[MUSIC PLAYING]

I believe that, properly executed, an advice relationship, a trusted advice relationship, can have a transformational impact on a family's life. Over the last 20 years of working with families, we've distilled what we believe to be best practices in an advisor-client relationship. The process we've created is Family Wealth Advantage.

At its highest level, it's designed to provide three things-- clarity, confidence, and structure. The best way for me to describe our process is with the analogy of a messy garage. Messy garage and planning are similar in the sense that it's a place where we accumulate stuff.

We work hard. We spend less than we make. And over years, we accumulate financial things. That financial stuff has a tendency to get piled up.

Like a messy garage when we walk past it on the way to our front door, we look at it, and we say, I need to get to that. I need to get that organized. We may have 401(k)s, IRAs, investment portfolios, old life insurance policies that we haven't looked at in a while, estate planning documents and wills that were drafted by an attorney but they might be out of date.

Maybe we have children's college that we need to plan for or aging parents to consider. We know we want to retire with a conservative and sustainable cash flow that lasts out to and beyond our life expectancy so we can have a nice retirement lifestyle. And we know at the end of our days we'd like to leave what's left to children, or loved ones, or, perhaps, charities with a smooth transition.

What I find when we get something organized is it seems to free up space in our brain that allows us to think more creatively and confidently about the future. From clarity comes confidence.