



ALTAIR

Leave Nothing to Chance

Proactive Planning for Longevity

Day One

Speaker and
Co-facilitator



James Grubman, Ph.D.

Website: www.jamesgrubman.com

Email: jim@jamesgrubman.com



Speakers



Mardy Chizek, RN, FNP,

Website: www.charism.net

Email: charism@charism.net

Joanne Dunphy-Flynn

Website: www.consultantsondisability.com

Email: jdunphy@consultantsondisability.com



Altair
Speakers



Rebekah Kohmescher, CEO

Website: www.altairadvisers.com

Email: rkohmescher@altairadvisers.com

Anna Nichols

Website: www.consultantsondisability.com

Email: anichols@altairadvisers.com



Agenda

Day One

Welcome and Introduction

What's Involved? A Comprehensive Framework for Longevity Planning

Tips for Discussing Aging as a Family

Q & A with Speakers

Agenda

Day Two


Welcome and Introduction to Day Two

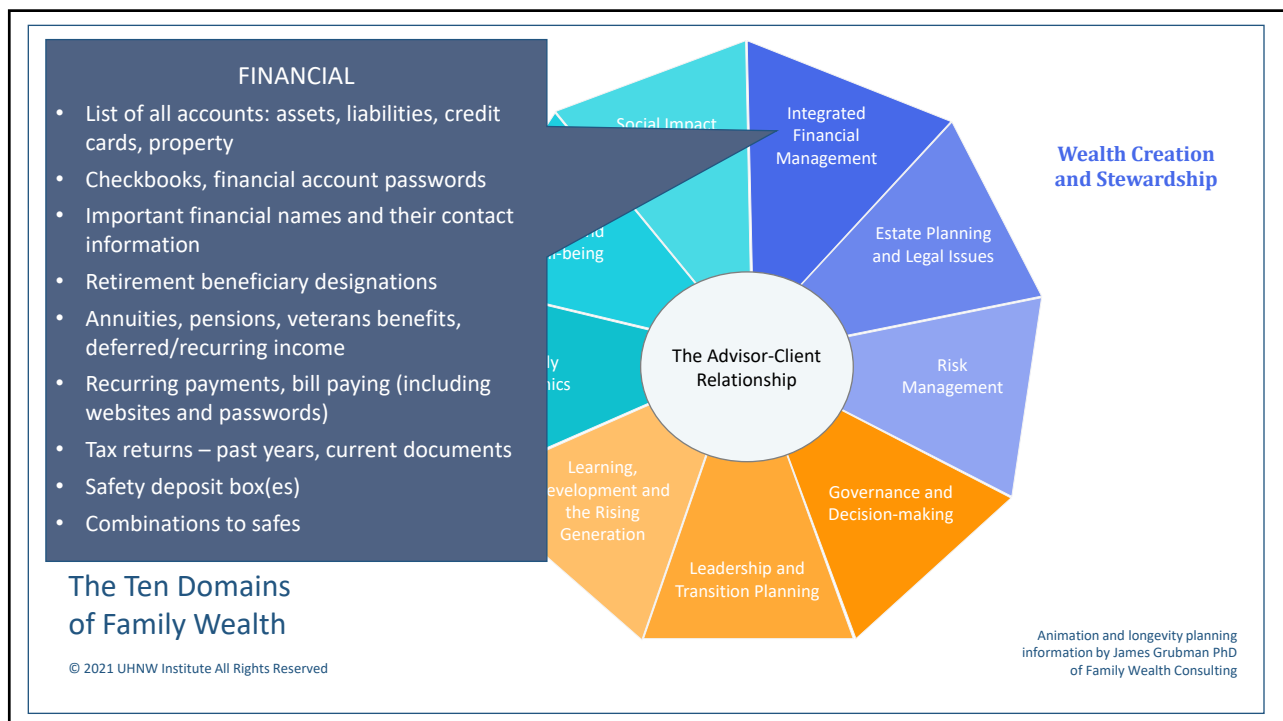
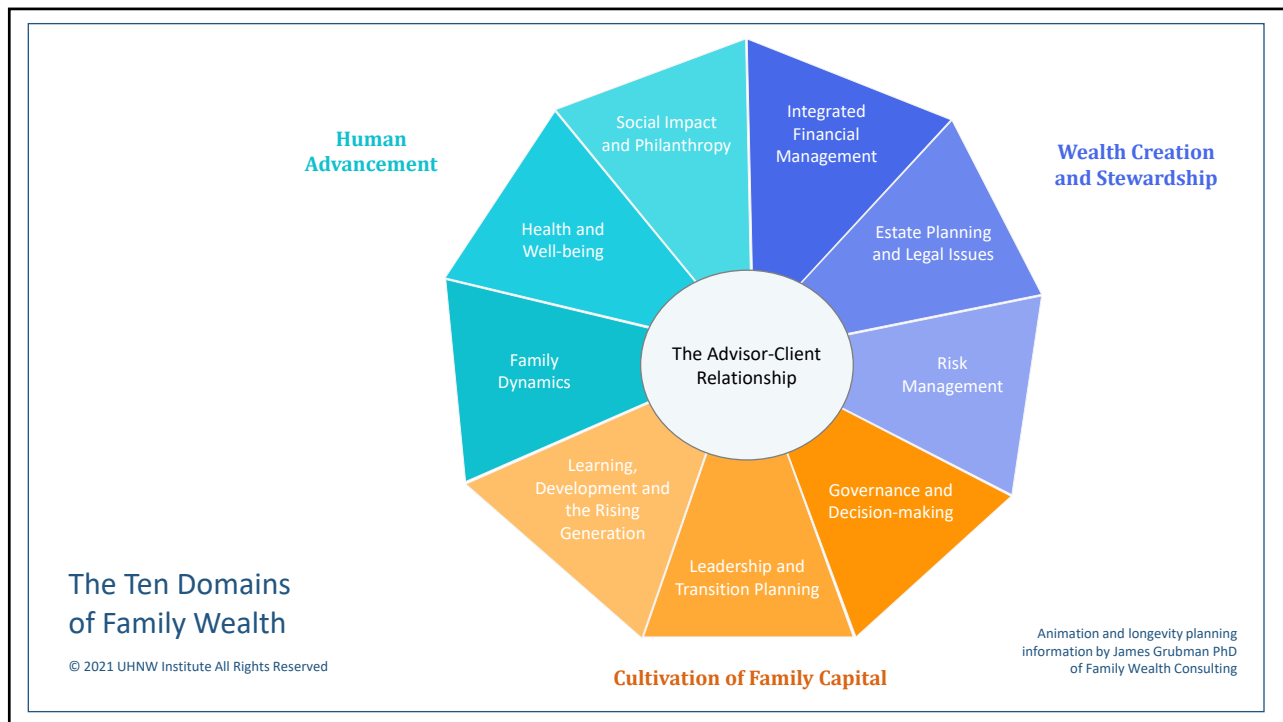
Making Choices and Documenting Decisions Before They Are Needed

