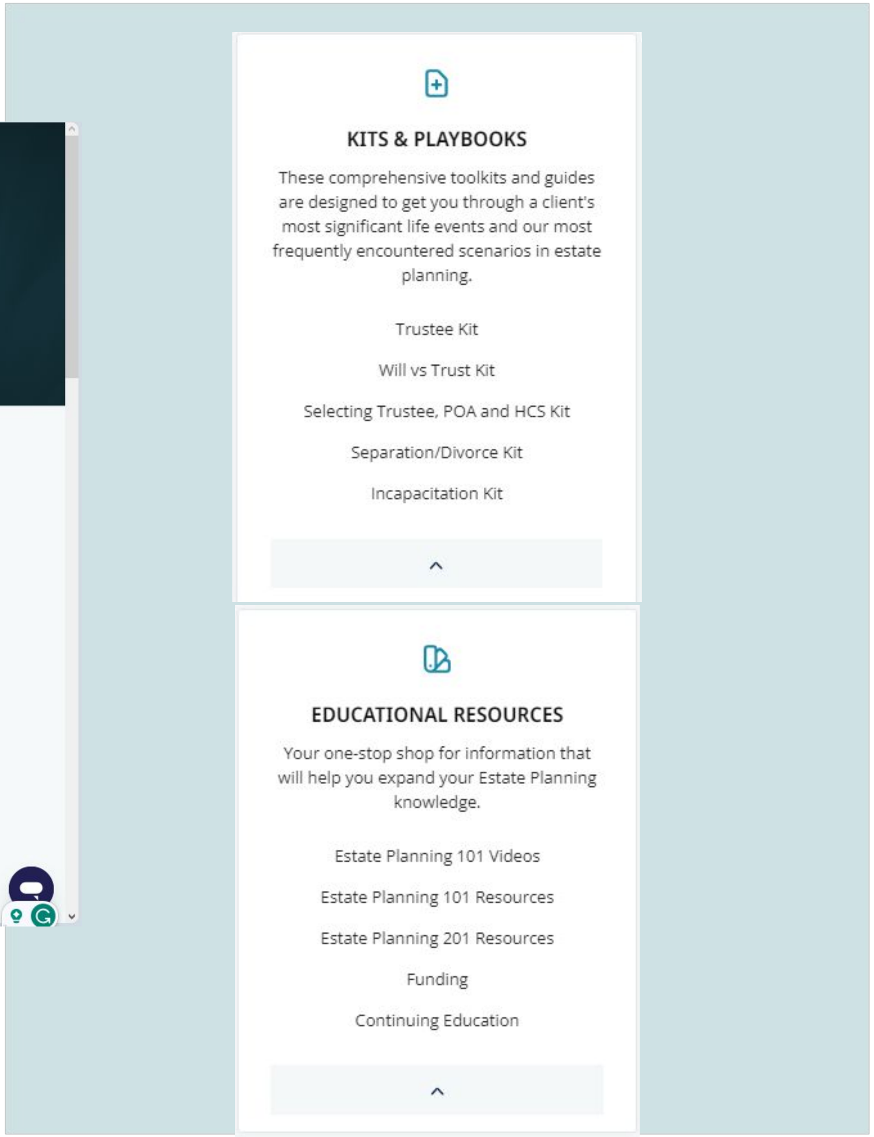
The activity is also viewable from the client's contact page, and the completed checklist is stored in the client's notes.





MY FAVORITES– ENCORE’S KNOWLEDGE BASE





RESOURCES AND MATERIALS PROVIDED BY ENCORE

ESTATE PLANNING
PRIVADA
TAX PLANNING

Comparison Chart

You can use the chart below to review critical features associated with core estate planning documents. *These are the plans available from the attorneys we have relationships with.

