

Simplified Planning for Complex Situations

Live From Philly





AGENDA

- Why Estate Planning Matters
- Core Estate Planning Documents
- Planning for Complex Situations





Why Estate Planning Matters

- **Client Control:** Ensures assets are distributed according to their wishes, not state defaults.
- **Beneficiary Protection:** Safeguards minors, special needs dependents, and financially vulnerable heirs.
- **Tax Efficiency:** May reduce estate, income, and probate taxes.
- **Family Harmony:** Minimizes conflict and confusion through clear directives.
- **Incapacity Planning:** Prepares for the unexpected with powers of attorney and healthcare proxies.
- **Legacy Building:** Supports charitable and multi-generational goals.
- **Business Continuity:** Secures transitions for business-owner clients.

*“Estate planning isn’t just about documents.
It’s about delivering peace of mind.”*



For informational purposes only. Please consult with your legal counsel for advice related to your particular circumstances.



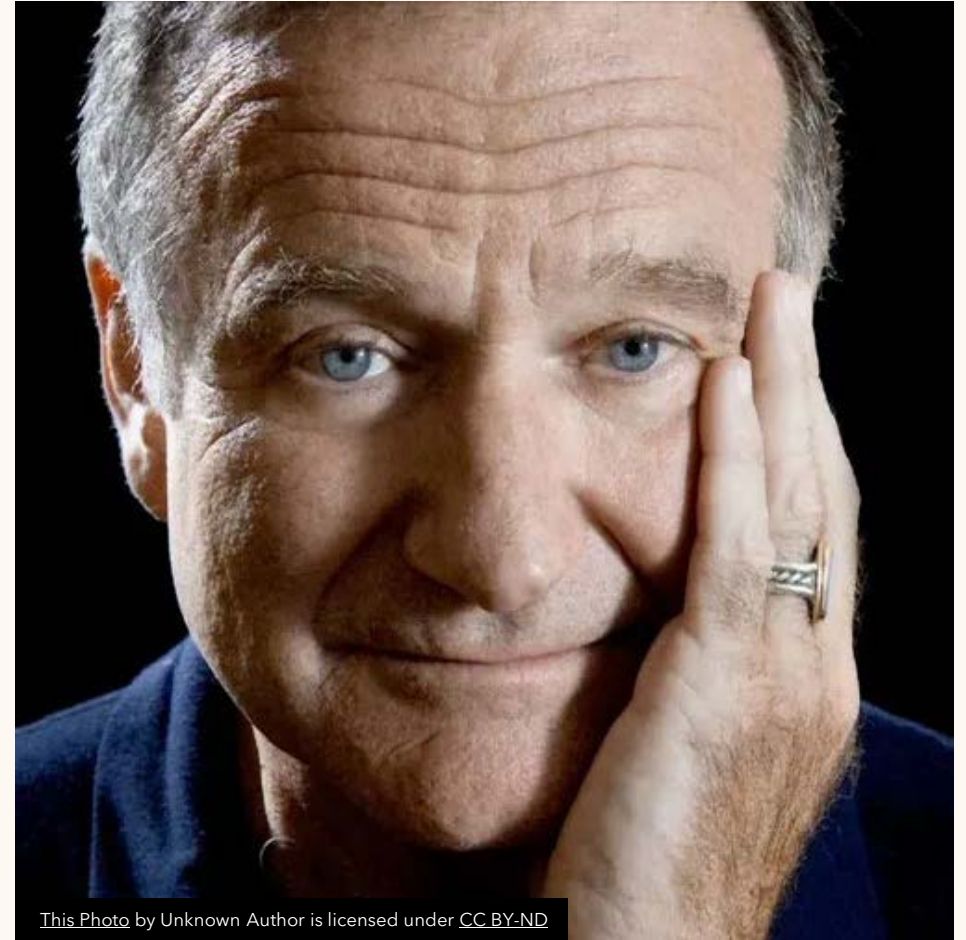
Core Estate Planning Documents

- **Last Will and Testament and Revocable (Living) Trust** primarily control who will receive your assets upon your death and what conditions you apply to the individuals receiving your assets
- **Power of Attorney for Finances** allows you to name an agent or agents to act on your behalf in financial and legal matters
- **Power of Attorney for Health Care** allows you to name an agent or agents to act on your behalf in all health care matters
- **Living Will** is a document that tells your health care proxy and medical providers what you would like to have happen in the event you can't make your own medical decisions



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Second Marriages and Blended Families