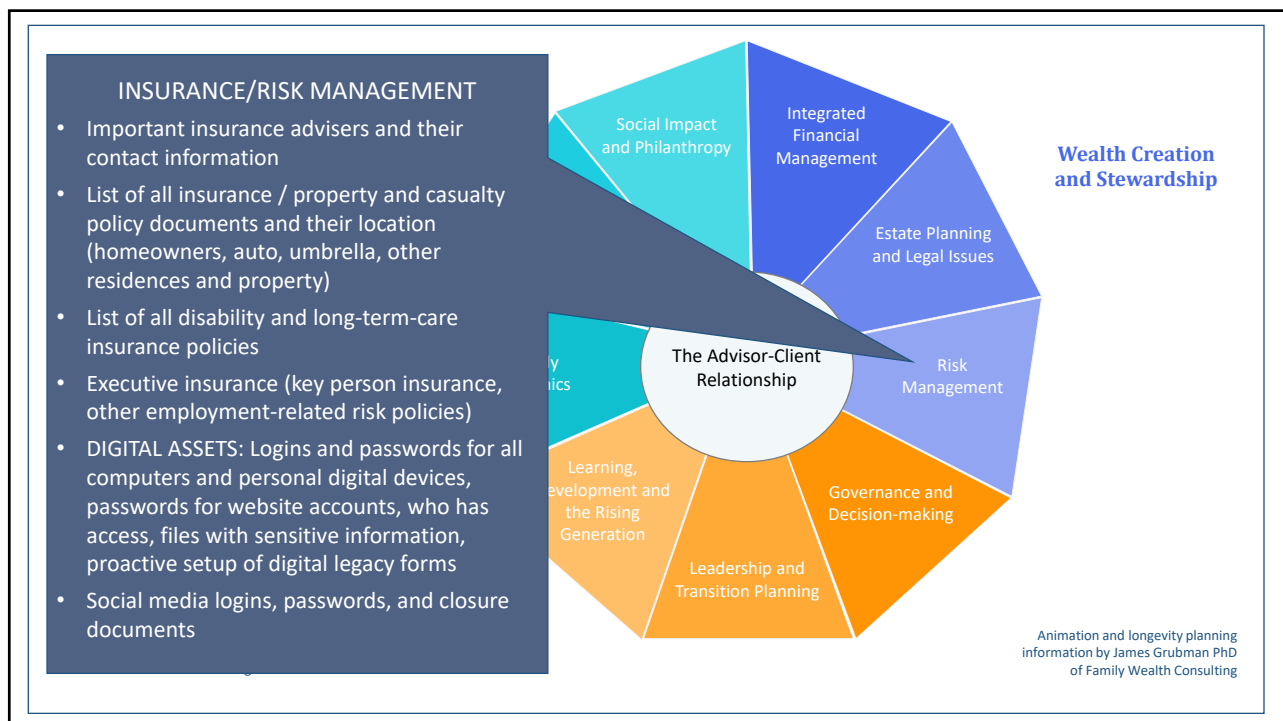
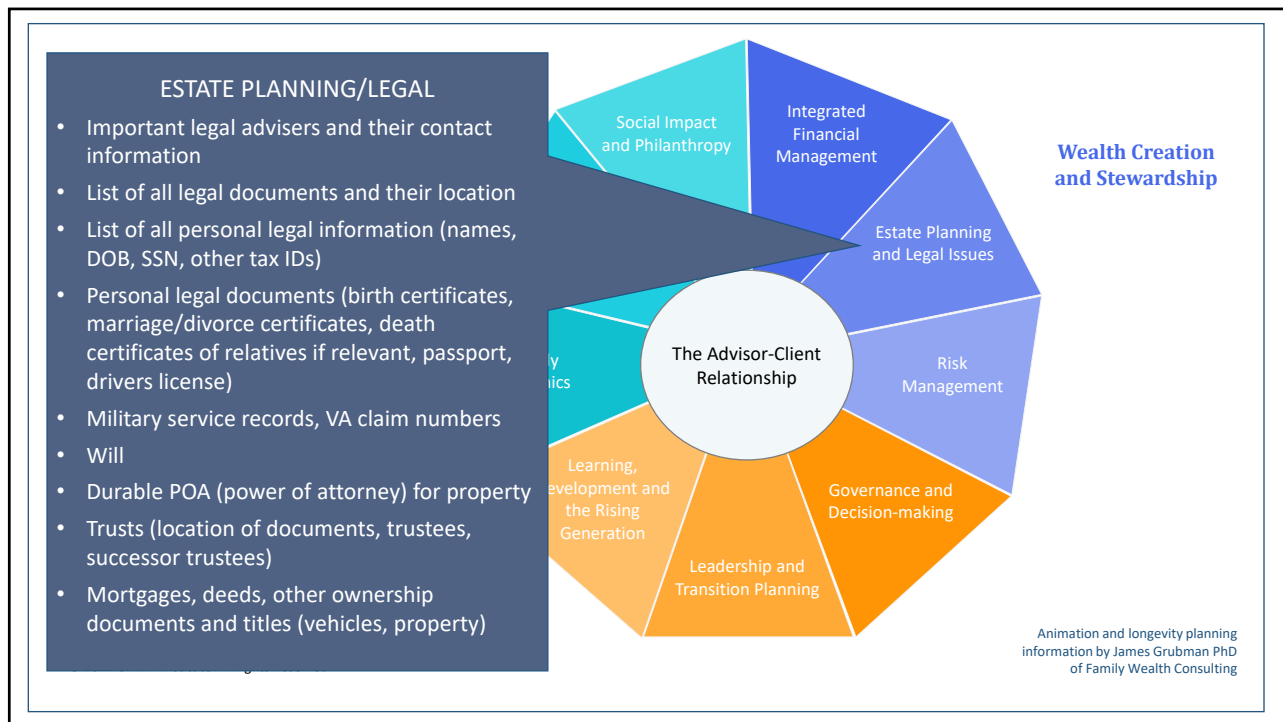
Stories from the Front Lines: Perspectives on Aging Issues from Different Disciplines

