WEALTHBRIDGE
insurance solutions

Affordable

Big law firm knowledge, without the big law firm price

Friendly Advisors

You should always work with professionals you like & trust, we want to be those people

Here to Stay

We have helped over 3,000 San Diego families create their estate plans since 1996

★★★★★

"All good and professional, always a good experience." -Flor M.
June 11, 2020

★★★★★

"Attention to details, knowledgeable, personal service, and feel like one of the family (My husband appreciates the coffee and departure cookies)." -Anonymous
March 9, 2020

★★★★★

"WealthBridge has been my financial advisor for many, many years. I have always been very satisfied with their service and advice…Their follow-up is always timely, and their knowledge of finance is excellent and up-to-date. The BBB has awarded WealthBridge an A+ rating, and I would recommend them without reservation." -Karen S.
June 29, 2020

WEALTHBRIDGE
insurance solutions

THE SEVEN QUESTIONS YOU MUST ASK AN ESTATE PLANNING PROFESSIONAL

Questions most attorneys don't expect you to ask!

WealthBridge Insurance Solutions

8555 Aero Dr. Ste 320
San Diego, CA 92123

Phone: (619) 297-3200
E-mail: info@wealthbridgesolutions.com

THE SEVEN QUESTIONS
YOU MUST ASK AN ESTATE PLANNING PROFESSIONAL
Questions most attorneys don't expect you to ask!

Here are the 7 Questions most attorneys don't expect you to ask. This information has been put together by an estate planning advisor that will give you the knowledge you need to determine who is qualified to prepare your living trust and estate plan. Over the past 20 years, this advisor worked with attorneys who are considered to be the top estate planning professionals in the country. These qualifying questions were created from the experience and knowledge that was gained from working with these professionals.

When a person graduates from law school and passes the BAR exam, they are now licensed to practice all law. These graduates may only have primary knowledge (from law school) regarding estate planning. From what this advisor has learned about this industry, over 90 percent of lawyers are selling inadequate estate plans to consumers. There is no governing body that regulates the competency of attorneys who are selling estate plans and living trusts.

Before you engage an estate planning professional to create your estate plan, make sure you have qualified them with the following seven questions to determine if they have the proper experience and the right qualifications.

Q1 Have you settled an estate? If so, how many? What are the procedures and steps to do so?

These questions are the first and most important questions to ask to determine the attorney's proficiency.

Let's imagine we apply this question using an airline pilot analogy. Suppose you and your family are on the airport jetway about to board on a commercial flight. You see the pilot heading toward the cockpit, and you say, "Excuse me, captain, may I ask you a few questions?" You ask the pilot, "How many times have you flown and landed an airplane? Do you have experience of flying through and landing in turbulent weather? If so, how many times? Have you completed advanced training to prepare for emergencies that may occur?" This sounds a little silly because we all know that the governing body for commercial flights, the FAA, strictly regulates pilots' qualifications. Pilots must keep up-to-date on their certifications, simulator time, and other various required training. It's extensive and strictly regulated. Imagine if this pilot told you, "No, I have never landed a plane?' You probably wouldn't want to load up all your assets and loved ones onto that flight. That should be the same when you interview an estate planning advisor if they have ever settled an estate.

I recommend that you continue to ask attorneys this question until you find an attorney with the experience and knowledge of trust administration and has settled at least 50 estates, which is plenty for an attorney or firm to create your estate plan. Also, asking an attorney how an estate is settled will help you determine if they can give you the details about those procedures.

Q2 What is the list of documents in your estate planning portfolio?

If the answer to the question is the "Basic 4" move on, the "Basic 4" consists of a Will, Living Trust, Power of Attorney for Healthcare, and Power of Attorney for Financials. It recommended getting an estate planning portfolio that is beyond the "Basic 4". Contact us for a list of additional documents that we have obtained from the 20 years of experience this advisor has from working with top estate planning attorneys. There are other nuances in having a proper estate planning portfolio, including specific document language and adequate titling of property.

