

Abbot Downing

PLANNING

Building a comprehensive view of overall wealth

Painting the big picture

At Abbot Downing, we spend a great deal of time asking questions about a client's current financial picture, family dynamics, and business life. The questions are centered around their ideas about wealth and how to transfer it, their financial philosophy, philanthropy goals, and unique family relationships. We discuss the current state of affairs and where they want to go from there.

We listen carefully, and then we help clients identify various strategies. We prepare financial illustrations so that our clients can view the potential outcomes of these strategies and make better choices. We also help the client engage with their other advisors and communicate the plan to ensure that everyone is on the same page.

Clients often experience an "Aha moment" when viewing their financial summary and business architecture in one place for the first time in a complete, easy-to-understand format.

After a client understands their full picture, they are much better-positioned to act on their plan and ultimately help their heirs to be good stewards of the wealth. Bringing both the quantitative and qualitative aspects of their wealth into harmony demonstrates the impact on future generations and identifies values and themes so we can recommend a framework for addressing them, together.

Clarity defines the way forward

Clients come to Abbot Downing because we are able to manage all aspects of their wealth, making it easier for them to focus on the day-to-day needs of their families and business interests. We connect the legal, financial, fiduciary, and investment aspects of wealth and address non-financial matters such as family history and family dynamics as well as educational needs.

Abbot Downing planners engage in a discovery process called "Abbot Downing Clarity" to better understand the client's overall financial infrastructure. We collect information on the client's assets, retirement investments, life insurance, business entities, and estate plan.

Then our planners, analyze and synthesize the information to create a comprehensive net worth statement, an estimated calculation of the client's potential estate tax liability, and a summary of the client's estate plan. Combined with an understanding of the family's values and philosophy,

the Clarity process makes it easy to pinpoint strategic opportunities that align with the family's goals.

We live in an ever-changing world that presents a number of challenges. We care about helping clients handle these changes over time, and, as a result, our client relationships are deep and multigenerational.

Generating ideas through collaboration

At Abbot Downing, we provide integrated advice in collaboration with all of the client's key advisors. Our recommendations are fully vetted internally and also coordinated with the client's outside advisors. This collaboration ensures our advisory teams are in sync and our clients are receiving the best possible solutions. Abbot Downing's team approach results in a coordinated plan that always puts the client's interests first.