



SMART START

FINANCIAL SERVICES

IT'S NEVER TOO LATE TO TAKE CONTROL

Smart Start Financial Services Estate Planning

An important part of the financial planning process is ensuring that the assets accumulated during an investor's (your) lifetime are distributed in accordance with your wishes upon your death.

A common misconception is that the assets of a deceased estate will automatically pass to a spouse or other family members on death. However, the following assets, which can be of substantial monetary value, may not necessarily form part of a deceased person's estate:

- The family home (if owned as joint tenants, it automatically passes to the remaining joint tenant);
- An individual's superannuation entitlement (e.g. a person's death benefit); and
- The proceeds of life insurance policies (depending on ownership).

Without an appropriate record of how you intend to distribute your assets, there is a risk that intended beneficiaries may receive little, or none, of your estate. Estate planning is complex and, therefore, appropriate professional advice should be obtained before making any decisions in this area.

At Smart Start Financial Services we provide our clients with a simple three-stage comprehensive Estate Planning Service. From initial discussion to signing and storing of your legal documents, we employ a professional and efficient process and system that simplifies the complexity by using great visuals and plain English.

Using our process, meetings are shorter and more powerful, and you are fully engaged in the process to make informed decisions. A comprehensive auto-generated Estate Planning Briefing Document captures your information and wishes, and the lawyer drafts Wills and Estate Documents more quickly and effectively.

The 3 Step Process





Step 1: Information Gathering

Video Email

First, you will receive an email with a personalised link.

WELCOME TO SMART START FINANCIAL SERVICES

LETS GET STARTED

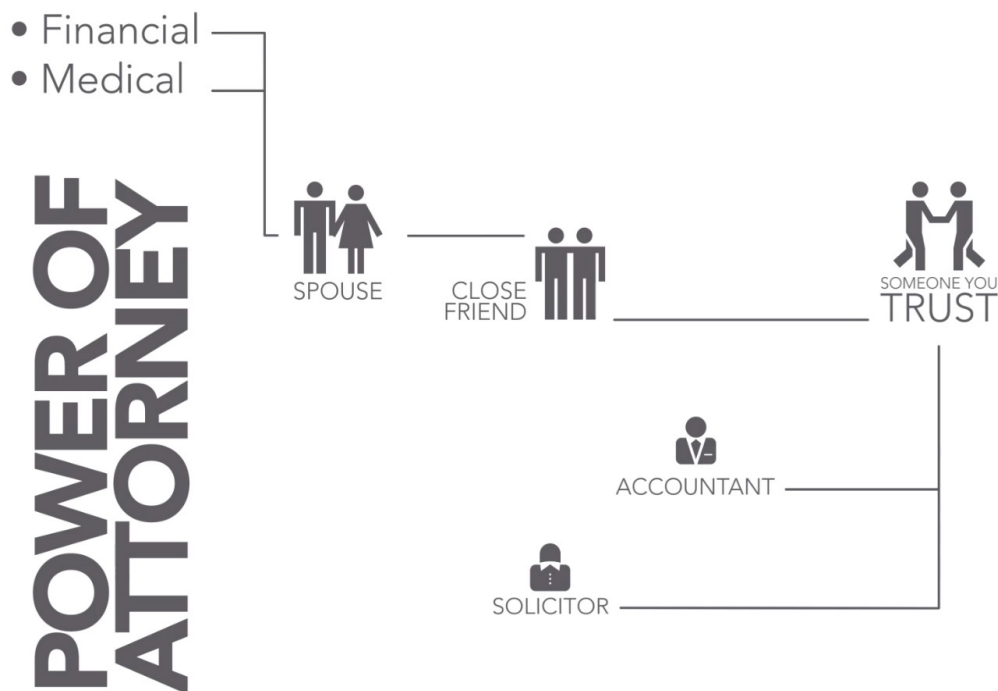
- STEP 1**
ESTATE PLANNING VIDEO
Watch the Estate Planning Video. 
- STEP 2**
ESTATE PLANNING QUESTIONNAIRE
Approximately 30 minutes 
- STEP 3**
FINANCIAL SERVICES GUIDE
Important information about us and our business. 
- VIDEO TRANSCRIPT** 



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Client education

When you click on the link you will watch an education video explaining key estate planning terms.



Online questionnaire

You then complete an online questionnaire on a secure site. This is then sent back to us as a PDF and as an electronic data file.