	Intestate	Beneficiary Designations Only	*Powers Package	Testamentary Trust	*Will Based Estate Plan	*Trust Based Estate Plan
Avoid Probate and Court Forms						✓
Beneficiary Designations		✓		✓	✓	✓
Health Care Directives and Power of Attorney			✓		✓	✓
Appoint Fiduciary Immediately						✓
Appoint Guardians					✓	✓
Age Based Restrictions						✓
Works During Incapacity			✓		✓	✓
Special Needs						✓
Easily Revised			✓		✓	✓
Asset Protection after Death						✓
Private			✓			✓

Back to website Submit a request Sign in

GETTING STARTED

EDUCATIONAL RESOURCES

- Estate Planning 101 Videos
- Estate Planning 101 Resources
- Estate Planning 201 Resources
  - Estate Planning, it's Taxation Myths and Best Practices
  - Trust-Based Estate Plans vs Will-Based Estate Plans; The deciding factors your clients should consider.
  - Restatement vs Amendment
  - Professional / Corporate Trustee Insights and Recommendations
  - Special Needs Trust
  - Blended Family Considerations
  - Business Assignments
- Funding
- Continuing Education

KITS & PLAYBOOKS

Trust-Based Estate Plans vs Will-Based Estate Plans; The deciding factors your clients should consider.

Updated 11 days ago

Follow

Business owners should pay careful attention to Control, Privacy, and Continuity of Business Affairs.

Estate Planning Considerations:

- Control: Who gets it, How they get it, Financial/Medical Decisions, and Guardianship... a Trust-Based Estate Plan is the most effective estate planning tool for those who wish to have control after death.
- Cost: For most clients, the final cost of a Trust-Based Estate Plan (TBEP) is considerably less than the final costs, fees, commissions, and expenses of a Will-Based Estate Plan (WBEP).
- Privacy: A TBEP provides privacy. A WBEP guarantees the availability of personal information and affairs to the public. For business owners or those with alternative beneficiary designations, this could be of significant interest. Consider that an estate may need to sell assets to cover taxes, debts, or monthly expenses.
  - With a WBEP, filings regarding the estate's assets and the business's financial affairs must be completed. Anyone looking to purchase property from the estate would have access to this information. This may result in a much lower offer where the intended buyer is also more likely to be savvy to this information being available.
  - Beneficiaries are more likely to contest a Will than a Trust. Despite the longer period given to contest the Trust, the number of those contested remains lower, significantly lower, than a Will-Based Estate Plan.
- Time: The average time to close a Trust-Based Estate is significantly shorter than the delays and time to close a Will-Based Estate.
- Ancillary Administration: A Trust-Based Estate will never incur the expenses and delays a Will-Based Estate does regarding decedents with out-of-state/foreign real property.

Click here to chat with our support team

RESOURCES AND MATERIALS PROVIDED BY ENCORE

Client Agreement - Estate Planning Assistance Disclosure

1. Services. Client Name ("CLIENT'(S)")confirms they either have an estate plan that no longer reflects their desires, or they have no estate plan at all and are electing to work with KATHRYN NOLES, Certified Estate Planner (CEP®) for providing estate planning services. CEP® will work with CLIENT(S) to gather client information and add client decisions in ENCORESTATE PLANS ("ENCORE") software. ENCORE will then prepare the estate planning documents strictly using the data collected in the software.

2. No Legal Advice. CLIENT(S) understands that the CEP® is not a licensed attorney and will be giving no legal advice, creating no legal documents, and is not acting in the capacity of an attorney as part of the engagement. CLIENT(S) understands that ENCORE will produce an estate plan based on the information provided through the ENCORE software. CLIENT(S) also understands that ENCORE is not their attorney.

3. Fees and Expenses. Fees and Expenses shall be pursuant to Exhibit A. No other fees can be charged without CLIENT(S) authorization. All fees shall be payable according to RR's instructions.

Exhibit A:

GENERAL DESCRIPTION OF MATTER

The general nature of the matters for which CEP® will be compensated pursuant to the Agreement are the following: (1) General estate tax education and guidance; (2) General trust guidance –types and features; (3) General explanation of estate planning structures/documents; (4) General explanation of estate planning and gifting strategies; (5) General explanation of taxation issues of trusts and estates; (6) General explanation of types and treatment of trust income; (7) General guidance on sources of estate liquidity; (8) General guidance on ownership

Several sample Client Agreements are available in their Knowledge Base.

