

Intentional Wealth: What Planners can do to Support the Legacy of their Clients

Courtney Pullen | The Pullen Consulting Group

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A large graphic of concentric circles in a dark blue-grey color, centered on the slide. The circles are of varying diameters, creating a ripple effect.

The Role of Trusted Advisor: Our Questions Guide Everything We Do



How can we help families purposefully navigate the intergenerational complexities of family wealth dynamics and governance?



Support the Family: Best Practices

10 Habits of a Healthy Family Culture

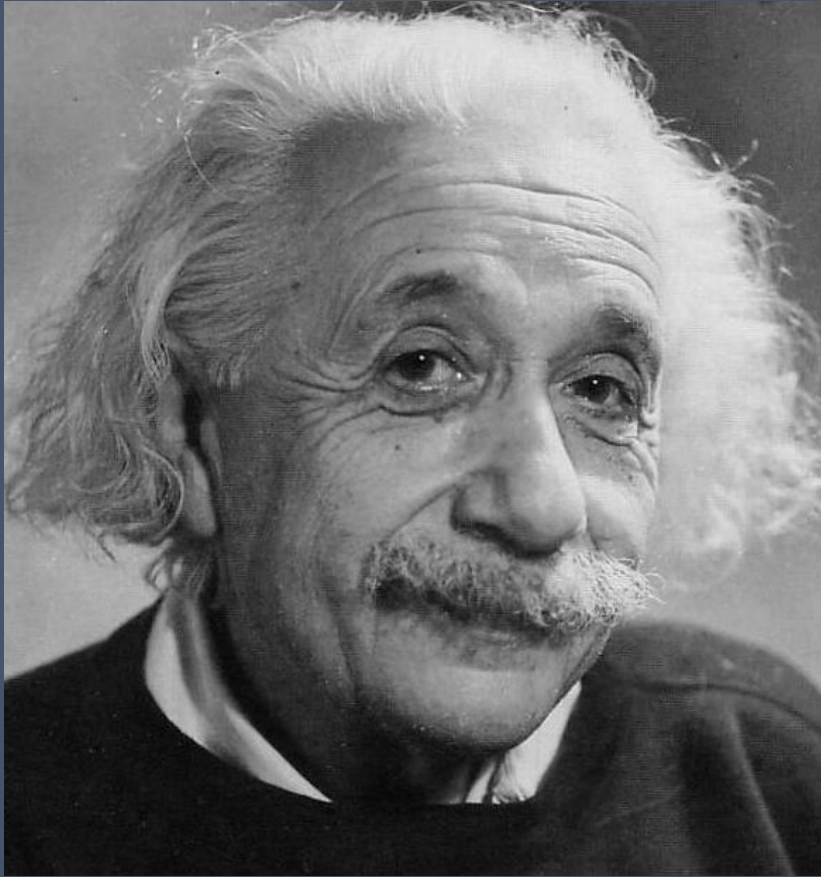
1. Establish shared family values
2. Define a family mission and vision
3. Establish healthy limits or boundaries
4. Support family members in leading lives with purpose
5. Prepare heirs to manage wealth in ways to foster well-being
6. Practice Skillful Communication
7. See the family as a learning system
8. See the family as a steward of the wealth
9. Value giving back
10. Have a long-term view of the family



