PERSPECTIVES

Winter 2017

Dear Clients, Advisors and Friends,

We hope this newsletter finds you enjoying the start of a new year. In this edition of our quarterly newsletter we reflect on 2016 and preview our expectations for the year ahead. We also review three pertinent topics to help you kick start your 2017 financial review: 1) reviewing your beneficiaries, 2) assessing life insurance policies, and 3) creating a framework for your estate plan.

Wishing you all an enjoyable Winter season,

Deirdre, Rob, Jennifer, Kelley, Sherm, Toni, Courtney and Suellen

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Ebbs & Flows of Sandy Cove

Sandy Cove Advisors is gearing up for our move to our new office location! We are also excited to bring new professionals onto our Board of Advisors and Investment Committee.

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Market Commentary

From the Desk of the CIO

One thing is for certain, our new President has made the financial markets very interesting over the last few months.

Read More from Rob

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Have You Reviewed Your Life Insurance Recently?

Many people follow the performance of their investment portfolios very diligently, keeping track of even the slightest moves up or down. However, typically, the same cannot be said of their life insurance policies.

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Retirement

Do You Know Who Your Beneficiaries Are?

If you participate in a qualified plan program you may be overlooking an important housekeeping issue: beneficiary designations.

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Estate Planning

Laying the Framework for Your Estate Plan

We have developed a worksheet of the key information that we suggest you consider and prepare ahead of a meeting with an estate planning attorney.

View the Framework

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EBBS & FLOWS

Dear Clients, Advisors and Friends:

We hope this newsletter finds you enjoying the start of a new year. We had a very prosperous 2016 and a busy start to the year at Sandy Cove Advisors. We are gearing up for our move to our new office location at 37 Derby Street in Hingham early this spring. We are thrilled to join the professional community in this area of Hingham, and look forward to hosting clients, advisors and friends in the months to come. We are also excited to bring Kirstan Barnett onto our Board of Advisors, and have recently expanded our Investment Committee to include two seasoned professionals: Dan Butler and Maureen Depp. Please be sure to read more about their backgrounds. They are great additions to the team.

In November, we hosted our first "Financially Savvy Women's Club." We had an enthusiastic crowd who were full of great questions. Please stay tuned for details on the upcoming spring session. Deirdre was appointed to the Board of Directors of Norwell Visiting Nurse Association and Hospice this fall. This organization is near and dear to her heart and she looks forward to giving back to an organization who has supported her family. The South Shore Community Center is lucky to have Courtney serving on their Board and recently chairing their Winter Warmer fundraising event which was a great success.

Our Chief Investment Officer, Rob Reilly, reflects on 2016 noting that the first half was dramatically different from the second half and a preview into our expectations for the year ahead. Last year began with a shaky 10% sell off and ended with an enthusiastic 8-9% post-election rally. If the Trump Administration is able to deliver on promises of less regulation, a corporate tax rate cut and a sensible infrastructure spending plan, 2017 could have some very positive tail winds for investors.

As a way to help you kick-start your 2017 financial review, we review three pertinent topics this quarter:

1) Reviewing Your Beneficiaries,
2) Assessing Life Insurance Policies, and
3) Creating a Framework for your Estate Plan.

Sandy Cove Advisors had a prosperous 2016 continuing to grow our assets under management, and our family office practice remains very active advising families and partnerships across New England. We are poised to begin 2017 with the confidence that we will deliver exemplary service to our clients. Our goal, as always, is to offer sound investment advice, guide our clients and help simplify the management of their financial affairs. Please feel welcome to introduce us to like-minded friends, family and advisors that may benefit from our services.

Wishing you an enjoyable Winter season.

Warmly,

Deirdre, Rob, Jennifer, Kelley, Sherm, Toni, Courtney and Suellen

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Market Commentary

One thing is for certain, our new President has made the financial markets very interesting over the last few months. Last year finished strong and 2017 is off to a nice start. As we look back, recall that the first half of the 2016 was dramatically different from the second half. The past year began with a shaky 10% sell off due to fears of a slowing global economy and unstable oil prices, yet ended with an enthusiastic 9% post-election rally and corresponding evidence that the fears of slowing growth were unfounded.