RESOURCES AND MATERIALS PROVIDED BY ENCORE

PRIVADA

Trust Based Questionnaire - Couple

TRUST BASED QUESTIONNAIRE - COUPLE

This document is a preview of the precise questions your Financial Professional will need answered to assist in coordinating your estate plan. The information gathered here and by your Financial Professional will be submitted to our attorneys, who will prepare and review the documents based on the information completed below.

STEP 1 – MARITAL STATUS

_____ Single _____ Married _____ Domestic Partnership

STEP 2 – FAMILY INFORMATION

Trust Name: __________ (usually "Last Name" Family Trust)

Client Name 1 (as you want it to appear on documents): __________

Are you a U.S. Citizen? _____ Yes _____ No

Client Name 2 (as you want it to appear on documents): __________

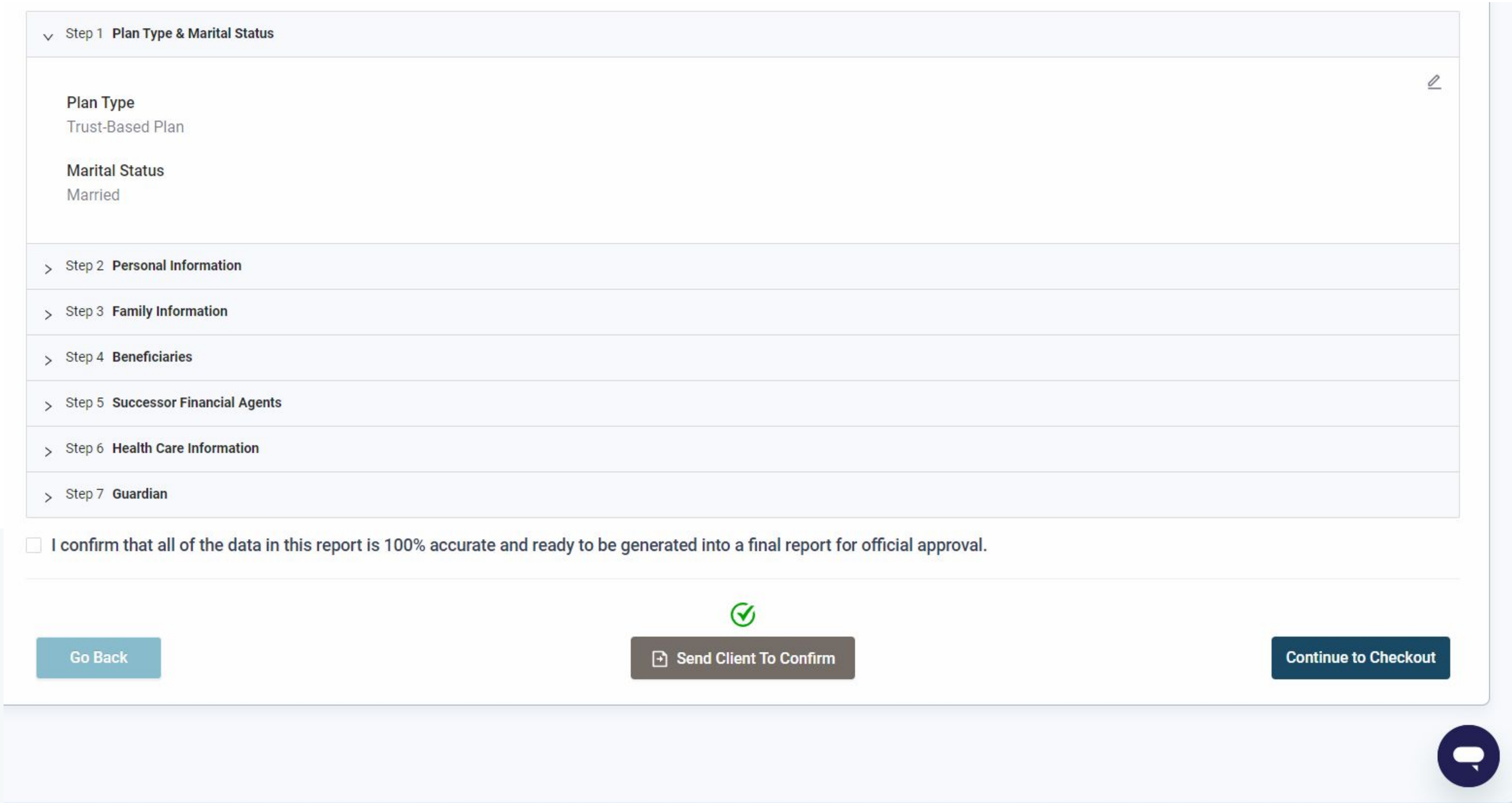
Are you a U.S. Citizen? _____ Yes _____ No