Change Occurs in the Direction of Our Attention



Get Curious



“I have no special talent.
I am only passionately
curious.”
—Albert Einstein



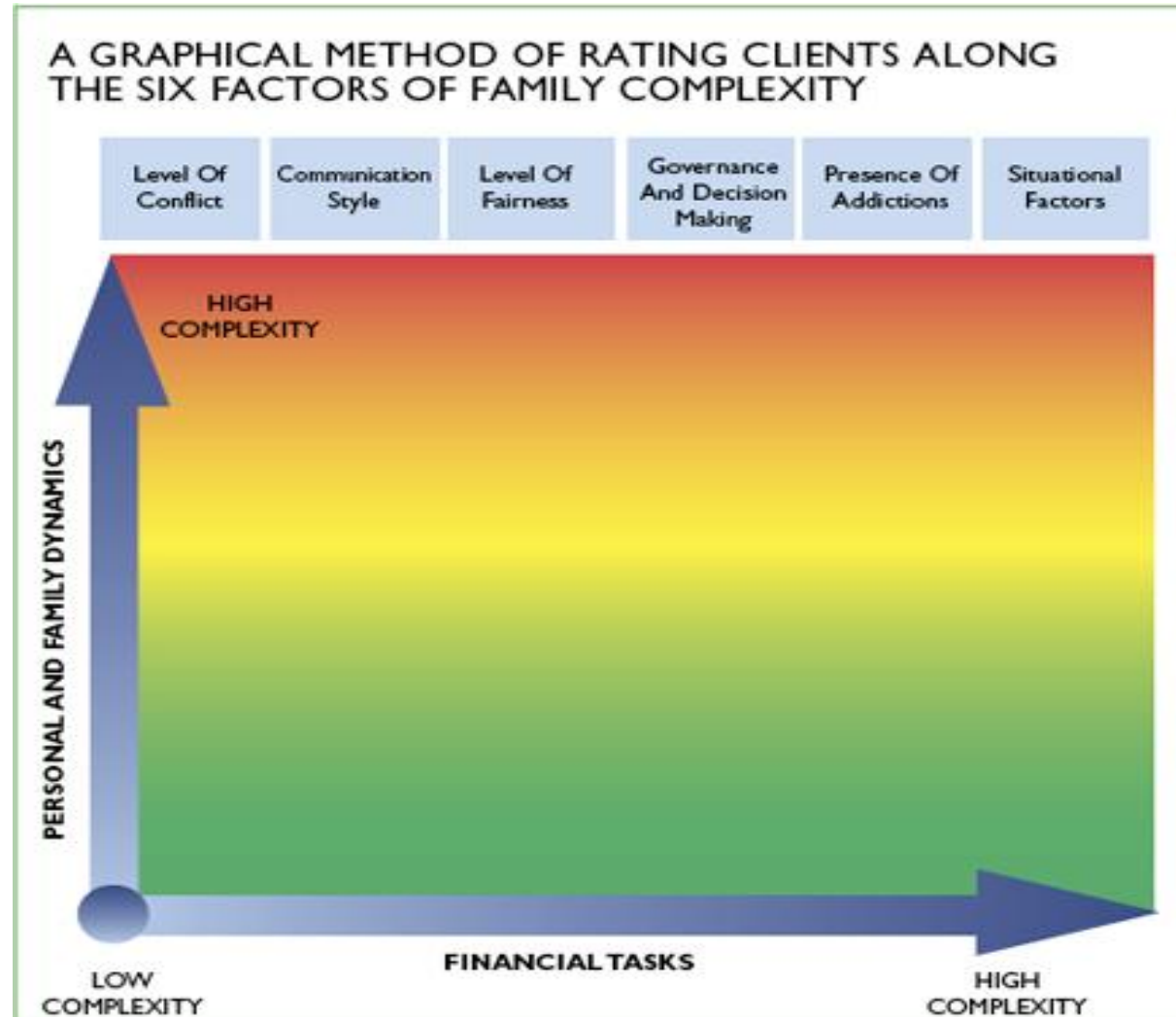
Family Systems Theory

- Family viewed as a unit with each family member playing a distinct role.
- The family unit has its own set of rules and behaviors which members operate within.
- Maintaining the same pattern of behaviors within a system may lead to balance in the family system, but also to dysfunction



As an advisor, it's important to know the system that is already in place upon entering their personal family circle. You must remember when to accommodate a role and when you are being biased towards a role.

Determine if you have a ‘Green, Yellow or Red’ Family



With high complexity families, it becomes important to partner with an appropriate expert (with a background in psychology, family systems and communications).



Anchoring and Guiding the Design of the Intentional Client

- The practice of skillful communication and decision making
- Prepare heirs to manage wealth in ways that foster well-being
- Support family members in leading lives with purpose
- Define shared values and mission as a touchstone
- Stewardship



What do you need to get comfortable in this space?

Think of an existing client that you would like to expand your services into this area



Conversation Starters

Questions to spur healthy conversations

1. Describe your family of origin, who were you the closest to?
2. Where did you grow up and what was it like?
3. Describe your immediate family, what are they like? What characteristics of your family are you most proud of?
4. Other than family members, who influenced you the most, what were their characteristics?
5. Describe any significant events as you were growing up?
6. Describe a key turning point in your life?
7. What money messages did you learn growing up?
8. What money messages have you passed on to your children? Are there new money messages you would like to be “teaching”?
9. How do you define success?
10. What concerns do you have about your children?



Now what?

What will it take for you to begin adding extraordinary value in this space?



Courtney Pullen, M.A.
The Pullen Consulting Group LLC

(303) 420-2908

courtney@pullenconsulting.com

www.pullenconsulting.com

 @Live_RichLife