All in all, the S&P 500 Index ended the year up 11.96%, contrasted by the International Stock Index (EAFE) posting a 1.5% total return for the year. Perhaps the broadest and best measure of a well-diversified equity portfolio is the Morgan Stanley All Country World Index (MSCI ACWI) which was up a healthy 9% for the year. This index measures US, international and emerging market equities. Although International Markets underperformed US equities for the calendar year, we continue to have confidence in a well-diversified portfolio and find undervalued asset classes attractive for future appreciation.

The updated "Quilt Chart" below emphasizes the benefits of a well-diversified ("Asset Allocation") portfolio. While emerging markets, small cap equities and other asset classes can have wide return disparities from year to year, a well-diversified portfolio smooths out the bumps and gets you where you need to be over the long-term.

2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2002 - 2016 Ann.	2002 - 2016 Vol.
Comdty. 25.9%	EM Equity 56.3%	REITs 31.6%	EM Equity 34.5%	REITs 35.1%	EM Equity 39.8%	Fixed Income 5.2%	EM Equity 79.0%	REITs 27.9%	REITs 8.3%	REITs 19.7%	Small Cap 38.8%	REITs 28.0%	REITs 2.8%	Small Cap 21.3%	REITs 10.8%	EM Equity 23.8%
Fixed Income 10.3%	Small Cap 47.3%	EM Equity 26.0%	Comdty. 21.4%	EM Equity 32.6%	Comdty. 16.2%	Cash 1.8%	High Yield 59.4%	Small Cap 26.9%	Fixed Income 7.8%	High Yield 19.6%	Large Cap 32.4%	Large Cap 13.7%	Large Cap 1.4%	High Yield 14.3%	EM Equity 9.8%	REITs 22.6%
High Yield 4.1%	DM Equity 39.2%	DM Equity 20.7%	DM Equity 14.0%	DM Equity 26.9%	DM Equity 11.6%	Asset Alloc. -25.4%	DM Equity 32.5%	EM Equity 19.2%	High Yield 3.1%	EM Equity 18.6%	DM Equity 23.3%	Fixed Income 6.0%	Fixed Income 0.5%	Large Cap 12.0%	High Yield 9.2%	Small Cap 20.1%
REITs 3.8%	REITs 37.1%	Small Cap 18.3%	REITs 12.2%	Small Cap 18.4%	Asset Alloc. 7.1%	High Yield -26.9%	REITs 28.0%	Comdty. 16.8%	Large Cap 2.1%	DM Equity 17.9%	Asset Alloc. 14.9%	Asset Alloc. 5.2%	Cash 0.0%	Comdty. 11.8%	Small Cap 8.5%	DM Equity 19.2%
Cash 1.7%	High Yield 32.4%	High Yield 13.2%	Asset Alloc. 8.1%	Large Cap 15.8%	Fixed Income 7.0%	Small Cap -33.8%	Small Cap 27.2%	Large Cap 15.1%	Cash 0.1%	Small Cap 16.3%	High Yield 7.3%	Small Cap 4.9%	DM Equity -0.4%	EM Equity 11.6%	Asset Alloc. 6.9%	Comdty. 19.0%
Asset Alloc. -5.9%	Large Cap 28.7%	Asset Alloc. 12.8%	Large Cap 4.9%	Asset Alloc. 15.3%	Large Cap 5.5%	Comdty. -35.6%	Large Cap 26.5%	High Yield 14.8%	Asset Alloc. -0.7%	Large Cap 16.0%	REITs 2.9%	Cash 0.0%	Asset Alloc. -2.0%	REITs 8.6%	Large Cap 6.7%	Large Cap 15.9%
EM Equity -6.0%	Asset Alloc. 26.3%	Large Cap 10.9%	Small Cap 4.6%	High Yield 13.7%	Cash 4.8%	Large Cap -37.0%	Asset Alloc. 25.0%	Asset Alloc. 13.3%	Small Cap -4.2%	Asset Alloc. 12.2%	Cash 0.0%	High Yield 0.0%	High Yield -2.7%	Asset Alloc. 8.3%	DM Equity 5.8%	High Yield 11.7%
DM Equity -15.7%	Comdty. 23.9%	Comdty. 9.1%	High Yield 3.6%	Cash 4.8%	High Yield 3.2%	REITs -37.7%	Comdty. 18.9%	DM Equity 8.2%	DM Equity -11.7%	Fixed Income 4.2%	Fixed Income -2.0%	EM Equity -1.8%	Small Cap -4.4%	Fixed Income 2.6%	Fixed Income 4.6%	Asset Alloc. 11.0%
Small Cap -20.5%	Fixed Income 4.1%	Fixed Income 4.3%	Cash 3.0%	Fixed Income 4.3%	Small Cap -1.6%	DM Equity -43.1%	Fixed Income 5.9%	Fixed Income 6.5%	Comdty. -13.3%	Cash 0.1%	EM Equity -2.3%	DM Equity -4.5%	EM Equity -14.6%	DM Equity 1.5%	Cash 1.3%	Fixed Income 3.5%
Large Cap -22.1%	Cash 1.0%	Cash 1.2%	Fixed Income 2.4%	Comdty. 2.1%	REITs -15.7%	EM Equity -53.2%	Cash 0.1%	Cash 0.1%	EM Equity -18.2%	Comdty. -1.1%	Comdty. -9.5%	Comdty. -17.0%	Comdty. -24.7%	Cash 0.3%	Comdty. 1.2%	Cash 0.8%

