

GET THE CONVERSATION STARTED

ESTATE PLANNING, BENEFICIARY PLANNING, AND CAREGIVING
FROM A MILLENNIAL'S PERSPECTIVE

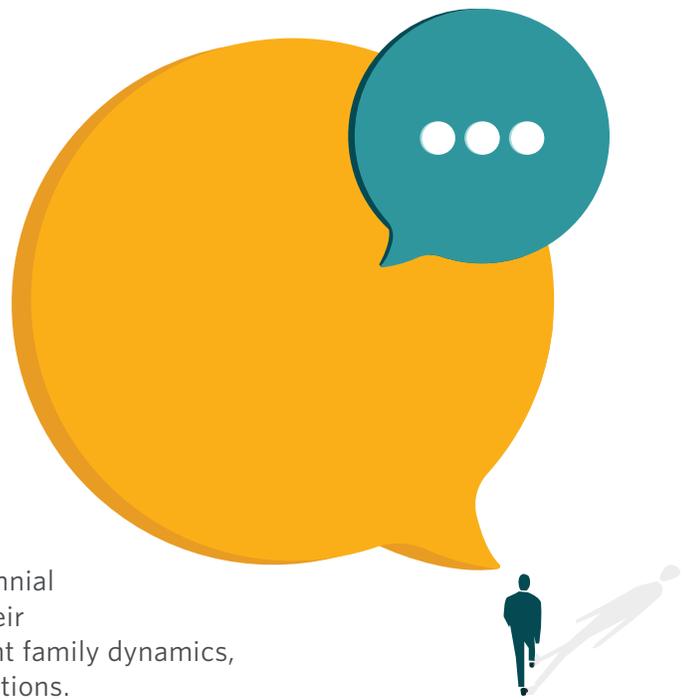


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Sometimes, starting the conversation is the hardest part.

Estate planning, beneficiary planning, and caregiving are often awkward and painful topics to discuss, yet they are conversations every family needs to have. They can help ensure no one is scrambling to make important plans or locate essential documents during life's difficult moments.

The following phrases are intended for you to provide Millennial clients who are searching for the right words to use with their parents. The language is designed to be sensitive to different family dynamics, compassionate, and effective ways to start crucial conversations.



ESTATE/BENEFICIARY PLANNING

"I'm working on planning my financial future and it's hard for me to make those plans without knowing what your future looks like, because I love you. I would really appreciate it if we could have a conversation about how prepared you feel for your future and any concerns you may have. How do you feel about that?"

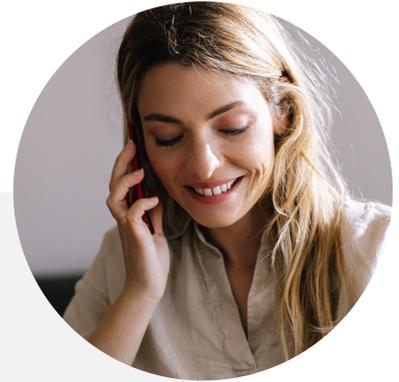
"I want to sit down and have a conversation with you about your estate planning. I know that can sound intense, but it's important to me to know your wishes and exactly where any important information is kept, so we are all prepared if something happens and aren't left to guess what you would want and where to find all the necessary documents."

"I know it was a hassle to handle your Dad's estate, but it made me wonder if you have a will and estate plan in place?"

Source: Erin Lowry; author of *Broke Millennial*

CAREGIVING

A FEW QUESTIONS MILLENNIALS CAN ASK THEIR PARENTS:



- *“What is your dream retirement situation?”*
- *“Have you met with a financial advisor to discuss your nest egg and if it’s enough to provide a high-quality life in retirement?”*
- *“I’ve found it so helpful to work with a professional to gut check all the hard work I’ve been doing with my financial planning. Have you considered working with a financial professional to double check your retirement plan?”*
- *“Do you know if you’re using Medicare as your health insurance in the future or if you’ll have another provider?”*
- *“Have you ever heard of long term care insurance?”*
- *“Have you thought about any help you might need around the house? Like someone to mow the lawn or even help with cooking and cleaning?”*
- *“Do you think you’ll want to stay in this house long term or would you rather move to a community with more activities and not have to handle home maintenance?”*

“I want to acknowledge and thank you for all the work and sacrifice you put into raising me (and my siblings).”

“As you know, I’ve started to really lay the foundation of my financial future. I’m even working with a financial planner. Part of building my plan is thinking about your future as well. I know you’ll tell me not to, but we’re connected.”

“It’s important to me that we have an honest and frank conversation about what you want for yourself in retirement and as you age. I also would like to know if you’ve handled necessary paperwork and if your nest egg will be enough to provide the life you deserve.”

“I know you really struggled with having to handle grandma’s care after grandpa died. I want to make sure that history doesn’t repeat itself.”

“We have a history of Alzheimer’s in our family. I know it’s incredibly painful to think about, but I need us to be able to sit down and have a conversation about what you would want if you were to ever get diagnosed. We should take care of all the legal paperwork now, so that I can be certain about your wishes and ensure you immediately have the best possible care.”

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Source: Erin Lowry; author of *Broke Millennial*



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Let's talk.

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