

CASE STUDY

Cultivating a Lasting Family Legacy

An Extended Family, Expanding Liquidity, and Multigenerational Financial Empowerment



Introduction & Overview

At Heritage Wealth Advisors, we know that navigating wealth transfer within multiple familial generations can be challenging. After all, you want to ensure that the wealth you've worked hard to accumulate is put to good use and is used in line with your personal and family values. Facilitating wealth transfer and educating younger generations takes time and a careful hand. Neglecting these conversations with your family can impact your personal relationships and your family's long-term financial trajectory.

We believe that all family members across generations should be educated in personal finance and guided to make the best decisions aligned with their personal goals and greater family values.

In this case study, we will demonstrate what multigenerational family planning looks like and highlight how Heritage helped a family achieve a financial plan catered to the needs of multiple generations. As our client's portfolio and family expanded, so did our responsibility and relationship with the client's extended family, empowering them to achieve financial success and wealth conservation through four generations.

SERVICES OFFERED

Family Office

Financial Planning

Investment Management

Tax Planning

Philanthropy

GOALS

- Aggressive wealth transfer between generations within the first generation's lifetime
- Personal financial planning and goal setting
- Diversifying individual investments
- Ongoing education regarding the tax impact of flow-through entities, liquidity needs, tax cadence, and entity values
- Understanding and embodiment of family values through financial planning and goal setting with established plans for their own children

STRATEGY

- Aggressive gifting using available discounts for estate planning purposes
- Spousal Lifetime Access Trusts (SLATs) with business holdings
- Developing personalized flow-through income tax planning for each generation
- Ensuring liquidity needs are met and tailoring investment portfolios around unique assets
- Large Roth IRA implementation in 2010 for the direct benefit to the grandchildren to grow and benefit subsequent generations
- Aggressive use of intra-family loans to take advantage of generationally low interest rates

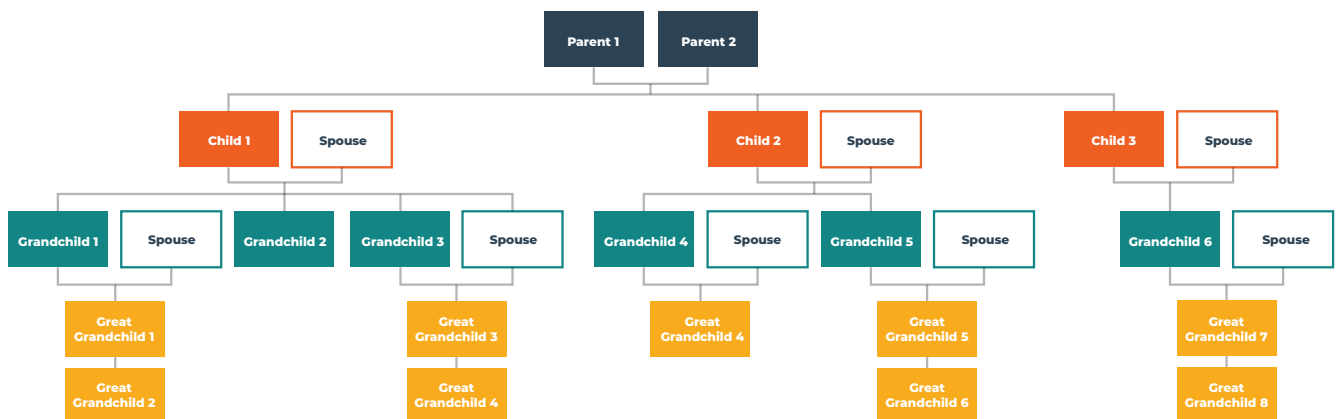
Who We Helped

MEET THE FAMILY

In the case of this family, Heritage partners and leaders had been engaged with the family since the early 1990s. Over the course of the relationship, the family owned an operating business that had been founded several decades prior. As the business grew and expanded, the family's first generation partnered with members of the Heritage team to diversify the business's assets, including expanding into multiple holdings and investing in real estate.

The Heritage team was tasked with helping the second generation of the family navigate complex estate planning, income tax planning, and personal cash flow implications that would impact not only the second generation, but also the third and fourth generations.

Over the business's lifetime, Heritage helped the family navigate changing dynamics and circumstances, including helping to plan proactively around a liquidity event.



How We Helped:

AREAS OF INTEREST & ENGAGEMENT BY GENERATION

In addition to setting a multigenerational family up for long-term financial success, we also facilitated family communication and set up meetings for continued growth. In this situation, we organized and attended family meetings to discuss long-term plans and introduced the fourth generation to begin to understand their needs and goals. We also met with separate family branches to define individual philanthropic passions and planning so that each family's interests are represented within the larger picture of their societal contributions.

Relationship with Heritage started in the 1990s

30+ family members with multiple trusts & LLCs within each family

Family has expanded into the fourth-generation

Liquidity events allowing for maximum financial flexibility

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“At this level of wealth, people's financial pictures get increasingly complex, especially within large families. There are multiple different entities that factor into their finances that they may not always have complete visibility, especially with regard to cash flow and taxes.

At Heritage, our advisors have a top-down perspective on our clients' entire financial picture. From this vantage point, we are able to guide our clients and their families, sharing critical information that they need to make informed decisions.”

Marshall Chambers, CFP®, CFA®
Director of Client Strategy & Development



Looking to the Future

In working with this family for 30 years, we were able to leverage foundational knowledge to tailor our strategies to each generation, ensuring a personalized and meaningful approach to wealth management for each family, empowering them to be prepared for the future, and providing ongoing guidance.

Embarking on a lasting partnership with Heritage signifies a commitment to fostering a profound connection across generations within your family. Our approach extends beyond conventional financial planning – we strive to create an environment where every family member is acknowledged and genuinely understood in the context of their long-term financial aspirations.

Embark on Your Own Journey Today

At Heritage, our focus goes beyond the financial landscape; we aim to facilitate open communication within your family to empower each member to make decisions in accordance with your family's overarching values and goals. If you want to see how Heritage can help guide your family through wealth transfer, contact us today.

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