Source: Barclays, Bloomberg, FactSet, MSCI, NAREIT, Russell, Standard & Poor's, J.P. Morgan Asset Management.

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So far, 2017 has continued along the same enthusiastic pace that began in November. In the United States, we believe a more constructive business climate, double digit corporate earnings reports, less regulation and corporate tax relief should provide tailwinds to support economic growth over the long term. However, as we progress through 2017 the specter of higher interest rates requires our attention. Toward the end of 2016, we took conservative steps to shorten the maturities and durations of our bond investments. We remain conservatively positioned with below average risk in our bond portfolios. We are maintaining healthy weightings in equity asset classes in anticipation of moderately better economic growth and earnings.

This past Friday we concluded our Investment Committee's first forum of 2017. Our Investment Committee (IC) is a well-educated group comprised of nine investment professional with a combined 175+ years of industry experience (please see below for biographies). It's always great to get this group together as an added layer of due diligence as we endeavor to put our best thinking to work in our clients' portfolios. The topics of discussion ranged from a review of our long term capital market assumptions (the inputs for our financial plans) to the investment ramifications of the Trump agenda.

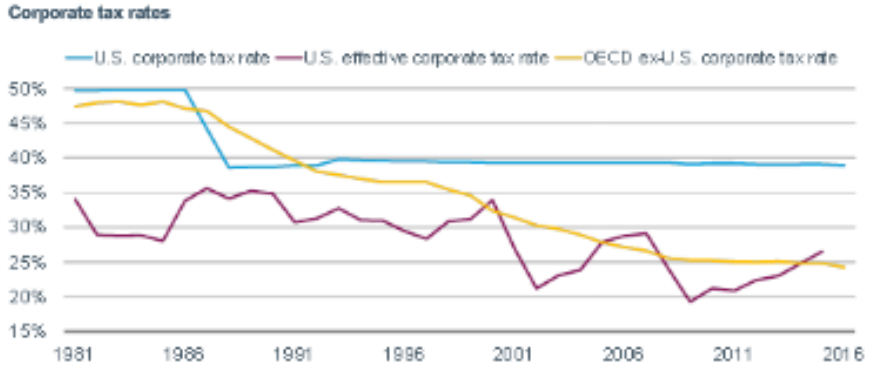
Broadly speaking, our thoughts on 2017 are as follows: After 8 years of economic recovery, the US is still the best house on the global block but equity valuations are a little stretched. European and emerging markets equity valuations are significantly cheaper that US valuations, so now is not the time abandon international exposures. We'll stay diversified, confident that the risk/reward equation is in our favor. As for bonds, the Federal Reserve is expected to continue to raise rates moderately. As long as the pace of hikes is measured, bonds should continue to be a good store of value and a counterbalance to equities in well diversified portfolios.

