



Price & Farrington's Consider This!

*Timely News and Information About
Estate Planning and Family Wealth
Counseling Strategies*

Estate Planning: The Client Manifesto

You to us:

**Look here, Mr. Attorney! About this “Estate Planning” stuff:
let *me* explain something to *you*.**

There are a lot of people who say they do estate planning: accountants, insurance salesmen, stock brokers, financial planners, and, oh yes, my bank. You are just another voice in the crowd. Every one of them says “estate planning” like a magic key, talks about leaving my family penniless and starving, and then charges me for something and then I’m *not done*. Don’t be the next person in that group.

Second, don’t just fob us off on some preset papers that you made for your last client. We are happy to be *us* and not someone else, so treat us that way. Sure, we’d like to be the famous person on TV or in the movies, but they don’t seem to have all that good a time of it all the time anyway.

Third, we may not think we’re perfect, but we’re better at managing our affairs than you, or anybody else, might be. Don’t “take control” of the situation; respect us and work with us. When we tell you things, it’s not so you can sell us something; it’s so you can help us understand what our options are. We’re willing to tell you everything about us, but you have to be willing to give us your best advice.

Consider this!

is presented by

Price & Farrington, PLLC

Attorneys and Counselors at Law

12501 Bel-Red Road, Suite 215

Bellevue, WA 98005

(425) 451-3583



E-mail: contact@pricefarrington.com

Website: www.pricefarrington.com

Toll-Free 24-Hour Estate Planning Tips *Hotline*: 1.888.254.5450

Fourth, don't give us "an estimate" or say it will be "so many dollars per hour, copies and postage extra." We expect you to have experience as to the actual value and costs of this project, and we want a binding number in writing before you do anything that will cost us some money.

Fifth, be prepared to show us the value before you ask us to pay you. We know it won't be as cheap as a form at Staples, but you have to tell us why it's better.

Finally, if there are things we can do cheaper than you, let us do them, or at least have the choice.

If that sounds good to you, we'll go ahead. OK?

We to you:

OK. We agree that you are entitled to those things in our office. Now, in return, we're going to ask you for certain things. These are assumptions that we make which help the planning process work.

First, we expect you to be nice. Courtesy doesn't cost anything, but it is so expensive when it's missing that it is not worth our time to replace it.

Second, we expect you to tell us the truth. We're in an interesting profession, one that requires that we keep all secrets that our client imparts to us — but it also requires that our plans correctly fit our client's actual situation. If there's a problem, tell us. You won't be the first to have one, and definitely not the last. Perfection is not a requirement of our clients or their families.

Third, we expect you to cooperate with the process. We're asking you questions on purpose, to try and find out things that are relevant to making your plan do exactly what you want it to do. If you don't see the relevance, ask us — we'll be happy to explain.

Fourth, we expect you to pay us in full and as we agreed. If you don't like the result AT ALL, our standard agreement with our clients is that they don't have to use our documents at all, or pay for them if they don't want them. But otherwise, we can amend documents to do the right things. Ask us, and we'll do it.

Finally, we expect you to tell us about your assumptions and expectations of our law firm. For some people, that is a traumatic suggestion right there. But we mean it. We've told you what we expect. Now we need you to tell us what you expect. We promise we're listening. And we want to help you.

on behalf of
Price & Farrington



Compliments of
Price & Farrington
Attorneys and Counselors at Law
425.451.3583