Estate Planning *Fast* Faxts January, 2000

Estate, Tax and Family Wealth Preservation Planning For Advisors

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ESTATE PLANNING FROM THE HEART: A Y2K Resolution

Describe your best client, without referring to taxes, net worth or financial terms. Tough? What makes that client different? What makes your relationship with him or her special? Aren't your special clients the ones who are relying on you to help them *align their estate plan with their life plan?* As professional advisors, don't we have a duty to help our clients define their most important values and goals for themselves and their family — *their life plan* — so that the nifty legal, financial and insurance tools and techniques we recommend and implement for them *validate* their life plan?

Alan Pratt, of Family Wealth Advisors in Bellevue, asks his clients to focus on these questions: "Does your estate plan reflect the way you live your life? What are the three most important things in your life, and why? If you could change, where in your life, and why, would you change?" The answers to these questions, among others, will most meaningfully propel the planning process forward.

In your role as a trusted advisor, do you *genuinely communicate* with your clients to help them *redefine, refocus and reconfirm* their life plan? If you don't help your clients *coordinate their estate plan with their life plan*, just how valuable do you think the result will be for them?

Work hard to engage your clients in a process which involves genuine fact-gathering and probing questions, leading to a plan design that *validates* your client's life plan.

Consider the power you can harness by engaging your clients in a thoughtful process that explores your clients true needs and goals. Alan Pratt has developed a "Values Indicator", a "Values Validator" and a "Confirmation of the Life Plan"-tools which plumb and probe and produce real dialogue. The results? Inward reflection. Insight. Growth. Trust. A formidable, enduring client-advisor relationship. And most critical to your clients: An estate plan which aligns and coordinates with-and therefore validates-their life plan, insuring that the people and places they love are reflected in their legacy. This process will also, in no small way, validate *your role* as a professional advisor and your inescapable value to your client.

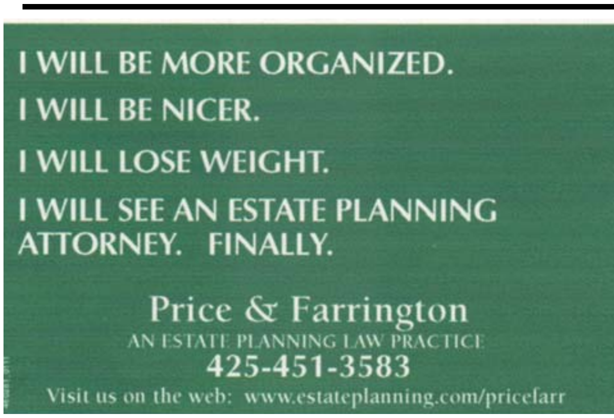
Make a resolution for Y2K which will deepen the meaning of your practice and your life: Serve clients who have learned that wealth means more than simply having money; clients who define their wealth in terms of good relationships, health, spiritual development and mental growth; clients who live out their values and seek ways to be responsible stewards of their wealth, humbly serving their families and their communities.

Take pride in helping your clients do *estate planning from the heart.*

"From Halloween to Christmas everyone loves me. Then comes December 26th – Whamo! Nobody calls, nobody writes…"

♥♥♥

Alan Pratt, his parents and his brother are entering their fifth year of sharing the joy and excitement of estate planning from the heart at the Pratt Family Private Discussions. If you want more information on these events or the Values Process, please call Alan at 425.646.4800 or email at alanprat@halcyon.com.



Log onto our *Estate Planning Learning Center* web site at: www.estateplanning.com/pricefarr.

In The New Year... Y2K Wishes for You, including but not limited to: Good health, good fortune, good times. No near-death tax experiences. No bad heir days.

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