Frequently Asked Questions

Life-Legacy Services and Life-Legacy Financial Counsel, Inc.

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What Is Life-Legacy Services and What Services Does It Offer?

Life-Legacy Services helps you, our client, to Plan your Future, Live your Life, and Craft your Legacy. Through our team approach, we seek to provide a myriad of financial and non-financial services under one trusted umbrella using qualified and experienced professionals. We believe that through proper planning, and the use of professionals to help you with some tasks; you can achieve your goals and legacy with peace of mind and confidence. We are a fee-only concierge organization who provides only the specific services that you request, at the time requested, and at a cost that you authorize.

We avoid the common conflicts of interest that most financial planning and investment management firms have because we do not receive commissions nor sell any proprietary product. We are not owned by any bank, brokerage firm, insurance company, or investment advisory firm. Our client is the only one who pays us for the services that we provide, nothing more and nothing less. Our goal is to be a trusted fiduciary to you in all that we do.

When you review our site, you will see many services that we provide. Some are provided through employees and others are provided through independent contractors. In some cases, because of the many clients we have using an independent contractor or vendor, we have negotiated cost savings that we pass on to our clients.

Our services fall into three major categories where we use our professionals to help make life easier for you- allowing you to live with greater focus, confidence, and peace of mind:

1. Personal financial planning, investment management, and coaching services
2. Concierge services that help with life tasks and daily concerns
3. Legacy Planning™, estate organization services, estate settlement assistance, and small business succession planning services

Why Such a Varied List of Services?

Because, people need them. The services naturally flow together and are interdependent in achieving long-term goals. Further, we believe a major problem that you may encounter when using multiple advisors from multiple firms- you need to coordinate their activities yourself. Those professionals are supposed to be your team, helping to make your life easier. Instead, they become your responsibility to manage as you seek the achievement of your goals. Also, some or all those advisors may have private agendas to sell you something in order to achieve additional compensation or a firm "success metric" that benefits them.

Through one phone call, email, or text from you; we can initiate research, planning, a project, or other task. We seek to get tasks and concerns off your plate because life is too short to be responsible for the management and activities of your family, your work, and the management of your professional advisors (attorneys, accountants, financial advisors, etc.). Through our team structure, you can keep those advisors you trust, but have us manage the people, the activities, and the outcome. We accept our fiduciary responsibility in accordance with the Investment Advisors Act of 1940, the CFP Board, and the CFA Institute.

The professionals we use can manage both financial and non-financial tasks. Maybe you hire Life-Legacy Financial Counsel, Inc. to be your financial planner, investment manager, or your tax preparer. Maybe you use Life-Legacy Services to help with your non-financial tasks like assisting with college and scholarship applications, assist a parent with managing their financial affairs, maintain a house, manage an event, find a custodial care nurse, help a parent using our medical advocacy services, initiate a home organization project, or provide personal shopping services. There are so many tasks and projects that we can do to help make your life easier and the lives of those you care about.

What Does It Mean to Leave a Legacy?

That is a great question and you will get different answers from different professionals depending upon their focus and their compensation method. Your legacy is not just investment assets, not just charitable contributions or a name on a building or park, not just company assets, not just insurance proceeds, and not just your legal documents. To us, your legacy is about sharing both your wealth of wisdom and your financial wealth to achieve a positive goal(s) for yourself, your family, and a greater community. It is about having and knowing your impact on the world around you, while alive and at the time of your death. Your legacy is far more valuable than just the assets and money you leave behind.

We use the term, Legacy Planning™, which many confuse with "estate planning" (estate planning is an element). Estate planning is about drafting the documents (Last Will & Testament, Trust document) to transfer and dispose of your property at the time of your death and documents that provide direction associated with Medical or Durable Power of Attorney. These documents, drafted by attorneys, are critical and legally required to transfer assets efficiently and effectively, but they are also impersonal and legalistic. They focus on the "what", the "how", and the "to whom" of asset distribution. However, they miss the critical "why" that can motivate the successful use and preservation of assets for generations.

Our Legacy Message™ allows you to craft a message of love, appreciation, and advice to those you care about to inspire future generations. Our Legacy Message™ complements your estate plans and encourage the use of the assets in accordance with your wishes because your heirs hear your message in your voice.

What is a Legacy Message™ and Why Create it?

The Legacy Message™ allows you to craft a message of love, appreciation, and advice to those you care about to inspire them and future generations. The Legacy Message™ can be communicated using a combination of means- written, audio message, or video. The Legacy Message™ can be recorded at any age, archived, and later delivered in accordance with your instructions.

Imagine for a moment, that you will die today- How will you be remembered? In your last moments of life with your last few breaths, what will you worry about? What would you want said to those you care about?