Q3 When was the last time the documents in your portfolio were updated?

Estate planning portfolios continuously change as court cases set new precedence, and new laws vary. The average attorney who does not practice estate planning regularly is often using outdated software templates that may be inadequate. This fact is especially dangerous if you need an amendment completed for your living trust, and they use obsolete language. Their modification could void the original verbiage of your asset distribution, costing your estate more time and money in the long run.

Q4 What experience do you have working with Elder Care Law and Catastrophic Illness Planning?

If you are not already there, inevitably, we are all going to get older. As the potential for illness or accident increases, the need for strategic planning to preserve your estate also increases. If the estate planning professional does not have experience or knowledge in elder law, then I suggest finding an estate planning professional who does have experience in the area of eldercare planning. Improper planning could cause your estate to lose as much or more than it could suffer from probate itself.

Q5 What are the steps to start implementing my Living Trust and Estate Plan with you or your firm?

Ensure the estate planning professional or their direct assistant is working with you to get your plan completed. They should spend quality time with you to explain all of your choices and options when creating your estate plan. They should fill out all the paperwork needed to create your living trust. That's why you are paying them. So why would you be doing the work and filling out forms by yourself? A proper estate planning professional should be assisting you with executing documents and notarizing documents. When the materials are complete, they should be helping fund all of your assets into your living trust.

Stay away from do-it-yourself programs. These can be easily recognized by an attorney or celebrity asking you to fill out a questionnaire or packet that you send back in. These programs often require you to do all the work yourself and sometimes have time constraints that if you don't meet, your money is lost.

Q6 How exactly will my real estate and property be vested or titled once the living trust is created? (If Married)

There are many ways to title property. If done incorrectly, you could lose potentially thousands of dollars to capital gains tax if your home is not vested and titled correctly. A red flag is when an attorney says that they will transfer your property ownership into your trust without any discussion of exact vesting choices.

Most homes of married couples in California are titled as "Husband and Wife as Joint Tenants." An experienced estate planning professional will explain why that is not the most advantageous way to hold the title. When titling or "funding" your home into your living trust without the proper knowledge and specific wording, your home in the trust will reflect the original title/vesting. Simply stated, your home will be in your Living Trust that avoids probate. However, it will reflect as "Joint Tenancy." In certain circumstances, this may result in losing thousands of dollars in capital gains tax because of improper titling/vesting to receive the maximum tax benefits.

Q7 How much is the total cost from start to finish, and can you guarantee the lowest possible price?

Only after answering questions, one through six is when you would ask this question. Ask the estate planning professional what the total cost will be, including execution, notarization, and the funding of your assets into your living trust once your estate plan is completed.

Why do you see such a range in price when you see advertisements for living trusts? A loss leader at $495 is designed to bring you into the office to upsell additional services and documents once you are there. Proper estate planning with an experienced estate planning professional who has settled at least 50 estates cost in the range $3,000 - $6,000.

Call us now at 619-297-3200 or email us at info@wealthbridgesolutions.com and learn about this new approach to getting your Living Trust and Estate Plan completed for a fraction of the running price — quickly, easily and affordably.

Our simplified system can help you get the proper estate plan in place created from an experienced estate planning professional for a fraction of that price. Our advisors will guide you through the entire process from start to finish. They will save you thousands of dollars by assisting you with all the steps and getting all the paperwork and documents together.

An experienced team of attorneys that have the experience from assisting over 60,000 clients and settling over 1,000 estates over the past 35 years to get you the plan you need at the best price possible.

Don’t throw your money away on probate and court fees because you did not adequately protect your estate. Get the best estate plan to protect yourself, your family, and your loved ones.

WEALTHBRIDGE
insurance solutions

WealthBridge Insurance Solutions

8555 Aero Dr. Ste 320
San Diego, CA 92123

Phone: (619) 297-3200
E-mail: info@wealthbridgesolutions.com

www.wealthbridgesolutions.com