

Please note: This is a transcription so there may be slight grammatical errors.

Andy Marino:

Entering the conversation with parents about elder care is a sensitive topic. It's a financial decision that has a lot of medical and healthcare overtones. We're all trying to honor our parents and do well by them because they did very well by us to have us in the position to be able to talk about it and help. The worst situation you would find yourself in is trying to guess at what someone's wishes are after the fact. You want to be able to just ask some gently probing questions about what planning they may have done, if any.

You want to ask what the state of their will is and if they've made provision for how the assets will be distributed. That is a bit of a natural entree into other items that probably should be on the checklist. Things like living wills and medical directives. Conversation about what will happen with their current residence if they're in a position where they're no longer able to live there safely. There's lots of choice and lots of variety and lots of things that are available, but it can be really confusing.

So you want somebody who is objective, who is used to navigating complicated topics where there are a lot of alternatives, and narrowing the universe down to things that you can actually make decisions on. And the way CAPTRUST does things, it's completely independent. It's somebody that's on your side. And so we're used to navigating that using the sports analogy, sort of playing the quarterback position and bringing together multiple talents and disciplines to come to the best solution that you can for your folks.

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