

# *Estate & Legacy Planning Guide*®

Compliments of  
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*My Pink Lawyer*™



*“Relax... Our Planning Has Your Family Covered”*

# The Top 10 Disasterous Planning Mistakes Women Make That Put Their Families At Risk

1

## They have **NO WRITTEN PLAN.**

Everyone has an estate plan, whether you know it or not. There are default rules in place for those who don't take the time to make their own written plan.

Without a written plan of your choosing, your kids and family are at the mercy of the government and the courts about such critical decisions as:

- Who will raise your children
- Who will inherit your \$/property
- When your children will inherit your \$/property
- Who will manage your \$/property
- Who will make medical decisions for you if you're incapacitated
- Whether you will be kept artificially on life support even if there's no chance of your recovery from a vegetative state

2

## They have an **out-of-date plan**

Estate plans should be reviewed at least every 3 years or sooner if you have a major life occurrence (i.e. death, birth, marriage, divorce, critical illness, etc.). Your life changes and your plan needs to change with

you. There are four things your estate planning attorney will never know:

- When you'll die
- What you'll own when you die
- What your family dynamics will be when you die
- What the law will be when you die

Although your plan should be flexible to accommodate different scenarios, your plan needs to change over time as your circumstances change.

3

## They think a **Will or a Trust is enough**

An estate plan is more than just the documents themselves. Your estate plan is more like a puzzle, made up of State & Federal law, who your family members are, what you own, the titling on your assets, the beneficiary designations on your assets, and the documents themselves. A Will or Trust doesn't do a bit of good if they aren't part of your comprehensive planning on how everything fits together to accomplish your desires and goals for your family.

Think of your estate planning documents as the icing on the cake that hold your plan together after you've coordinated the law, the titling of your assets, your beneficiary designations, etc.

4

## They use a **Do-It-Yourself PLAN.**

Do-It-Yourself documents are all available to purchase at your local office supply store or online. However, these are fill-in-the-blank cookie-cutter forms that oftentimes won't fit the unique needs of your family situation. In addition, many of these forms won't be worth the paper they are printed on unless they are a part of the comprehensive plan that works for your family. I've seen many documents that turn out to be irrelevant because they don't fit together with the rest of your plan.

5

## They haven't named a **guardian for minor children.**

If you don't nominate guardian(s) to raise your children if something happens to you and/or your spouse, then a judge will make these critical decisions for your family.

Things you need to consider:

- Naming sufficient alternates
- Being specific on who you want to serve and under what circumstances
- Naming the caretaker guardian as the financial guardian also

- Specifically excluding those you know you wouldn't want to serve as guardian
- Naming immediate short-term emergency guardians
- If you're leaving property to someone who has 'special needs,' you'll also want to build in specific trust language for that person so that their inheritance won't jeopardize any public assistance benefits they are or might become entitled to

**For your free Minor's Guardianship Guide for Parents©**

**visit my website,**

**[www.MyPinkLawyer.com](http://www.MyPinkLawyer.com).**

## 6 They don't update their plan after a divorce

It's critical that if you are divorced or are going through a divorce that you update your estate plan and beneficiary designations immediately. Your divorce decree does not override your estate plan.

## 7 They don't consider special planning considerations in a "Blended Marriage".

- Family communication is crucial to help alleviate confusion and hard feelings between blended family members
- If you come into the marriage with any assets of your own, seriously consider pre- or post-nuptial agreement.

- A surviving spouse has rights to your estate & separate property after you die unless they waive them.
- Make sure your children by prior marriage are protected and their inheritance is protected if you die first

## 8 They fail to recognize that one spouse is clueless when it comes to family finances

It is typical for one spouse to take the lead on the family's finances and record keeping. However, it's important to keep your family's financial records organized so if the "knowledgeable" spouse dies, the other spouse is not left floundering. (This is true whether you're married or not, by the way.)

**Download my Free Estate Organizer Worksheet from [www.MyPinkLawyer.com](http://www.MyPinkLawyer.com) to help get you started.**

## 9 They fail to leave detailed instructions for health care and end-of-life decisions

It puts an amazing amount of stress on family members to have to make health care and end-of-life decisions for you.

