

Are your children properly mentored to carry your family's legacy?

Often we are torn about how to mentor our children on financial values or educate them on the value of money.

Warren Buffet taught his kids a valuable lesson about philanthropy when he gave more than \$40 billion to the Bill & Melinda Gates Foundation and left \$8 billion for his kids. His family is still set for many generations to come and the important charities begin to benefit now.

Donald Trump's children were seen on "The Apprentice" show saying their dad gave them each a very small (by all standards) allowance while they were in college.

So, how can we focus our children's education on preserving generational wealth? It is part of our jobs

Take-aways

- Mentoring your children to be money-smart kids isn't easy.
- Your wealth manager can help.
- True happiness comes from enjoying your wealth during your lifetime.

as wealth managers to help you develop not just an investment portfolio, but your family's financial vision. This vision will act as a road map to continue the legacy you have built.

Frequently, wealth creators (individuals who have created their wealth themselves) are perplexed about where and how to start their heirs' financial education. Affluent parents feel it is an important objective to teach their children to manage money wisely and continue the family legacy of giving back to society.

They worry about the right way to teach their children about their roles and responsibilities of managing wealth in their lives. It is important for us to understand that wealth management is a family issue, because children learn very early on if they are more affluent than their peers.

A wealth managers' role is to develop a focused strategy that drives your future financial-related decision making, early on. This can simplify your life by taking the

MANAGING WEALTH BY CHRIS SNYDER & HUTCH ASHOO

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Your team of East Bay business experts pressure off you when it comes to the "wealth paradox."

For the affluent, matters can become uncomfortable when beginning the legacy process with their children. A wealth manager can help guide you in developing your strategy as well as competent stewards of wealth, or, in other terms, money-smart kids.

To many people, asset management and tax avoidance are the most confusing and complicated aspects of wealth management, so they hire professionals to handle these issues. Legacy planning, in the minds of many of the affluent, means contacting an estate planner to establish trusts and foundations.

But who is educating the heirs on their responsibilities to manage this estate? Should they be left out of the management until they inherit the estate? Or is the parent responsible for having the children educated early on?

Here is a case in point. A successful businessman actively involved in politics and philanthropic ventures, whose face has graced numerous magazine covers and news broadcasts, as well as several books, did not have a problem making money or managing his wealth. The risk to his estate was that he did not establish guidelines for his children.

One of his sons had challenges, most of which emanated from money management. It could be said that he was a terrible money manager and really didn't comprehend the value of his father's contribution to the family. His siblings were constantly questioning their father about giving their brother more than they received.

The father has been heard to say "people should never forget to teach their children the true value of a dollar." Those who knew him well believe this was his way of saying, "I should have taught mine better."

As wealth managers, we hear these stories every day. Our responsibilities are not limited to growing your portfolio and managing your future financial success.

Here are three points we emphasize.

- Mentoring your children to be competent stewards (money-smart kids) is no easy task.
- A wealth manager should have the tools to help you mentor your children to ensure your family's legacy.
- True happiness comes from enjoying your wealth during your lifetime and knowing that the family legacy will continue for generations.

Wealth management takes experience and thinking outside the box to protect and maintain what our clients have worked so hard to obtain.

A wealth manager's role is to leave no stone unturned. His role is to know and understand everything about you and your family to make your plan work.

His goal is to service all your needs and allow you the mental freedom to know that your legacy is constantly being planned, monitored and pursued while you are out enjoying your life.

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