CURRENT EVENTS

Scott appeared on a PBS radio talk show, *Gulf Coast Live*. He discussed the topic, "Estate and Financial Planning Steps to Take Now." Listen to Scott's interview online at **www.wgcu.org/gulfcoastlive**

New Florida residents attended Scott's presentation, "Top Ten Estate and Financial Planning Mistakes."

Scott met with fund manager Steve Dexter of Putnam International New Opportunities Fund in Boston.

Linda attended a Raymond James Financial Services, Inc., compliance meeting in St. Petersburg.

Scott attended a national conference for professional development sponsored by Raymond James Financial Services, Inc. in San Diego.

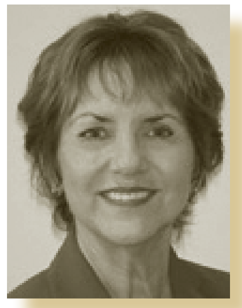
Scott traveled to New York to meet with Christopher Davis of the Davis New York Venture Fund.

Scott participated in the Russell Wealth Management Summit in Seattle to discuss how to measure portfolio performance and build portfolios with multiple managers.

We're happy to report that Tom Uhler, financial advisor and friend who shares our office building, is on the mend and feeling well. ■

Staff Profile

Linda Harness, Operations Manager



What are your job responsibilities?

As Operations Manager, I do whatever it takes to make client service our number one priority. I also keep our back office and branch office compliance operations running smoothly.

How did you become interested in the personal financial planning profession, and what led you to Scott White Advisors?

I have loved the business since day one. In 1968 I started to work on the mutual fund desk of a small brokerage company in St. Petersburg, Florida. In 1977 I obtained the general securities, principal and financial principals license. When I joined a national municipal bond firm in 1980, I was instrumental in getting their representatives licensed to sell general securities. In 1985 a few of us from that company started our own brokerage firm, and we moved to Fort Myers in 1988 to consolidate our offices. In 1990 we joined with Raymond James Financial Services, Inc. as an independent firm. Scott's firm contracted with us in 2002 to provide his back office support. The securities business has evolved from a manual system to the computerized system that it is today. It is a business that is always changing and growing.

How do you enjoy spending your personal time?

Personal time is spent with my husband, dog and bird. We sometimes go out on the boat on weekends, and we enjoy vacationing with our children, grandchildren and great-granddaughter. Most of my spare time is spent at church working with the children or going out with the friends from church.

What are the most rewarding aspects of your job?

Assisting our clients in their needs is the most rewarding part of my job. Working with financial advisors who do not compromise their integrity and have the best interests of their clients at heart makes my job the best! ■

Organizing Financial Records before Disaster Strikes: Five Steps to Take Now

Protecting financial records by creating a fire safe and easily transportable document box will make a traumatic evacuation or disaster recovery process easier for you and your loved ones.

Step One – Create a Document Box

Within your evacuation or disaster relief box you should also include a financial box that includes important documents, photos and a few days of cash or travelers checks. It is best to find a lockable fire safe box for these documents that will protect the contents in case of fire or flooding. Make sure to keep the combination to the box, or the key, on you at all times and place a duplicate in a safe place, or with a trusted person.

Step Two – Gather Important Items

Your document box should include copies of all your financial documentation. Make sure the following items are included:

- ☐ Checking and savings account numbers
- ☐ Copies of documents for you and your family members:
    - Driver's license

continued on back cover

Family Philanthropy:

Sharing Values, Leaving Legacies

by A. Scott White, CFP®, ChFC, CLU

When you set up your estate plan, you have three choices about who ultimately gets to benefit from your work: family and friends, charities, and taxes. If your estate is over a certain size, there are limitations on how much you can leave to family and friends. But with proper planning you can, in effect, shift some of what might go to taxes to charity. Many high net worth families incorporate a charity in their estate plans using charitable remainder trusts, charitable lead trusts and outright bequests. Some families set up their own family foundation or donor advised fund at a community foundation.