We'll be monitoring the legislative developments in Washington. If the Trump Administration is able to deliver on promises of less regulation, a corporate tax rate cut and a sensible infrastructure spending plan, 2017 could have some very positive tail winds for investors. A corporate tax cut could have a very significant impact on equity valuations. As the charts below highlight, the US tax rate is a significant outlier on the world scene. It is estimated that the Ryan Corporate Tax Plan could lead to a 7% increase in corporate earnings and the Trump Plan could lead to a 13% earnings bump. Corporations could then use these increased earnings to boost dividends, hire more workers or increase investment and capital spending. All these options are potentially very positive.

Tax cuts could boost EPS by at least 7%

Tax cuts impact on S&P 500 aftertax income			
Line item	25.4% (current)	20% (Ryan)	15% (Trump)
Pretax income per share	$123.44	$123.44	$123.44
Income taxes per share	$31.35	$24.69	$18.52
Effective tax rate	25.4%	20.0%	15.0%
Tax savings per share	$0.00	$6.67	$12.84
Aftertax income per share	$92.09	$98.75	$104.92
Change in aftertax income	0.0%	7.2%	13.9%

U.S. is way behind OECD in lowering rate



On the whole, 2016 was a respectable year for investor portfolios, especially those that are properly diversified. While 2017 has started off well, we are cautiously optimistic given the uncertainty surrounding the Trump administration and his evolving agenda. We are always here as a resource and we look forward to discussing strategy and any concerns you may have.

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Sandy Cove Advisors' Investment Committee

The Committee is a diversified group comprised of nine investment professionals, including three highly experienced independent individuals. The Committee meets quarterly to review market performance and consider longer term market expectations, as well as to discuss asset allocation strategy and consider tactical changes to our investment recommendations.

Robert Reilly, Chair

As the firm's Chief Investment Officer, Rob works with the firm's Investment Committee in determining strategic portfolio asset allocation, portfolio construction, manager selection and portfolio risk management. Rob works with families to develop customized investment strategies that meet their needs and integrates with the family's broader wealth management architecture. Rob has been working with families and institutions for over 25 years and has an active passion for investing and can tap into a broad network of resources and contacts to adeptly execute investment decisions on behalf of our clients. Rob brings a unique view of the investment landscape from Executive Director and Managing Director roles at JP Morgan Private Bank, UBS and Lehman Brothers. He has served as an industry liaison for the Financial Industry Regulatory Authority (FINRA) promoting "Investor Protection and Market Integrity."

Kate Saltonstall, CFA®

Kate is a member of our Board of Advisors and Investment Committee. Kate is a valuable resource to our investment team identifying macro issues/trends in economies and financial markets. She assists us in refining our client asset allocation models and determining when tactical asset allocations are appropriate for our clients. Kate has over 20 years of experience including 9 years with BlackRock as a Managing Director. Her responsibilities included managing $1+ billion of small capitalization portfolios for institutional clients. In addition, she co-led a team of six equity research analysts, and had industry sector responsibilities for healthcare stocks.

Dan Butler, CFA®

Dan is an investment professional with 20+ years of experience as an equity analyst. Dan was most recently a Partner at Champlain Investments where he was an equity analyst for 11 years. Dan helped Champlain grow their assets under management from their inception to their present level of $7 billion and served on their Investment Committee. Dan is particularly helpful to Sandy Cove in evaluating the small and mid- cap managers that we review quarterly.

