



FINANCIAL PLANNING  
AND  
CHOOSING A FINANCIAL ADVISOR/PLANNER

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## Disclaimer

This presentation offers general information and is not legal or financial advice. Before acting on anything discussed today, please contact your accountant, attorney, or financial adviser to see how to best proceed given your individual circumstances and situation.

No attorney-client or fiduciary relationship is established today.

# Objectives

1. Understanding the basic concepts of Financial Planning
  - A. What investment vehicles may be appropriate.
  - B. What legal vehicles may be appropriate.
2. The Financial Planner
  - A. Choosing one
  - B. Working with that individual



## Reality

The reality of Huntington's disease (HD) is that the brain stops working properly. The symptoms of the disease effect's an individual's ability to make those decisions to implement and execute a appropriate financial plan. The inability to be able to concentrate and inability to control impulses can be devastating to someone trying to manage their own financial affairs.



## Reality

When an individual is diagnosed with HD, it is time to talk to a Financial Advisor/Planner to protect the financial assets of the individual and his or her family.

It is also extremely important to be honest with that advisor and to make sure that he or she understands the effects of HD on a person.



## Factors that Affect the Rest of this Discussion

1. Is the person with HD single, married, with or without children
2. The age of the individual
3. The health of the individual, other than HD
4. The financial status of the individual



## Financial Alternatives

You should look for investments that the need to make economic decisions and limit the ability to make impulsive incorrect changes.

- Annuities
- Managed Accounts





# Annuities

Purchasing an Insurance Product that will guarantee a payout for a person's lifetime. Innumerable variations: payout over two lives (spouses), guaranteed to last a certain number of years (a beneficiary would receive if the annuitant dies before a certain (for example 10) years), variable annuities (that could increase as the stock market increases, but have a guaranteed base).



# Annuities

## Questions to ask about Variable Annuities

1. Guaranteed Annual Increase
2. Guaranteed Payout
3. Investment Options



## Managed Accounts

Your financial advisor/planner chooses different individuals/companies to manage different aspects of your portfolio. One would manage stocks; one would manage bonds, etc. Each manager being an expert in their financial area. The effect is an expertly run portfolio. They should earn more than enough to cover their cost.



## Trusts

A trust may be a useful method to take away control of the assets from an individual with HD. Again, the purpose is to limit the ability of that individual from impulse spending or trading that will dissipate the financial assets. A properly drawn trust may also be useful in Medicaid planning.



## Choosing a Financial Adviser/Planner

1. Be Honest; make sure the individual understands the symptoms and effects of HD.
2. Make sure that you and your family members feel comfortable talking to him/her.
3. Fee Structure. How does he/she get paid; fee only, commission only, combination



# Choosing a Financial Adviser/Planner

4. Age and asset requirement of the Advisor/Planner;
  - A. If the HD individual is 45, you may not want an Advisor who is 65
  - B. Many brokerage houses have desired “minimum” investment amounts. You don’t want an Advisor who will not return your calls if you are “too small”.
  - C. What happens to your account if the Advisor leaves, retires or gets hit by a bus?



# Choosing a Financial Adviser/Planner

## 5. Advisor's Investment Strategy.

- A. You need safe investments, not investing in gold mines.
- B. But you still need Growth to keep up with inflation.

## 6. COMFORT LEVEL

You need to feel comfortable with the person and his/her company.  
You are bearing your soul to them and trusting them with your financial future.



## Cost vs. Benefit of a Financial Adviser/Planner

1. There is a cost of using a Financial Adviser/Planner
2. But their expertise should cover this cost.
3. Family members have enough to deal with taking care of the physical needs of the patient.





## Questions (and hopefully Answers)

Please feel free to contact me with any additional questions:

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