A family foundation or a donor advised fund at a community foundation should be thought of as a pass-through organization — not the ultimate charitable recipient. Typically, these entities manage and invest your gift or bequest and operate similar to an endowment. They also make direct gifts to charity under the direction of you or a family member you designate, and can do so for many years and over multiple family generations.

One advantage of making gifts to charity over multiple family generations is the opportunity to share your personal value system with future generations. Grandparents who set up the gifts typically stipulate only certain types of charities can qualify to receive donations from the family's foundation or fund. While the grandparents are alive, they usually assist their children and grandchildren in evaluating charities to determine which ones meet the criteria, and then determine the most deserving. The children and grandchildren may learn to appreciate the same things as the grandparents by participating in this exercise every year. And together, the generations create a set of family values.

In my experience, some grandparents have mixed feelings of accomplishment about these plans. They may expect to see an immediate change in their children's beliefs, but is that a reasonable expectation, given the differences in generations?

I recommend that grandparents enter into these charitable giving programs with the proper expectations so they are not disappointed. By asking their children and grandchildren about the charities they value, grandparents can learn more about what is important to their heirs than they ever knew before. And that's an important benefit of these charitable giving programs.

After learning why their children and grandchildren feel the way they do about certain causes, grandparents can share their feelings about charities one on one with their heirs. Can you imagine the influence a grandfather has when sitting down with his granddaughter and explaining what beliefs are important to him? His message will be with his granddaughter for the rest of her life. And that is truly passing on a legacy.

These charitable giving programs can encourage an open dialog between generations about the things that are important to them. Open communication creates a much better opportunity to develop a set of family values. When grandparents, children and grandchildren make decisions together, they can support causes they believe will have a positive impact in our world. And the amount of money the government will take from the estate when it passes to the next generation could be reduced. ■

Disaster Strikes *continued...*

- Social Security card
- Marriage license
- Birth certificate
- Will
- Power of attorney
- Property deeds
- All investment and retirement account numbers

☐ Home, life and medical insurance policies

☐ A list of crucial contact information

- Insurance agent(s)
- Attorney
- Bank
- Financial advisor
- Family, friends or other key people you may need to reach in an emergency
- Trusted home repair contractors

Step Three – Review Your Coverage

Do you have the proper insurance coverage if disaster strikes your family? Review your current home, life and medical insurance policies to ensure that you and your family will be comfortable and cared for in the event of an emergency.

Step Four – Ensure Access to Emergency Funds

Natural disasters can interrupt access to local banking and financial institutions. Make sure that you have an emergency account that can provide access to emergency funds within 24 hours or less.

Step Five – Share the Information

Review your document box information with your spouse or partner and determine together where your box will be stored. Also contact a trusted family member or friend outside of your household and share the document box location in case something should happen to you. ■

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the navigator

a newsletter for MANAGING WEALTH. SERVING GENERATIONS.

FINANCIAL PLANNING

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ASSET PROTECTION PLANNING

INSURANCE PLANNING

LONG-TERM CARE PLANNING

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Comprehensive strategy. Continuous communication.

Welcome to the premier issue of *The Navigator*, our new quarterly newsletter. It is one of many ways we'll stay in touch with you, our valued clients, as we introduce new enhancements to our services. At Scott White Advisors, we guide you and your family through all the financial aspects of life. Our new tag line — *Managing Wealth. Serving Generations.* — symbolizes our focus on meeting the multi-generational needs of families who have complex financial planning needs.

Every member of our team takes our commitment to our clients very seriously. We've worked hard to be recognized as one of the top financial planning firms in the U.S.

We serve a select number of families so we can provide the personalized attention all our clients deserve. Please let us know if we can send a copy of *The Navigator* to your friends or family members.

I personally invite you to share your suggestions about how we can make *The Navigator* a valuable tool for you. ■

A Scott White

Introducing our new website

In an effort to provide additional resources for our clients and potential clients, we launched a new website: **www.scottwhiteadvisors.com**

The site offers full-time access to account information for clients, descriptions of our services, and useful financial and estate planning information. Our Press Room includes articles written by Scott on current issues of interest to our clients.

Please take a moment to visit our website and discover the tools and resources that may help you. ■