Maureen Depp

Maureen is an investment professional with 30+ years of experience as an equity analyst and portfolio manager. Maureen has worked at several prestigious investment firms including Wellington Management, State Street Management & Research and Loomis Sayles. Maureen is particularly helpful in evaluating Large Cap and International investment strategies. Maureen is currently a Managing Director at Golden Seeds, an angel group which provides early stage and growth capital to women entrepreneurs. Golden Seeds primarily invests in health care, technology, and consumer industries.

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INSURANCE

Have You Reviewed Your Life Insurance Recently?

Many people follow the performance of their investment portfolios very diligently, keeping track of even the slightest moves up or down. However, typically, the same cannot be said of their life insurance policies. But first, let's start with the basics.

Life Insurance: The Basics

In general, there are two main types of life insurance -- term life insurance, and permanent life insurance. Term life provides coverage for a predetermined period of time, known as the term. Permanent life insurance provides open-ended, or "permanent" coverage.

Term life insurance is the most basic, and generally least expensive, form of life insurance for people under age 50. A term policy is written for a specific period of time, typically one to 30 years, and may be renewable at the end of each term. The premiums increase at the end of each term and can become prohibitively expensive for older individuals. A level term policy locks in the annual premium for periods of up to 30 years. Unlike many other policies, term insurance has no cash value. Benefits are paid only if you die during the policy's term. After the term ends, your coverage expires unless you choose to renew the policy. When buying term insurance, you might look for a policy that is renewable up to age 70 and convertible to permanent insurance without a medical exam.

Types of Life Insurance

	Term Life	Whole Life	Universal Life	Variable Universal Life
Death Benefit	★	★	★	★
Tax Advantages	★	★	★	★
Invested in the Market				★
Cash Value Guaranteed		★	★	
Flexible Payments			★	★
Low Monthly Cost	★			

Permanent life insurance combines death benefit protection with a tax-deferred savings component. With permanent life insurance, as long as you continue to pay the premiums, you are able to lock in coverage at a level premium rate for the life of the contract. Part of that premium accrues as a tax-deferred cash value. As the policy's value increases, you may be able to borrow against the balance at attractive interest rates. If you do not repay the borrowed money, however, it may be taxable as income at then-current rates. And if you're younger than age 59½,

you may also be subject to an additional 10% early withdrawal tax. There are a number of different types of permanent life insurance. The three most common are whole life, variable life, and universal life, the specific details of which can be complicated.

Why Now and How Much?

There are many different life experiences that may affect ongoing insurance needs and decisions. These may include:

- A change in marital status
- Birth of a child, or an adult child moving out of the home
- Transfer of a business interest ("buy/sell" arrangements)
- Assist in estate expenses

Unfortunately, many people don't take the time to review or revisit their life insurance policies after buying them, assuming they can literally put their life insurance "on the shelf" and forget about it. But doing so can be costly both in terms of lost money and lost opportunity.

Conducting an annual review of your insurance needs can help determine whether your existing coverage is still adequate and can help identify the areas that may need further attention.

As part of your annual financial review for 2017, consider assessing three key aspects of your life insurance policies:

- Intention -- Why did you originally buy the policies, and have your circumstances changed since then in ways that might change your life insurance needs?
- Ownership and beneficiary designations -- In whose names are the policies titled, and who have you listed as the beneficiaries? Changes in family circumstances often necessitate policy updates in these areas.
- A better deal? -- A life insurance review may reveal opportunities where you could obtain the same amount of coverage for less money, or more coverage for the same premium you're paying now.

Similarly, life insurance experts suggest that there are generally three categories of individuals who may benefit most from a life insurance review:

Young and just starting out: In the case of your untimely death, life insurance can help your family meet short-term needs such as paying funeral expenses, medical bills, legal fees, and any outstanding debts you may have left behind. Over the long term, insurance proceeds can be used for ongoing priorities, such as rent or mortgage payments, child care, routine household expenses, and education expenses. Generally speaking, life insurance is cheaper and more easily obtained at younger ages.

Middle years and Empty-Nesters: It's a common misconception that only people with young children and no savings need life insurance. Don't necessarily assume that is the case. Even if your children are grown up and financially self-reliant, life insurance may still be an important part of your financial strategy. A widow, widower, other loved one could be reliant on financial support from you. Also, life insurance can help you accomplish a number of estate planning goals.

