

# The Income Advisor

## the strategic ADVANTAGE PROCESS®

An Investment bulletin prepared by Robin Kingsmill,  
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### Are your affairs in order?

Dear friends and clients of The Kingsmill Saar Group,

My name is Mary. I have been a client of the Kingsmill Saar Group for over 20 years. We thought it might be helpful if I shared a conversation I had with the Kingsmill Saar Team, with you.

The question was put to me, "Are your affairs in order?" Very pleased with myself for being organised, I replied, "Of course! I did my Will years ago!" Only to realise with shock that it was indeed *years* ago! By now, my Executor who is even older than I, may have retired and there is a chance that I might outlive him ...let alone outlive his knowledge of Estate & Trust Law and Tax Law. His professional network and ability for negotiating may not still be up to the challenges that settling my Estate may entail, when it is time! That self-satisfied and organised feeling dissipated in a flash!

In another bold move appreciating my friend, as surely it is a great compliment to so tell her how much I value her knowledge and integrity [and that she is so much younger than I] "Robin!" I said, "Will you please be my Executor?"

"Mary! I thought you were good friends!" It was Joanna who caught me short with the facts of life. "Why would you *do* that to her?"

Oh, what I have learned since! There are considerations I had not taken into account in the "Old Days," when life was simpler:

- There is always a chance that a distant cousin, ex-husband or someone else might interpret your wishes very differently.
- *That* makes the competence in dealing with Estate matters, Trust law, Tax and other accounting & investment issues greatly heightened in importance, but all are significant to ensure my wishes are executed
- Look at that attached Executor's Task List! That is a lot to ask of *any friend!*
- An Executor is *now legally liable* [I certainly did not know that!]
- Time continues to march on, At the time of my passing and until the estate is settled, the Executor may be required to handle significant routine and complex estate matters ...in an environment where everyone else involved may well be highly emotional. And just how old will my executor be at the point I need him or her?
- What if my Executor is no longer accessible?

There is a great deal more to consider than I had realised!

### Let's connect

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Back in the Days of Yore when I was young and feeling so organised, several trust and legal organizations offered such services. Independent of the emotions of the situation, professionals and prepared to act in your best interests

A firm of professionals dedicated to executing your wishes. We could be confident of their knowledge and expertise in these matters, and their role being governed by law and contract. Prepared in their succession planning and with the experience to make those decisions as to how your wishes are to be carried out, because how it is done can be costly ...or not.

So, where are they today? Haven't they been absorbed or 'submerged'? Or at the very least been downsized and cut back in the 'streamlining' of Life' in the New Reality? And, if not, aren't they so costly that only the very rich find that option affordable? Not so, I find!

Or should I say, not all! And wouldn't you know that The Kingsmill Saar Wealth Management Group has knowledgeable, trusted and financially accessible, team options for you!

I could happily share my solutions with you. Solutions are at hand.

But another thing I have learned ...again! It is better to talk with Robin or Joanna, Sue or Teresa to make sure that you benefit from their perspectives in planning for, securing and managing your wealth so that you or your beneficiaries may **Own your Future™**

My advice?

Call them! Yet another conversation well worth it!

1-800-387.9314

And / sleep better for having done so!

Mary

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