Home Address: __________ County: __________

Do you own this home? _____ Yes _____ No

If yes, who holds current legal ownership to property? _____ Both _____ Client 1 _____ Client 2

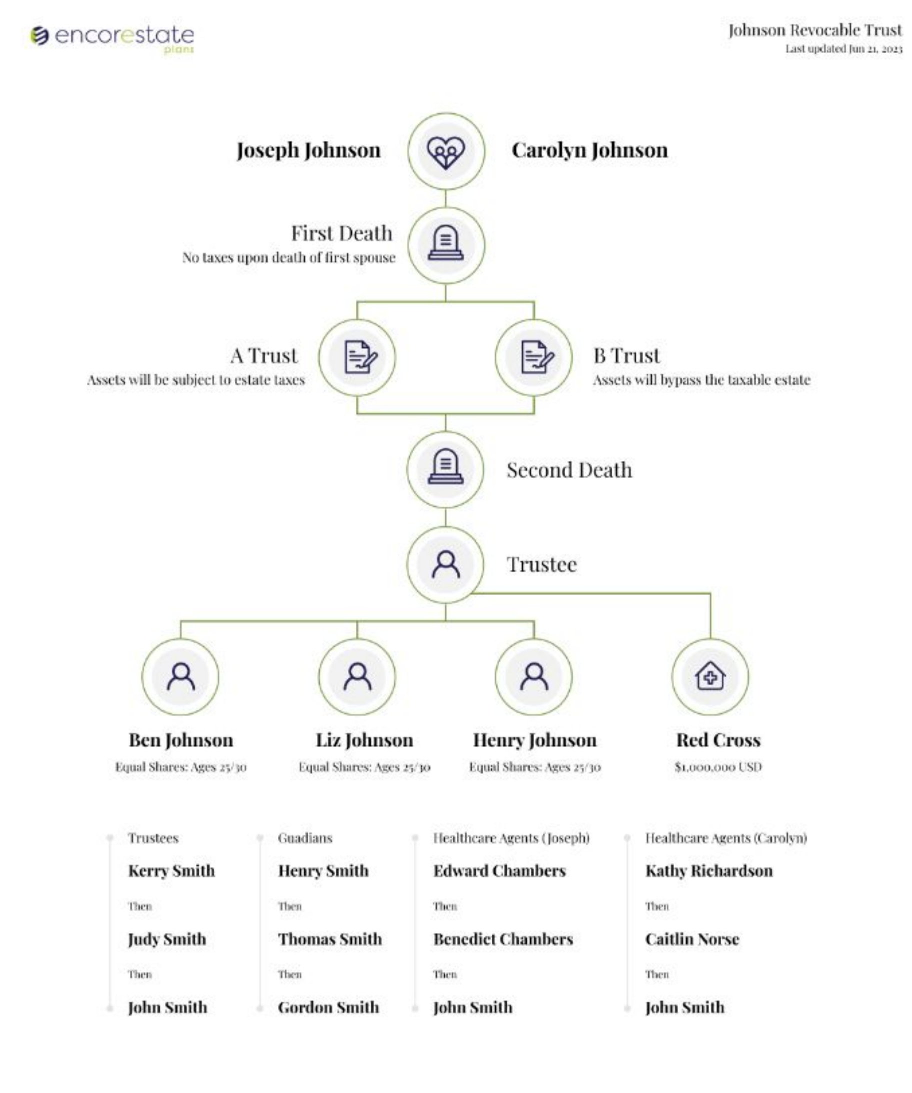
CLIENT CONFIRMATION – AVOIDING UPL

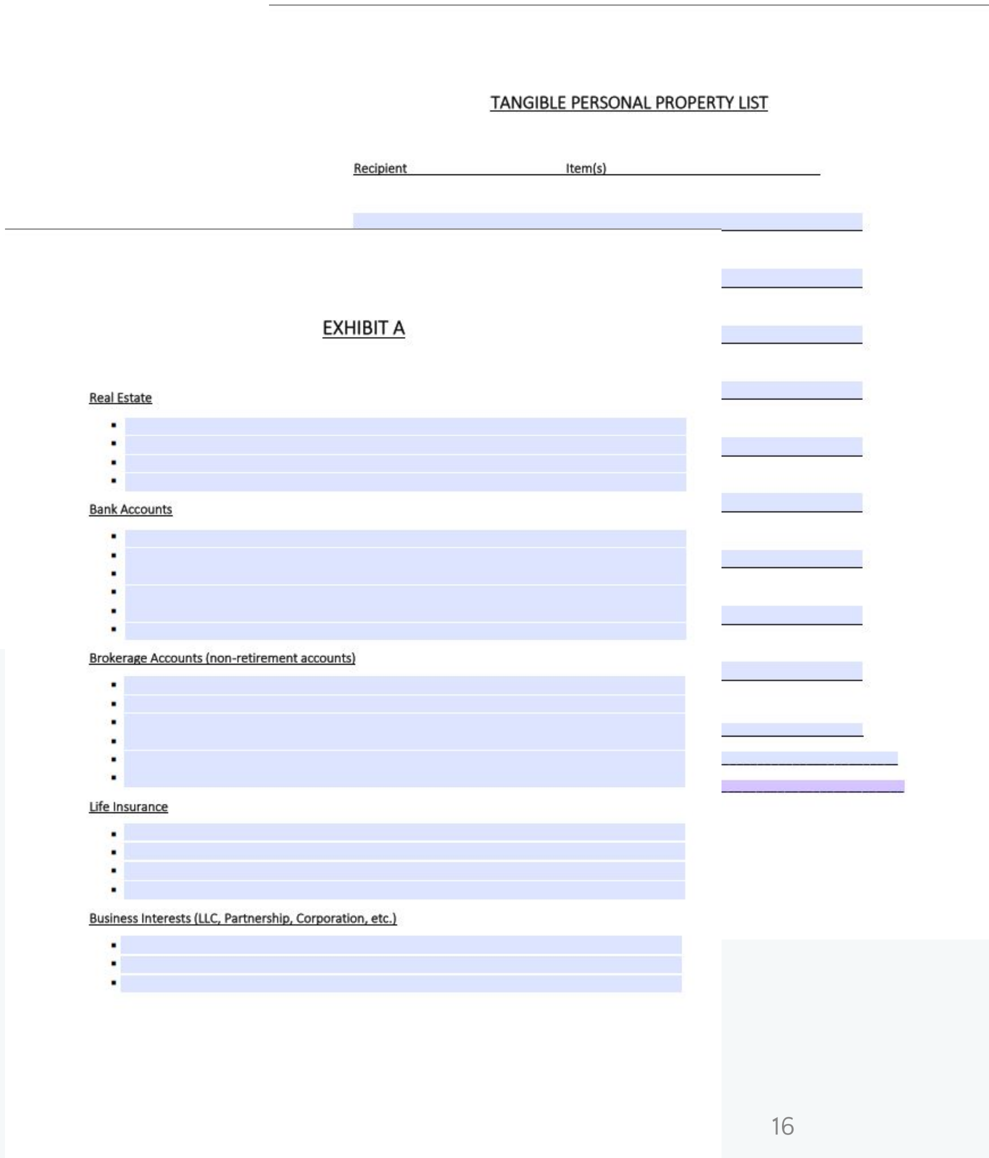


UNCOVERING ASSETS

This is where you'll uncover assets and future prospects. Clients are much less hesitant to lay everything on the table for you.

From the beneficiary entries and the Personal Property list, I find future prospects.





TIMELINE

CONTACT PROSPECT/CLIENT

Week 1

INTRO MEETING

Week 2

DATA COLLECTION/ENTRY

Week 2-3

SIGNING/ FUNDING INSTRUCTIONS

Week 4

REVIEW

After Major Life Events, or
3-5 years at minimum

THANK YOU

Katie Noles, CEP®

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www.privadatax.com