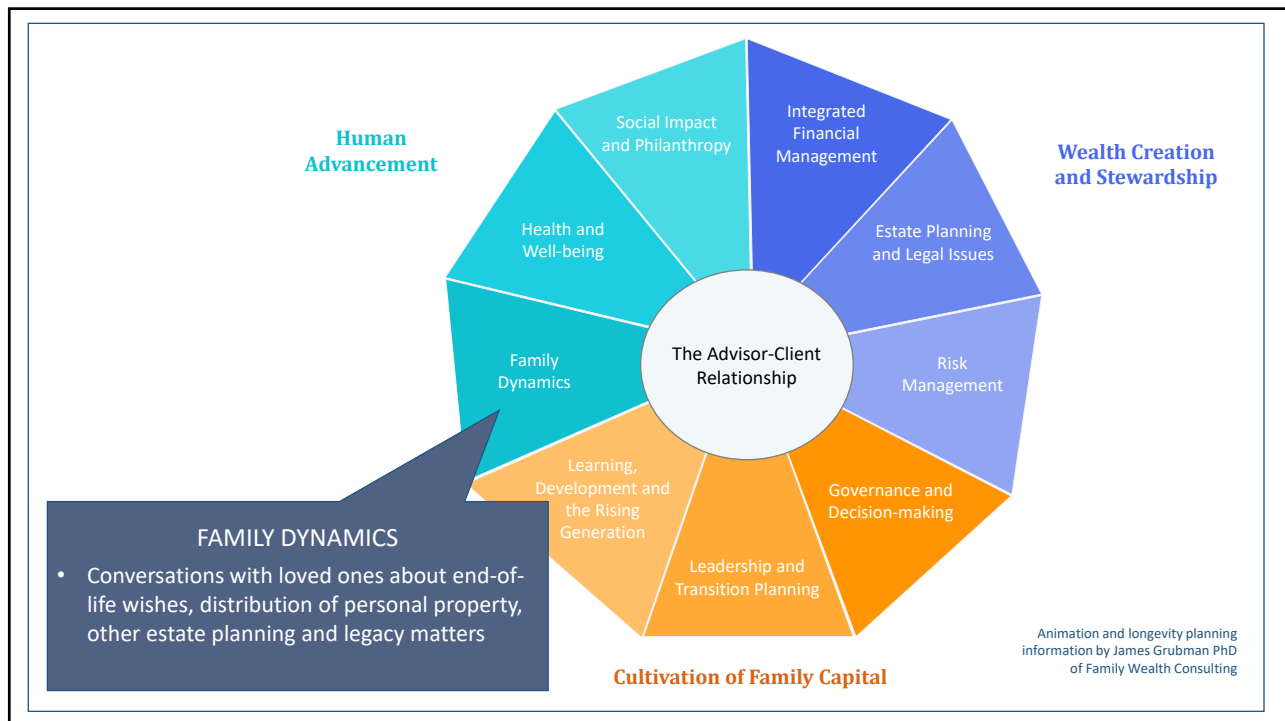
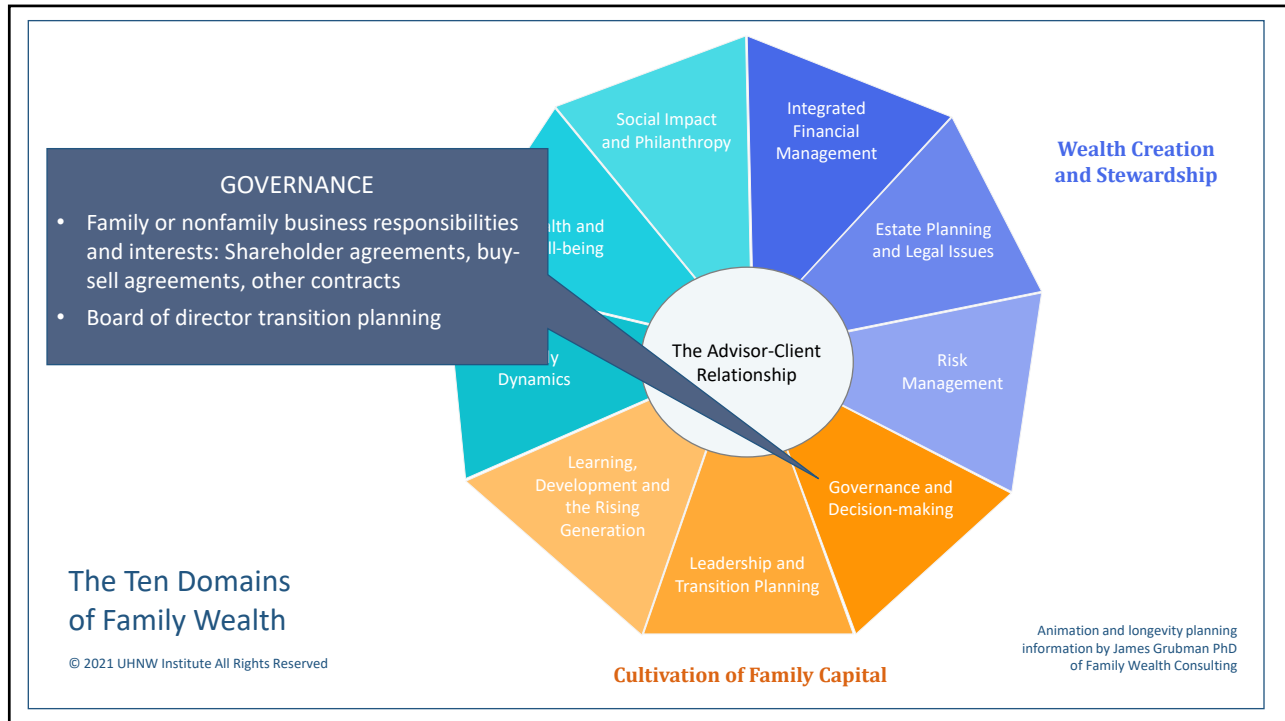
From Hope to Action: Implementing Your Top Three Priorities