MEETING ROOM: ESTATE PLANNING LICENSED TO: Roger Wheelahan

Estate Planning [Exit Meeting Room](#)

Details Family Entities Assets & Liabilities Snapshot Objectives Considerations Structure Notes Document << >>

General Details [Import CSV](#) [Save scenario](#) [Import XML](#)

Personal Details

Client

Title

First name

Middle name

Surname

Date of birth

Gender Male Female

Relationship status Married Defacto Single Registered civil partnership Widowed

Employment

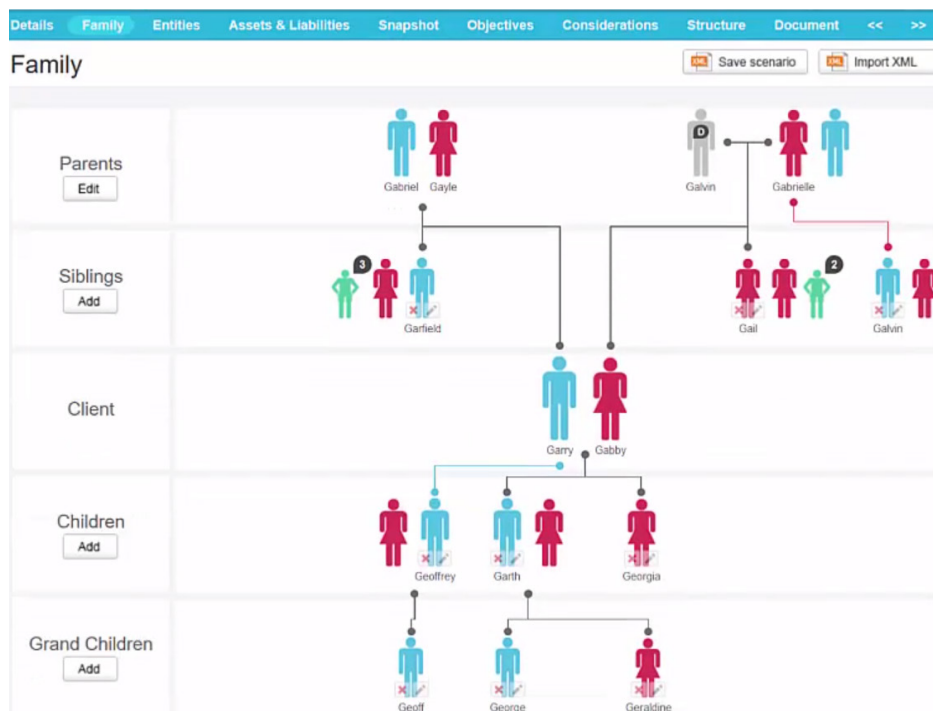
Client

Employment status

Step 2: Client/Adviser meeting

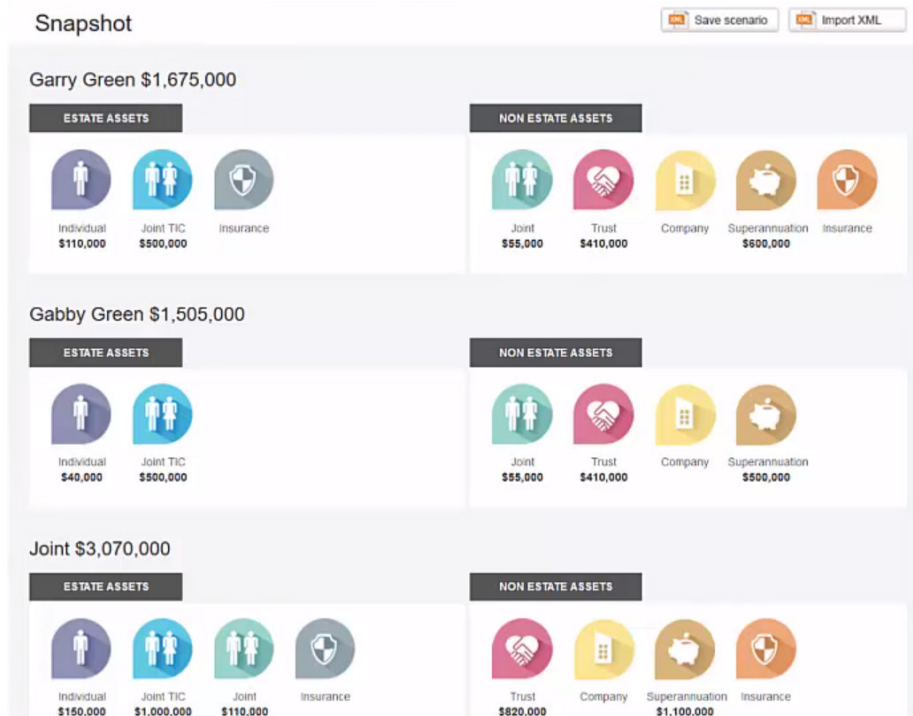
Family tree diagram

We then meet and upload the data file to discuss your requirements. The system auto generates your family tree for discussion of key relationships and potential issues.