Business Owners: The loss of a key employee, such as a chief executive, can be devastating to small businesses. For this reason, life insurance is commonly employed as the funding mechanism in "buy sell" agreements - legal arrangements providing for an orderly transfer of ownership interests - and to compensate for the loss of critical

personnel. Life insurance can also be used as a supplemental benefit to retain or attract key employees and executives.

As always, please contact your financial advisor or insurance provider to conduct an annual insurance review or to learn more about the uses and benefits of life insurance at every stage of life. Don't forget to annually review your auto, home and umbrella insurance policies, too!

Do You Know Who Your Beneficiaries Are?

Many employees take advantage of pretax contributions to their company's employer-sponsored retirement plan, and may make annual contributions to an IRA. However, if you participate in a qualified plan program you may be overlooking an important housekeeping issue: beneficiary designations.

An improper designation could make life difficult for your family in the event of your untimely death by putting assets out of reach of those you had hoped to provide for and possibly increasing their tax burdens. Further, if you have switched jobs, become a new parent, been divorced, or survived a spouse or even a child, your current beneficiary designations may need to be updated.

Consider the "What-ifs"

In the heat of divorce proceedings, for example, the task of revising one's beneficiary designations has been known to fall through the cracks. While a court decree that ends a marriage does terminate the provisions of a will that would otherwise leave estate proceeds to a now-former spouse, it does not automatically revise that former spouse's beneficiary status on separate documents such as employer-sponsored retirement accounts and IRAs.

Many IRA owners may not be aware that after their death, the primary beneficiary -- usually the surviving spouse -- may have the right to transfer part or all of the IRA assets into another account. Take the case of the IRA owner who has children from a previous marriage. If, after the owner's death, the surviving spouse moved those assets into his or her own IRA and named his or her biological children as beneficiaries, the original IRA owner's children could legally be shut out of any benefits.

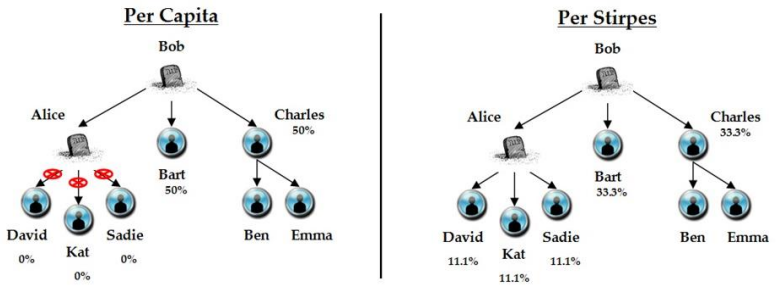
Also keep in mind that law requires that a spouse be the primary beneficiary of a 401(k) or a profit-sharing account unless he or she waives that right in writing. A waiver may make sense in a second marriage -- if a new spouse is already financially set or if children from a first marriage are more likely to need the money. Single people can name whomever they choose. Fortunately, non-spouse beneficiaries are now eligible for a tax-free transfer to an IRA.

The IRS has also issued regulations that dramatically simplify the way certain distributions affect IRA owners and their beneficiaries. Consult your tax advisor on how these rule changes may affect your situation.

Per Stirpes vs Per Capita

Many people do not understand the difference between these two elections on their IRA beneficiary designation form, and subsequently make an election inconsistent with their intention. Upon death, an IRA is distributed *per capita* if each living branch of the family is to receive equal shares of the inheritance. Conversely, *per stirpes* means that if the heir in the first generation of a branch predeceased the decedent, the share that would have been given

to the heir would be distributed among the heir's issue in equal shares. It is important to understand this distinction as it will have a large impact on your children and grandchildren.



To Simplify, Consolidate

In today's workplace, it is not uncommon to switch employers every few years. If you have changed jobs and left your assets in your former employers' plans, you may want to consider moving these assets into a rollover IRA. Consolidating multiple retirement plans into a single tax-advantaged account can make it easier to track your investment performance and streamline your records, including beneficiary designations.