Your Legacy Message™ is the message of love, appreciation, and advice that you leave behind for those you care about. It is a message where you can express forgiveness and request forgiveness. It is the opportunity to say "goodbye". It is a means to provide advice to your children for the critical times of their life, even if you are not still alive. It is the opportunity to continue to have an impact and relationship with a spouse or children. In your own voice or handwriting, your stories and advice are told. You share your lessons of life to help others avoid the same mistakes. Through your personal life story in your own voice, you can inspire family unity and future success. The value of a Legacy Message™ to you:

1. In your last few thoughts, you will know that what your messages of love, appreciation, and advice will be delivered; your words of wisdom will have value and impact to your family and future generations?
2. For owners of a business, you can continue to define the corporate values and its mission. Your message can motivate your successors and employees to achieve the profitable purpose of the organization.
3. For charities, you can encourage donations by sharing the voice of one benefactor to motivate others to donate to the cause.
4. For estate planning purposes, you can document and communicate your intentions regarding any financial inheritance; giving direction to executors, trustees, courts, and beneficiaries. This helps avoid family fights and expensive litigation. It provides needed evidence for courts to interpret or reform documents. It allows you to list the personal assets that may have value that is often overlooked in the estate settlement process.

What Messages Can People Leave, and to Whom?

Your Legacy Message™ is crafted to encourage your audience; so, each message is crafted for each recipient (spouse, child, business partner, grand-child, etc.). The message can be edited during your lifetime but is only accessible after your death. It can be designed to be accessed at certain times or life stages of your beneficiaries (ex. life events- graduations, weddings, birth of children, etc.).

How is this Different from a Last Will & Testament?

A Last Will and Testament and a Trust document are required to have specific legal language. But a Legacy Message™ contains personal statements that are not included in your public estate documents. The Legacy Message™ complements the estate documents and builds upon them but does not replace them.

How is this Different from Making Your Own Recording?

Yes, it is possible to create your own recordings, we have clients who do. But, how do you know that those messages will be delivered? Will they be found, or will they be deleted in error? Do they truly have the recording quality and delivery method that best represents your wishes?

Just as with many tasks of life; you can manage your own money, write your own legal documents, design your own fitness plan, or build your own home. But, do you truly have the skill and time to do such tasks yourself? You hire professionals for a reason- to help you with activities of daily life and the achievement of goals that matter to you. You only have one opportunity to leave a Legacy Message™; we can help you do it right because we want to be your Legacy Consultant.

What Is Making a Legacy Message™ Like?

The process varies by person, based on their needs and the consultation they have had with our Legacy Consultant. In some cases, these messages are scripted; in other cases, they are extemporaneous. The level of formality depends upon the wishes of our client. A Legacy Message™ is truly crafted and customized to achieve the client's goals and reflect their personality.

Can the Legacy Consultants Help Make Gifts & Keepsakes?

Yes, our Legacy Consultants help with all these product offerings, when it is part of the project and the final product to be delivered.

How Do All These Services Help the Family and the Family Business?

Through the Legacy Message™, the heir and beneficiary hear the concerns of Mom and Dad in their own voice. They hear and see why Mom or Dad included the provisions they did or designed the property distribution as written. They know the reasons, so it is not a sibling or trustee making discretionary/arbitrary assumptions about what Mom or Dad meant or would do. This knowledge helps maintain family harmony. A Legacy Message™ can inspire multiple generations to understand the mission of the inheritance and encourage the success of those who receive the benefits of the family wealth. The Legacy Message complements the financial wealth, by providing the wealth of wisdom to heirs and beneficiaries.

For business owners, they leave their last words of advice to management, successors, and employees to help guide the future of the enterprise. They can give permission to children in the business to make difficult choices in the future. The Legacy Message can communicate the professional trust that you have in your successor to make specific difficult decisions. Through the Legacy Message™, we believe that the estate settlement process becomes stable and the business succession process becomes more effective- helping to maintain and grow the financial value of the business for the next generation.

Who Hires Us?

Other professional service providers hire us to provide our services, as a complement to their own. We will not compete against a referral provider with their own clients. Our organization is flexible and values the nurturing of client relationships. Many clients contact us because they heard about us in one of our **Public Seminars**, an **Employer Wellness Seminar,** or a **Philanthropic Celebration**. Most clients find us on the internet and contact us directly. Often a wealthy parent chooses to craft their Legacy Message™ for family, but also choose to gift our services to their kids to craft their own Legacy Message™ to benefit the next generation. They also choose to refer extended family, friends, and colleagues to our financial planning, concierge, and Legacy Message. Our Legacy Message™ service is truly a multigenerational gift, which is worth far more than money. Our positive message of love, appreciation, and advice can inspire multiple generations to achieve success in family identity, unity, personal vocation, and financial success. Our message provides you closure and peace of mind.