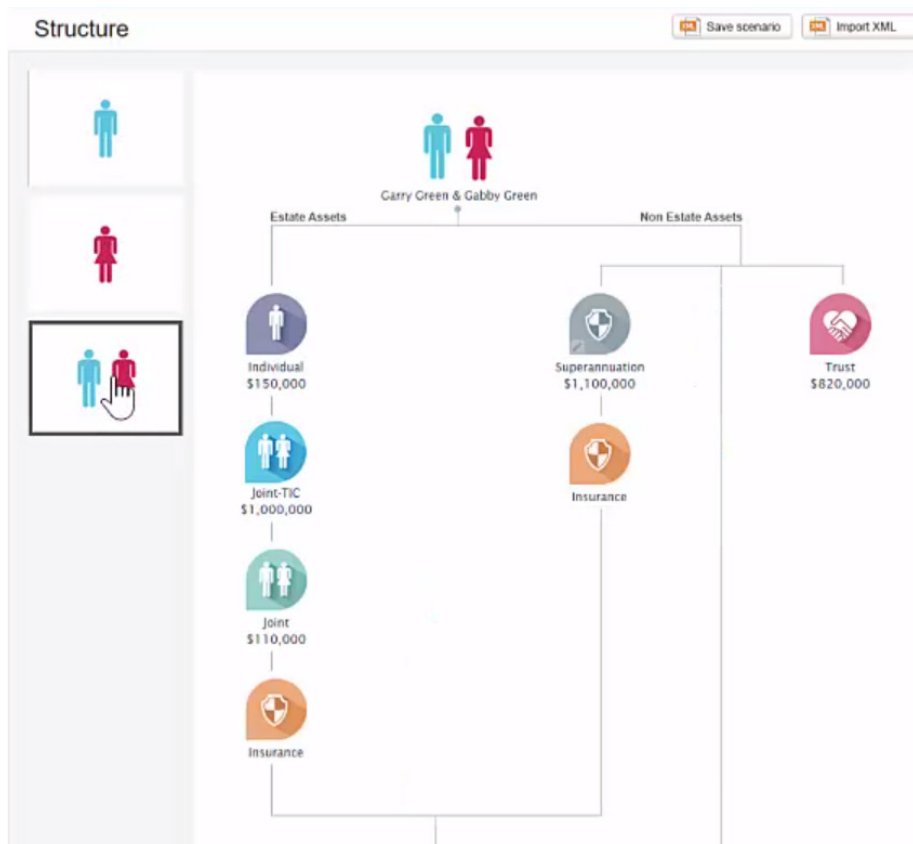
Entity diagram

The system auto generates a visual showing your entities (personal, joint, super, family trusts & companies) and the assets within each entity for you to easily understand your structures.



Structure options

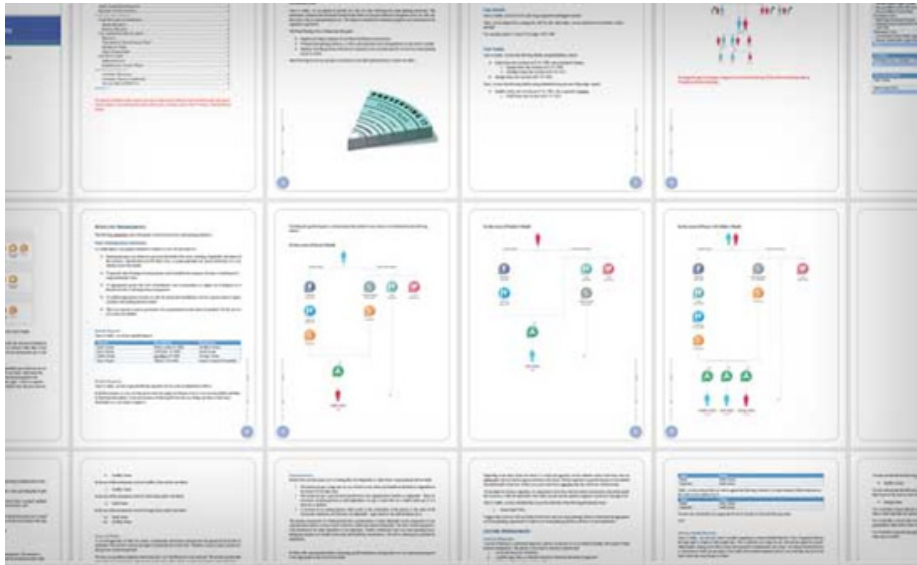
The system then displays a visual showing how your assets and entities are being distributed and the choices that can be made. Testamentary Trusts can also be discussed at this point.



