

# A Holistic Approach to Your Wealth



## The Value of a Comprehensive Wealth Assessment

Successful individuals and families tend to have an assortment of advisors and professionals addressing various components of their wealth. You likely have an accountant to help with income taxes and insurance professionals to assist with life, property, liability, and other insurance needs. You may also have an attorney to handle your estate, business, and legal concerns and various financial services professionals to assist with your cash and investment accounts. With so many advisors and professionals handling different areas of expertise, it can be difficult to employ a holistic perspective on your wealth.

As wealth grows, needs become more diverse, complex, and interrelated. This can often lead to gaps you may not be aware of in your wealth plan. Whether you are planning for a future wealth transfer, inheritance, or other financial event, RBC Rochdale and your financial advisor are here to help you effectively navigate the complexities of wealth planning.

RBC Rochdale's Comprehensive Wealth Assessment is a complimentary, holistic service that focuses on identifying gaps and solutions. This in turn empowers you to make informed decisions that will serve to optimize your wealth throughout your lifetime.

All aspects of a wealth plan should be viewed and assessed holistically as part of a comprehensive analysis that covers each component of your financial well-being.

**Together, your financial advisor and Rochdale deliver a process designed to provide you with intelligently personalized recommendations:**



Crystalize your financial objectives



Review what you currently have in place to meet those objectives



Identify gaps in planning and opportunities for improvement



Educate you on the strategies that are best suited to meet your goals and objectives

Once the assessment is complete, you and your financial advisor are well positioned to work with your attorneys and accountants, as appropriate, to implement the recommended strategies.

## Strategic pillars of wealth

RBC Rochdale's holistic approach to assessing your wealth encompasses what we refer to as the Strategic Pillars of Wealth. These pillars enable RBC Rochdale and financial advisors to expand wealth analysis and recommendations into areas that are often ignored or forgotten. We review all facets of your wealth by gathering important information, asking key questions to better understand and clarify your individual goals and objectives, identifying issues in what you are trying to accomplish, and presenting a customized wealth assessment to help you meet your needs.



### Investment Planning

#### Customize your Approach

Implement portfolio strategies that address your unique risk tolerance, diversification, time horizon, cash flow and retirement needs.

### Asset Protection & Risk Management

#### Reduce Risk and Safeguard Your Wealth

Review asset titling to identify ways to further mitigate risk from creditors; assess life and other insurance policy enhancement opportunities.

### Income Tax Considerations

#### Understand Your Tax Exposure

Assess your financial strategies to understand your tax liability and make informed decisions.

### Philanthropy

#### Make an Impact

Create your legacy through planned giving strategies.

### Estate & Legacy Planning

#### Manage your Wealth and Legacy

Maximize net to heirs and charities, understand the tax impact, and maintain financial independence.

## Benefits of A Holistic Approach



### A truly comprehensive and holistic approach

Addresses investment planning, asset protection and risk management, income tax considerations, philanthropy, and estate and legacy planning



### Intelligently personalized solutions

Achieve goals and meet needs while maximizing wealth and asset protection, and make informed decisions



### Collaborate with knowledgeable specialists and Your existing trusted advisor

Receive guidance in navigating the complexities of the legislative and economic environment

## REAL LIFE EXAMPLES

## How your financial advisor and Rochdale's Comprehensive Wealth Assessment service can help address gaps in planning



### Investment planning

A client's current portfolio has concentrated positions in transportation securities.

**Solution:** a strategic allocation framework personalized to the client's goals and risk tolerance was leveraged to actively manage the portfolio and strategically rebalance assets and adjust allocations.



### Asset Protection & Risk Management

A client's living trust called for mandatory distributions to heirs when they reach the ages of 25, 30, and 35.

**Solution:** a comprehensive wealth assessment included recommendations to remove the mandatory distributions because they exposed the wealth to future divorcing spouses and/or judgment creditors. A client's attorney amended the trust to eliminate the mandatory distributions, significantly enhancing protection from potential creditors.



### Income Tax Considerations

A business owner contemplating the sale of their business is looking for strategies to mitigate the capital gains tax.

**Solution:** the comprehensive wealth assessment educated the client on three strategies that could potentially reduce or delay the tax burden: charitable remainder trust (crt), installment sale, or opportunity zone, putting the client in a position to make a more fully informed decision.



### Philanthropy

A wealthy real estate owner with no cash flow concerns wanted to maximize the amount of wealth transferred to his identified heirs in order to leave a specific amount to his favorite charities.

**Solution:** The comprehensive wealth assessment compared and layered multiple strategies to facilitate the client's decision making process.



### Estate & Legacy Planning

A client is interested in taking estate tax mitigation steps but is concerned about the impact that a large gift might have on cash flow.

**Solution:** The comprehensive wealth assessment included a cash flow analysis indicating that the client should dial back the gift to a slightly lower amount.

## How to Get Started

Your financial advisor and RBC Rochdale can help you define, meet, and optimize your wealth goals and objectives. Even well-defined wealth plans need to be refreshed periodically as life events occur and the regulatory environment changes. If you are interested in learning more about our Comprehensive Wealth Assessment service, reach out to your financial advisor.

## Questions to Consider:

- Do you have a financial plan or estate plan?
- When was the last time you re-assessed your financial goals or updated your estate plan?
- Have you undergone any recent life changes (e.g., marriage, birth of a child, death of a loved one, sold a business, etc.)?
- How do your existing documents distribute your assets upon your passing?
- How well prepared are you to deal with changes to the estate planning landscape from a legal and tax perspective?

### IMPORTANT INFORMATION

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