- Family members can fight among themselves if you've neglected

to leave clear instructions for your preferences

- 5 Wishes
- Burial vs. cremation
- Living Will, DNR (Do Not Resuscitate), Organ Donation

## 10 They fail to plan for disability

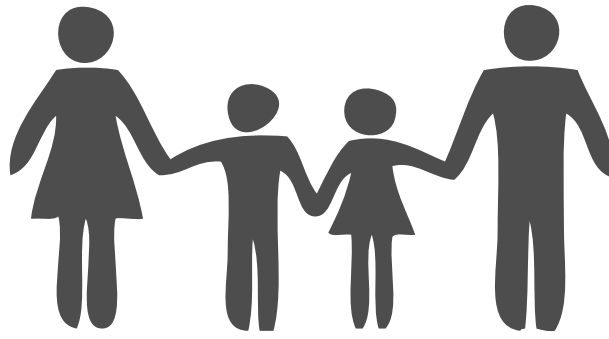
There is a high likelihood that a person will become disabled before they die. That's why it's critical to include a Durable Power of Attorney, Living Will, Designation of Health Care Surrogate, Organ Donation, & HIPAA Authorizations in your plans. Court mandated guardianships are expensive & time consuming. Oftentimes, with proper planning and forethought, guardianships can be avoided altogether with a well-thought estate plan.

## Conclusion

*The planning we do is not for us. Let's face it, we won't be here when the plan is needed. However, our families and loved ones will be ones who have to live with the decisions we chose to make, or not make, for their benefit when we were still able to do so.*

**Sign up for my free weekly emailed newsletter and order your free Minor's Guardianship Guide for Parents© and Estate & Legacy Planning Guide© from my website [www.MyPinkLawyer.com](http://www.MyPinkLawyer.com)**

## A woman's most valuable asset is her family



As women, we nurture, protect and provide for our families during their lives, yet so few of us plan for their future when we're no longer around. We want to make sure our children will be taken care of in the best way possible and that all their needs will be met until they are grown and able to make decisions on their own. We want to make sure that our families aren't lost and confused when it comes time to make decisions regarding end-of-life care or funeral arrangements. We want to make sure that the dreams and plans we've spent our lives building flow smoothly to those we love and cherish the most.

Family estate and legacy planning is not something you do for yourself. It's something you do for your loved ones because it's easier for you to take care of things today than it will be for your family to take care of things after you're gone.

What makes *My Pink Lawyer*<sup>™</sup> different is that it is built on the concept that your financial wealth is only a fraction of your overall "Family Wealth" which is made up of your far more valuable, Intellectual, Spiritual and Human assets — ***who you are and what's important to you.*** Most estate plans are only able to transfer your financial wealth to the next generation. Our planning together allows us to begin passing on your entire Family Wealth to your children and future generations.

If you're ready for the peace of mind that comes from knowing your family will be protected after you're gone, all we need to do is design your personal family estate and legacy plan. If you think this all sounds expensive, you're wrong. I can guarantee you that my planning is substantially less costly than it would be for your family if you died with a plan that didn't work or if you didn't have a plan in place at all. Together, if we both feel there is a good fit, we will build a life-long relationship to ensure your family's needs are met throughout your life's ever-changing circumstances.

## Building A Life-Long Relationship

In most law firms, the relationship ends when you receive your original documents. This is where we are very different. We stay in touch to ensure that your estate plan continues to fit and work for you as time goes by and your family situation changes. We also stay in touch in case the law changes. We do this by contacting you at a minimum of every three years (annually as part of our membership programs). At that time, we will make an appointment for you to come in to receive a complimentary review of your estate plan. Not only does the review keep your plan up to date, it also brings the firm up to date so if something happens to you, valuable time is not lost when the firm helps your family decide what happens next. You will have peace of mind knowing that we will be here to assist the people you love most.

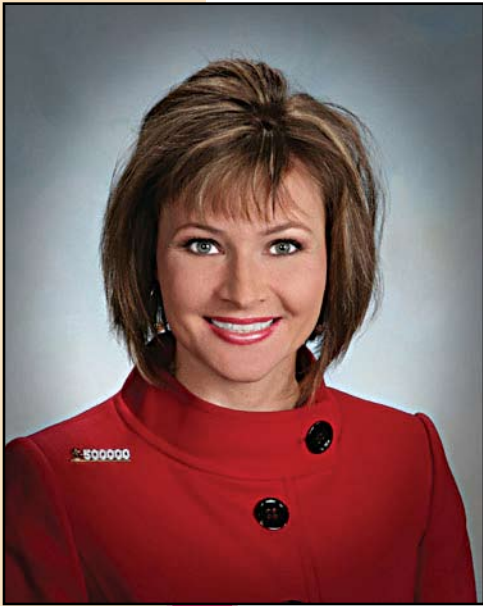
# Attorney Kristen Marks

Kristen graduated from Dartmouth College in Hanover, New Hampshire in 1992, and *magna cum laude* from the University of Alabama School of Law in 1995. Shortly thereafter, she and her husband, Andrew, also an attorney, moved to the Pensacola area to begin their law practices. Kristen began her practice with the law firm of Chase, Quinnell, McIver, Jackson & Marks, P.A., for seven years in the areas of estate planning, probate and guardianship.

