

Six Areas of Financial Planning

Financial Position	Protection Planning	Investment Planning	Tax Planning*	Retirement Planning	Estate Planning*
<ul style="list-style-type: none"> • Cash reserve levels • Cash reserve strategies • Debt mgmt • Cash flow management • Net worth • Discretionary income • Expected large inflow/outflow • Lines of credit 	<ul style="list-style-type: none"> • Disability options • Long-term care – timing/prem/coverage • Umbrella liability • Life insurance • Medical/Health • Property & casualty • Deductibles vs cash reserves • Policy status • Policy loans • Beneficiary designations • Special needs situations • Alternate/add'l coverage strategies 	<ul style="list-style-type: none"> • Asset allocation • Education planning • Lump-sum accumulation • Options/restricted stock/non-qualified deferred compensation • Ongoing investment fees • Risk tolerance • Tax implications • Cost basis • Timeframes • Diversification strategies • Dollar-cost averaging • Market timing issues 	<ul style="list-style-type: none"> • Tax reduction • Tax deferral • Tax avoidance • Future taxes due • Withholding • Tax diversification • Qualified investments • Non-qualified investments • Effects of liquidation • Filing status • Business ownership • Non-traditional ownership 	<ul style="list-style-type: none"> • Minimum distributions • Pre-59 ½ strategies • 401Ks • IRAs • Medicare/Medigap • Social security • Roth conversions • Income streams • Income streams--transitions • Health care • Tax transitions • Risk tolerance transition • Timing issues 	<ul style="list-style-type: none"> • Estate balancing • Capital transfer • Asset ownership • Trusts • Wills • Trust funding • IRD • Succession planning • Special needs dependents • Minor children • Generation skipping • Short-term life expectancies • Estate liquidity

**Seek the guidance of your professional tax and/or legal advisor before making any decisions. Investment advisory services offered by New England Securities Corp.(NES). (member FINRA/SIPC). Baystate Financial Services is a general agency of New England Life Insurance Company (NELICO), Boston, MA 02116. NES and NELICO are affiliates. OceanState Financial Services is a separate entity from NES. L0710118968[exp0712][MA,ME,NH,RI]*