

Unedited transcript of

Key Takeaways with Q&A
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Speaker(s)

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>>: And at this time if anyone else has any questions they want to type in from any part of these talked about in the last four mornings, please send them along now. Now is your chance. So I see -- I see a couple questions regarding yesterday's topics about equalizing assets between I think husband and wife. But it's getting cut off, so I don't see the rest of that question coming in. And I'm being told there's a one-minute delay until they hear me ask the question. So I'll be mindful of that. In any event, I don't know why that whole question isn't typing out. Feel free to submit. And again, anyone else now is your chance to send these questions in for anything that we've covered over the course of this discussion. And just a few sort of parting thoughts as I wait for additional questions to come in. Obviously we've covered a really large amount of in the last four mornings. We could easily do a day or two seminar on all of those alone. Your material says you have -- the materials that you have of course are -- they encompass an awful lot, so let those be a good source to you as you continue on and grow your practice. Be mindful of what you know and what you don't know, be mindful that there are folks that specialize in just the things that they may specialize in just Medicaid planning, or they may specialize in just administration, or business succession plan can, and there are other planners that will do a little bit of all of those things, but it's that -- if that's what your intention is you certainly need to be well versed in all of those things, and of course how they interplay with one another. So MCLE is a great resource, they do a lot of estate planning seminars, many of which that are a deeper dive into a bunch of the topics we've covered over the last four days. So use them as a resource. And also be mindful that this is ever-changing. So obviously estate tax is in a state of flux, and

has been for some time, so that's going to impact how you plan for clients, so we have to be on top of this ever-changing world, and so that we can adequately counsel our clients on those -- on those changes. And for some reason that same question keeps coming in as I can only see a limited piece of it. So Lynn, feel free to email me that question directly, and I promise that I will answer it. I think my email is in the materials, but I will give it to everyone again now, it is ksheehan@bostonprivate.com. And then what is the name of the organization with the lectures? MCLE is this organization, that does an awful lot of programming. There are also some other programs in Massachusetts that you can avail yourself of certainly the Boston Bar Association does a lot of great programming, the Women's Bar Association in Massachusetts does a lot of great programming. The American Bar Association does a lot of great programming, and your local estate planning councils. So many of the presenters, in fact I think all of the presenters that we have in this program are including myself, are members of the Boston Estate Planning Council, which is a wonderful resource as well for both networking and for educational purposes. So make sure that you avail yourself of all of these resources that are here, because it's a great way to keep yourself in the know and also to continue to grow your network. That's perhaps another good parting thought, you can't do any of this planning in a vacuum. So rely on the -- your other centers of influence that you develop relationships with, and certainly when your client comes to you and they have their advisors in place, you're going to all work together in common for that client, because they may know information that the client forgot to tell you, or vice versa, and it's always the best result for the client if you're working together, and it's a nice way for you to solidify those working relationships, which can lead to additional working relationships. And again, we can't plan in a vacuum, so something that you do in an estate plan may impact their tax planning, their insurance planning, or their financial plan, so you want to make sure that you are -- you're always connected with those other folks as well. I think that does it for questions for now. Thank you everybody for sticking with me and with all of my presenters for this program, like I said, this is I think the 10th year I have chaired this program. And I'm happy to do it. I love to -- I love to educate folks, and I spend a lot of time in my role at Boston Private talking with my clients about estate planning. I had one more asking for my email address again, so it's ksheehan@bostonprivate.com. And then you can get

me. All right. So good luck to all, have you everyone's contact information if you have lingering questions, and remember to please avail yourself of all the resources that are available, and I thank you so much for sticking with us.