In 2002, Kristen earned the privilege of becoming an

Independent Sales Director with Mary Kay Cosmetics, a position earned by the Top 2% of consultants with the company. For the next six years, Kristen focused on training and mentoring other women around the country to build successful businesses for themselves and their families. During that time, Kristen earned the use of four free company cars, including the famous Pink Cadillac for two years.

In 2008, Kristen decided it was time to resume her law practice, this time with a twist. With her vast experience serving and mentoring women in the business world, Kristen now applies the same approach of caring and service to women and their families with their estate and legacy planning needs. Kristen understands that many women feel intimidated dealing with attorneys and she hopes to break down those barriers with her warm, unique personable approach. Kristen loves the fun title her clients have given her and believes it encompasses the heart of who she is and the clients she serves: *'My Pink Lawyer.'*



## Your Estate Planning Experience Will Be Different With



*My Pink Lawyer.*<sup>™</sup>

### 1. Unique Personable Approach

Your experience with us will be both comfortable and personal. We hate stuffy and boring as much as you!

### 2. Flat-Fee Billing

You'll never have unpleasant surprises with unexpected legal fees. Everything we do is billed on a flat-fee basis, agreed to in advance. And we never 'nickel & dime' our clients on costs, such as postage or copies.

### 3. Giving Back to the Community

*My Pink Lawyer* makes donations to several local non-profit charities benefitting women and children for each new planning client we work with.

### 4. Customized Plans to Fit Your Needs

We customize all our plans for clients and don't use cookie-cutter type forms. Each plan is prepared by Kristen personally, not a paralegal, and is uniquely customized to serve your family's needs.



## All *My Pink Lawyer*™ Plans Include

### Four Components of Planning

**1**

#### Child Protection Planning

- Naming both permanent & immediate 'first responder' guardians for your kids
- Giving instructions to caregivers in the event of emergency
- Confidential Exclusion for those people you know you'd never want to be raising your kids
- Providing detailed instructions to your guardians about how you want your kids raised
- Medical powers of attorney for your kids in case you're not available

**3**

#### Asset Protection Planning

- Probate avoidance
- Minimizing or eliminating Estate Taxes
- Deciding who should receive your property & when and how they should receive it
- Deciding who should manage your property after your gone
- Avoiding court guardianships for minors inheriting property

**2**

#### Disability & End of Life Protection Planning

- Health Care Directives, including Living Wills & Designations of Health Care Surrogates
- HIPAA Releases
- Organ Donation
- Final Wishes
- Burial/cremation instructions
- Online storage of your health care directives... available upon request

**4**

#### Legacy Protection Planning

- Passing on your values, beliefs, life lessons & dreams to future generations
- Leaving behind detailed instructions to your guardians, trustees & family about how you want your property managed or distributed, your kids to be raised & a variety of other topics

*“Relax... Our Planning Has Your Family Covered”*



## It's Easy As 1-2-3 To Learn More About

*My Pink Lawyer™*

## Estate and Legacy Plans

1

Call or email to schedule your free Estate and Legacy Planning Consultation. Once scheduled, you will be mailed a Pre-Meeting Packet which we ask you fill out and return to our office at least three days prior to your appointment.

2

Continue to learn more, sign up for our FREE weekly e-zine, Wealth Planning Matters, and our other free publications at [www.MyPinkLawyer.com](http://www.MyPinkLawyer.com).

3

Schedule Kristen Marks of *My Pink Lawyer™* to come speak to your organization, group or club.



*My Pink Lawyer™*

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*Remember,  
estate and  
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planning is not  
something you  
do for yourself.  
It's something  
you do for your  
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because it's  
easier for you  
to take care of  
things today  
than it will be  
for your family  
to take care  
of things  
after you're  
gone.*