

Client Goal List

For Review and Prioritization

Common Primary Goals

1. **Asset Disposition.** Planning for the disposition of the client's assets at his or her death (i.e., what items or what amounts of assets you want to pass to *whom*).
2. **Asset Protection.** Protecting assets from the possibility of future long-term care costs and Medicaid.
3. **State Death Tax Planning.** Planning to avoid and minimize Pennsylvania inheritance taxes and analysis of current exemptions (family farms, family businesses).
4. **Federal Estate/Gift Tax Planning.** Planning to avoid or minimize federal estate and gift taxes (this goal is not applicable to most persons, due to high exemption level).
5. **Disability Planning - Spouse.** Planning for disability and incompetency of a client or client's spouse.
6. **Disability Planning - Child.** Planning for children with disabilities, including comprehensive trust planning to ensure eligibility for future public benefits.
7. **Minors' Planning.** Planning for minors who may inherit property.
8. **Identifying guardians for minor children,** if and when needed.
9. **Divorce Planning/Step-Children Planning.** Planning for marital and other dissolutions; also, planning for disposition in the case of children from prior marriages.
10. **Retirement Planning.** Planning to ensure that estate planning methods contemplate income needs after retirement. Usually requires input by financial planner.
11. **Aging in Place Plans.** Planning for income maintenance/maximization to ensure adequate funding for home-based care in the future.

Secondary Goals

1. **Business Succession Planning.** Planning for business succession (dispositive planning) and transition planning. Often includes several other interrelated goals, including tax planning (inheritance taxes and federal income tax/basis-protection planning).
2. **Fiduciary Litigation Planning.** Anticipating future litigation between beneficiaries and developing strategies to avoid litigation.
3. **Charitable Planning.** This planning generally contemplates charitable giving for its own sake, ensuring proper disposition and coordination.
4. **Life Insurance/Non-probate Asset Planning.** Planning to focus on appropriate disposition and coordination, including testamentary trust coordination.
5. **Corporates Estate Planning.** Planning that uses business entities to accomplish non-tax objectives, such as asset protection planning.
6. **Planning for spendthrift children.** Solutions to ensure inheritance does good, rather than

harm.

7. Planning for clients with real estate in more than one state, including ownership, asset protection, state income taxation, spousal rights, and probate issues (in addition to state estate tax).

8. Planning for possible decrease in the estate, gift, and GST tax exemptions and/or increase in the transfer tax rates.

9. Planning to pay education expenses, including contributing to I.R.C. §529 plans.