



FAMILY WEALTH: OLDER GENERATION

Start the Journey

How prepared are you for what comes next in your family’s business? This assessment will help you think about some important underlying issues. It will also perhaps give you a new sense of what needs to be done and areas where you are less prepared – or less comfortable – than you could be. Read each statement carefully (some people like to read them aloud) and decide how much you agree – or do not agree.

Now take a look at your responses.

- **If you have strongly agreed** with a statement, you probably don’t need to worry about that area at this point.
- **If you have merely agreed**, something is missing for you and you would almost certainly benefit from a conversation with a trusted advisor.
- **If you are not certain**, obviously things are not arranged in your best interests right now and you should begin to take action.
- **If you have either disagreed or strongly disagreed**, there are some significant concerns that should be addressed as soon as possible.

Sage360 Advisors would welcome the opportunity to help you get started on your journey. No matter how you responded to the statements on this assessment, a conversation with us will give you some new perspectives on some critical issues in your family’s life – and livelihood. If you found yourself in less than full agreement with three or more statements, we urge you to call us today at **518.465.4642**. You can also fax this form to us (**518.572.5076**) with your name and phone number and we’ll be in touch to schedule some time to talk.

What part of your plan would you be willing not to have ready when you need it?

LAST NAME

FIRST NAME

DATE

PHONE NUMBER

1. Transition

We have actively worked as a family to develop individual and collective communication, problem-solving and conflict-resolution skills - and we regularly practice these with each other.

STRONGLY AGREE	AGREE	UNSURE	DISAGREE	STRONGLY DISAGREE
<input type="checkbox"/>				

2. Finance

We have openly discussed what the assets are, and how they will be distributed both during my lifetime and afterwards.

<input type="checkbox"/>				
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3. Sustainability

I expect my family's name to be well-known 50 or 100 years from now.

STRONGLY AGREE	AGREE	UNSURE	DISAGREE	STRONGLY DISAGREE
<input type="checkbox"/>				

4. Advisor Team

My accountant, attorney and insurance/risk advisors know each other and frequently collaborate.

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5. Governance

We hold regular family meetings where we discuss the financial and personal ties that keep us together as a family.

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6. Family Issues

We are able to speak to each other as a family without drugs, alcohol, lingering resentments or past events clouding the current conversation.

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7. Affinity

We enjoy exchanging ideas and dreams and do so as a regular part of our family meetings.

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8. Vision

All family members have been encouraged to develop and pursue dreams for using our wealth for bigger things.

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9. Empowerment

Family members are encouraged to seek funding from the family for business and philanthropic ventures - and we have a structure for doing this.

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10. Tradition

We have strongly-held family traditions and rites of passage that affirm both the individual and her/his role in the family as a whole.

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