



INTEGRATED WEALTH MANAGEMENT

— FORWARD THINKERS —

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Three Phases of Decision-Making

Focus on a few simple things now and protect your intentions in the future

The ability to make solid decisions based on our own life wisdom is the starting point for all progress and all protection we can bring to our families and our life's work. Here are three phases to consider.

Decision-making Phase One:

When the business or the wealth is still in high growth mode, it can be difficult to pause and focus on planning. It's easy to become so engrossed in growth that we forget – without proper protection mechanisms – the very assets we are growing can be reduced or liquidated via taxation or transfer of ownership.

Some of these estate planning opportunities may be lost if not captured currently. Meet with your estate advisor to compare your planning to the growth trajectory of your estate. Discuss any basics that can be added without much hassle or distraction from your daily work.

Decision-making Phase Two:

Phase Two decision-making has different stressors. Many families who've amassed substantial assets have an underlying fear of wasting what they've built. Generational frugality can cause families to be overly restrictive in the use of their assets. What if you could afford to take all the grandchildren on a vacation or a mentorship trip to a third-world country? What if you could do this, but you didn't, because it was tough to feel that you could afford it?



Decision-making in Phase Two directly correlates to security about Financial Independence. In this phase, it's important to work with your advisor so you can identify, visualize and take ownership of what you'll need for the rest of your lifetime. Then you can start to

make Phase Two decisions with freedom and enjoyment.

Decision-making Phase Three:

Much of planning focuses on decision-making that will take place when you are unable to make any decisions at all. Many never stop to consider the mid-point in their decision-making capacity. There will be a point when you're functioning perfectly in the real world – driving, playing golf or tennis, traveling and reading the paper everyday – yet the conceptual nature of financial decision-making becomes illusive. You can't quite tell whether a change or opportunity is a good thing or a bad thing.

To plan ahead for this phase, it's important to have a frank conversation with your investment and estate advisors, hopefully together in the same room. If you have an adult child whom you trust with the details of your affairs, include them in the conversation. If not, document the conversation through a transcript or audio recording.

This helps ensure the family acknowledges your wishes how interim decisions should be handled.



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