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Divergent Plans

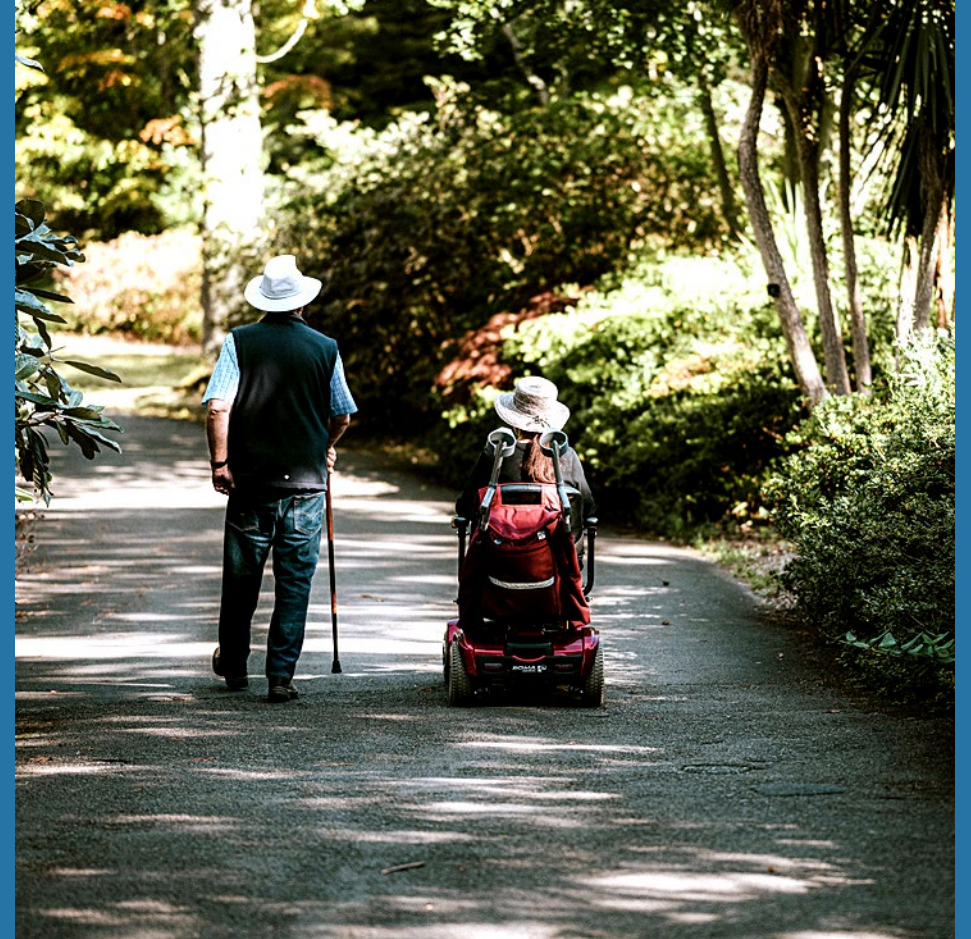
What happens when spouses choose to leave assets to different beneficiaries?



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Disabled Beneficiaries

*How can you ensure
a special needs trust
works as intended?*



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The Financially Irresponsible



How can you protect beneficiaries from themselves?

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Final Thoughts

Specific plans succeed.
Vague plans unravel.

Wealth Planning Services Overview

Clark Capital's wealth planning capabilities are designed to help you grow your business and enhance the high net worth experience you provide to your clients. Full access to our suite of comprehensive wealth planning services is available to client households exceeding \$10 million, at no additional cost to the advisor or client.

Trust and Estate Planning

We work collaboratively with clients' legal and tax advisors to create and implement effective wealth transfer strategies that are aligned with your clients' goals.

Strategic Tax Management

By strategically managing their tax liabilities, clients can help reduce their current and future tax burdens, while preserving and growing their wealth.

Concentrated Position Planning

Our team provides personalized guidance to financial advisors and their clients on issues related to both public and private concentration in equity positions. We help develop strategies for asset location, diversification, charitable giving, and liquidity management to manage risks associated with concentrated positions.

Philanthropic Planning

We help develop a personalized strategy that aligns with your clients' values and helps you maximize their impact. Our team leverages experience in a broad range of philanthropic vehicles, such as donor-advised funds, private foundations, and charitable trusts, to help clients achieve their philanthropic goals.

Business Succession Planning

Whether it's passing on a business to family members, or selling it to a strategic buyer, private equity, or through an ESOP, developing a personalized strategy can help your clients navigate the business succession planning.

Equity Compensation Planning

We can support your efforts to help clients navigate the complexities of equity compensation and other methods of stock-based compensation.





Patrick Schultz, J.D., CEPA®

Senior Wealth Planner



Patrick Schultz is a Senior Wealth Planner at Clark Capital Management Group. In this role, Patrick works closely with clients' legal and tax advisors to provide client-facing experience across a wide range of wealth planning strategies. He specializes in estate and tax planning strategies, charitable planning, executive and equity compensation planning, business succession planning, pre- and post-transactional planning, concentrated position management, and other personal planning strategies.

Prior to joining Clark Capital Management, Patrick led the Central Division of J.P. Morgan Wealth Management's Wealth Planning and Advice Team, where he oversaw the delivery of a holistic wealth management experience to advisors and their clients.

Patrick earned a B.A. in history from the University of Wisconsin - Milwaukee and a J.D. from Marquette University Law School. He holds both the FINRA Series 7 and 66 licenses.



Shelby Anderson, J.D., CEPA®

Senior Wealth Planner



Shelby Anderson is a Senior Wealth Planner at Clark Capital Management Group. In this role, Shelby works closely with clients' legal and tax advisors to provide client-facing experience across a wide range of wealth planning strategies. She specializes in estate and tax planning strategies, charitable planning, executive and equity compensation planning, business succession planning, pre- and post-transactional planning, concentrated position management, and other personal planning strategies.

Prior to joining Clark Capital Management Group, Shelby was an Executive Director on J.P. Morgan Wealth Management's Wealth Planning and Advice Team, where she oversaw the delivery of a holistic wealth management experience to advisors and their clients. Shelby joined J.P. Morgan in 2019 as a Vice President and Assistant General Counsel before transitioning to the Wealth Planning and Advice Team. Prior to joining J.P. Morgan, Shelby was an attorney for Ice Miller LLP, where she advised individuals on sophisticated estate planning, succession planning, charitable planning, and wealth transfer planning strategies.

Shelby received her B.S. in Finance from The Ohio State University and her J.D. from Indiana University. She is a member of the State Bar of Illinois, Indiana, and Ohio.



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