Review Your Current Situation

If you are currently contributing to an employer-sponsored retirement plan, and an IRA, you may want to contact your benefits administrator – or in the case of an IRA your financial advisor -- and request to review your current beneficiary designations. You may want to do this with the help of your tax advisor or estate planning professional to ensure that these documents are in sync with other aspects of your estate plan. Ask your estate planning attorney about the proper use of trusts to achieve certain estate planning goals. Your planning professional can help you focus on many important issues, including percentage breakdowns, especially when minor children and those with special needs are involved.

Finally, be sure to keep copies of all your designation forms in a safe place and let family members know where they can be found.

ESTATE PLANNING

Laying the Framework for Your Estate Plan

Below is an abbreviated worksheet of the key information that we suggest you consider and prepare ahead of a meeting with an estate planning attorney. This list is designed to lay the framework for your family's complete estate plan and accomplish your family's objectives and fiduciary responsibilites over time.

Proposed Guardian for Minor Children

Please list in order of preference the proposed guardian for minor children to be named in your Will. We suggest you consider a guardian with similar family values, philosophies, personality traits and unconditional love.

GUARDIAN FOR CHILDREN	RELATIONSHIP	ADDRESS	PHONE NUMBER

Proposed Personal Representative (Executor)

Please list in order of preference the proposed Personal Representative to be named in the Will and carry out the terms of the Will. We suggest you consider a competent individual with experience dealing with complex financial and administrative issues. In some cases, a personal representative may be named Trustee as well.

PERSONAL REPRESENTATIVE	RELATIONSHIP	ADDRESS	PHONE NUMBER

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Proposed Trustee or Trustees

Please list in order of preference the proposed Trustee or Trustees to be named in the Trust. We suggest you consider a finanically sophisticated individual with the ability to employ a fiduciary responsibility toward the trust, meaning they owe a duty of care, good faith, honesty and diligence.

TRUSTEE	RELATIONSHIP	ADDRESS	PHONE NUMBER

Health Care Proxy

Please list in order of preference an individual to whom you appoint as your health care agent. This individual will make health care decisions when you are incapable of making or communicating such decisions.

HEALTH CARE AGENT SPOUSE 1	ADDRESS	PHONE NUMBER
HEALTH CARE AGENT SPOUSE 2	**ADDRESS**	**PHONE NUMBER**

Power of Attorney

Please list in order of preference an individual to whom you appoint power of attorney. This individual will be given the power to handle your financial and legal affairs on your behalf while you are unable to do so. We suggest you consider a trustworthy person with your best intentions at heart as this individual will have the ability to make financial decisions, gifts of money and even sell or transfer property on your behalf.

POWER OF ATTORNEY SPOUSE 1	ADDRESS	PHONE NUMBER
POWER OF ATTORNEY SPOUSE 2	**ADDRESS**	**PHONE NUMBER**

Special Considerations

Often in family situations there are special considerations that require further guidance and attention. For example, if you have a child with special needs or would like to specifically exclude an individual from your comprehensive estate plan, please note these considerations below. In addition, you may want to leave a "side letter" drafted in your own words as to your intentions.

_____

_____

_____

_____

_____

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Other Provisions to Consider:

- Appointing a Corporate Trustee: A corporate trustee is a bank trust department or trust company. You may consider a corporate trustee's objectivity of value under certain circumstances. You may decide to appoint a corporate trustee as a co-trustee or successor trustee.
- Personal Effects: Consider delineating who you would like to receive certain personal effects, like jewelry, art, clothes or furniture.
- Ages for Income and Principal Distributions or Discretion: To reflect the wishes and objectives of your family, consider permitting the Trustee the discretion to distribute income and or principal to your children upon certain circumstances approved by the Trustee, instead of employing age provisions. This may provide peace of mind, rather than automatically distributing funds at specific ages of your children which will not protect the money in the event of divorce, creditors etc.