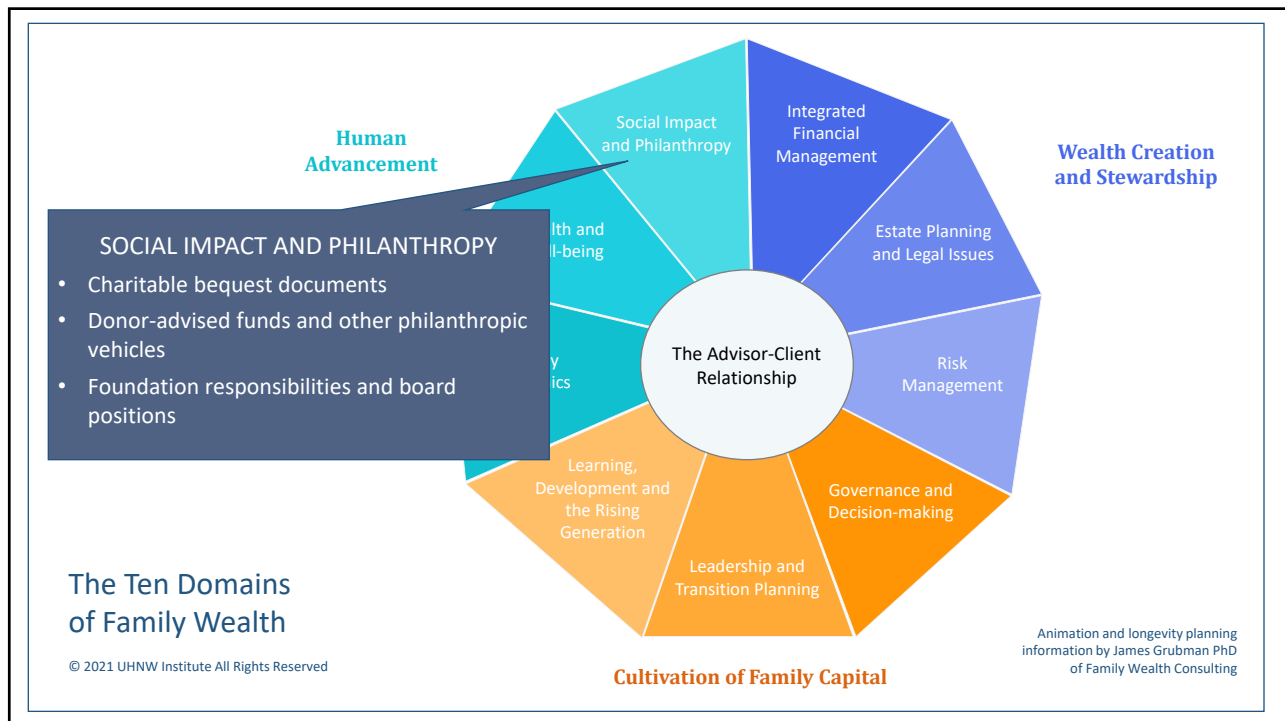
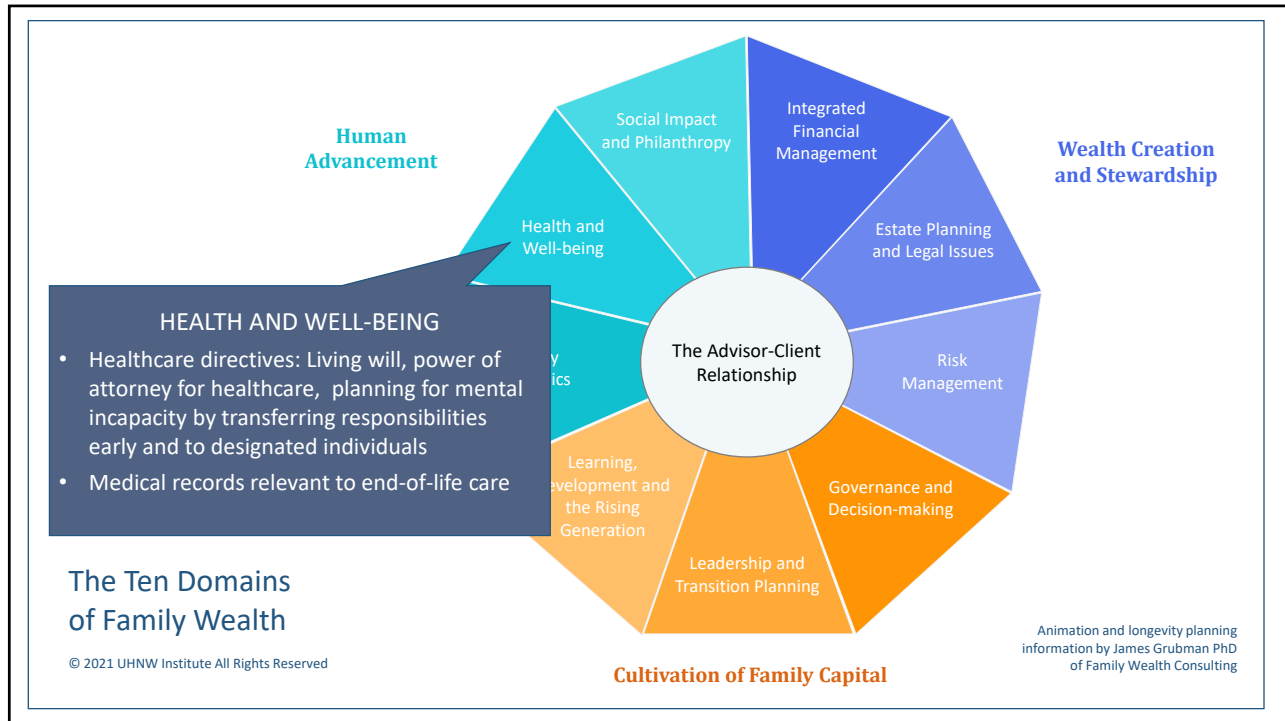


