financial INSIGHTS
30 ANNIVERSARY 1981-2011

Building secure futures, one relationship at a time.

Q2 2011 | Registered Investment Advisor

SPOTLIGHT: Elder Concierge and Estate Management Services

A Lasting Legacy

Nearly 30 years ago, a gifted college professor and published scholar who was fluent in multiple languages, attended a financial planning seminar hosted by his university and presented by Dorothy Lewis. Soon after, he became a client and a favorite with the staff, just as he had become at the university where he taught.

The retired professor had numerous accounts at a variety of financial institutions including several bank accounts. After a few apparent minor strokes, his years were beginning to take their toll. Now in his late eighties, his financial life was coming undone. He was behind on some bills, not because he lacked the funds but because notices and important tax forms were either misplaced or accidentally discarded. Because he was never married and had no children, it was clear that a Living Trust was necessary. He had yet to designate a financial or medical power of attorney and his only sibling lived in Florida. Before a Living Trust could be established, however, it was necessary to organize his finances. After several visits to the professors' home, our quest yielded dozens of boxes of important financial documents which aided in our research. We found forgotten treasury bonds valued at nearly $5,000 and recovered multiple unknown and unclaimed assets owed to him by the State of Washington valued at $2,500.

Once the Living Trust was established, the professor named a long-time friend as his successor trustee to act on his behalf when the time was necessary. After careful consideration, the professor decided what would go to his family and where his other assets would go. He designated charitable gifts for the university where he taught, for his church and for other non-profits that were important to him.

After the assets were directed into the trust, we consolidated his retirement and investment accounts. His checking and savings accounts were combined and centralized and a plan was made to execute the donation of his vehicle to a local charity. We set up on-line bill pay and monthly monitoring for his creditors and re-routed his incoming mail to the attention of the trustee. In addition, we gathered and organized his tax return documents and delivered them to his tax preparer for filing.

The professor's Living Trust was created just in time as he suffered another apparent stroke in 2010 and passed away in early January 2011. Financial Insights is now making sure that his legacy lives on by managing the distribution of his estate to his heirs and beneficiaries, just as the professor had intended.

Please see page two for more details on how we may help you or a loved one.

30TH ANNIVERSARY CELEBRATION!

Please join us as we celebrate Financial Insights' 30th Anniversary on Wednesday, **August 24, 2011** at the Tacoma Yacht Club.

WE ARE HERE FOR YOU

Dorothy A Lewis, MA, CFP®
PRESIDENT, CEO dalewis@financialinsights.net

Marilyn A. Mullenax, CCO, CRPS®
DIRECTOR OF ELDER CONCIERGE & ESTATE MANAGEMENT
mmullenax@financialinsights.net

Tingwei Chiang, CFP® ASSOCIATE ADVISOR
tchiang@financialinsights.net

Alexandria A. Criss CLIENT RELATIONS MGR
ali@financialinsights.net

Craig G. Davis TRADER/DATABASE MANAGER
cdavis@financialinsights.net

Crystal J. Olsen ADMINISTRATIVE ASSISTANT
colsen@financialinsights.net

Financial Insights is pleased to offer an expanded level of service as you or a loved one prepares to enter a new phase later in life.

Our Elder Concierge and Estate Management Services are designed specifically for adult children, personal representatives, successor trustees and others responsible for a senior who is in need of assistance with financial organization. Financial Insights provides personal attention and focused solutions to seniors requiring advanced services. In doing so, we are able to eliminate confusion and transform potentially stressful circumstances into manageable solutions. Our goal is to assist in advance with the organizational process of your estate and ensure that everything is in order, just as you intended it to be.

MEET MARILYN MULLENAX

DIRECTOR OF ELDER CONCIERGE SERVICES

Marilyn A. Mullenax joined Financial Insights in 2005 and brings more than fifteen years of non-profit and small business management to the firm. She is the firm's Chief Compliance Officer and has earned the Chartered Retirement Planning Specialist[SM] designation. As Director of Elder Concierge and Estate Management Services, Marilyn's main ambition is to be an advocate for her clients during their life's transition and execute final wishes as they were intended. Her experience has enabled her to persevere through the challenges of complicated scenarios with compassion and kindness for added peace of mind.

ELDER CONCIERGE SERVICES

Elder Concierge Services can assist you or a loved one when the time is right to make a transition in life. We offer the following services for continued independence and quality of life:

- Provide complete assessment to identify needs and solutions
- Organize and sort important legal and financial documents
- Prepare important legal document locator
- Prepare monthly income and expense reports
- Assistance with bill paying, monthly monitoring and reconciliation of accounts
- Provide support and guidance for spouse or adult children when coping with complex eldercare issues
- Assist with tax record gathering, organization and tax return preparation
- Review of existing estate plan (will and/or living trust)
- Healthcare and financial/durable power of attorney review
- Beneficiary designation review
- Interface with family, CPA and estate planning attorney
- Charitable gifting review and implementation
- Research of unclaimed assets and safety deposit box cataloguing
- Sorting and handling of incoming and outgoing mail
- Medicare and insurance reimbursement resolution
- Mediate family conflict to find best solutions

ESTATE MANAGEMENT SERVICES

Estate Management Services is here to assist you as your personal representative after the loss of a loved one. We support families that are nearby or out of the area with all aspects of estate organization. We offer the following services when the burden of managing an estate becomes overwhelming:

- Complete decedent estate organization and administration
- Interface with family, CPA and estate planning attorney
- Net worth determination and valuation of assets
- Stepped up cost basis analysis on investments
- Retirement plans, annuities and life insurance beneficiary research and itemization
- Assist with tax record gathering, organization and final tax return preparation
- Retain residential and personal property appraisals
- Complete inventory of household contents and assistance with estate sale
- Professional appraisal of jewelry, antiques and other valuables
- Estate distribution to heirs