

# Chesser Report

## Navigating Life Changes



Paula R. Chesser, CSA – Vice President & Senior Investment Consultant

2018 – Q3

### Savvy Women Club

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### Upcoming Events

**Navigating Life Changes Web Event**  
**July 18, 2018 (Wednesday)**

*The Role of a Trustee: Individual vs Corporate*

**Navigating Life Changes Web Event**  
**August 15, 2018 (Wednesday)**

*Reviewing Your Life Insurance: Not Enough or Too Much?*

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### Past Recordings and More...

[360 Wealth on Baird Online](#)

[Aging in America](#)

[Current Market Outlook](#)

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*Click & Scroll Down*

### Wealth Topics



[Choosing a Trustee](#)

[The Tax Cuts and Jobs Act and Charitable Giving](#)

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Hello everyone,

With the help of some cherished family and friends, the boat is back in the water! I'm looking forward to another season back on the lake.

We hope you've had an opportunity to speak with Dean, our newest Team Paula member. Dean is our Client Assistant and will be your first point of contact. His responsibilities include scheduling and confirming appointments, directing client documentation & distributions, opening new accounts, providing technology education & support and spearheading our marketing initiatives. We're thrilled to have him on board and look forward to serving your wealth management needs even better at Team Paula!

Baird continues to innovate and bring you updated technology you can use! I encourage you to Watch our most recent **Navigating Life Web Event** titled "**360 Wealth on Baird Online**". This is a tool allowing you to securely view all of your finances in one place online providing a complete picture of your net worth and consolidated view of all your accounts. 360 Wealth helps you manage your day-to-day finances while keeping you on track to meet your long-term wealth management goals. Click [here](#) for a quick tutorial or [listen](#) to Ryan Zutter, Manager of Private Wealth Management Technology Solutions, discuss all the exciting features of this new tool.

The third quarter of our [Purposeful Wealth Process](#) is in full swing. This quarter we're talking about protecting and preserving not just wealth, but the security of our families' futures. Once you receive our three **Wealth Protection** questions, look them over and give them some thought. If any additional questions arise of your own, feel free to contact us for a chat.

In the **Wealth Topics** section you'll find a few educational articles about: 1) choosing a trustee to manage your legacy ensuring your loved ones and values will thrive long after you're gone, and 2) the tax cuts and jobs act and charitable giving.

Warm Regards,  
Paula



## Ask Paula

Dear Paula,

I'm almost 67 years old, divorced now for 17 years, and I have two adult children. I've amassed a large estate and am revisiting my estate plan after years of letting it slide. My eldest son has accepted the position of primary Trustee. My youngest son is struggling with some ongoing personal issues and cannot be trusted with any kind of responsibility (or inheritance) right now. I would like to have a secondary Trustee in the case my eldest chooses to relinquish such responsibility or if he predeceases me.

My only other family is a younger brother who will be retiring soon and settling in to live a life of leisure with his grandkids. He doesn't want the presence of any drama in his life (which I can understand) or the responsibility of handling my assets upon my passing.

I'm wondering who might be a wise choice for a secondary executor and trustee for now. Any insight you could give me would be most helpful.

Thanks,  
Cindy

Dear Cindy,

I think it is most important to consider the business and personal qualities you want when choosing a Trustee. It is prudent to choose someone who is reliable, honest and willing to serve. Ideally, the person should have a solid business acumen, the ability to navigate complex tax issues, a willingness to study the intent of the trust itself and administer the assets as if they were his or her own.

An alternate to choosing a person is to choose a Corporate Trustee to manage your assets. A Corporate Trustee will have the skill in administering trusts pursuant to their terms and applicable law as well as the impartiality in administering those services.

There are pros and cons to either choice and it's a lot to consider so I have included an article entitled "Choosing a Trustee" in the Wealth Topics section above that discusses in detail a trust structure, qualities to consider, how to select the right Trustee, different types of Trustees and the Trustee's responsibilities.

Let me know if you wish to discuss further.

Warm Regards,  
Paula



## Meet the Team



### **Paula R. Chesser, CSA**

*Vice President, Senior Investment Consultant*  
([pchesser@rwbaird.com](mailto:pchesser@rwbaird.com))

Paula is responsible for all investment recommendations and strategies implemented. She created the Chesser Wealth Management Experience, navigates her team's Purposeful Wealth Process and thrives on her client relationships. Professional licenses include Series 7, 66 and life & long-term care insurance.

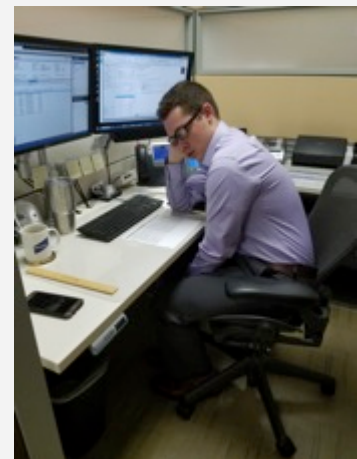


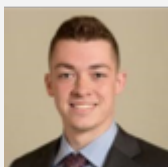
### **Cathie L. McGannon**

*Senior Client Specialist* ([cmcgannon@rwbaird.com](mailto:cmcgannon@rwbaird.com))

Cathie supports our client's Advanced Planning needs which include tailored financial, retirement, cash-flow, estate, stock option and tax planning services. Professional licenses include Series 7, 66 and life & long-term care insurance. Cathie is also a Certified Wealth Specialist (CWS), Chartered Life Underwriter (CLU), and Chartered Financial Consultant (ChFC).

## Team Updates



**Dean Brennan**

*Client Assistant (dbrennan@rwbaird.com)*

Dean will be your first point of contact and his responsibilities will include scheduling and confirming appointments, directing client documentation & distributions, opening new accounts, providing technology education & support and spearheading our marketing initiatives. Dean enhances our client communication by providing a concierge level of service.

*Dean hard at work during his first day! 😊*

**Janice Michaels**

*Branch Receptionist (jmichaels@rwbaird.com)*

Janice helps to facilitate our events by receiving incoming RSVP's and behind-the-scenes administrative support as well as greets our clients with a smile upon arriving at our office.

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