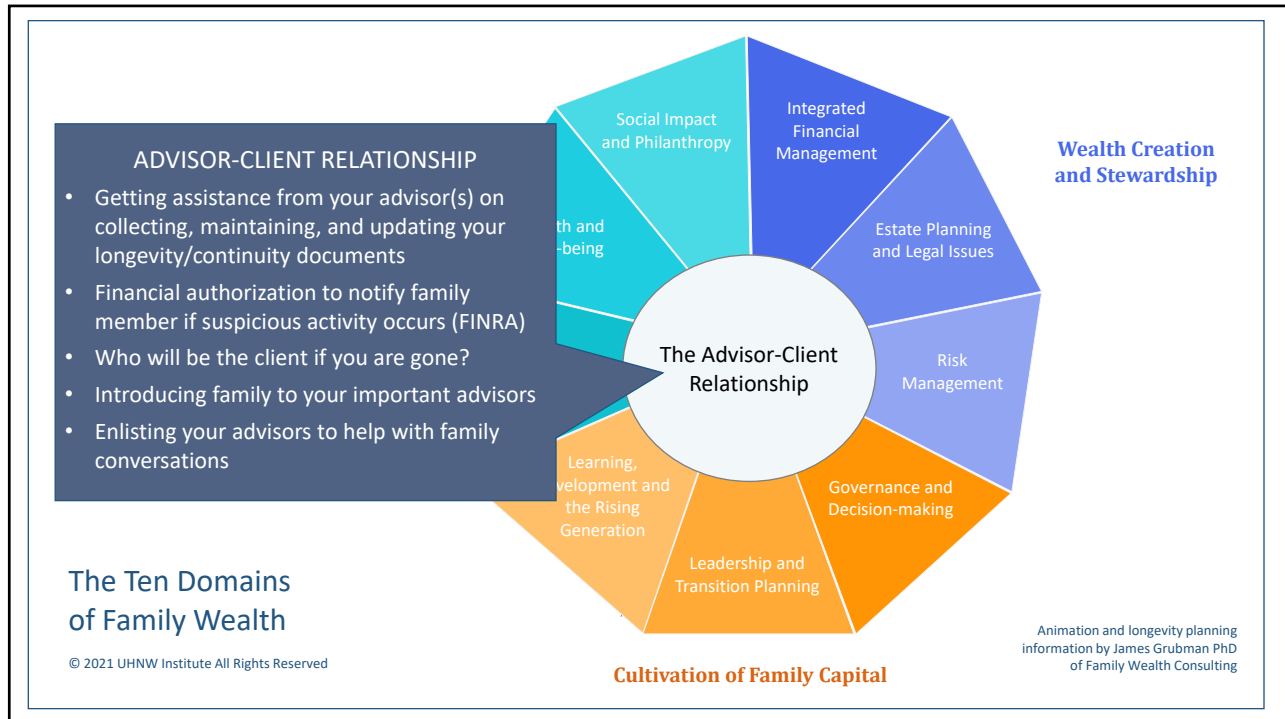
 <p>The UHNW Institute AN ULTRA-HIGH-NET-WORTH & FAMILY OFFICE EDUCATION INITIATIVE</p>	<p>An industry think tank focused on family wealth – their needs, their services, and what they can ask of their advisors</p> <p>Outlined a new model for understanding and organizing the complexity of life with wealth – the Ten Domains of Family Wealth</p> <p>This model helps organize the (often overwhelming) areas where families need to plan for longevity and continuity</p>
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Discussion/Q&A