Step 3: Briefing document

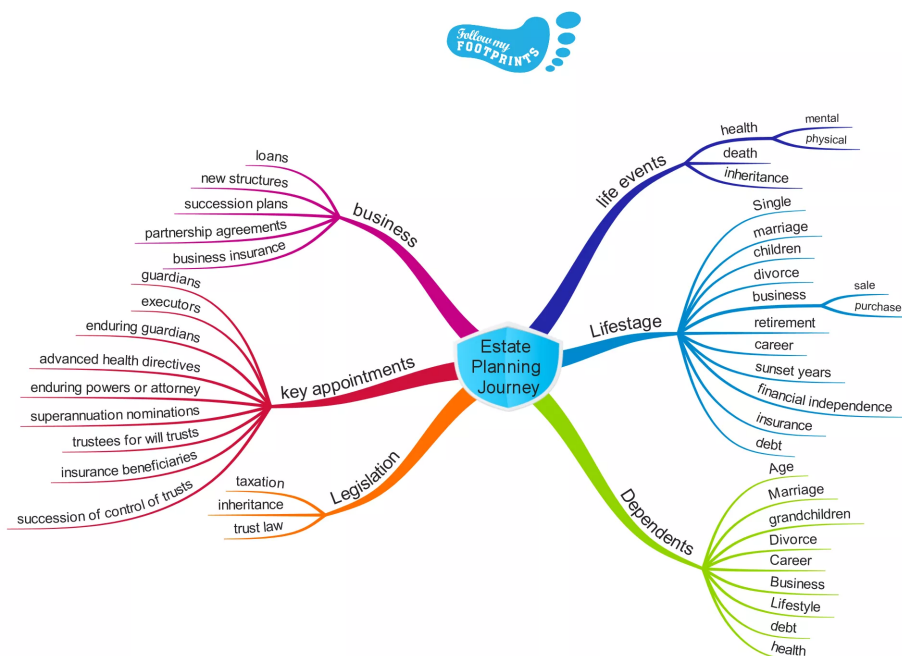
Facilitator

Once all the data has been entered and decisions made, we generate a 16-page personalised briefing document (in Word). We forward that briefing document on to our partner estate planning lawyers and you review and discuss the briefing document with our partner lawyer via video conference. Alternatively, as directed by you, we forward the briefing document to an online legal solution provider to prepare the legal documents.



Implementation

Having gone through this process you and your family will have a much better understanding of the estate planning process. You will feel more in control as your wishes are now clearly documented in a way you understand.



Execution

The briefing document produced through the discovery meeting becomes the basis for your legal document generation. These legal documents can either be generated via our specialist estate planning partners or outsourced to an on-line legal provider to produce.

You have an easy to read document to share with your key family members as well as the legal document enforcing your estate planning wishes.



Note from Astute Wheel's Legal Counsel

We advise we act on behalf of Astute Wealth Advice Pty Ltd trading as AstuteWheel. We have been engaged by our client to review the estate planning module of the AstuteWheel platform and have been asked to provide a letter of comfort in relation to whether the report generated by AstuteWheel, called the "Estate Briefing Notes", constitutes legal advice when provided by a financial planner to their client. We make the following observations regarding the Estate Briefing Notes (the Notes);

- The Notes make it quite clear that the Notes are not legal advice;
- The Notes make it clear that the adviser is not giving and cannot give legal advice
- The Notes are addressed to the solicitors engaged by the client and not to the client themselves;
- As part of the process Astute Wealth Advice, recommends that the adviser have the attached Disclaimer signed by their client before the Notes are provided to the client;
- The Notes set out the facts and opinions provided by the client to the adviser
- The Notes make no recommendations to the client or to their solicitor.

For the reasons set out above the provision of the Notes by a financial planner to their client does not, in our opinion, constitute legal advice to their client. The Notes addressed to the client's solicitor makes reference to a number of relevant issues and circumstances that make up the client's affairs that the solicitor will need to be aware of in order to provide appropriate legal advice to the client. The Notes will be a useful tool and aid for the client's solicitors however the Notes are no substitute, and are not intended to be used as a substitute, for the client's solicitor making their own enquiries with the client in order to determine the client's estate planning needs before drafting Wills or any other estate planning documents.

Should you have any queries with respect to this correspondence, please do not hesitate to contact the writer. Ian Tindle - redchip Lawyers, www.redchip.com.au