What do you need to start?

What do you need to finish?

What do you already have that just needs updating?

When was the last time you updated anything?

What things have changed since you last updated?

Who could help?

What are your top three priorities you could address first?



<p>Common Hesitations</p>	<p>“What if I want to change my mind later?” – (fear of permanence) - you can make different choices later if you have mental capacity</p> <p>“My attorney knows what I want” – medical forms and advanced directives are entirely different from an estate plan</p> <p>“I don’t know where to start” – professionals can help you understand your choices and options</p>
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Why Have a
Family
Discussion?

It gives permission to talk about a difficult subject.
It is a relief to the senior to have their wishes known.
It reduces the emotional burden on family members.
It prevents conflict due to ambiguity.

Before Bringing
Everyone
Together

Understand the decisions you need to make.
Connect with professionals who can help you think through issues and provide perspective – physician, care manager, financial adviser, attorney, spiritual leader.
Have documentation of your decisions organized.
Share the purpose of the meeting in advance.

Who to Involve

All children (and possibly adult grandchildren)
Individuals who are your POA
External professionals – legal/financial advisers, trustee(s), physician, care manager, guardian

What to Include

Location of documents
Key people – POAs, professionals/advisers, physicians, spiritual leader, etc.
Preferences given different scenarios
 About where to live
 End-of-life wishes
Focus on the benefits, not the fears

Tips for
Discussing Aging
Issues as a Family


Are you ready to have a family discussion?

Is your family ready to have this discussion?

If so, what are the goals for this discussion?

Would a third-party facilitator make this easier or more productive?

What do you need to do/prepare in advance?



Q & A with the Speakers
Day One



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Day Two

Agenda

Day Two

Welcome and Introduction to Day Two

Making Choices and Documenting Decisions Before They Are Needed

Stories from the Front Lines: Perspectives on Aging Issues from Different Disciplines

From Hope to Action: Implementing Your Top Three Priorities



Understanding
Your Goals

Preserving your views, your voice, and your values

Preserving your control as much as possible

Preserving you as a decision-maker

Three Levels of You as Decision-maker:

Your independent decision-making

Supported decision-making

Substituted decision-making

Understanding
Your Goals

Conditions under which you may not be a full
decision-maker

You are dead

You are physically incapacitated but mentally capable
(stroke with aphasia)

You are mentally incapable (“lack mental capacity”)

Unconscious or in delirium – including meds

Dementia

Partially mentally incapable (head injury, fluctuating
illness)

Susceptible to undue influence

Preserving Your
Legal and
Financial
Decision-making

Making and updating your will

Power of attorney (*durable* – DPOA) vs limited

Revocable living trust (inter vivos trust)

You are your own trustee

Designate a successor trustee

Additional protection of your investment accounts

FINRA rules – designating a “trusted contact person”

Bank accounts

Extra signator vs joint owner

Preserving Your
Medical
Decision-making

Living will

Specifies end-of-life decisions as *you* would want them

Your decision-making

Advance
Directives

Healthcare Proxy

Authorizes someone to act on your behalf as if they were you

Substituted decision-making

If you are impaired but able to coordinate

Supported decision-making by your proxy and the medical staff

Major Points to Remember

- Your goal is to lessen ambiguity, not create certainty
- Be as clear, specific, and behavioral as you can – avoid global, abstract instructions
- Specify your values and priorities
- Focus on guiding the decision-maker, not just the decisions
- Have the conversation(s) so people will know how to decide as you would
- Review and update every five years – put it on your calendar

Discussion/Q&A

- What documents do you need to work on?
- What decisions do you need to think about?
- Who would you trust if you cannot make decisions for yourself?
- Who do you need to inform about your documents and decisions?



**Stories from
the Front Lines**
Perspectives on Aging Issues
from Different Disciplines

Rebeka Kohmescher, CEO
Altair Advisers LLC

Joanne Dunphy-Flynn, Founder
Consultants on Disabilities



From Hope to Action
Implementing Your
Top Three Priorities

Jim Grubman PhD
and Anna Nichols

Action Steps

What are the three most critical issues in your situation that need to be addressed?

or...

What are the three easiest steps you can take to get started?

What actions will you take to work on these right away?

Who will you do this with?

What is your timeline goal for implementing these priorities?



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